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**To:** Council  
**From:** Karl Doyle, Director of Planning and Building  
**Date of Meeting:** January 12, 2022  
**Subject:** By-law 2022-006 Authorize the Sale of Land to Abdullah Al-Saheb (Bubbly Shisha) in the Long Sault East Industrial Park

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**Recommendation:**

That By-law No. 2022-006, being a by-law to authorize the sale of land in the Long Sault Industrial Park to Abdullah Al-Saheb, be read and passed in open Council, signed and sealed this 12<sup>th</sup> day of January 2022.

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**Executive Summary:**

This report recommends transferring lands located in the Long Sault East Industrial Park to Abdullah Al-Saheb (Bubbly Shisha), and further, delegate authority to the Mayor and Clerk to sign a buy-back agreement for lands described as Plan 265, Part of Lot 6 being; Part 3 on Reference Plan 52R-8478; Part of PIN 60221-0327 (2.42 acres).

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**Background:**

In 2018, Council authorized the development of an expansion plan for the Long Sault East Industrial Park, due to the lack of available lots with road frontage. A development concept was completed with the potential for approximately 30-40 lots at a cost of \$11.8 million at full build out.

In January 2021, Council authorized staff to proceed with the design and tendering of the Long Sault East Industrial Park first (1<sup>st</sup>) phase expansion from Warner Drive to the former rail spur line and directed staff to include an expenditure for the project in the 2021 budget.

The new industrial road was completed September 28, 2021. Ensuing the completion of the Road, IBW Surveyors proceeded with surveying the lands and have recently prepared a reference plan for the first (1<sup>st</sup>) phase (refer to the attachment 52R-8478), the plan was deposited and approved by Land Registry Office on November 24, 2021.

The parcels now have an accurate legal descriptor which enables the Township to proceed with passing the necessary by-laws to conclude the land transactions.

Abdullah Al-Saheb, is purchasing 2.42 acres of land and intends to construct a new manufacturing and distribution industrial facility. I have included a link to their product website. <https://www.bubblyshisha.com/>

The use is permitted to establish on the subject parcel under the current General Industrial (MM) zoning. The lands will be subject to site plan approval and a draft functional site plan design will be received within 6 months of finalizing the lands sale.

Township's legal counsel have been working with the proponent's legal representative on a separate development buy-back agreement. This is a typical agreement that provides the option to the Township in the event the proponent has not obtained a building permit and substantially commenced construction of a commercial or industrial building on the Lands prior to the 5<sup>th</sup> anniversary of the date of closing. In the event the provisions contained within the agreement are not fulfilled and the Township assumes the property, all costs associated costs will be borne by the landowner.

The sale will provide additional tax revenue and employment for the village of Long Sault and help the growth of existing businesses and promote additional economic spin-offs.

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**Alignment with Community Strategic Plan:**

Goal 3: Economic Growth

Objective 3.3: Investment Attraction

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**Risk and Asset Management Considerations:**

If the facility is not completed, provisions in the agreement would allow for the Township to re-purchase the property at the same price.

The parcels located in the first phase of the Long Sault Industrial Park has water service and will outlet to a stormwater retention facility.

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**Options:**

1. That Council authorize the sale of land to Abdullah Al-Saheb in the Long Sault Industrial Park.
2. That the Township defer the by-law.
3. Other

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**Financial Impact:** The 2.42 acre parcel being; Part 3 on Reference Plan 52R-8478 is being sold for \$15,000 per acre at a sale price of \$36,300 + HST. Funds will be transferred into the Township's land development reserve for future use.

**Others Consulted:**  
Township Clerk and Township Legal Counsel

