

June 14^h, 2024

Alisa Laliberte
Branch Manager, Economic Investment Services
900 Edmonton Tower
10111 104 Avenue
Edmonton, AB T5J 0J4

RE: 2024 INDUSTRIAL INVESTMENT ACTION PLAN

Dear Ms. Laliberte,

Thank you for including NAIOP Edmonton in the initial consultations regarding the updated 2024 Industrial Investment Action Plan. After further discussions with our Industrial Advocacy Committee and key NAIOP partners who specialize within industrial development, we would like to propose the following recommendations for consideration. Our membership includes all major industrial landlords and developers currently active within the Edmonton region, which is why we believe our input is crucial in defining a clear path forward that leads to increased industrial development for our city.

In our opinion the proposed 2024 Industrial Investment Action Plan must include defined action items that have a tangible impact on development growth, and that can be tracked and reported on.

To achieve this, **we suggest focussing solely on ACTION ITEMS 1 – 4 and 9,** as well as, considering the following:

- **ACTION 1:** Add Section 1.4 - developing an information data-set to support market growth that is assembled in a format that can be used externally (e.g. population growth charts, labour data). This is also linked to Section 9.2.
- **ACTION 2:** Prioritize and invest resources into Section 2.2, as this will help identify and unlock future industrial lands that are realistically ready for development. The city must recognize where demand is coming from and understand how they can work with industry to develop certain land positions within the city limits.
- **ACTION 3:** We strongly support this Section and believe it's a key area to help the city remain competitive with surrounding municipalities. Understanding there are more stringent guidelines for development within a major market, there needs to be a focus on continuing to increase efficiencies and timelines for permits. We would suggest building on the Client Liaison Unit and have a dedicated industrial task force with the sole responsibility to push industrial projects forward on an expedited timeframe. This will give both developers and users the certainty needed. We also suggest removing Section 3.4 as this is not applicable to industrial growth.

ACTION ITEMS 5 – 8 will not help incentivize industrial growth. There is a strong possibility that too much focus on these areas will only lead to extra management, bureaucracy and red tape that will create more uncertainty from the development community. NAIOP strongly believes that these areas will result in less resources being committed to actionable items that would ultimately spur development growth, which is why we recommend removing these Action Items entirely.

We've appreciated the ongoing work of you and your team and would like to request that our association continues to be consulted in the final approval and implementation of the updated Industrial Investment Action Plan.

Please feel free to contact us anytime to discuss in more detail.

Thank you,



Kris Augustson
Remington Development Corp



Mark Edwards
Panattoni Development Company

Kelly Pawlik

Kelly Pawlik
ONE Properties

Matt Woolsey

Matt Woolsey
York Realty Inc.



Meghan Kinney
QuadReal Properties



Marc Harden
TrioInvest



Angela Wu-Kemp
GWL Realty Advisors



Brad Alton
BGO



Anand Pye
NAIOP Edmonton