

Land Development & Sales

Led by: Director of Real Estate & Development Services

Service Description

Our core service develops and sells industrial land to attract business investment and promote economic diversification and growth for Calgary.

Responding to a range of complex corporate land needs, Land Development & Sales also offers planning expertise to lead and identify strategic redevelopment opportunities.

Optimizing the value and maximizing the financial return on City-owned land under our stewardship, we offer The Corporation a long-term source of reoccurring property tax revenue.

Service Updates

Highlights

Midfield Heights was designed to provide increased density around the Max Orange BRT route. A major development priority was creating a transit accessible design with high quality pedestrian connections and ample lighting to encourage safe, day and evening use. Providing a range of open spaces including a linear park was also intended to promote walking, cycling and other alternative modes of transportation. A major milestone achieved was the tender award for stripping and grading and deep utility construction which signals the start of the project's first phase of construction.

Another success was creating a procurement program to enable a quick and efficient response to procuring available fill material. Large quantities of fill material are difficult to source; this unique approach will enable our service to procure quickly while also securing the best unit price to support the construction of the first phase of Constellation Industrial Park.

Challenges

Several existing site constraints including an existing residential community, a sound wall and a sanitary line created a design and location challenge for the future at-grade pedestrian crossing at 16th Avenue N.E. connecting Midfield Heights to Renfrew.

With the relatively flat topography of the Constellation Industrial Park, significant amounts of fill material are needed to begin construction. Securing an adequate quantity of fill has been a continuing challenge due to the quantity of material needed and the cost.



Measuring Our Performance

Legend

— Actuals

■ Expected Future Performance

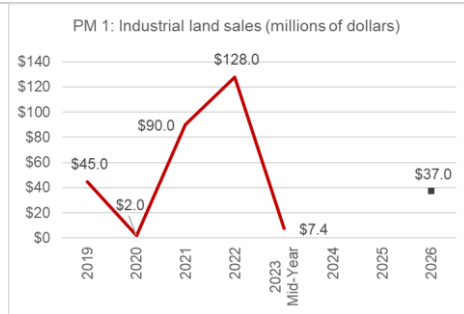
➡ Progressing as planned

⬅ Not progressing as planned

Performance Measures

Story behind the numbers

Status



Sales are currently below our budgeted sales, however there are several large transactions expected to close in 2023 which will bring us into alignment with our sales target.



Due to a record year of industrial sales in 2022 with the entire Phase 2 of Point Trotter sold for development of a future logistics park, our inventory levels are lower. Development of Constellation Industrial Park will begin this summer to replenish the supply.



Note: Not all performance measures were reported on for this report. To see the 2022 data for performance measures, please visit [Service plans and budgets \(calgary.ca\)](https://calgary.ca/service-plans-and-budgets). Additional measures that will be included in the 2023 year-end performance report include:

PM 2: Increase in assessed value from land improvements (millions of dollars)

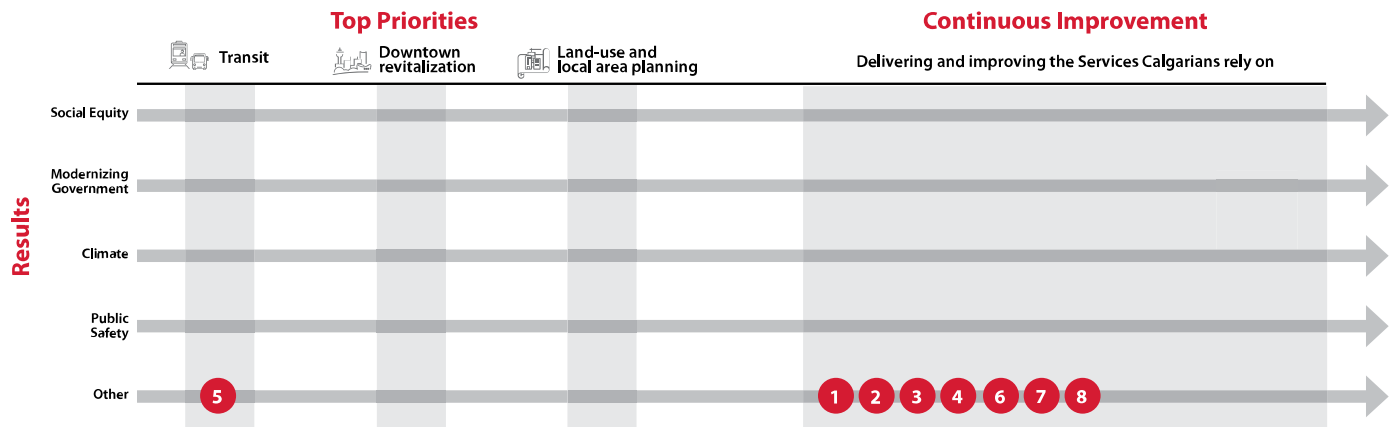
PM 3: Number of permanent jobs created

PM 4: Private capital investment (millions of dollars)



Progress on Service Delivery

Alignment with Council Refined Priorities and Result Areas



Legend



Completed



Progressing as planned



Not progressing as planned



Initiative number

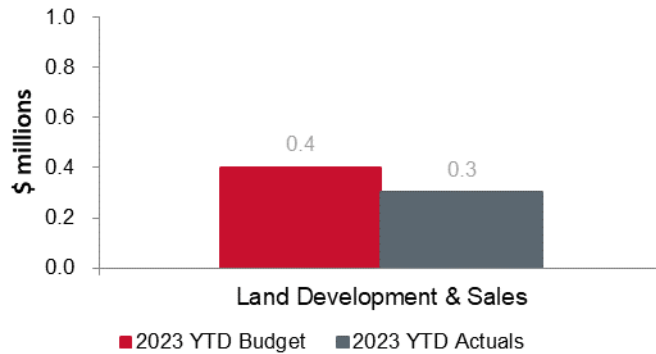
Initiative	Initiative Update	Status
1 Enable businesses to start, grow and invest in our city and support Calgary's economic resilience. We will accomplish this through the development and sale of serviced land opportunities located in Great Plains Starfield Phase 1.	With the goal of increasing serviced land supply to support a range of business opportunities, entering the construction phase is a top priority. Our consultant team has been diligently undertaking engineering design, environmental investigations and planning approvals to begin construction this summer.	
2 Promote economic diversification and growth for Calgary by supporting new business investment through the sale of serviced industrial land in Point Trotter Industrial Park Phase 1.	As an important distribution hub with excellent transportation access to three major highways including Stoney Trail ring road, this phase has several small and medium-sized parcels available for sale and are being actively marketed by our sales group.	
3 Attract new business investment and promote economic diversification and growth for Calgary through the sale of serviced industrial land in East Lake Industrial Park.	Strategically located near the CP Calgary Intermodal Terminal, this over 38 acre lot will be sold with its existing land use of S-FUD. At present sales negotiations are in progress for this parcel.	
4 Improve the quality of life for Calgarians by offering more housing and commercial options through the sale of lands in Aurora.	With the amendment on allowable land uses within the Airport Vicinity Protection Area, the land use mix is being revisited for this site with planning and consultation with interested parties underway.	
5 Create great places to live, work and play for Calgarians through the redevelopment and sale of lands from our Midfield Heights urban village site.	The much anticipated new urban village for the community of Winston Heights/Mountview has achieved significant progress. Final remediation excavation is now complete as well as engineering design. Achieving these major development milestones means earthworks and deep utility construction is on track to begin this year.	
6 Create great places to live for Calgarians through the marketing and sale of lands at Richmond Green.	Identified as a future mixed use development site from which the sales proceeds are intended to cover future on-site public realm improvements and sports field upgrades, the sale of this parcel is on hold until more favourable market conditions.	
7 Remove barriers to business investment and offer more housing options for Calgarians through the planning and feasibility analysis of the former RB Bennett school site.	Work is underway towards a Site Redevelopment Master Plan to revitalize this former school site. Land use planning and consultation with interested parties continues towards a final design concept plan that will support the current needs and aspirations of the Bowness community. Items being considered include a public open space amenity and a potential housing that supports low to mid-rise residential development.	

Initiative		Initiative Update	Status
8	Attract new business investment and promote economic diversification and growth for Calgary through the redevelopment of lands at South Hill.	Now known as the Riverbend TOD project due to its proximity to a future Green Line LRT station, efforts to redevelop 15 acres of brownfield lands in east Riverbend to support future transit-oriented development business opportunities are on track. The Outline Plan development application for phase one of the project was submitted in Q1 2023. The proposal is intended to accommodate a range of low and medium-rise residential housing supported by a vibrant green space system.	



Service Updates on Financial Performance

Net Operating Budget and Actuals as of June 30, 2023

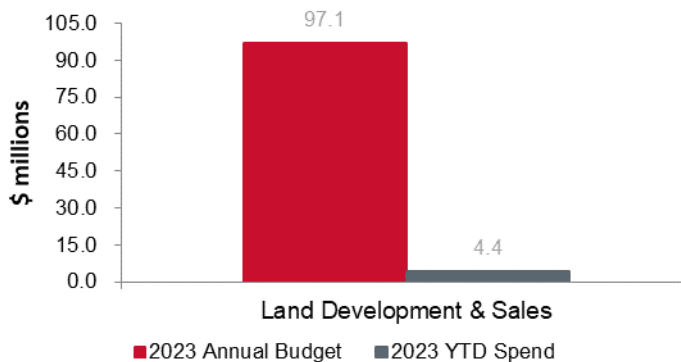


Operating Budget Updates - 2023 YTD net operating budget vs actuals:

Land Development & Sales has a favourable variance to the end of June of \$0.05. This is primarily on account of expenditures for some internal services not yet charged to the service line budgets. These are expected to be recorded in the second half of the year.

Revenues within the service line from sale of industrial lands are currently below our budgeted sales. However, there are several large transactions expected to close later in 2023 which will bring us into alignment with our sales budgets.

Capital Budget and Spend as of June 30, 2023



Capital Budget Updates - 2023 total capital budget vs 2023 YTD spend:

Land Development & Sales has a spend rate of 4.52% of the 2023 approved capital budget to the end of June. Year-to-date the capital budget has been used on construction activity on the first phase of the Constellation Industrial Park project and the Midfield Heights project.

Most of the planned construction activity for the year is planned to commence in the second half of the year. As a result, higher spend rates are projected for the balance of the year.