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ITEM: Distribution  
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CITY CLERK'S DEPARTMENT

23/11/2016

Calgary



**Real Estate &  
Development Services**

Mid-Cycle Adjustments  
November, 2016

Doug Cassidy, Director

11/23/2016

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## Overview: Real Estate & Development Services

Real Estate & Development Services leverages The City's real property assets and expertise to optimize the financial and overarching community benefits for the Corporation and for Calgarians.



Acquire  
Land



Redevelop



Develop



Property  
Management



Advisory  
Services

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## Looking Ahead: Priorities for 2017 - 2018

The priorities that Real Estate & Development Services will focus on over the next two years are:

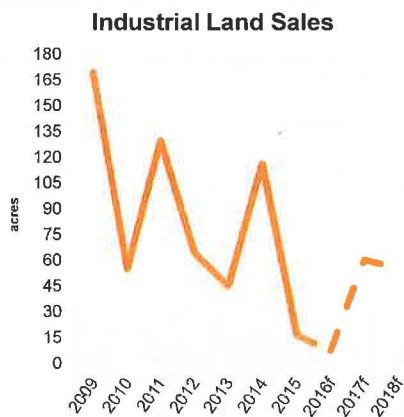
- Optimizing organizational structure and operations
- Development and sale of industrial lands to support economic growth
- Planning and redevelopment of Transit Oriented Development at Anderson Station
- Land acquisition for the Green Line and 17<sup>th</sup> Avenue SE Bus Rapid Transit

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## Industrial Land Sales



### Outlook

#### Key Actions:

- Refocused land development to complement market-driven activities
- Strengthened external relations with partners and industry

#### Key Investments:

- Promote the Inland Port and Logistics District
- Installation of dark fibre infrastructure to garner a competitive advantage

#### Anticipated Challenges:

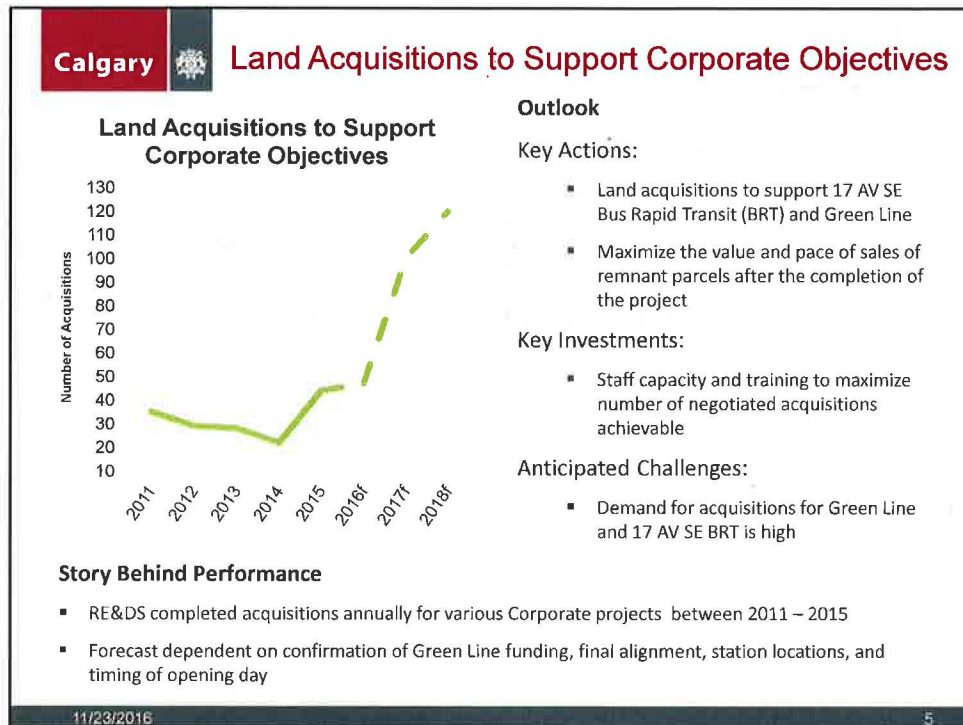
- Uncertainty around duration of regional economic downturn


### Story Behind Performance

- Lower than anticipated sales resulting from economic downturn in the regional market
- Investors have been apprehensive to invest in Calgary market given economic situation

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**Calgary**  **Summary**

In 2017 – 2018, Real Estate & Development Services is committed to:

- Supporting **Economic Development through industrial land sales**
- Redeveloping** Anderson Station
- Acquiring Land** for Green Line and 17 Ave SE Bus Rapid Transit



Anderson Station TOD Concept

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