



Industry Perspectives

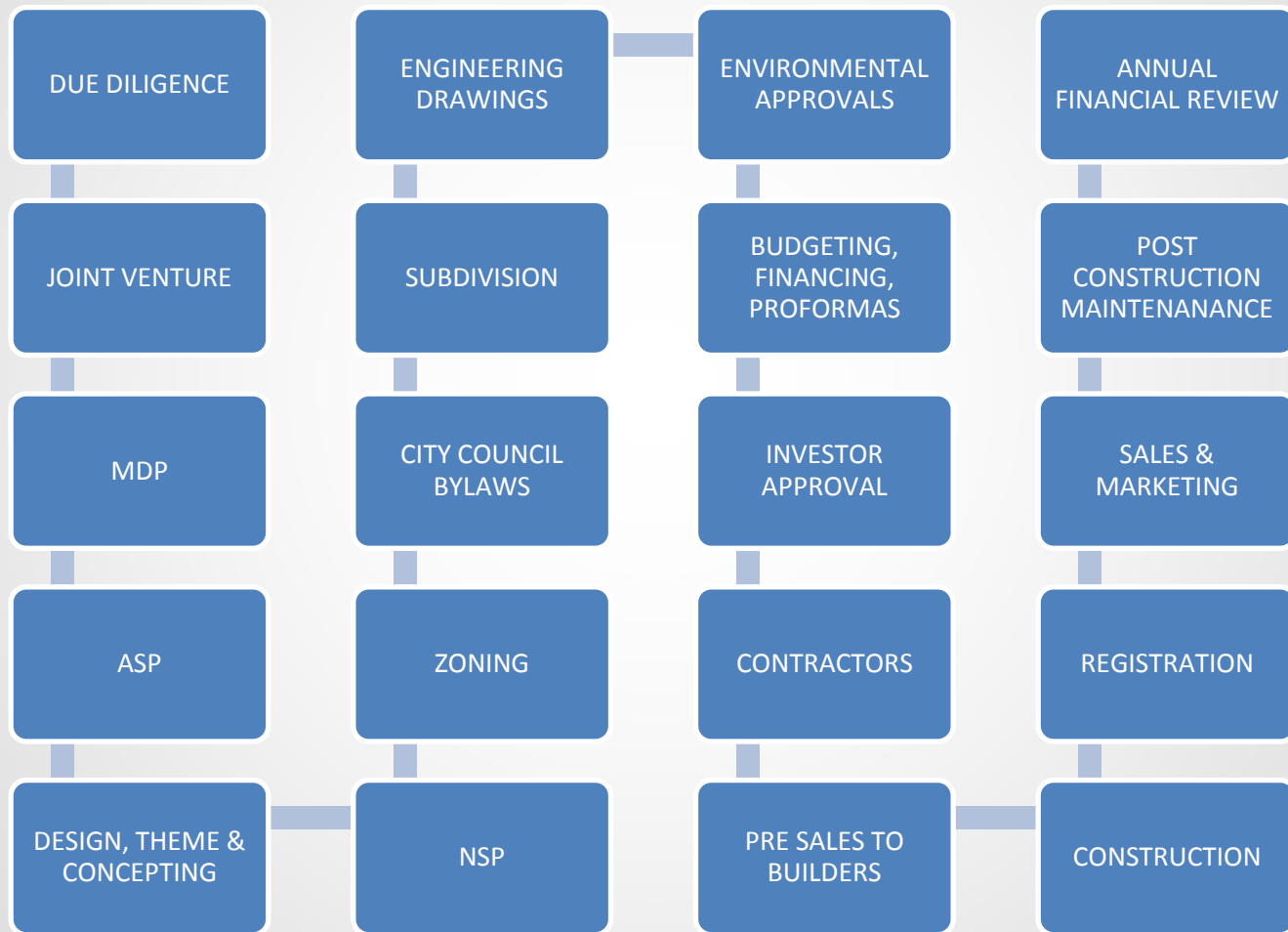
Wetlands and Storm Water Management Design in a Larger Planning Context

Chris Nicholas

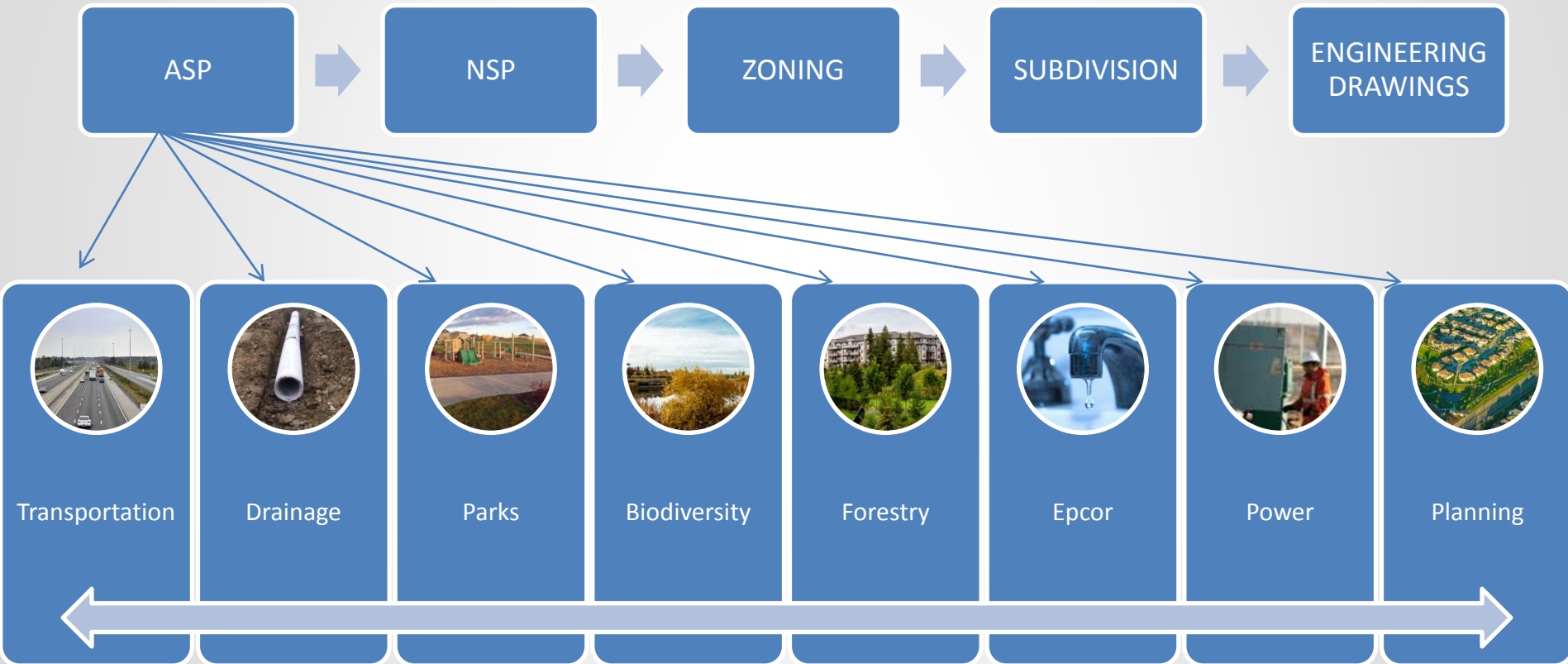
Vice President, MLC Group



Land Development Process



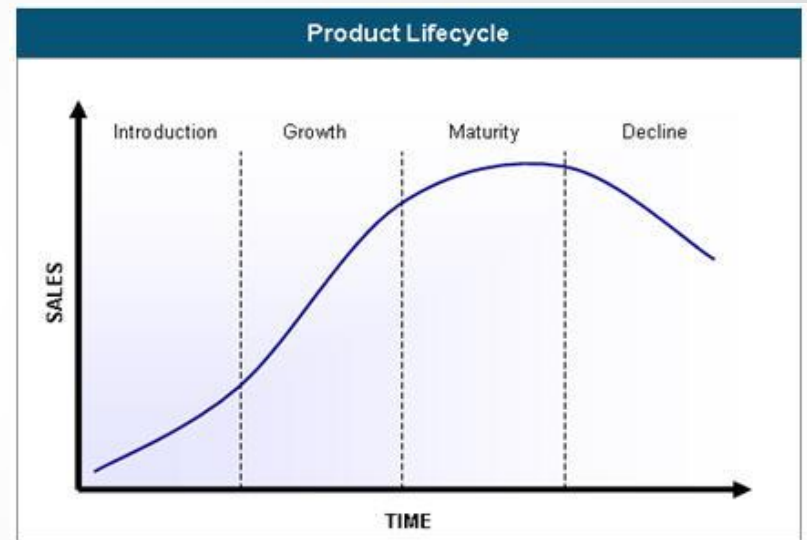
Land Development Process – Many Masters



Mid Term Development Timeline

Timeline for Typical Mid-term Development:

- 160 acre development – 750 lots
- 4 years from purchase of land to first stage of subdivision completion
- 5 years first lots paid out and first residents move in
- Continue to build out in years 6 – 10
- Profit usually in last 25% (maturity stage) of project – years 8 – 10



Certainty and Control

The Development Industry looks for certainty and predictability, to the greatest extent possible, in projects.

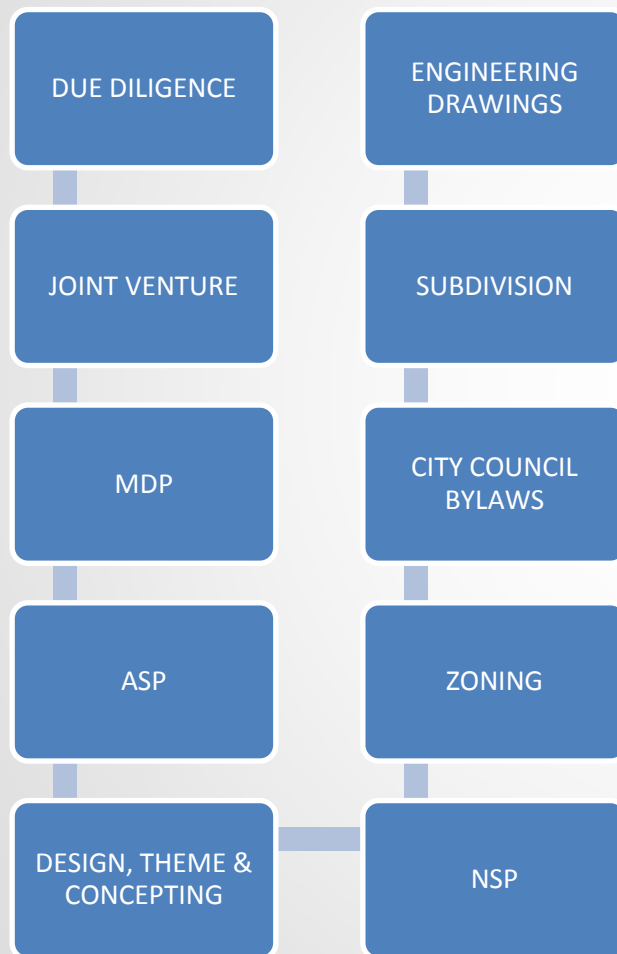
There are 4 main factors in a project which the developer has less control over:

- Market and economy
- Servicing Costs
- Regulatory Costs – including MR, ER, compensation, construction, maintenance, and municipal fees & charges (Levies)
- Weather

Of the four project factors, costs have the best chance of being managed



Land Development Process – Timing of Wetland Dedication



Regulatory Costs & Uncertainty – need to be predictable and fair

Predictability, fairness and certainty are crucial to Regulatory Costs:

- Industry will accept market risk, but is adverse to regulatory risk
- Allows for accurate project pro forma, cash flow management and budgeting
- Manage your investor expectations and meet revenue targets



Stability and Partnership

Importance of a stable Provincial Policy, municipality, and process:

- Proven, clear process – no surprises
- Stable and experienced municipal staff – can keep what is promised
- Relationship best when viewed as a partnership – we build communities together



Stability and Partnership

We require an integrated approach with the City and the Province. One in which a policy does not trump pragmatism.

- Needs to be iterative
- Needs to be collaborative
- Need to recognize the end goal of natural area restoration and preservation.

