

CITY OF HAMILTON

PLANNING AND ECONOMIC DEVELOPMENT DEPARTMENT
Economic Development Division

TO: Mayor and Members General Issues Committee	WARD(S) AFFECTED: Ward 2
COMMITTEE DATE: June 20, 2012	
SUBJECT/REPORT NO: Supermarket Development Incentives (PED12120) (Ward 2)	
SUBMITTED BY: Tim McCabe General Manager Planning and Economic Development Department	PREPARED BY: Alan Waterfield 905-546-2424 Ext. 1251 Hazel Milsome 906-546-2424 Ext. 2755
SIGNATURE:	

RECOMMENDATIONS:

- (a) That Urban Renewal staff be directed to prepare for Council's consideration an amendment to the Downtown and Community Renewal Community Improvement Plan, as per the Planning Act, for the purpose of implementing a Hamilton Downtown Supermarket Development Incentive.
- (b) That Appendix "A" attached to Report PED12120, respecting the draft Hamilton Downtown Supermarket Incentive program description and terms, be presented for public consultation to be conducted as part of the Community Improvement Plan amendment process, prior to scheduling it for consideration by Planning Committee and Council approval.

EXECUTIVE SUMMARY

The Hamilton Downtown Supermarket Incentive Program will offer a one-time only, forgivable loan to be issued to the successful proponent(s) of a Request for Proposal

Call relating to the development of a Downtown supermarket. It is felt that this will provide a necessary incentive to realize a full-service supermarket for a diverse range of Downtown residents in the shorter term. This strategic investment, along with other public and private rejuvenation initiatives, will assist in creating a Downtown that offers amenities that impact the quality of life of its residents.

Proposals will be evaluated against the criteria identified in Appendix "A" to Report PED12120. One of the mandatory requirements of this new incentive is that the supermarket must be located within the Downtown Urban Growth Centre to ensure a relatively centralized site within the broader Downtown context and, will assist in meeting growth targets for the area established in the new Urban Hamilton Official Plan: being 250 residents and jobs per hectare by 2031.

The financial incentive would be a one-time only forgivable loan to be used for capital works related to a property/building for the desired supermarket. The loan will be advanced at three (3) stages after the development is underway, at 60% completion, 80% completion and 100% upon occupancy. The loan amount would depend on the size of the proposed store provided at a rate of \$30 per square foot of gross leaseable floor area, to a maximum of \$650,000. The maximum loan term is five (5) years from the date of the final advance exclusive of holdback. Interest on the loan is 0% for the five (5) year period. The loan will be forgiven at a rate of 20% of the original amount per year, contingent that the borrower is not in default of the terms of the program or any security requirements. All taxes, as billed on the property, must be in good standing throughout the development process and the five (5) year forgivable loan term. City Council may reject any bid received from a proponent where, in the opinion of Council, the commercial relationship between the City and the proponent has been impaired by, but not limited to, the proponent being involved in litigation with the City.

Funding for the proposed incentive was included as a Downtown and Community Renewal capital block funded project in the 2012 approved budget. Depending upon the results of the evaluation, the incentive may be directed to one or more proponents and/or to one or more development sites. It should be noted that the RFP process would be cancelled if, prior to selection of the successful proponent(s) responding to the RFP, someone has demonstrated commitment to opening a Downtown supermarket without the incentive that would achieve the program goal.

An amendment to the Downtown and Community Renewal Community Improvement Plan (CIP) is required to introduce the new financial incentive program. The amendment, subject to a future report to Planning Committee and Council, would add a program summary to Section 8 of the CIP, and add the program description and terms of the supermarket development incentive, once finalized and approved, as an appendix to the CIP. Public consultation will be conducted as part of the Community Improvement Plan amendment process, in accordance with the Planning Act (Section 28) and the Public Participation and Notification Policies contained in the City's Official

Plan. Once the CIP has been amended, staff would issue a Request for Proposals to implement the program.

Alternatives for Consideration – See Page 15

FINANCIAL / STAFFING / LEGAL IMPLICATIONS (for Recommendation(s) only)

Financial: Funding in the amount of \$650,000 for a Hamilton Downtown Grocery Store Financial Incentive (Project # 8201203510) was included as a Downtown and Community Renewal block funded project in the 2012 Tax Capital Budget and Financing Plan approved by Council on December 14, 2011.

Staffing: There are no additional staffing requirements. Staff in the Economic Development Division's Urban Renewal Section will prepare the Community Improvement Plan amendment required to implement the proposed program in consultation with Legal Services and will administer the program once it is in effect. It is anticipated that responses to the subsequent Request for Proposals would be evaluated by a multi-disciplinary team of staff comprising representatives from Economic Development, Community Planning and Design, Corporate Services, Public Health and Community Services.

Legal: An amendment to the Downtown and Community Renewal Community Improvement Plan (By-law 11-273) will be required to introduce a supermarket development incentive that would provide financial assistance for related capital works. The Planning Act (Section 28) permits a municipality, in conformity with a Community Improvement Plan, to make loans and grants which would otherwise be prohibited under the Municipal Act (Section 106(1)), to the registered/assessed owners or tenants of land and buildings, or their respective assignees, within a designated Community Improvement Project Area. As per the Planning Act (Section 28(7.1)), eligible costs for loans and grants must be related to environmental site assessment, environmental remediation, development, redevelopment, construction and reconstruction of lands and buildings for rehabilitation purposes or for the provision of energy efficient uses, buildings, structures, works, improvements or facilities.

HISTORICAL BACKGROUND (Chronology of events)

The desire and need for a supermarket in the Downtown area is often expressed by local residents and investors. A lack of basic amenities such as a full service supermarket can impact quality of life in a community, and can affect population growth required to help revitalize inner city neighbourhoods, in particular, which impacts the City's ability to meet growth targets established in the new Urban Hamilton Official Plan. These targets include a minimum gross density of 250 residents and jobs per hectare by 2031 in the Downtown Urban Growth Centre, and a City-wide residential

intensification target that requires a minimum of 40% of all residential development to occur annually within the built up area by 2015.

The need for a Downtown supermarket has been recognized in the 2010-2015 Economic Development Strategy and confirmed by consultants (e.g. the 2005 and 2011 Commercial Market Assessments conducted for the Downtown and International Village Business Improvement Areas). The evolution of grocery store development trends and the desire and need for a supermarket in Downtown Hamilton are discussed in more detail in the Analysis section of Report PED12120.

To accelerate the ongoing efforts to attract a supermarket to Downtown Hamilton, funding in the amount of \$650,000 for the proposed Hamilton Downtown Grocery Store Financial Incentive (Project # 8201203510) was included as a Downtown and Community Renewal block funded project in the 2012 Tax Capital Budget and Financing Plan, contained in Appendix "A" to Report FCS11111, approved by Council on December 14, 2011. As noted in the project detail sheet included in the 2012 Capital Budget Book 2, upon approval of the Capital Budget, staff would "report back to Council on the terms and conditions of the program and work towards meeting the legislative requirements in order to offer the financial assistance." The proposed program is provided in draft form in the attached Appendix "A" to Report PED12120.

POLICY IMPLICATIONS

Community Improvement Plan and Project Area

As per Section 10 of the Downtown and Community Renewal Community Improvement Plan (CIP), an amendment to the CIP (By-law 11-273) is required to introduce any new financial incentive program. The amendment, subject to a future report to Planning Committee and Council, would add a program summary to Section 8 of the CIP, and add the program description and terms for the supermarket development incentive, once finalized and approved, as an appendix to the CIP.

An amendment to the limits of the Downtown and Community Renewal Community Improvement Project Area (By-law 11-272) is not required as the area in which the program would apply (i.e. the Downtown Urban Growth Centre) is already contained within the Community Improvement Project Area.

Official Plan Land Use Policy and Zoning

The Hamilton Downtown Supermarket Incentive Program does not propose any changes to Council approved land use designations in the Official Plan/Secondary Plan on the Zoning By-Law. The incentive would be available only to properties where the Zoning By-law already permits supermarkets. Most of the zoning districts applicable to the Downtown Urban Growth Centre include supermarkets as a permitted retail use, as highlighted on the zoning map (Appendix "B" to Report PED12120). Development

applications (i.e. site plan and building permit) for a new supermarket in those zones would not be subject to a Commercial Needs and Impact Assessment, which is required in the case of Official Plan amendment applications for retail or service commercial development exceeding 5,000 square metres (53,280 square feet) of gross floor area.

Retail uses including supermarkets are encouraged to serve Downtown residents in the Urban Hamilton Official Plan (UHOP) and Downtown Hamilton Secondary Plan (DHSP).

- “The Downtown Urban Growth Centre shall serve a regional retail function by providing retail stores and services which appeal to a broad regional market and serve residents across the City and the surrounding area as well as providing day-to-day retail facilities and services to serve Downtown residents” (UHOP Policy E.2.3.1.5).
- “The range and breadth of commercial uses [in the Downtown Mixed Use designation] are intended to serve a broad regional market and also provide day-to-day retail goods and services to Downtown residents” (UHOP Policy E.4.4.1).
- The Downtown Hamilton Secondary Plan recognizes the relationship between residential development and retail uses that serve local residents, such as grocery stores. It states that “continued residential development within the Downtown shall create a new market for a variety of resident oriented goods and services” (DHSP Section 6.1.4.1(b)), and “[promotes] retail areas geared to the needs of residents in the Downtown and adjacent neighbourhoods” (DHSP Section 6.1.8.1(d)).

RELEVANT CONSULTATION

As previously noted, the desire for a supermarket in the Downtown area is often referenced by Downtown residents and investors, this includes focus group participants that provided input to the Downtown Community Engagement Plan (a component of the Economic Development Strategy’s Marketing Plan), the commercial market analyses conducted from the Downtown Hamilton and International Village BIAs, and the community liaison committee established for the current Downtown Hamilton Secondary Plan Review underway. The supermarket initiative was presented at the February 29, 2012 meeting of the Ward 2 Community Council, comprised of six (6) neighbourhood associations (i.e. Beasley, Central, Corktown, Durand, North End and Stinson).

The proposed Supermarket Incentive Program would help to improve access to a full service supermarket for a diverse range of Downtown residents. This was discussed at the April 4, 2012 meeting of the Community Food Security Stakeholder Committee where input to draft evaluation criteria was provided. The Committee was established in 2008 as an advisory sub-committee of the Board of Health, supported by the Public Health Services Department. Its mandate is to move Hamilton towards community food security, defined as being “a place where all community residents obtain a safe, culturally acceptable, nutritionally adequate diet through a sustainable food system that

maximizes self-reliance and social justice.”¹ The Committee provides advice on issues, policy development and strategic actions related to community food security, including food production and infrastructure, distribution and access. It is currently developing a Hamilton Food Charter.

Staff consulted on the need for a supermarket in the downtown with developers who have invested in residential development in Downtown Hamilton, including Silvestri Investments, Spallacci Contracting Inc., Urbancore Development, Core Urban Inc. and New Horizon Group of Companies. With approval from the developers, supporting documentation is attached as Appendix “F” to Report PED12120.

Staff also consulted with representatives of national and local supermarket chains, as well as proponents of a local grocery co-op initiative on the potential of operating a supermarket in Downtown Hamilton. While one operator indicated that Hamilton is not in its current scope of expansion, the others advised that while they have not recently looked at adding a store in Downtown Hamilton, their decision would be based on the quality of site specifications and grocery potential in the market. They also indicated that the incentive would be a positive in their decision making process to add another store, assuming the financial return on investment is satisfied in the long-term.

Feedback received to date, on a potential supermarket financial incentive, has been positive; not only from the aforementioned, but also from informal discussions with various individuals and organizations, including Friends of the Hamilton Farmers’ Market.

The draft Hamilton Downtown Supermarket Incentive Program terms and description and proposed RFP process were prepared in consultation with Legal Services and the Purchasing Division. Further public consultation will be in the form of a Public Information Centre as part of the Community Improvement Plan amendment process, in accordance with the Planning Act (Section 28) and the Public Participation and Notification Policies contained in the City’s Official Plan, including notice requirements for a statutory public meeting at Planning Committee.

ANALYSIS / RATIONALE FOR RECOMMENDATION
(include Performance Measurement/Benchmarking Data, if applicable)

The following discussion identifies the need and support for an incentive program by highlighting relevant grocery industry trends, local market characteristics, benefits and challenges associated with supermarket development. It then reviews specific details of the proposed program, currently in draft form in Appendix “A” to Report PED12120, which would be finalized through the Community Improvement Plan amendment process.

¹ Terms of Reference for the Community Food Security Stakeholder Committee, as amended, February 28, 2011

Grocery Industry Trends

The grocery industry has experienced divergent trends with respect to store size and location. Along with the development of large superstores, there is also a return to smaller, urban format supermarkets. In addition, many retailers now provide grocery items, although to varying levels of selection.

The industry is becoming fragmented into four main types of grocery retailers, according to the Centre of the Study of Commercial Activity (CSCA) at Ryerson University in Toronto:

- “Pure play” grocery stores (i.e. supermarkets that only offer groceries such as Metro);
- General merchandise stores² (e.g. Wal-mart, Zellers) and warehouse clubs³ (e.g. Costco) that offer food products;
- Grocery stores with added general merchandise⁴ (e.g. Loblaws’ Great Canadian Superstores);
- Other retailers that offer groceries (e.g. Shoppers Drug Mart).

The CSCA also “foresee an increase in mixed-use locations where grocery retail developments will be combined with condos, office buildings, and even other retailers in multi-level developments.” Historically, the industry has been influenced by a suburban development model. In the post-war era, supermarkets replaced the corner grocer, aided by the proliferation of the car and the refrigerator that enabled grocery shopping to shift from a daily to weekly activity that requires parking.⁵ Stores typically got larger and offered an increasing range of products and services to enhance convenience, depending on the store format.⁶

The urban format stores tend to be smaller “pure play” type of stores focused on grocery products. Examples include Rabba Fine Foods, the Kitchen Table, and Sobeys

² Department stores and general merchandisers have steadily been increasing the types of food products they sell. For example, the new Walmart Supercentres now contain full service grocery stores with produce, meat, dairy and frozen items in addition to dry packaged goods.

³ Warehouse clubs provide a wide selection of products with few choices in each product line. They sell many household goods including packaged foods, meats and some fresh vegetables, primarily in bulk quantities. A membership fee is required to shop at some (e.g. Costco), but not others (e.g. The Wholesale Club, which is part of Loblaws Inc.).

⁴ In addition to food, larger supermarkets and supercentres offer a variety of department store type merchandise and home and garden products, including pharmacy, electronics, books and toys, housewares, clothing (e.g. Loblaws’ Joe Fresh brand).

⁵ Hamilton Commercial Strategy Study Module 1: Trends Report, Sorensen Gravely Lowes, Feb. 2006, p22

⁶ Discount stores tend to be 25,000 to 40,000 sq. ft., focused on grocery items with limited services and amenities. Larger full-line supermarkets range from 35,000 to 60,000 sq. ft., providing more space for hot prepared food counters, wine shop, florist and dry cleaning service. Larger superstores can be over 100,000 sq. ft. with the traditional grocery component approximately 60,000 sq. ft., alongside the department store type merchandise; they may include rooms for cooking classes and community meeting space. (Ibid., p15)

Urban Fresh in the Greater Toronto Area. In the United States, Walmart has entered the urban market with the Walmart Market and Walmart Express store formats.

Independent supermarkets such as Highland Country Markets in upper Stoney Creek and Fiesta Farms in Toronto tend to provide more buy-local food options. Such stores are less bound by corporate policies that dictate what products may be sold.

Local Market Characteristics

There are currently 36 major supermarkets across the City of Hamilton, listed in Appendix “C” to Report PED12120. They represent the three (3) companies that dominate the Ontario market, each with a larger format and a smaller, discount-oriented format, including Fortinos/No Frills (Loblaws Inc.), Sobeys/Freshco/Foodland (Empire Co. Ltd.), and Metro/Food Basics (Metro Inc.).⁷ An additional Freshco supermarket is to be built in Binbrook at Highway 56 and Maggie Johnson Drive, and plans are underway to rebuild and expand the Fortinos store at Fiesta Mall in Stoney Creek.

In addition, there are four (4) independent supermarkets that offer a broad range of products including meats, produce and bakery, with a more limited selection of dry goods and toiletries. They feature specialty meats; for example, the Highland Country Market offers local meat sourced from the adjacent Highland Packers.

As previously noted, there are general merchandisers who now offer a broad range of food products. In Hamilton, there are five (5) Wal-mart Supercentres located throughout the City. An additional Wal-mart Supercentre is planned at Fifty Road in Winona. Warehouse clubs include the Costco store in the Ancaster Meadowlands and the Wholesale Club located at Barton Street East and Nash Road (former Commisso’s supermarket).

Food can also be purchased throughout the City at several different store types that provide a variety of products and service levels:

- Specialty food stores, including delis, bakeries, health foods, bulk foods, ethnic food stores (e.g. Denningers, Sweet Paradise, Goodness Me, Zarky’s, Bulk Barn);
- mini-marts, convenience/variety stores;
- department stores, dollar stores, some pharmacies;
- farmers markets (e.g. Downtown Hamilton, Ottawa Street, Ancaster Village, Concession Street, Locke Street);
- year round and seasonal outlets (e.g. Rockton Berry Farm, Carluke Orchards).

Downtown Urban Growth Centre

⁷ In 2011, these three (3) companies were reported to “control 60% of the Canadian grocery retail pie”, according to the Centre for the Study of Commercial Activity at Ryerson University.

None of the City supermarkets listed in Appendix “C” to Report PED12120 are located within the Downtown boundary as defined by either the Downtown Hamilton Secondary Plan or the Urban Growth Centre. Within the Downtown Hamilton Urban Growth Centre, the following food store options are available, listed in Appendix “D” to Report PED12120:

- The Hamilton Farmers Market features approximately 70 vendors offering produce, meats/cheese/eggs, fish and seafood, baked goods, and flowers. It has limited hours open Tuesdays, Thursday, Friday and Saturday from early morning to six (6) o'clock p.m.
- 24 specialty food stores such as Tan Thanh and B&T Food Centre (small Asian supermarkets) and Denningers;
- Eight (8) mini-marts such as Big Bee;
- 19 convenience/variety stores;
- Five (5) dollar/general merchandise stores, including Giant Tiger;
- Eight (8) pharmacies that have limited food items.

These retailers have a role to play but there remains an absence of certain items, particularly dry goods that are either not available or are provided in limited quantities and selection (e.g. cereals), or at a price higher than supermarkets. The three (3) major supermarkets oriented to a broader customer base and located closest to Downtown include:

- Fortinos at Dundurn Plaza (Ward 1),
- Food Basics at Barton Street and Mary (Ward 2), and
- No Frills at Main Street East and Tisdale (Ward 3).

Market Opportunity

Efforts to attract a Downtown supermarket are supported by the findings of the commercial market assessments completed in 2005 and 2011 for the Downtown Hamilton and International Village Business Improvement Areas. These reports were completed by the Urban Marketing Collaborative, a division of the J. C. Williams Group of retail consultants. They recommend that Downtown retailers, such as grocery stores, be recruited to provide an amenity for Downtown residents. Various stakeholder interview comments provided in each report expressed a desire for a larger Downtown grocery store. The reports identify a need for more neighbourhood-focused retail, noting the local Downtown neighbourhoods (i.e. Beasley, Central, Corktown and Durand) comprise a market that has not been well serviced.⁸

- The 2005 study for the Downtown Hamilton BIA specifically notes the lack of a Downtown grocery store, and determines that the 45,000 households then in the

⁸ Urban Marketing Collaborative, Commercial Market Analysis for Downtown Hamilton BIA, May 2011

Downtown's primary trade area (i.e. the lower city between Highway 403 and Ottawa Street) are underserved by some 70,000 square feet of supermarket space.⁹

- There is opportunity for an urban grocer of 8,000 to 15,000 sq. ft.¹⁰ to provide a broader range of goods and services that are not available at the Hamilton Farmers Market and specialty food retailers such as Denninger's.

Population Density

The number one criteria for grocery store location in urban neighbourhoods is population density within the trade area; a trade area is considered underserved when the grocery store space servicing one person is less than three (3) square feet¹¹ (i.e. <3:1). In the lower city from Highway 403 to Ottawa Street, the ratio of supermarket retail space per capita is 2.35:1; i.e., there is 2.35 square feet of supermarket space serving one person, based on the 2011 census population of 92,000 and 216,400 sq. ft. combined in the five (5) major supermarkets located within that area. The location of each Hamilton supermarket is identified on the map provided in Appendix "E" to Report PED12120. The map also displays the City's population density distribution which illustrates the absence of supermarkets in the area with the highest population density in the central core.

Population density supports more stores in closer proximity in core urban areas. "Inner city retailers often have smaller stores, multi-level stores, greater reliance on transit and substantially higher availability of household deliveries... characteristics that are almost unheard of in the suburbs."¹² To be walkable, a dense population within easy walking distance – generally 400 to 600 metres (a five (5) to eight (8) minute walk) – is needed.¹³ In this context, the mindset of the urban shopper is different: "People often shop daily at urban stores instead of weekly, and purchase less food per visit."¹⁴ As illustrated in the following chart, the proportion of residents that walk or use public transit to commute to and from work is much higher in Ward 2 than in other wards, reflecting a greater propensity for walking and a lower level of car ownership in the core.

⁹ Urban Marketing Collaborative, Commercial Market Analysis for Downtown Hamilton BIA, May 2005

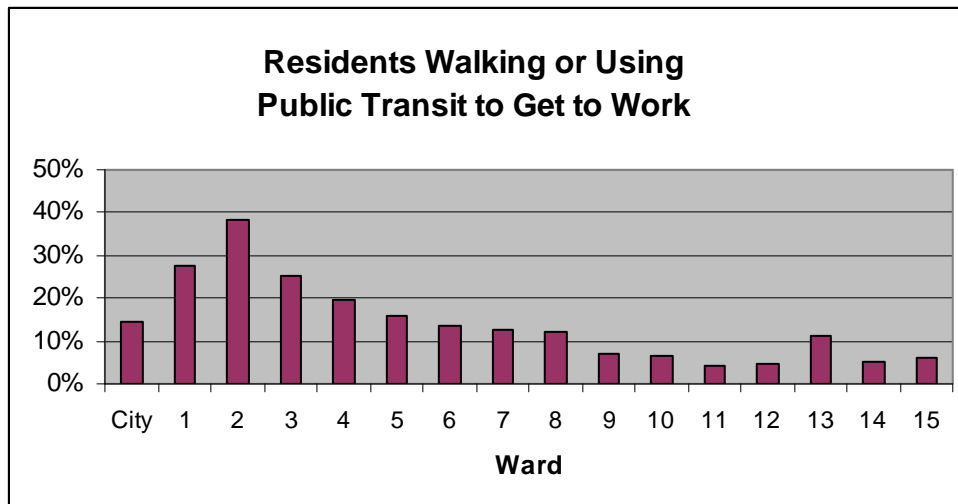
¹⁰ Urban Marketing Collaborative, Commercial Market Analysis for International Village BIA, May 2011

¹¹ Social Compact, Inside Site Selection: Retailers' search for strategic business locations, prepared for the International Council of Shopping Centres, May 2008

¹² Hamilton Commercial Strategy Study Module 1: Trends Report, Sorensen Gravely Lowes, Feb. 2006, p5

¹³ Hamilton Commercial Strategy Study Module 3: Planning Mechanisms, Sorensen Gravely Lowes, Dec. 2006, p16

¹⁴ *Urban grocers proliferate*, R. Steuteville, New Urban Network, Ithaca NY, Oct. 1, 2009



Source: *Employed Labour Force 15 Years and Over by Main Means of Travel Between Home and Work, Statistics Canada, Census 2006*

Benefits

A supermarket development incentive would address issues identified in the 2010-2015 Economic Development Strategy, which recognizes that not all neighbourhoods, especially in the Hamilton core, have access to basic amenities like grocery stores, which impacts quality of life. The Strategy specifically identifies the lack of basic services and amenities (i.e. grocery and hardware stores) as a threat to Downtown development.¹⁵ High environmental quality, culturally desirable working and living conditions and convenient local amenities are believed to be among the quality of life factors that are the most vital to retain local business and attract investment and families. Quality of life is, therefore, linked with community economic development. Part of the Strategy's quality of life agenda also includes supporting the City's developing Community Food Security Policy to ensure affordable safe food for all residents.¹⁶

Access to fresh food can be crucial to both the physical health of community residents and the economic health of the neighbourhood itself.¹⁷ Research measuring availability of food stores and the types of food sold within them finds that "residents with greater access to supermarkets or a greater abundance of healthy foods in neighbourhood food stores consume more fresh produce and other healthful items."¹⁸ It follows that "residents who live near supermarkets or in areas where food markets selling fresh produce (supermarkets, grocery stores, farmers' markets, etc.) outnumber food stores that generally do not (such as corner stores) have lower rates of diet-related diseases

¹⁵ City of Hamilton Economic Development Strategy 2010-2015, p62

¹⁶ City of Hamilton Economic Development Strategy 2010-2015, p108

¹⁷ Grocery Store Attraction Strategies, PolicyLink and Local Initiatives Support Corp., Oakland CA, 2nd Ed., 2008

¹⁸ The Grocery Gap – Who Has Access to Healthy Food and Why It Matters, PolicyLink and The Food Trust, Oakland CA, 2010, p8

[such as obesity and diabetes] than their counterparts in neighbourhoods lacking in food access.”¹⁹

The lack of an inner city, full service supermarket is not unique to Hamilton, and has been identified in other Canadian cities such as London, Kitchener, Saskatoon and Edmonton. Concern about the lack of access to food in inner city areas is most prevalent in the United States, where the issue of “food deserts”, where there is little or no access to healthy and affordable food, is more acute and has been studied more extensively. These studies find major discrepancies in food access by race and income and for low density rural areas.²⁰

Supermarkets are high volume anchors that generate customers and attract complementary stores and services such as banks. Analyses of stores supported by the Pennsylvania Fresh Food Financing Initiative find they lead to increased economic activity in surrounding communities.²¹ A new supermarket would, therefore, create jobs, although many may be part-time. In addition, a Downtown grocery store would contribute to the growth target density of 250 residents and jobs in the Downtown Urban Growth Centre and would support neighbourhood revitalization. There is potential for increased tax revenue depending on the store location or redevelopment site.

Challenges

Despite the opportunities, a grocery store is not present in the Downtown core. The challenges of developing a supermarket in an urban setting include:

- finding an appropriate site (land availability, size, access);
- evidence of market demand; and,
- development and operations costs.

Major grocery chain representatives report there are not enough people living downtown to make the investment and residential developers advise that people are complaining because there is no supermarket downtown. The proposed program is intended to break that logjam, and help the industry give Downtown greater consideration.

It requires creativity to work with different layouts and size configurations in urban areas rather than cookie-cutter suburban formats. Parking is an operational requirement for the grocery store industry that has been used to suburban formats where typically five (5) spaces per 1,000 sq. ft. of retail space are provided, although that is changing.²² There are now various examples where parking with lower ratios is provided.²³ There is no mandatory parking required by Zoning By-law 05-200 for retail development

¹⁹ The Grocery Gap – Who Has Access to Healthy Food and Why It Matters, PolicyLink and The Food Trust, Oakland CA, 2010, p8

²⁰ Ibid.

²¹ Ibid.

²² Grocery Store Attraction Strategies, PolicyLink and Local Initiatives Support Corp., Oakland CA, 2nd Ed., 2008, p. 17

²³ *Urban grocers proliferate*, R. Steuteville, New Urban Network, Ithaca NY, Oct. 1, 2009

permitted in the Downtown D1, D2, D3 and D4 zones, including supermarkets, which provides some flexibility to site design and locational opportunities.

Hamilton Downtown Supermarket Incentive Program

The proposed Hamilton Downtown Supermarket Incentive Program has been designed to attract a supermarket to Downtown Hamilton and/or to facilitate the expansion of existing food retailers in the area. It is intended to accelerate Downtown economic development and address quality of life issues for existing and future Downtown residents. The goal is a Downtown community that has improved convenient access to a wide range of high quality, healthy foods at competitive prices, affordable for the average Downtown consumer.

The draft program description and terms for the Hamilton Downtown Supermarket Incentive Program are provided in Appendix “A” to Report PED12120. Key elements are described below.

Process

The program would be administered through a Request for Proposals (RFP) process to be initiated following approval of the Community Improvement Plan amendment required to introduce the program. This process is recommended because the specific program goal can be achieved through a one-time only offering of the incentive. The RFP will outline how the following evaluation criteria would be used to assess and rank the ability of potential projects to meet the goal of the program. Depending on the results of the evaluation, the incentive may be directed to one or more proponents and/or to one or more development sites. It should be noted that the RFP process would be cancelled if, prior to the selection of the successful proponent(s) responding to the RFP, someone has demonstrated commitment to opening a Downtown supermarket without the incentive.

Evaluation Criteria

Location and Accessibility –

- The supermarket must be located within the Downtown Urban Growth Centre to ensure a relatively centralized site within the broader Downtown context.
- Consideration will be given to the store’s accessibility for deliveries and to shoppers (e.g. proximity to transit, on- and off-site parking, population within 800 m walking distance, distance to nearest other major supermarkets).
- Consideration will be given to stores open beyond a minimum hours of operation: twelve (12) hours per day, Monday to Saturday.
- The price point of the products and services offered should indicate how the store can serve the broad range of Downtown residents.

Products and Services –

- The store must offer a full range of everyday grocery items oriented to a broad customer base, including but not limited to fresh meats, fruit and vegetables, canned, frozen and dry goods, and other household goods (i.e. toiletries, cleaning products).
- Consideration will be given to the breadth and diversity of additional products and ancillary services to be offered, such as delicatessen, ethnic foods, special dietary needs, prepared food counter, delivery service.
- Consideration will be given to stores providing a venue for local products and/or other community benefits.
- The RFP will ask proponents to explain how the breadth of products and services they will provide is distinct from other food retailers in the area and addresses the Program's goal.

Development Concept and Readiness –

- The development concept must be in conformity with the design objectives of the Downtown Hamilton Secondary Plan. Consideration will be given to stores that are part of an overall mixed use development concept and/or complement existing built form as part of development of vacant sites or parking lots. The Program is not intended to support a typical suburban development model within Downtown.
- A supermarket must be a permitted use at the site as per the applicable zoning by-law.
- Consideration will be given to the project timeline for construction and occupancy.

Financial –

- The amount of financial assistance requested through the RFP submission may be less than the maximum of \$650,000.
- Consideration will be given to the experience and financial capacity of the Proponent and/or supermarket operator as part of the City's due diligence in reviewing loan applications.

Type of Financial Assistance

The financial incentive would be a one-time only, forgivable loan, to be used for capital works upon a property/building required to establish a supermarket. It will be advanced in three (3) stages after the development is underway, at 60% complete, 80% complete, and upon occupancy. The loan amount would depend on the size of the proposed store, provided at a rate of \$30 per square foot of gross leaseable floor area, to a maximum of \$650,000.

The loan would be forgiven at a rate of 20% of the original amount per year provided that the Borrower is not in default of the Program terms or any related security. The proponent must commit that the grocery store will be in operation for a minimum of five (5) years in order to earn and maintain forgivable status. In cases where the grocer is a tenant, the term of the lease must be a minimum of five (5) years.

The loan would be at 0% interest for a maximum term of five (5) years with any unearned balance payable upon default if the Borrower has not satisfied all the requirements of the Program. In that case, interest shall be payable on the principal outstanding at the then prevailing rate established by Council for interest on tax arrears. The principal and interest shall be repaid over no longer than a two (2) year period.

ALTERNATIVES FOR CONSIDERATION:

(include Financial, Staffing, Legal and Policy Implications and pros and cons for each alternative)

Option # 1: Non-acceptance of the recommendations contained in Report PED12120 would slow downtown regeneration efforts in general. The lack of basic amenities such as a full service supermarket can affect population growth which impacts the City's ability to meet growth targets established in the new Urban Hamilton Official Plan. This alternative is not recommended.

Option # 2. Acceptance with a reduction of the amount of the forgivable loan would impact operators' financial return and their decision to invest in a supermarket in Downtown Hamilton. This alternative is not recommended.

Option # 3. American examples, such as the Philadelphia Fresh Food Financing Initiative, New Jersey Food Access Initiative and New York City's FRESH program provide zoning and financial incentives to promote grocery store development, upgrading and expansion in underserved areas. A recent survey of the following 13 Canadian municipalities was conducted to determine what financial incentive programs they offered: Barrie, Brantford, Burlington, Cambridge, Guelph, Hamilton, Kingston, Kitchener, London, Oakville, St. Catharines, Victoria and Waterloo. The only municipality of the 13 that offers assistance specifically targeted at supermarkets is the City of London through its Targeted Use Tax Holiday (which is/was in effect until 2012). The Program was developed to provide a financial incentive to property owners in identified community improvement project areas to lease ground floor space to targeted uses. Supermarkets are one of the targeted uses. The City of Hamilton presently offers the Hamilton Downtown Property Improvement Grant Program that offers a grant in the amount of the increase in the municipal portion of the tax increase attributable to a property's redevelopment. This alternative of a Target Use Tax Holiday would be redundant and is not recommended.

Option # 4. The City of Kitchener has identified the need to attract a major urban grocery store in its Downtown. The draft Downtown Kitchener Action Plan recommends exploring partnership opportunities for attracting a major urban format grocery store, possibly using city-owned lands. In Hamilton, there are no city-owned locations in the Downtown Urban Growth Centre that would be suitable. This alternative is not recommended.

Financial: A forgivable loan(s) in the maximum amount of \$650,000 would not be advanced.

Staffing: Not applicable

Legal: Not applicable

Report PED12120 does not recommend the option of introducing the proposed program to other community downtown areas at this time. The additional financial implications of doing so will be assessed through the consideration of community improvement initiatives in these community downtowns, which staff will report back on in September.

CORPORATE STRATEGIC PLAN (Linkage to Desired End Results)

Focus Areas: 1. Skilled, Innovative and Respectful Organization, 2. Financial Sustainability, 3. Intergovernmental Relationships, 4. Growing Our Economy, 5. Social Development, 6. Environmental Stewardship, 7. Healthy Community

Healthy Community

- ◆ Plan and manage the built environment
- ◆ Adequate access to food, water, shelter and income, safety, work, recreation and support for all (Human Services)

APPENDICES / SCHEDULES

Appendix "A" to Report PED12120 – Draft Hamilton Downtown Supermarket Incentive Program Description and Terms

Appendix "B" to Report PED12120 – Downtown Urban Growth Centre Zoning Map

Appendix "C" to Report PED12120 – List of Major Supermarkets in the City of Hamilton

Appendix "D" to Report PED12120 – List of Food Retailers in the Downtown Urban Growth Centre.

Appendix "E" to Report PED12120 – City Population Density and Supermarket Location Map

Appendix "F" to Report PED12120 - Supporting Documentation from Developers

AW/HW/dw



Planning and Economic Development Department
Urban Renewal Section
71 Main Street West, 7th Floor
Hamilton, Ontario L8P 4Y5
Phone: (905) 546-2424 Ext. 2755
Fax: (905) 546-2693

HAMILTON DOWNTOWN SUPERMARKET INCENTIVE PROGRAM

PROGRAM DESCRIPTION

The Hamilton Downtown Supermarket Incentive Program was developed for the purpose of attracting a full service supermarket to Downtown Hamilton. The Program is intended to support the economic feasibility of locating a supermarket in underserved Downtown by providing financial assistance *for capital works only* on a property to be occupied by a supermarket on a long-term basis. The desired result is a downtown community that has access to a wide range of high quality, healthy foods at competitive prices, affordable for the average downtown consumer.

Financial assistance in the form of a one-time only forgivable loan will be awarded to the successful Proponent of the Request for Proposals (RFP) for a Hamilton Downtown Supermarket. The forgivable loan will be earned over a five-year period. The RFP will provide details on how proposals will be scored using the evaluation factors detailed below. The highest scoring proposal(s) will be recommended to City Council for approval. Approval of the forgivable loan is at the absolute discretion of City Council.

Development arising from the Program must be consistent with the policies, principles and design themes contained within the Downtown Hamilton Secondary Plan, relevant Urban Design Guidelines, the Zoning By-law as well as any other City Council approved policy/regulation.

SUPPORTING DOCUMENTATION:

The RFP will include the following documentation:

- Demographics of the Downtown
- Downtown Employment Data
- Map of the Downtown Urban Growth Centre
- Map identifying locations of existing grocery stores
- Map identifying walk-ability radii for current large format stores

MANDATORY REQUIREMENTS:

- a) The supermarket must be located within the Downtown Urban Growth Centre.
- b) The supermarket must offer a full range of everyday grocery requirements including but not limited to: fresh meats, fruit and vegetables, canned, frozen and dry goods, household goods.
- c) The minimum hours of operation of the grocery store must be six-days a week, twelve-hours a day Monday-Saturday.
- d) Zoning must permit the use of a supermarket at the proposed location.
- e) The term of the lease must be a minimum of five (5) years (if the supermarket is a tenant). In the event the supermarket is the owner/occupier, the Proponent must provide evidence that the supermarket will be in operation for a minimum of five-years.
- f) The Proponent must not have defaulted on any City-sponsored loan or grant in the past. Proponents are individuals; corporate entities and individuals behind the corporation (Officers/Directors/Shareholders).

EVALUATION CRITERIA:

The Development:

- 1. The location: accessible by shoppers and for deliveries, bus route, residents within an 800m walking distance from existing supermarket.
- 2. Development: square footage of the supermarket; other uses incorporated in the development such as residential; utilization of existing space and/or complement existing built form as part of development of vacant sites or parking lots; the amount of parking; and cleaning up a previously contaminated site.
- 3. Development Readiness: conformity with the Downtown Secondary Plan; minor variance(s) are not required; design standards; time-line of construction, completion and occupancy.

The Business:

- 4. Breadth of products and ancillary services offered over and above the mandatory requirements; for example delicatessen, ethnic foods, prepared food counter, grocery delivery service etc.
- 5. Price point of products and services offered: the Proponent must demonstrate how the price point will serve the residents of the downtown.

6. Hours of operation over and above the mandatory requirement: Preference will be given to supermarkets that will be open over and above the mandatory requirement.
7. Explanation of how the breadth of products and services the supermarket will provide is distinct from other food retailers in the area and addresses the Program's goal.
8. Term of the lease over and above the mandatory five-year requirement. Preference will be given to proposals that have a term of lease over and above the mandatory five-year requirement.

The Proponent:

9. Experience and financial capacity of the supermarket operator/developer.
10. Amount of forgivable loan required by the Proponent. Preference will be given to proposals that require less money.
11. All Proponents will submit, as part of the RFP, a Cost to Construct Budget prepared by an architect/engineer and addressed to the City of Hamilton and dated within six (6) months of submission, financial statements from the previous two (2) years (if a corporation is being created specifically for the supermarket, financial statements from the principals of the company will be required or, if an individual is submitting an RFP a Net-Worth-Statement will be required) a business plan in a format acceptable to the City in its absolute discretion and, a copy of a draft lease (unless the Proponent is a supermarket that will own/occupy the property). This does not restrict the City from clarifying the information provided in order to evaluate the proposal.

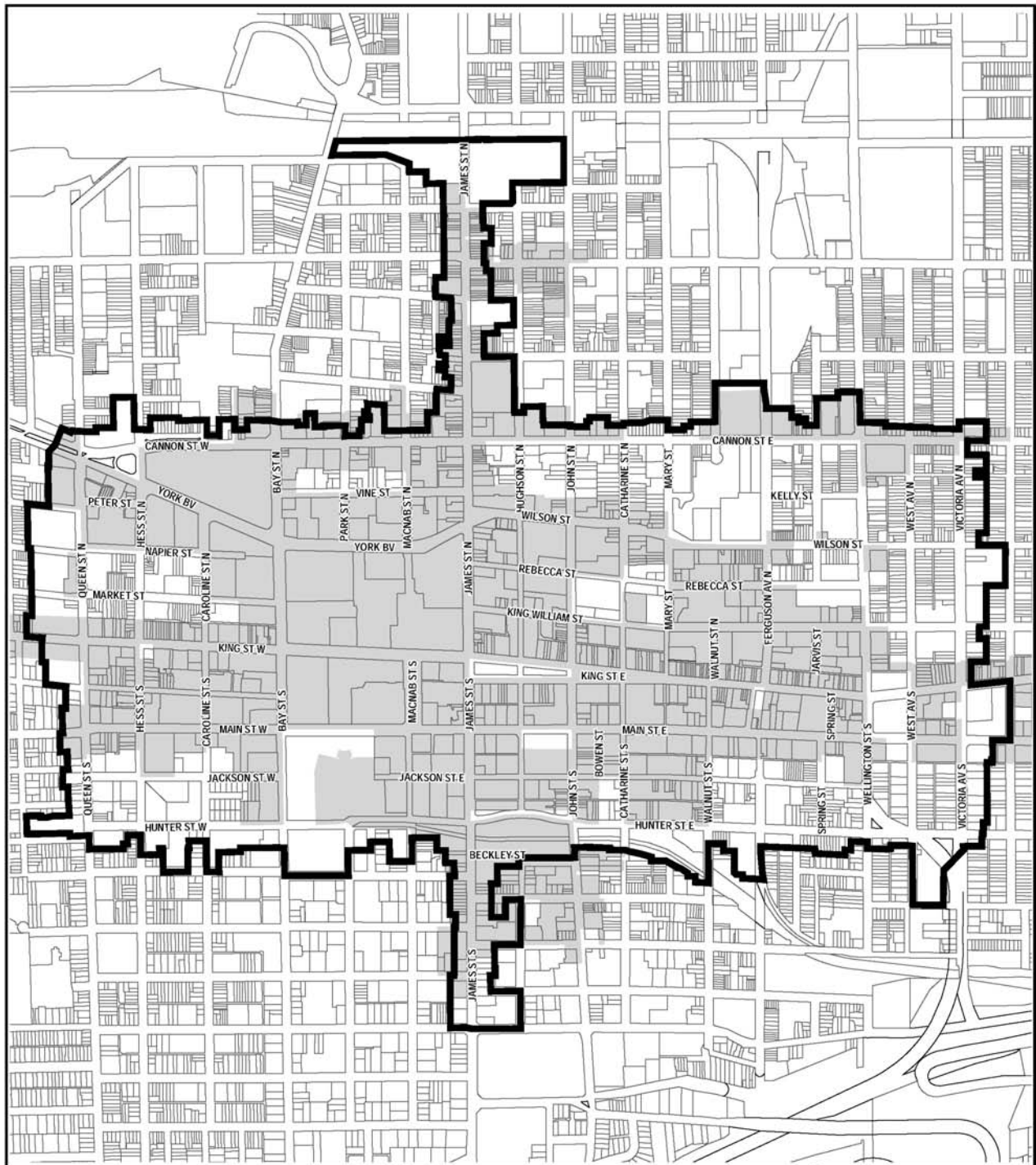
Proposals received will be evaluated by a multi-disciplinary team of staff comprising representatives from: Economic Development, Public Health, Community Services, Finance and Community Planning and Design.

TERMS OF THE PROGRAM

1. The maximum Forgivable Loan is \$650,000 for capital works only.
2. The Forgivable Loan amount will be based on \$30 per square foot to a maximum of \$650,000.
3. The maximum Forgivable Loan term is five (5) years (subject to prior termination on default) from the date of the final advance exclusive of holdback. No extension or renewal shall be granted.

4. The Loan will be forgiven at a rate of twenty-percent (20%) of the original amount per year contingent that the Borrower is not in default of the terms of the Program or any security related thereto.
5. The Loan interest rate will be at 0% interest for the five-year period with any unearned balance being payable upon default if the Borrower has not satisfied all the requirements of the Program. Interest shall be payable on the principal outstanding at the then prevailing rate established by Council for interest on tax arrears. The principal and interest shall be repaid over no-longer than a two-year period.
6. The City may request such security as may be required to secure a commercial loan, including the following: title insurance in lieu of a survey, if appropriate; loan agreement; and/or personal property security; and/or personal guarantee's; and/or lien on the property to be improved; and/or collateral mortgage/charge registered on the property to be improved; and/or letter of credit in lieu of a second mortgage charge on the property (subject to City's minimum equity requirements); and/or such other security which may be appropriate or available in the circumstance. In the instance where a personal guarantee is required, a personal net-worth statement may also be required.
7. Construction will commence no longer than nine (9) months following City Council's approval of the Forgivable Loan commitment. Completion of the project will be within 18 months following City Council's approval of the Forgivable Loan commitment. The deadline for commencement and completion may be extended by City Council at its absolute discretion. Such approval is not to be unreasonably withheld.
8. The City's funding will be advanced in three (3) stages, upon completion of 60%, 80% and upon occupancy. An architect/engineer will be retained by the Borrower to confirm the value of the work completed prior to each advance.
9. All taxes, as billed, must be paid current and in good standing throughout the development process and the five-year forgivable loan term.
10. All costs associated with the development/redevelopment are to be borne by the Borrower including construction, design, application and administration fees, appraisals, professional services, inspections, legal and registration fees. The City retains the right to assess the reasonableness of costs and which costs are eligible under the terms of the Program.
11. The proposed development must conform to applicable Official Plan policies, the Downtown Hamilton Secondary Plan, Urban Design Guidelines and the Zoning By-law, as well as any other City Council approved policy/regulation.

12. The City of Hamilton will require specific insurance terms to be met to protect the City’s interest.
13. Approval of the Forgivable Loan is at the absolute discretion of the City and subject to the availability of funds.
14. Without limiting the discretion as set out in paragraph 14 herein, the City Council, whether or not a Proponent satisfies the requirements of the Program, may reject any bid received from a Proponent where, in the opinion of Council, the commercial relationship between the City and the Proponent has been impaired by, but not limited to, the Proponent being involved in litigation with the City. Proponents are individuals; corporate entities and individuals behind the corporation (Officers/Directors/Shareholders).
15. Without limiting the discretion as set out in paragraph 14 herein, City Council, whether or not a Proponent satisfies the requirements of the Program, may reject any bid received from a Proponent where there are property tax arrears owed on the subject property or other properties owned by the Proponent within the City of Hamilton
16. Any works undertaken prior to approval by City Council of the Forgivable Loan is entirely at the risk of the Proponent.



Legend



Downtown Hamilton Urban Growth Centre Boundary



Areas where grocery stores are a permitted use (Zoning By-law 6593 or 05-200)

**Downtown Hamilton
 Urban Growth Centre**

Date:
 April 2012



Not To Scale



Hamilton

PLANNING AND ECONOMIC DEVELOPMENT DEPARTMENT

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City of Hamilton – Major Supermarkets

<i>Major Supermarket Chains</i>				
STORE	WARD	ADDRESS		
FORTINOS	1	50	DUNDURN ST S	DUNDURN PLAZA
FORTINOS	1	1579	MAIN ST W	AT RIFLE RANGE RD
FORTINOS	7	65	MALL RD	NEXT TO LIME RIDGE MALL
FORTINOS	8	1550	UPPER JAMES ST	AT RYMAL RD W
FORTINOS	5	75	CENTENNIAL PKY N	EASTGATE SQUARE
FORTINOS	12	54	WILSON ST W	NEAR FIDDLERS GREEN RD
FORTINOS	15	115	HAMILTON ST N	AT ROCKHAVEN LANE
FORTINOS	9	21	UP CENTENNIAL PKY	AT RYMAL RD E
FORTINOS	9	102	HWY 8	FIESTA MALL
FOOD BASICS	5	2500	BARTON ST E	AT CENTENNIAL PKWY N
FOOD BASICS	2	135	BARTON ST E	AT MARY ST
FOOD BASICS	6	724	MOHAWK RD E	AT UPPER GAGE AV
FOOD BASICS	8	640	MOHAWK RD W	AT UPPER PARADISE RD
FOOD BASICS	7	505	RYMAL RD E	AT UPPER WENTWORTH ST
FOOD BASICS	12	71	WILSON ST W	NEAR FIDDLERS GREEN RD
NO FRILLS	3	1124	MAIN ST E	AT ROSSLYN AVE S
NO FRILLS	3	435	MAIN ST E	AT TISDALE ST S
NO FRILLS	8	770	UPPER JAMES ST	AT MOHAWK RD W
NO FRILLS	8	801	MOHAWK RD W	AT MAGNOLIA DRIVE
NO FRILLS	7	499	MOHAWK RD E	AT UPPER SHERMAN AV
METRO	6	967	FENNELL AV E	AT UPPER GAGE AV (FENNELL PLAZA)
METRO	7	751	UPPER JAMES ST	AT MOHAWK RD E
METRO	6	1070	STONE CHURCH RD E	AT UPPER OTTAWA ST
METRO	4	1900	KING ST E	AT ROSEDALE AV
METRO	1	845	KING ST W	AT PARADISE RD S
METRO	4	1227	BARTON ST E	CENTRE ON BARTON
METRO	13	15	GOVERNORS RD	AT OGILVIE ST
METRO	13	119	OSLER DR	UNIVERSITY PLAZA
SOBEYS	6	905	RYMAL RD E	AT UPPER GAGE AV
SOBEYS	5	700	QUEENSTON RD	AT NASH RD S
SOBEYS	12	977	GOLF LINKS RD	MEADOWLANDS POWER CENTRE
SOBEYS	15	255	DUNDAS ST E	AT HAMILTON ST N
FRESH CO	3	869	BARTON ST E	AT GAGE AV N (STADIUM MALL)
FRESH CO	4	1565	BARTON ST E	AT STRATHEARN AV (STRATHBARTON MALL)
FRESH CO	6	952	FENNELL AV E	AT UPPER GAGE AV (GAGE SQUARE)
FOODLAND	5	399	GREENHILL AV	AT MOUNT ALBION RD

<i>Independents</i>				
STORE	WARD	ADDRESS		
FARMER AL'S MARKET	11	2070	RYMAL RD	AT SECOND RD W
HIGHLAND COUNTRY MARKET	11	432	HIGHLAND RD	AT TAPLEYTOWN RD
LONGO BROS. FOOD MARKET	7	525	CONCESSION ST	AT UPPER WENTWORTH ST
STARSKY FINE FOODS	5	685	QUEENSTON RD	AT NASH RD N

City of Hamilton – Major Supermarkets continued

<i>Walmart supercentres with supermarket</i>				
STORE	WARD	ADDRESS		
WALMART	7	675	UPPER JAMES ST	AT FENNELL AVE (MOUNTAIN PLAZA)
WALMART	11	2190	RYMAL RD E	NEAR UPPER CENTENNIAL PKWY
WALMART	12	1080	WILSON ST W	AT SHAVER RD (DUFFS CORNERS)
WALMART	15	90	DUNDAS ST E	AT CLAPPISONS CORNERS
WALMART	5	510	CENTENNIAL PKWY N	AT QEW

<i>Wholesalers</i>				
STORE	WARD	ADDRESS		
COSTCO	12	100	LEGEND CRT	MEADOWLANDS POWER CENTRE
WHOLESALE CLUB	5	2255	BARTON ST E	AT NASH RD N

<i>Proposed stores</i>				
STORE	WARD	ADDRESS		
FRESHCO	11	2501	HWY 56	AT MAGGIE JOHNSON DR
WALMART	11		SOUTH SERVICE RD	AT FIFTY RD

Downtown Urban Growth Centre – Food Retailers

STORE	ADDRESS
Hamilton Farmers Market	35 YORK BLVD

<i>Specialty Food Stores</i>	
STORE	ADDRESS
Al-amin Grocery & Halal Meat	295 JAMES ST N
Atlantic Fish	282 JAMES ST N
B & T Food Centre	85 QUEEN ST N
Bo Sung Herbs & Health Food Shop	277 KING ST E
Denningers	284 KING ST E
Denningers	2 KING ST W
Doremi Candy House	2 KING ST W
Filipino Take Out & Grocery	401 KING ST E
Goldlion Bakery	127 MACNAB ST N
International Fish Market	203 JAMES ST N
James Market	153 JAMES ST N
Laura Secord	2 KING ST W
Let Them Eat Cakes	154 JAMES ST S
LightHouse Fish Market	219 JAMES ST N
Macca Groceries & Halal Meat	217 CANNON ST E
Natural's Health Food	110 KING ST W
Nutra Source	54 JAMES ST N
Phnom Penh Oriental Food	58 CANNON ST W
Rama Tropical Foods	346 JAMES ST N
Reardons	37 KING WILLIAM ST
Saigon Soul Food	152 JAMES ST S
Sparkling Fresh Water	239 YORK BLVD
Tan Thanh Supermarket	115 PARK ST N
Zam Zam Grocery	10 CANNON ST E

<i>Mini-Marts</i>	
STORE	ADDRESS
J&J Marketplace	163 JAMES ST S
Big Bear	90 WELLINGTON ST N
Big Bee	180 JAMES ST S
Big Bee	350 KING ST E
Big Bee	215 KING ST W
Hasty Market	217 CANNON ST E
Select Food Mart	303 YORK BLVD

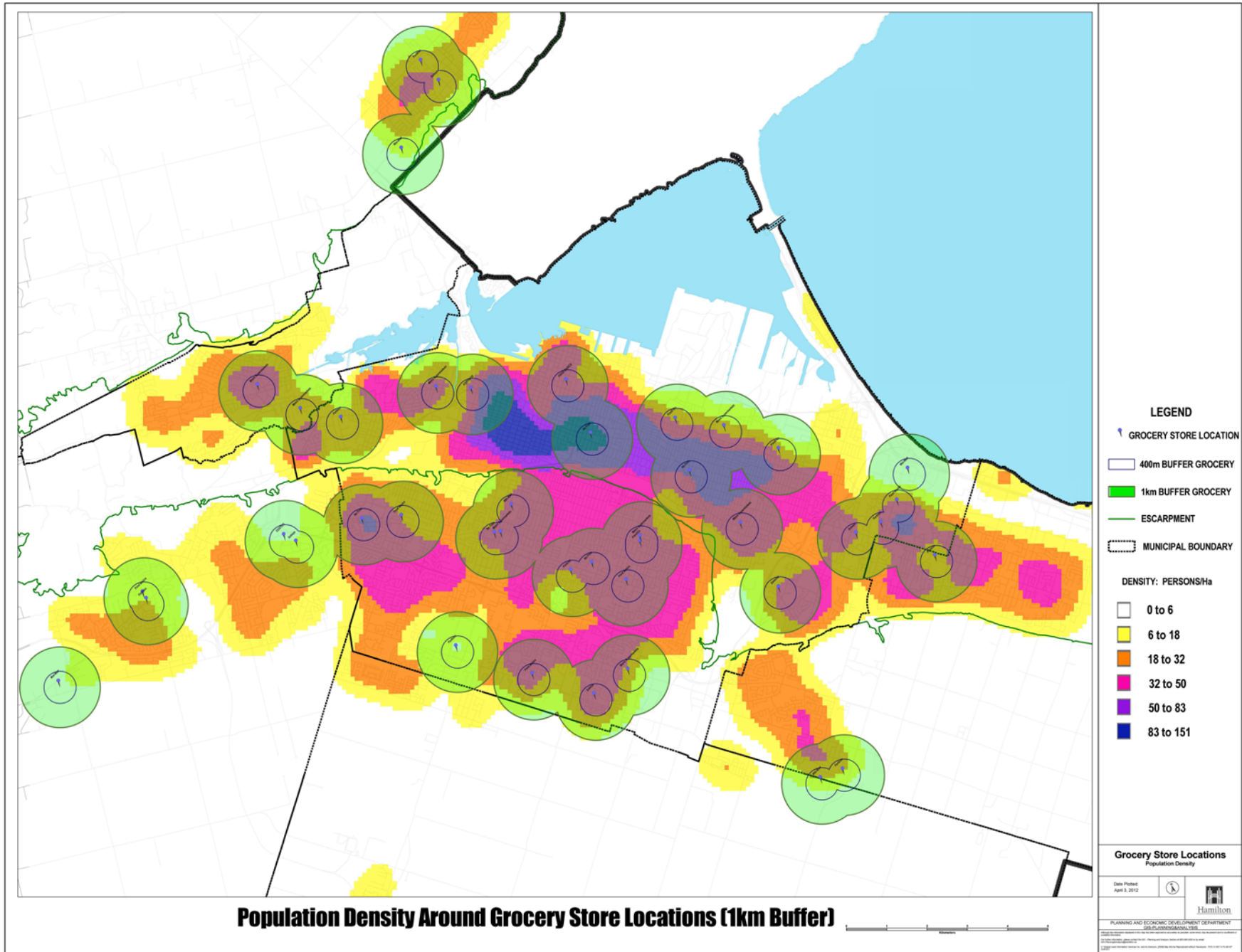
<i>Convenience/Variety Store</i>	
STORE	ADDRESS
7 Days Variety	23 CATHCART ST
Anytime Convenience	260 MAIN ST E
Best Convenience	37 KING WILLIAM ST
C&C Variety	96 MAIN ST E
Crazy Bill's Convenience	125 KING ST E
Daisy Mart	181 MAIN ST W
Decolores Grocery	100 MAIN ST E
Gemini Variety	155 HUNTER ST W

Downtown Urban Growth Centre – Food Retailers continued

<i>Convenience/Variety Store continued</i>	
STORE	ADDRESS
Hess Variety & Groceries	25 HESS ST N
Hess Village Variety	268 KING ST W
Kelly's Variety & Boutique	105 KING ST E
King and James Convenience	1 KING ST E
Mave's Variety	225 JAMES ST N
Min a Mart	61 JOHN ST S
My Convenience Store	53 KING ST E
Royal Supermart	17 KING ST E
Select Convenience	54 QUEEN ST S
Super Convenience	77 KING ST E
Town Convenience	18 KING ST E
Young Variety	155 VICTORIA AVE N

<i>Drug Store/Pharmacy</i>	
STORE	ADDRESS
Guardian Drugs	180 JAMES ST S
Guardian Pharmacy	350 KING ST E
Kohler's Drug Store	14 JAMES ST N
Pharmasave	165 JAMES ST S
Prisms Pharmacy	155 JAMES ST S
Rexall Pharma Plus	110 KING ST W
Shoppers Drug Mart	232 CANNON ST E
Shoppers Drug Mart	181 MAIN ST W

<i>General Merchandise</i>	
STORE	ADDRESS
Chung Mee Canada Trading Company	77 JAMES ST N
Discount Mart	77 JAMES ST N
Dollar Store Outlet	77 JAMES ST N
Dollarama Plus	110 KING ST W
Giant Tiger	31 CANNON ST E



---Original Message-----

From: Vera Faiazza [mailto:vfaiazza@silvestri.ca]
Sent: Friday, May 18, 2012 3:07 PM
To: Lam, Judy
Subject: Re: Hamilton Grocery Store Incentive

Hi Judy

Thank you for the call.

I would like to state that Silvestri Investments agrees with the need for a medium size downtown grocery store. Silvestri Investments has always been a firm believer in the revitalization of downtown and were happy to contribute with the construction and completion of the Cityview Terrace condominiums. Many of the people living in Cityview have expressed interest for a downtown grocery store.

Please feel free to contact me if you wish to discuss this further as I have a few contacts that would be interested in discussing a downtown grocery store.

Regards,

Mario Di Bartolomeo

On 2012-05-18, at 11:09 AM, Lam, Judy wrote:

Good morning Mr. Mario DiBartolomeo,

Thank you so much for speaking with me this morning regarding the Hamilton Grocery Store Incentive. Your opinion regarding the need for a downtown grocery store was very helpful as was your comments that many people have brought this issue up with you already. As mentioned, if you could sen me an email outlining what you informed me in our phone call, we can include your comments in our report to the General Issues Committee and Council.

Judy Lam
Senior Business Development Consultant
Urban Renewal Section
Planning and Development Department
City of Hamilton
71 Main Street West, 7th Floor
Hamilton, ON L8P 4Y5

-----Original Message-----

From: Rudi Spallacci [<mailto:rudi@spallaccigroup.com>]

Sent: Friday, May 25, 2012 5:19 PM

To: Milsome, Hazel

Subject: Food store

A food store has always and will continue to be a priority for a vibrant core. In fact a selection of food stores would make for a healthy environment. Any future development will hinge on the need to supply future residents.

Thanks
Rudi Spallacci

-----Original Message-----

From: Sergio Manchia [mailto:smanchia@IBIGroup.com]
Sent: Friday, May 25, 2012 3:30 PM
To: Lam, Judy
Subject: RE: Grocery Store in Downtown Hamilton

Thank for your time Judy. As both an Urban Planner and a Developer, I would certainly agree that having a grocery store located within the lower inter City of Hamilton is a very positive attribute that would definitely assist with intensification process of the urban core. A grocery store, similar to schools, parks, entertainment facilities & restaurants are all big incentives for developers to develop and home owners to own. Best of luck with this venture!
Thank you again,

Sergio Manchia, MCIP, RPP

From: Lam, Judy [mailto:Judy.Lam@hamilton.ca]
Sent: Friday, May 25, 2012 3:11 PM
To: Sergio Manchia
Subject: Grocery Store in Downtown Hamilton

Hi Sergio,

It was good to meet you today. I enjoyed our discussion regarding the importance of having a grocery store downtown Hamilton. When you get a chance, would you mind sending me a brief email on this? Thanks very much. Have a great weekend.

Judy Lam
Senior Business Development Consultant
Urban Renewal Section
Planning and Development Department
City of Hamilton
71 Main Street West, 7th Floor
Hamilton, ON L8P 4Y5

Tel: (905) 546-2424 Ext. 4178
Fax: (905) 546-4107
Email: judy.lam@hamilton.ca
www.hamilton.ca

-----Original Message-----

From: steve@coreud.com [<mailto:steve@coreud.com>]

Sent: Fri 5/25/2012 12:39 PM

To: Milsome, Hazel

Subject: Downtown grocery store

Hi Hazel,

As discussed, we believe that a major component to downtown renewal is increasing the amount of people living in the core. We continually hear that modern city's rely heavily on the walkability of neighbourhoods. Thus to attract more people to our urban environments we need more primary amenities such as a central grocery store.

The proposed incentive will absolutely entice the private sector to invest in this much needed addition to our downtown. I don't have to explain the potential backside in taxes for our city from the grocery store let alone the opportunity for increased residential development.

Your team and the city are doing a fantastic job to foster growth in our downtown.

Keep up the good work.

Stephen Kulakowsky
CORE URBAN INC.
136 Kenilworth Ave. N
Hamilton, ON L8H 4R8
Cell: 905 520 2468
Office: 905 543 1579

Here's a late one from Jeff Paikin.

Judy

-----Original Message-----

From: Jeff Paikin [mailto:jeff@newhorizonhomes.ca]

Sent: Wednesday, May 30, 2012 6:24 AM

To: Lam, Judy

Subject: RE: Grocery Store Incentive offered by the City of Hamilton

Judy:

Apologies for not responding sooner...I was out of the country when you sent this and am just now catching up. I do think a grocery store would make a difference, even if not a full sized one. This is considered "essential" if you consider that we are trying to encourage public transit use as well in our intensified downtown living condos. Having access to food in a convenient way really would make a difference I believe

Jeff Paikin, President
New Horizon Group of Companies
304-69 John St. S.
Hamilton, ON L8N 2B9
(905) 777-0000
www.newhorizonhomes.ca