

Kennett, Bonnie

From: Marc Saul ^{5. 22(1) Personal and Confidential}
Sent: Tuesday, April 11, 2017 5:30 PM
To: Mayor and Council Correspondence; Public Hearing
Cc: Robert Tham; Willow King
Subject: Railtown I-4 Zoning

Honorable Mayor and City Councillors,

My name is Marc Saul and I am a Principal at Corbel Commercial Inc. We are a boutique Commercial Real Estate Firm established in 2006, and specialize in Leasing and Sales in the Gastown, Yaletown, Railtown, Strathcona and East Vancouver markets. We have completed innumerable office and retail lease transactions in character heritage buildings, the predominant asset type in Railtown. Having been active in these markets over the past decade, I've seen the emergence and growth of technology & digital entertainment related businesses -- from small independent start-ups to Global Media firms -- that have clustered in the Gastown and Railtown markets.

With Technology and Digital Media related businesses consisting of 40% of office market demand, and likely growing to 50% this year, Gastown and Railtown specifically have become natural clusters for these industries. These tenants are particularly well-suited to the character and style of the historical buildings in these neighborhoods, which attract the creative, tech, and digital industries and help in the cultivation of creative corporate cultures.

Based on this, it is apparent that the innovation economy is based in tech and digital as they are leasing nearly half the space across Vancouver, and growing. With the primary objective for Railtown being to allow the "continued evolution of creative uses" while "retaining the area's unique historic character", it was evident that the prior I-4 Zoning proposal did not achieve this, as it didn't accurately reflect the current growth of Technology and Digital Media related businesses in our economy, nor did it take into account the practical issues faced with other outright industrial uses that were "protected".

While the preservation of Industrial Land is an important initiative, it is also critical to ensure that the preservation of Industrial Land doesn't inadvertently displace emerging firms in Railtown, particularly for antiquated industrial uses that can no longer utilize the historical buildings in the area, which included the following outright approved uses:

- Batteries Manufacturing
- Chemicals or Chemical Products Manufacturing
- Rubber Product Manufacturing
- Tobacco Products Manufacturing

In the 40+ lease transactions I have completed over the past 13 months -- totalling 160,000 SF -- I have not received a single inquiry from any of these types of uses for Railtown. I recently presented a Railtown space to a machine manufacturer tenant, but due to loading and parking requirements, it was overly apparent that Railtown itself wasn't logistically a fit for several reasons:

- Inadequate parking facilities
- Narrow Streets providing for poor turning radiuses for larger trucks
- Insufficient loading capabilities
- Poor highway access
- Adjacent residential lands incongruent with heavy industrial uses
- General physical constraints for industrial uses

The fact is that multi-storey historic buildings simply do not work for several traditional industrial uses, and as mentioned before, already attract creative, tech and digital industries.

The inclusion of “Creative Products Manufacturing” in Manufacturing as an outright use is a positive, forward-looking step, which I feel reflects the innovation that Vancouver is cultivating, and identifies the future of industrial uses. Further amending the definition to include businesses that custom design a “digital product” is also step in the right direction; if the zoning will allow for a tobacco manufacturing plant, it would be equitable to allow for the tech firm that produces a “Stop Smoking App” to occupy space in Railtown as well. I would further like to see more FSR allocated to General Office uses.

In closing, if there is an opportunity to avoid displacing existing tech and digital firms as they grow in the area and simultaneously attract larger creative/tech/digital firms and their employees to this unique and flourishing subarea of Vancouver, while achieving the overall goals of becoming an innovative economy, it is important that the proposed policy encourage this.

Thank you

Marc Saul

Principal | Personal Real Estate Corporation | Corbel Commercial Inc.



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E. & O. E.: All information contained herein is from sources we deem reliable, and we have no reason to doubt its accuracy; however, no guarantee or responsibility is assumed thereof, and it shall not form any part of future contracts. Properties are submitted subject to errors and omissions and all information should be carefully verified. All measurements quoted herein are approximate.

Kennett, Bonnie

From: Heather Puttock s.22(1) Personal and Confidential
Sent: Tuesday, April 11, 2017 7:05 PM
To: Mayor and Council Correspondence
Subject: Railtown Re-Zoning
Attachments: ksp letterhead_City.pdf

Importance: High

Dear Mayor and Council,

Attached please find my letter of support for the draft zoning revisions to Railtown.

I am available at your convenience for query or discussion.

Thank you for your time, efforts and consideration.

-Heather Puttock
KICKSTART * CANADA
s.22(1) Personal and Confidential

KICKSTART

April 4th, 2017

Dear Mr. Mayor and council,

My name is Heather Puttock and I am the co-founder and owner of Kickstart Productions Canada, Inc., a film and TV animation studio (DE&I) that was founded here in 2007. Raitown has been our home since we left Yaletown in 2010.

Raitown has truly become part of our identity and part of our brand. Our home is what separates us not only geographically from other animations studios such as DHX, Atomic Cartoons, Titmouse and Slap Happy that are all located in the Mount Pleasant tech cube, but also philosophically. We do things differently. We care about the craft in a different way. We collaborate differently, working *with* our neighbors instead of considering them competition. Recent Raitown collaborations include Sequence, Will Design, and producers from Goldtooth. Not to mention Raitwon Café, who cater all our events and Postmark Brewery that keep our keg stocked. Raitown is who we are.

We acknowledge the planning staff for attending to our communities' concerns and we acknowledge their thoughtfulness and consideration as well as their foresight in amending the original I-4 Zoning proposal.

We now fully support the *Draft Zoning and Development By-law – including revisions put forward in the above Memorandum dated April 10, 2017*. This rezoning recognizes the 17 year history of technology and DE&I businesses in Raitown and the importance of Raltown to Vancouver's Innovation Economy.

Regretfully I am unable to attend the zoning meeting on Tuesday, April 11th but please consider this my voice in favor.

Sincerely,

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Heather Puttock

Co-Founder
Kickstart Productions Canada, Inc.

CREATE. COLLABORATE. KICKSTART.

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