

## Letters



May 30, 2024

To: Wonjun Cho, Planner 1, Growth Strategy | City & Regional Planning  
Cc: Lesley Kalmakoff, Manager Growth & Change Strategy | City & Regional Planning  
From: NAIOP Calgary  
Re: **Support for 6 Industrial ASP Amendments**

---

NAIOP Calgary and our Industrial developers, builders and property owners/managers are pleased to support the City suggested amendments to the 6 Industrial ASP's.

The City initiative was the result of feedback from the Industrial Growth Strategy Working Group. This group was created to inform current and future growth in industrial areas.

The 6 Industrial ASP's will quickly receive amendments to policies to facilitate industrial growth. The urgency of the amendments is that the new Calgary Plan, Zoning bylaw and Street Manual are destined for approval by the end of 2024. These quick amendments to the existing planning documents can provide potential new industrial growth.. now.

While the proposed changes are welcomed it is important not to lose sight of the larger issues. Industrial development is being lost at an alarming rate to the County. This trend has been happening for a number of years and unless there are some structural changes to how Calgary grows its industrial development there is no logical reason why this migration will not continue.

To put it into perspective, over the past 8 years, 6 of those years have seen zero new industrial horizontal development. These are serviced land parcels that facilitate the vertical development (buildings). While there is still some land supply to facilitate new builds a steady flow of new supply is critical.

The County offers cheaper land, cheaper and faster servicing and lower property taxes to name a few advantages.

While Calgary cannot hope to match these cost advantages there can be a conscious effort to mitigate some of the differential.

Calgary is attractive to many developers due to its rich services, large market and proximity to transportation and a skilled labour force. Developers will consider paying a premium but not at the expense of a reasonable rate of return and having choices in what they can develop/build.

The Industrial Working Group is tackling these issues in a logical fashion. An incentive program has been tabled to encourage new horizontal development. This is the first step in finding solutions to

the issues. Administration is crafting a report to the Senior Leadership team that addresses this suggested program.

Again, we thank the administration for taking the initiative with regard to amending the 6 ASP's. Now let's turn our attention, with a sense of urgency, to making Calgary a valid alternative to the County for industrial development.

Yours Truly,

A handwritten signature in black ink, appearing to read "Guy Huntingford". The signature is fluid and cursive, with a large initial "G".

Guy Huntingford  
Director Strategic Initiatives  
NAIOP Calgary