



APPRAISAL REPORT

Estimate of Current Market Value

Vacant Industrial Land

Corner of Bay Street and Leblanc Road

Sturgeon Falls, ON

Owner: The Corporation of the Municipality of West Nipissing

Prepared for:

The Corporation of the Municipality of West Nipissing

101-225 Holditch Street

Sturgeon Falls, ON

Prepared by:

Boreal Appraisal Services Inc.

Philippe Hébert, MBA, AACI, P. App.

Melanie Pilon, BBA (Hons), AIC Candidate Member

1314 Lasalle Blvd, Lower Level

Sudbury, Ontario

P3A 1Y8

JANUARY 2021

January 12th, 2021

Attention: The Corporation of the Municipality of West Nipissing
101-225 Holditch Street, Sturgeon Falls, ON

Re: **Estimate of Current Market Value**
PIN 49076-0828
Corner of Bay Street and Leblanc Road, Sturgeon Falls, Ontario

Property Type: Vacant Industrial Land

Subject Properties: Component A - Part 6 on Plan 36R-13688
Component B - Remainder of PIN 49076-0828

Owner: THE CORPORATION OF THE MUNICIPALITY OF WEST NIPISSING

Acting on your instructions, we have completed an appraisal of the above-noted property. The purpose of the appraisal is to estimate the current market value of the fee simple interest of the subject property, land only, presuming two (2) land components. The intended use of the report is to provide objective information for internal decision-making, and disposition planning. This *70-page* report provides a description of the subject properties, the valuation process, and other pertinent data gathered during our investigations, which has assisted us in arriving at our conclusions. This report conforms to the *Canadian Uniform Standards of Professional Appraisal Practice* adopted by the Appraisal Institute of Canada.

Based on the analysis of the data collected, it is our opinion that the estimated current market value of the subject property **Component A & B**, as of the effective date of January 12th, 2021, was:

Subject	Area (AC)	Value per Acre	Market Value Estimate *
Component A	5.3	\$6,500	\$35,000
Component B	55.7	\$2,500	\$140,000

**See Extraordinary Assumption & Limiting Condition*

The indicated value assumes a cash to vendor sale and an exposure time of 8 to 18 months.

BOREAL APPRAISAL SERVICES INC.



Philippe Hébert, MBA, AACI, P. App.
Boreal Appraisal Services Inc. – President



Melanie Pilon, BBA (Hons), AIC Candidate Member

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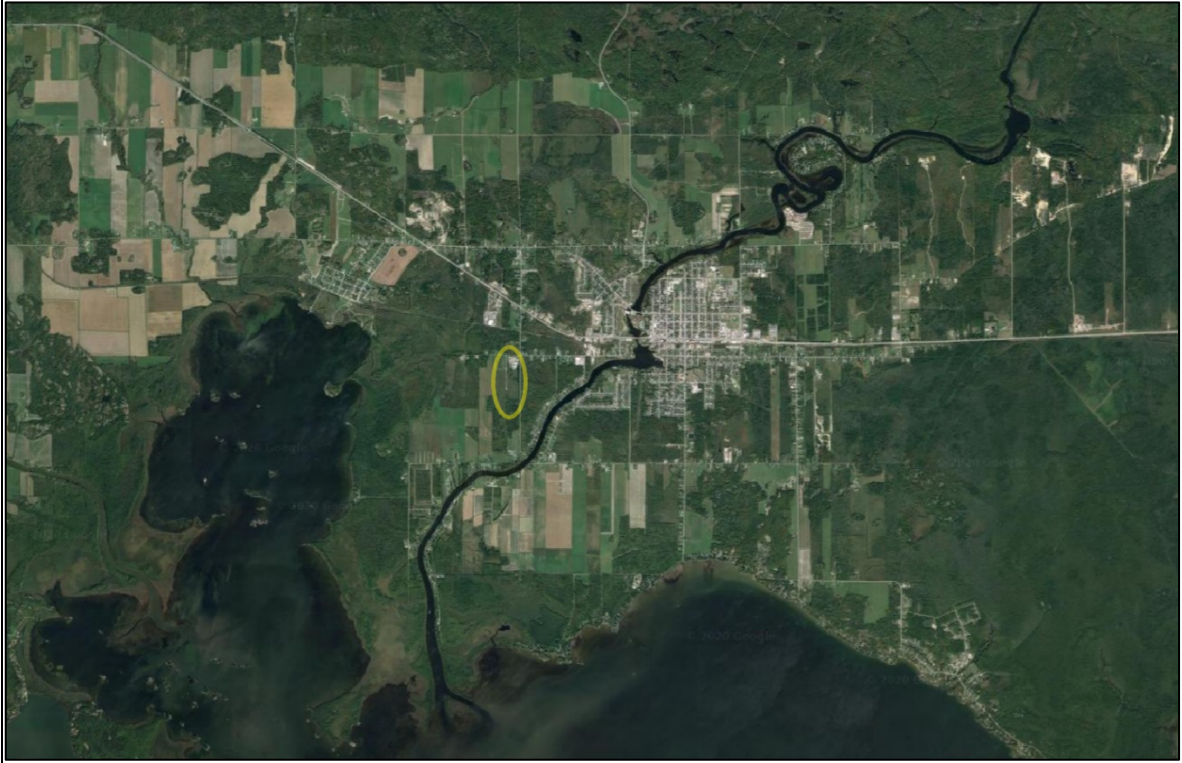
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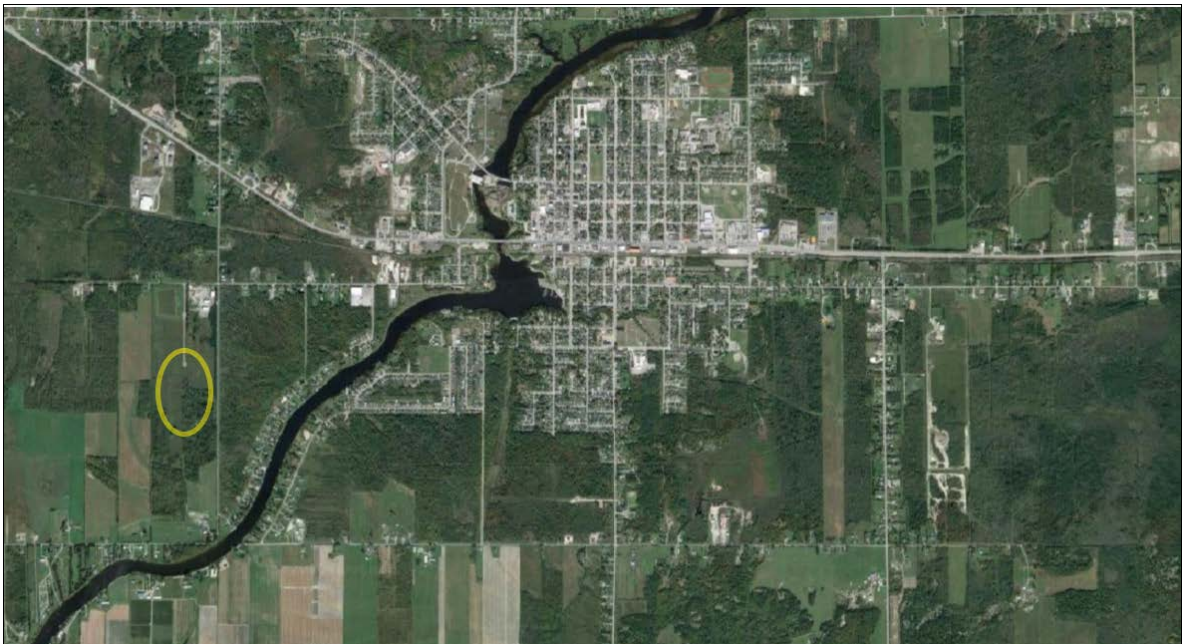
See other Assumptions and Limiting Conditions in the Addenda of this report.

GENERAL LOCATION OF SUBJECT PROPERTY

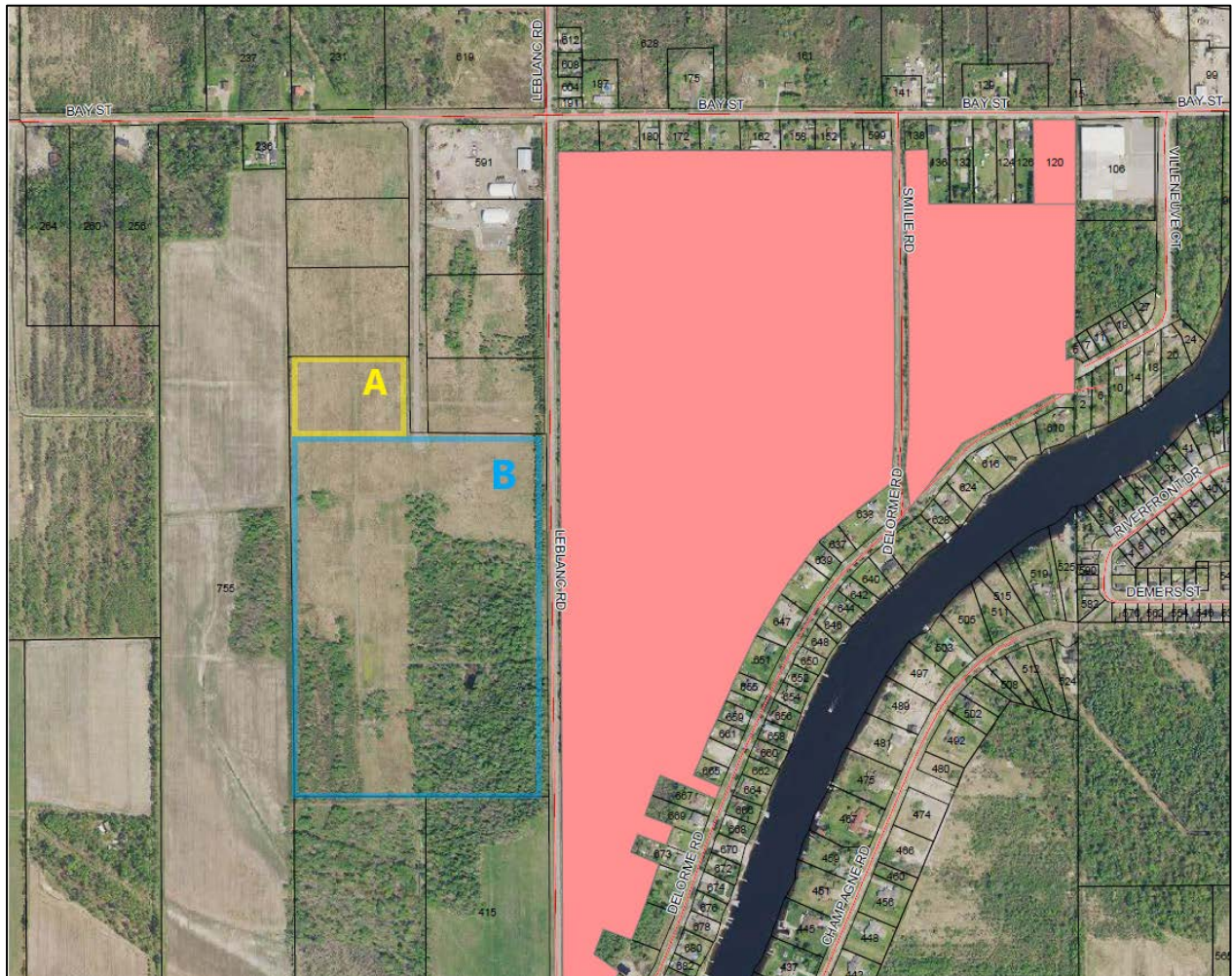
(For illustrative purposes only)



NEIGHBOURHOOD MAP



AERIAL VIEW
(Subject Components Outlined in Yellow & Blue)
(For illustrative purposes only)



SUBJECT DETAILS

Component A - Part 6 on Plan 36R-13688 - ±5.3 Acres

Component B - Remainder of PIN 49076-0828 - ±55.7 Acres

Total Site Size of Parent Parcel: ±64.2 Acres (MPAC)

LAND USE REGULATIONS

Zoning - (M2) – Heavy Industrial

Official Plan - Employment Area

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ADDENDA

Assumptions and Limiting Conditions
Land Use Regulations Excerpts
Qualifications of Philippe Hébert, MBA, AACI, P. App.
Qualifications of Melanie Pilon, BBA (Hons) AIC Candidate Member

Executive Summary

Address of Property:	Corner of Bay Street and Leblanc Road, Sturgeon Falls, Ontario
Type of Property:	Vacant Unserved Industrial Land
Partial Legal Description:	Parent Parcel: PIN 49076-0828, Part of Lot 7, Concession A, Springer Township, Municipality of West Nipissing. Component A – Part 6 on Plan 36R-13688 Component B – PIN 49076-0828, Except Part 6 on Plan 36R-13688 (Component A), Part 4 on Plan 36R-13294, and Part 7 on Plan 36R-13688 (Road Allowance).
Purpose of the Appraisal:	To estimate the current market value of the fee simple interest of the subject property, land only, presuming two (2) land components.
Intended Use of the Appraisal:	To provide objective information for internal decision making, and disposition planning.
Property Rights Appraised:	Fee Simple Interest
Effective Date:	January 12, 2021
Site Visit Date:	November 10, 2020
Site Sizes:	Component A ± 5.3 Acres Component B ±55.7 Acres Parent Parcel: ±64.2 Acres (MPAC) Road Allowance ¹: ± 3.2 Acres ¹ (Part 4 on Plan 36R-13294 & Part 7 on Plan 36R-13688)
Zoning / Official Plan:	(M2) – Heavy Industrial / Employment Area
Highest and Best Use:	Component A <i>Highest and Best Use</i> of the subject property Component A, is considered to be some form of industrial development that would best take advantage of the site's location, topography, existing configuration, and general market appeal, when economically viable to pursue, and as permitted under land use regulations. Component B <i>Highest and Best Use</i> of the subject property Component B, is considered to be some form of industrial development that would best take advantage of the site's location, topography, existing configuration, and general market appeal, when economically viable to pursue, and could include a mixture of smaller, and larger developments through severance.

Estimate of Current Market Value:

Subject	Area (AC)	Value per Acre	Market Value Estimate *
Component A	5.3	\$6,500	\$35,000
Component B	55.7	\$2,500	\$140,000

**See Extraordinary Assumption & Limiting Condition*

Extraordinary Assumptions & Limiting Condition (Pages 12 - 13)

- 1) Severance from Parent Parcel
- 2) Value Estimate Based Without Consideration of the COVID-19 Pandemic

BASIS OF THE APPRAISAL

Intended Use of the Report

The intended use of the appraisal is to provide objective information for internal decision making, and disposition planning.

Purpose of the Appraisal

The purpose of the appraisal is to estimate the current market value of the fee simple interest of the subject property, land only, presuming two (2) land components. Both are vacant, industrial unserved vacant land where **Component A** consists of ±5.3 acres, and **Component B** of ±55.7 acres.

Property Rights Appraised

The property rights appraised are those in fee simple interest of the surface rights only. Fee simple is defined in Real Estate Appraising in Canada, published by the Appraisal Institute of Canada as:

"An absolute fee; a fee without limitations to any particular class of heirs and restrictions, but subject to the limitations of eminent domain, escheat, police power, and taxation. An inheritable estate."

Definition of Value

Market Value is defined in the *Canadian Uniform Standards of Professional Appraisal Practice*, as adopted by the Appraisal Institute of Canada, as:

"The most probable price which a property should bring in a competitive and open market as of the specified date under all conditions requisite to a fair sale, the buyer and seller, each acting prudently and knowledgeably, and assuming the price is not affected by undue stimulus."

Implicit in this definition is the consummation of a sale as a specified date and the passing of title from seller to buyer under conditions whereby:

1. buyer and seller are typically motivated;
2. both parties are well informed or well advised, and acting in what they consider to be their best interests;
3. a reasonable time is allowed for exposure on the open market;
4. payment is made in terms of cash in Canadian dollars or in terms of financial arrangements comparable thereto;
5. the price represents the normal consideration for the property sold unaffected by special or creative financing or sales concessions granted by anyone associated with the sale.

Scope of Work

The scope of this appraisal covers the investigations and analysis required to prepare a report which, serves the intended use and which is in accordance with the *Canadian Uniform Standards of Professional Appraisal Practice*, as adopted by the Appraisal Institute of Canada. With respect to the subject property, the basic steps followed in preparing the appraisal report are as follows:

Site Visit / Effective Date

A site visit was completed on November 10, 2020, by Philippe Hébert. Photographs were also taken at that time. Images from Google Maps, Bing Maps, and others were also relied upon and used within this report, to better represent the site's topography and other notable physical features. Unless stated otherwise, all sketches and aerial photography within this report are *not to scale* and are *for illustrative purposes only*, and only those noted as *Subject Property Photographs* were taken on the date of the site visit.

The effective date of value is January 12th, 2021, which corresponds with the date of this report. The reader should note that two (2) months separate the effective date of value, and the date of the site visit. However, nothing of substance has occurred physically, or economically during that period of time to reasonably warrant a substantive material change in the estimate of market value.

Type of Analysis

This current appraisal complies with the Standards of the Appraisal Institute of Canada. We are competent in this type of appraisal analysis and have previously appraised this type of property. This appraisal involves an analysis of the financial characteristics of the property as were available, as well as general market evidence that reflects both economic and physical attributes.

Data Research

We received our instructions from Melanie Ducharme, Municipal Clerk/Planner at *The Corporation of the Municipality of West Nipissing*, who provided us with the following information regarding the subject property:

- Property location;
- Plan 36R-13688, Oct. 15, 2014 - Stantec Geomatics Ltd.;
- Industrial Park, No Date – Aerial Sketch;
- Industrial Park, No Date – Lot Fabric Sketch;
- Draft Plan of Proposed Subdivision, June 27, 2011 – Goodbridge Planning & Surveying;

- Appraisal Report and Valuation Analysis of Vacant Land 2010, Dec. 13, 2010 – Mid-North Appraisals Ltd.;
- Leblanc Road Industrial Park Feasibility & Development Study, May 2016 - Collins Barrow, SNT LLP;
- Plan 36R-13294, July 10, 2012 - ON Land Surveyor; - Stantec Geomatics Ltd.; and
- Plan 36R-6022 – March 4, 1982 - ON Land Surveyor.

But for excerpts and summaries included within this report, note that all documents provided for valuation purposes will be kept in our working file. E-copies of documents provided may be made available upon request.

Interviews and discussions are continuously also held with local and regional real estate brokers, appraisers and other market participants including vendors and purchasers in an effort to gather real estate data. We have also considered current and archived information available from various Northern Ontario Real Estate Boards, REALTOR.ca, MPAC, Geowarehouse and relied on market data and statistics generated within our own files. Details pertaining to land use regulations and property taxes were available electronically or confirmed with the City of Greater Sudbury.

Audits and Technical Investigations

We did not complete technical investigations such as:

- A complete environmental review of the property; this appraisal assumes that the property is clean environmentally in every respect and in full compliance with all relevant regulations and laws applicable to this size and type of property;
- Site survey;
- Investigations into the bearing qualities of the soils; or
- Audits of financial and legal data as supplied by others and used for valuation purposes.

Verification of Third-Party Information

The analysis set out in this report relied on written and verbal information obtained from a variety of sources we considered reliable. Unless otherwise stated herein, we did not verify owner-supplied information, or that provided by third parties, which we believe to be correct or reasonable. The mandate for the appraisal did not require a report prepared to the standard appropriate for court purposes or for arbitration, therefore, we did not fully document or confirm by reference to primary sources, all information contained herein.

Assumptions and Limiting Conditions

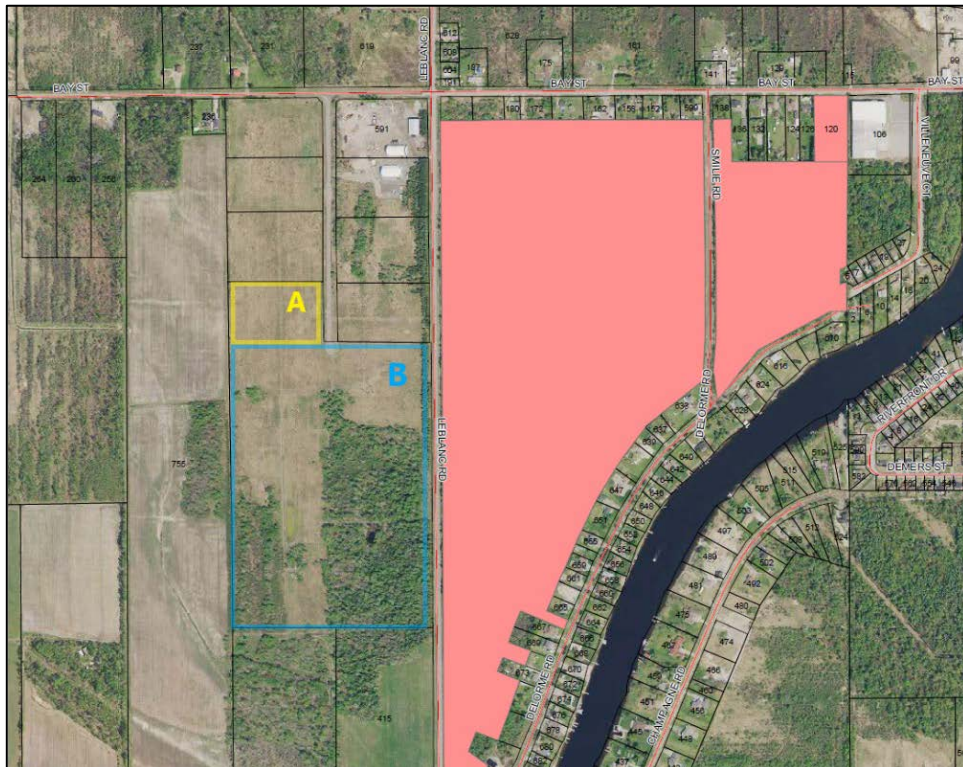
The assumptions and limiting conditions pertaining to the valuation of the subject property and this report are presented in the **Addenda** of this report.

Extraordinary Assumptions

An extraordinary assumption is a hypothesis supposed or unconfirmed, which if not true, could alter the appraiser's opinions and conclusions. The final value estimate is subject to the following Extraordinary Assumption:

1) Severance from Parent Parcel

The final value estimate presumes that **Components A & B** have been severed from its parent parcel, as outlined on the sketch below. Highlighted in yellow and presumed severed, **Component A** contains ± 5.3 acres, and is best described as *Part 6 on Plan 36R-13688*. **Component B** contains ± 55.7 acres, and is best described as *PIN 49076-0828, Except Part 6 on Plan 36R-13688 (Component A), Part 4 on Plan 36R-13294 and Part 7 on Plan 36R-13688 (Road Allowance)*. Since severance of the subject property components is supposed, it is considered a hypothetical condition. Note that all associated costs related to the aforementioned, have been disregarded for valuation purposes.



Extraordinary Limiting Condition

Extraordinary Limiting Condition refers to a necessary modification or exclusion of a Standard Rule which may diminish the reliability of the report. In this case, the value estimate is based without any consideration of market uncertainties due to the Covid-19 Pandemic.

2) Value Estimate Based Without Consideration of the COVID-19 Pandemic

Values contained in this appraisal are based on market conditions as at the effective date of this report and does not provide a prediction of future values. In the event of market instability and/or disruption, values may change rapidly, and such potential future events have not been considered. As this appraisal does not and cannot consider any changes to the property appraised or market conditions after the effective date, readers are cautioned in relying on the appraisal after the effective date noted herein.

The COVID-19 Pandemic is causing a significant degree of uncertainty in capital markets and could have an effect on real estate values depending on the duration and severity of the crisis. There is some risk that the current Pandemic will increase the likelihood of a national and global recession, however, without further knowledge of anticipated and relevant government countermeasures, it is not possible or practical to predict, or estimate the impact the Pandemic will have, or has had on real estate values, as of the effective date of this report.

Given the market uncertainties of the Covid-19 Pandemic, a force majeure event, we reserve the right to revise the final value estimate set out in this report for a fee, with an update appraisal report under a separate appraisal engagement, incorporating market information available at that time.

FACTUAL INFORMATION***Identification of the Property*****Address of the Subject Property**

Corner of Bay Street and Leblanc Road
Sturgeon Falls, Ontario

Partial Legal Description

Parent Parcel: PIN 49076-0828, Part of Lot 7, Concession A,
Springer Township, Municipality of West Nipissing.

Component A – Part 6 on Plan 36R-13688

Component B – PIN 49076-0828, Except Part 6 on Plan
36R-13688 (Component A), Part 4 on Plan 36R-13294, and
Part 7 on Plan 36R-13688 (Road Allowance).

Property Owner

THE CORPORATION OF THE MUNICIPALITY OF WEST NIPISSING

The Abbreviated Parcel Register indicates that the subject PIN 49076-0828 is held in fee simple ownership and does not indicate the existence of any apparent restrictions, including registered leases or liens on title that could potentially have a material impact on the marketability of the site. Note that our investigations were limited to the register noted below, which is not intended to result in an expression of opinion as to the state of title itself, as we are not qualified in these matters, and have not read all documents registered on title. A title search has not been undertaken and it is assumed that there are no encumbrances on title, which might negatively affect the utility or value of the subject property.

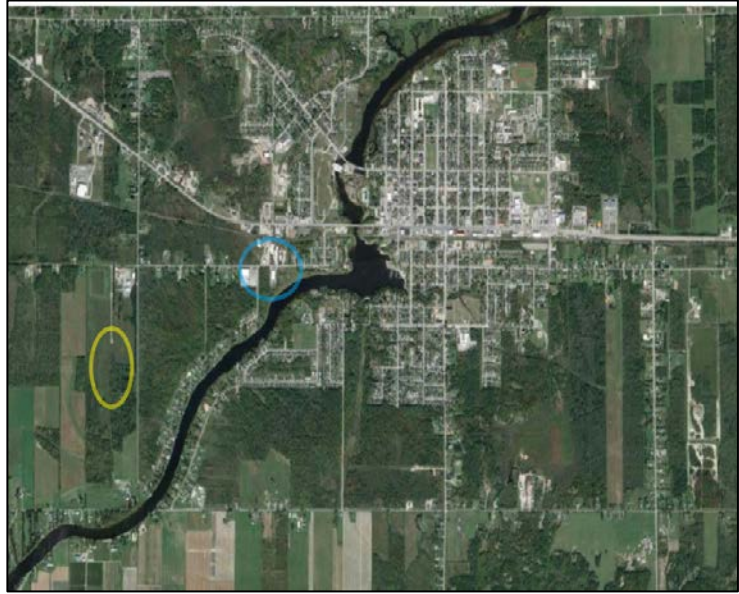
Ontario ServiceOntario		PARCEL REGISTER (ABBREVIATED) FOR PROPERTY IDENTIFIER		PAGE 1 OF 1 PREPARED FOR PHebert ON 2020/11/16 AT 10:05:28		GEOWAREHOUSE	
LAND REGISTRY OFFICE #36		49076-0828 (LT)		* CERTIFIED IN ACCORDANCE WITH THE LAND TITLES ACT * SUBJECT TO RESERVATIONS IN CROWN GRANT *			
PROPERTY DESCRIPTION:		PART LOT 7 CON A SPRINGER PARTS 2 & 8 36R6022, EXCEPT PART 1 36R13099, PARTS 1, 6 & 7 36R13294, PARTS 1, 2, 3, 4 & 8 36R13688; TOGETHER WITH AN EASEMENT OVER PART 6 36R6022 AS IN LT223436; MUNICIPALITY OF WEST NIPISSING					
PROPERTY REMARKS:		CROWN GRANT SEE NP7180, NP7198.					
ESTATE/QUALIFIER:		RECENTLY:		PIN CREATION DATE:			
FEE SIMPLE ABSOLUTE		DIVISION FROM 49076-0824		2017/03/16			
OWNERS' NAMES		CAPACITY SHARE					
THE CORPORATION OF THE MUNICIPALITY OF WEST NIPISSING		BENO					
REG. NUM.	DATE	INSTRUMENT TYPE	AMOUNT	PARTIES FROM	PARTIES TO	CERT/CHKD	
** PRINTOUT INCLUDES ALL DOCUMENT TYPES (DELETED INSTRUMENTS NOT INCLUDED) **							
36R6022	1982/03/04	PLAN REFERENCE				C	
LT419414	2004/06/01	TRANSFER	\$2		THE CORPORATION OF THE MUNICIPALITY OF WEST NIPISSING	C	
36R13099	2011/07/11	PLAN REFERENCE				C	
36R13294	2012/07/10	PLAN REFERENCE				C	
36R13688	2014/10/17	PLAN REFERENCE				C	

Market Activity

The subject property has been held under long term ownership by *The Corporation of the Municipality of West Nipissing*. Discussions with the client, together with a review of the Sudbury Real Estate Board Multiple Listing Services, MPAC and GeoWarehouse websites indicate that the subject property has not been listed or sold within the past three years.

Local and Regional Data

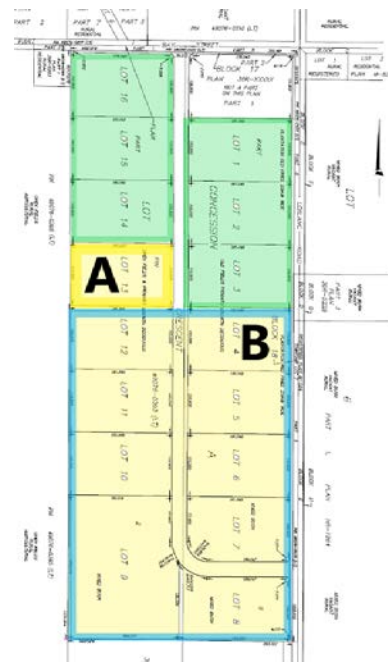
The subject properties denoted in yellow are located just west of the Bay Street and Leblanc Road intersection in the community of Sturgeon Falls, within the Municipality of West Nipissing. The subject sites are located in a relatively small, unserviced industrial section near the west periphery of the more developed areas of Sturgeon Falls, just south of the Trans-Canada Highway 17, and just northwest of the Sturgeon River.



It is situated in a predominantly rural residential / agricultural area, just east of a small developing industrial section denoted in blue, which is reported to have the majority, if not all remaining vacant, serviced industrial land in Sturgeon Falls. There is a small residential neighbourhood to the east, and rural residential waterfront development to the south along Delorme & Lalande Road, and the Sturgeon River. Highway commercial development is located just north of the subject along Trans-Canada Highway 17, the main thoroughfare through Sturgeon Falls, with commercial property increasing in density to the east, nearer the community's commercial core.

In 2011, in order to expand its industrial land holding, the Municipality commissioned the adjacent *DRAFT PLAN of Proposed Subdivision*, referred to as the *Leblanc Road Industrial Park*, in the *Leblanc Road Industrial Park Feasibility & Development Study (May 2016)*.

The subject properties, or **Components A & B** are identified in yellow and blue with the areas shaded in green representing sites already sold, which formed part of the original draft plan. Three (3) lots were sold in 2012, two (2) in 2016, and one (1) sold in 2017, all for \$1,000/acre. The proposed plan allowed for 16 lots, each with ± 4.9 acres with the exception of Lot 9 with ± 11.8 acre.



As of the current day, only *Lot 1* is being utilized, and is owned by the abutting property owner to the north. The other five (5) lots were sold, however, have yet to be utilized. The immediate area has basic municipal services, including police and fire protection, hydro and telephone, but no municipal water, sewer, or natural gas service, which limits the overall utility of the subject properties.

The Community of **Sturgeon Falls** within the **Municipality of West Nipissing** is located ± 88 kilometers east of the City of Greater Sudbury, and ± 34 kilometers west of the City of North Bay, along the Trans-Canada Highway, or Highway 17 East. It is considered the commercial hub of the Municipality of West Nipissing, a popular cottage country region for those residing in Sudbury and North Bay, and to a lesser extent, Southern and Central Ontario residents. Sturgeon Falls is situated on the north shore of Lake Nipissing with its 795 km of shoreline, and is considered the third largest lake in Ontario.

Municipality of West Nipissing (Outlined in red)



Population

Based on the 2016 census, the Community of Sturgeon Falls' reported population was 6,798, an increase of 1.9% over the previous population census of 6,672 in 2011. Since 2016, the population has remained relatively constant and stabilized. In addition to the year-round population, there are a number of seasonal residents due to the popular waterfront areas of Lake Nipissing, the Sturgeon River and Veuve River. Approximately half of the population of West Nipissing lives in Sturgeon Falls.

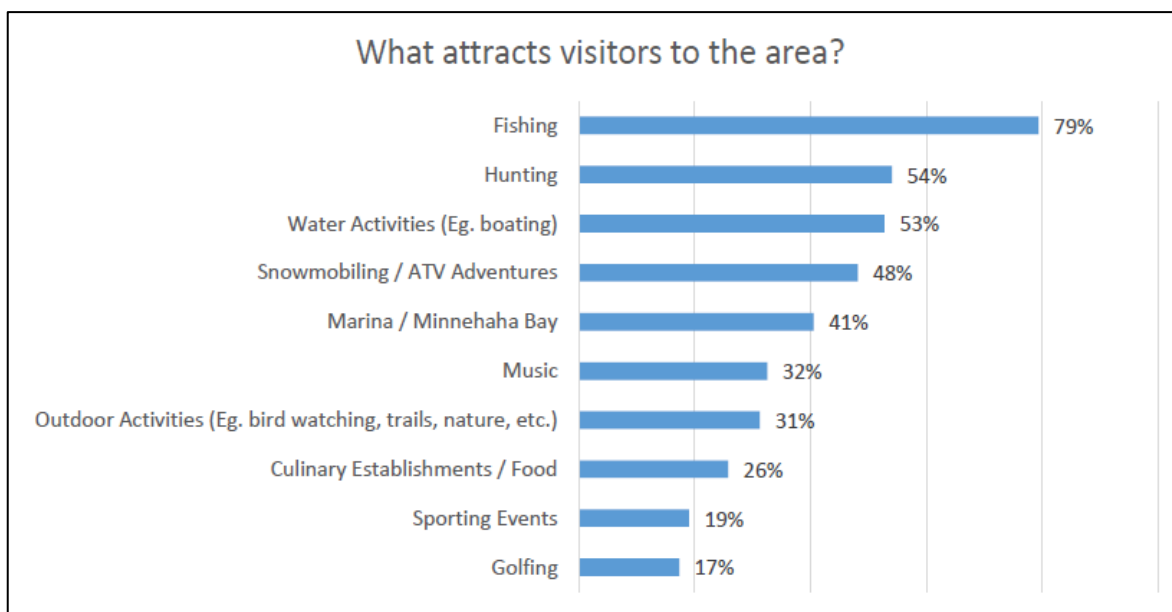
History and Growth

In 1878, James R. Holditch of Bracebridge, Ontario was the first settler in the area, and became mayor of Sturgeon Falls in 1897. Sturgeon Falls was incorporated as a town in 1895. As the fur trapping and trading era slowly phased out, logging and milling came into play, along with the arrival of the CPR's railroad in 1882. The Municipality of West Nipissing came about on January 1st, 1999 with the amalgamation of the Towns of Cache Bay, Sturgeon Falls, and the Townships of Caldwell, Field and Springer. In addition, a

number of Townships such as Bertram, Latchford, Falconer, Loudon and others were annexed. The total land area of the Municipality of West Nipissing is $\pm 1,992$ square kilometres.

Economic Background

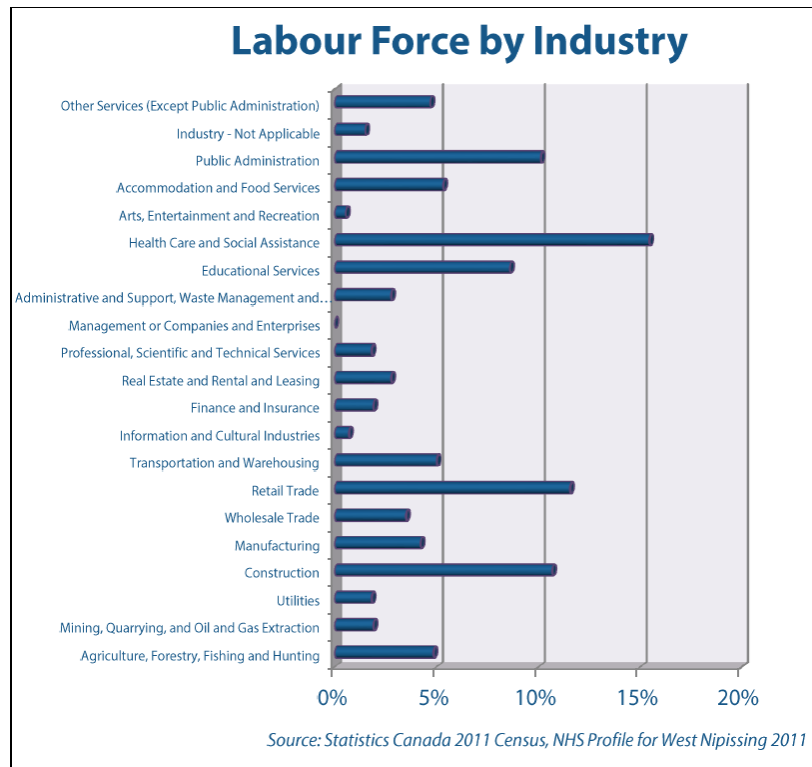
Forestry has always been an important part of West Nipissing's economy and remains as one of the municipality's most developed sectors. More recently, however, tourism, agriculture, manufacturing and resource processing have played an increasingly important role in the local economy. Referring to the 2016 Tourism Study, from which the diagram below is sourced, the major attractions in the area include fishing, hunting, water activities and snowmobiling/ATV trails.



Major employers include Statistics Canada, the Municipality of West Nipissing, West Nipissing General Hospital, a home for the aged, four school boards, and a mixture of other major retailers and financial institutions. Specific to the local manufacturing sector, is JennMar Corporation, a US based manufacturer of strata-control products for the mining industry, which moved into the Sturgeon Falls area in 2008, constructing a 50,000 ft² building and adding 60 to 90 jobs to the local economy.

Sturgeon Falls has continued to be a popular area for new home construction given the adequacy of amenities, availability of vacant sites, and the appeal of such items as Lake Nipissing, local health and hospital care facilities, etc. In addition, it is located within reach of both North Bay and Sudbury. Further, there was a new hospital constructed in 2011 on the westerly fringe of the City of North Bay. This appears to have had a positive influence on housing demand for West Nipissing due to the relatively short

commuting distance between the two centres. The following chart represents West Nipissing's labour force by occupation or industry (2011). Health care and social services represent $\pm 15\%$ of the labour force with public administration, educational services, finance / insurance, and other management and professional services representing $\pm 31\%$.



Transportation

Sturgeon Falls is supported by a number of transportation networks that create an attraction for economic development, such as the rail network, marine access, long-distance bus service across Canada, taxi services, as well as a paratransit bus service by providing accessible door-to-door transportation.

Real Estate Markets/New Development

Discussions with local real estate personnel indicate a fairly healthy residential market for Sturgeon Falls at the present time. Referring to the municipal website, from which the table below was found, the municipality has issued a consistent amount of building permits since 2015, demonstrating a stabilized trend with a slight increase from 2017 to 2018 for a total of 288 permits, and with 2019 seeing almost 200 more permits issued than in 2018. There has been a considerable amount of new single-family dwellings and condominiums on Dovercourt Road along the Sturgeon River. Additionally, 41 building permits have been issued for commercial / industrial buildings, indicating a 22% increase from 2017, and with 2019 continuing the trend upwards with 46 new commercial / industrial permits issued.

Issued Building Permits by Year and Type

PERMIT TYPE	2015	2016	2017	2018
Single Family Dwelling	32	33	20	22
Duplex	3	4	7	5
Triplex			1	
Sixplex			2	
Cottages / Seasonal Dwellings	1	8	7	11
Commercial \ Industrial	39	40	32	41
Residential Garages	48	37	36	34
Total Permits	311	295	285	288

The commercial market, in general, appears to be good with some noted vacancies in the downtown core, but for the most part, the community has been vibrant for the last number of years. For commercial and institutional properties lying outside the downtown's core, vacancies generally increase. The current trend for commercial properties has been towards renovation to help accommodate its current use or conversion to other permitted uses.

There are some promising features in the local economy and the region has experienced some development activity. For instance, a new 8,300 ft², retail plaza will be constructed on the southeast corner of Front Street and Coursol Road.

As of the date of this report, and other than typical market drivers and those noted above, we have not uncovered any specific, existing or pending legislative matters, major demographic changes, public transportation initiatives, community or other economic changes, that would have an acute, specific, and measurable effect on Sturgeon Fall's overall real estate market, other than opined within this report.

In summary, largely due to its locational elements, coupled with progressive and responsive leadership, Sturgeon Fall's economy is the strongest it has been in decades with moderate but steady growth being the recent trend with much of the same anticipated for 2021. However, and although more speculative, gains could be realized through increases in the forestry, agriculture, manufacturing and resource processing. Together with tourism, specifically targeted to outdoor enthusiast, these sectors will continue to be the most important sources of economic activity in the region and help maintain and strengthen the Community's mid to long-term economic health. Noting the Community's inherent favorable geographical characteristics, and locational factors located between two of the larger urban centers along the Trans-Canada Highway (Sudbury & North Bay), the Community of Sturgeon Falls is likely to continue to maintain a sustainable, active, and healthy local economy for many years to come, and with real estate markets remaining relatively stable.

Component B

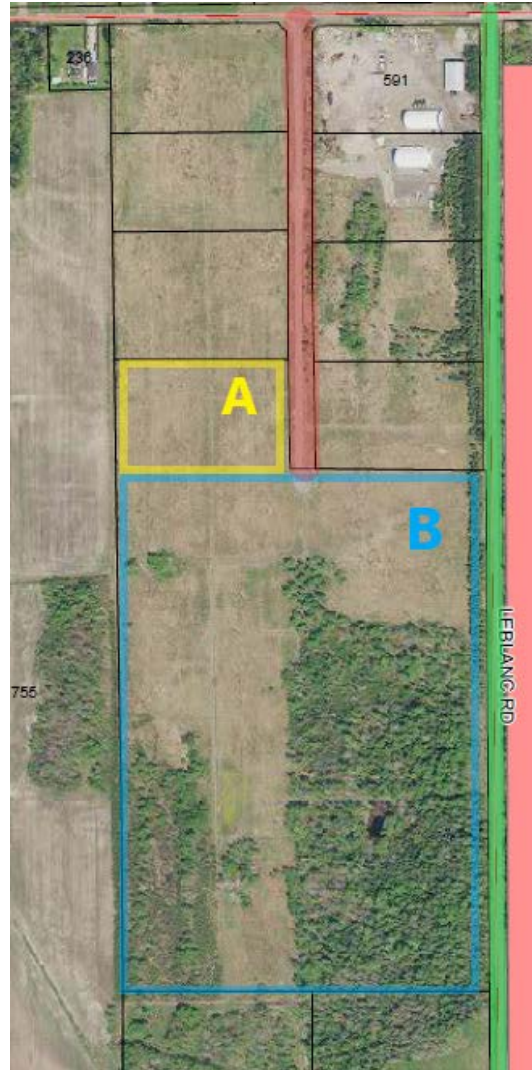
Site Size: ± 55.7 Acres
Frontage: $\pm 1,914$ feet of frontage on Leblanc Road in Green
Depth: $\pm 1,264$ feet (Max Depth)

Component B is rectangular in shape, and is located at the south end of Industrial Park Road. Referring to MPAC data, and various reference plans, **Component B** has an area of ± 55.7 acres, is generally level throughout, and $\pm 50\%$ has been cleared of trees with only scattered brush noted, and the remainder is treed. Overall, the site appears to have good drainage, and consists of some cleared land with access from Industrial Park Road, and along its frontage on Leblanc Road.

This is considered an interior lot with limited visibility and exposure along Industrial Park Road, and Leblanc Road. Prior to turning onto Industrial Park Road, Bay Street transitions from a two-lane paved roadway to a two-lane gravel packed road. Leblanc Road is a paved two-lane roadway.

There are no sidewalks or streetlights present at the subject location, and basic municipal services only are provided. These include police and fire protection, hydro and telephone located nearby, but no municipal water, sewer, or natural gas service, which limits the overall utility of the subject property.

Overall, the subject land is in a good location in the west end of the more developed areas of Sturgeon Falls, south of Trans-Canada Highway 17, the main thoroughfare through the community, which also provides good access to larger markets east and west of Sturgeon Falls.



SUBJECT & AREA PHOTOGRAPHS
Bay Street and Leblanc Road Intersection



Bay Street – Facing West



Leblanc Road – Facing South



Industrial Park Road at Bay Street – Facing South along Industrial Park Road



Component A

Facing North along Industrial Park Road & Lot Access on Left



Interior Site View Facing West



Component B

Frontage along Leblanc Road – Facing North & West



View Facing South – Site Access from Industrial Park Road



Various Interior Views Facing South



Assessment and Taxes

The current 2016 assessment for PIN 49076-0828 (ROLL #485-204-00014-4100, ±64.2 acres) is \$44,000 however, the subject property once severed, will be subject to a different assessment by MPAC. Based on its current zoning designation, it is expected that the subject will be taxed at the *Industrial Vacant Land Class* tax rate, which carried a rate of 0.951676% in 2020. Note that the 2020 rates applicable to *Commercial Vacant* and *Large Industrial Vacant* are 1.262772% and 4.386037%, respectively.

Land Use Regulations

The pertinent sections of both the Zoning By-law and Official Plan are set out in the Addenda of the report.

Zoning By-Law

The subject property is zoned (*M2*) – *Heavy Industrial* under the Municipality of West Nipissing Zoning By-Law 2014-45, as amended, which came into effect on July 8, 2014.

Permitted uses under the (*M2*) – *Heavy Industrial* designation are varied, and include among others: Agriculture Processing Establishment, Equipment Sales, Service and Rental Establishment, Greenhouse / Nursery / Garden Centre, Self-Storage Facility, Heavy Equipment Storage and Outdoor Storage. A full list of permitted uses is included in the addenda of the report.

Official Plan

The Official Plan for the Municipality of West Nipissing designates the subject neighbourhood as *Employment* or an *Employment District* within an *Urban Settlement Area*. With regard to permitted uses, the Official Plan states:

Employment District uses may include a mix of industrial, commercial and public service facilities uses (including institutional uses).

Based on the existing zoning by-law, the existing holding use of the subject property appears to conform with land use regulations.

ANALYSIS AND CONCLUSIONS

Highest and Best Use

Fundamental to the concept of value is the principle of **Highest and Best Use**, which is defined in the Appraisal of Real Estate, Canadian Edition, published by the Appraisal Institute of Canada, as follows:

"The reasonably probable and legal use of vacant land or an improved property, which is physically possible, appropriately supported, financially feasible, and that results in the highest value."

The highest and best use of vacant and improved land must meet four criteria. It is defined as the use, which is **legally permissible, physically possible, financially feasible and maximally productive**. These criteria are often considered sequentially with the tests of legal permissibility and physical possibility being applied before considering financial feasibility and maximal productivity. It is important to note that in determining the Highest and Best Use of a specific property, factors such as land use regulations, supply and demand, market conditions, balance, conformity to surrounding uses, may all become factors in that determination.

The Highest and Best Use of a vacant site is often dictated by the governing zoning bylaws. The Highest and Best Use must be legal and within the realm of probability. There must be a demand for such a use and that use must be "profitable" such that it will deliver the highest net return for the longest period of time.

Component A

Subject property **Component A** consists of ±5.3 acres of vacant land zoned (M2) – *Heavy Industrial* located in a relatively small, unserviced industrial section near the west periphery of the more developed areas of Sturgeon Falls. The site is located just south of the Trans-Canada Highway 17, and only basic municipal services are provided with no municipal water, sewer, or natural gas utility present. This is an interior lot with limited visibility and exposure but with good access to Highway 17, and the overall area, which has reportedly proven physically adequate for industrial development. The site is large enough to accommodate many permitted uses, however, the absence of municipal water and sewer, and natural gas negatively influences the site's overall utility, and marketability.

The site has ±5.3 acres of cleared, developable land suitable for many industrial, and service-commercial uses requiring a larger site, with surplus land suitable for future development and expansion, as demand warrants. For this reason, *Highest and Best Use* of the subject property **Component A**, is considered to be

some form of industrial, and / or service commercial development that would best take advantage of the site's location, topography, existing configuration, and general market appeal, when economically viable to pursue, and as permitted under land use regulations.

Component B

The subject **Component B** is located at the westerly section of Sturgeon Falls, and contains ±55.7 acres of lands zoned *(M2) – Heavy Industrial*, which permits for many uses including: Agriculture Processing Establishment, Equipment Sales, Service and Rental Establishment, Greenhouse / Nursery / Garden Centre, Self-Storage Facility, Heavy Equipment Storage and Outdoor Storage, etc.

This is considered a good industrial site with good access to the TransCanada Highway system, which provides for transportation of raw materials, and finished goods. The site has ±28 acres of cleared, developable land suitable for many plausible industrial and commercial uses requiring a larger site, with excess lands suitable for future development, expansion, or severance, as demand warrants.

The site is well located near the southern boundary of the boreal forest, within close proximity to a known viable forest resource, and the more stable woodland and mill operations located in Northern Ontario. The property is reported to be physically adequate for development, and could reasonably accommodate a forestry sector use, and those engaged in other primary sectors, such as mining, and agriculture.

In the final analysis, other than some form and configuration of larger scale forestry, or mining sector related use, or a mixture of smaller and larger developments, we do not know of any other use that could potentially provide a greater benefit to the owner. Based on existing market evidence, market conditions do not seem to favor the larger, developable sites at this time, but the West Nipissing market has a history of absorbing the smaller developable sites within a reasonable time period.

That said, perhaps a mixture of smaller and larger developments through severance, land lease, built to suit options, or otherwise, is likely more appropriate for the subject property **Component B**. For this reason, *Highest and Best Use* of the subject property **Component B**, is considered to be some form of industrial development that would best take advantage of the site's location, topography, existing configuration, and general market appeal, when economically viable to pursue, and would likely include a mixture of smaller, and larger developments through severance.

METHOD OF VALUATION

This appraisal involves the valuation of vacant land. In appraising vacant or unimproved land, there are six basic methods of estimating land value: The Direct Comparison Approach or Comparative Sales Method, the Abstraction Method, the Extraction Method, the Subdivision Method, the Land Residual Method and the Capitalization of Ground Rent Method.

The Direct Comparison Approach

This method involves the gathering and analysis of information on vacant lands that have sold or that are for sale in the area. These properties are then compared with the subject. The sale prices are adjusted for differences between the comparable sales and the subject to produce an indication of the value of the subject.

The Abstraction Method

This method is developed by gathering and analysing recent sales of improved property. The value of the improvements is deducted from the sale price based on a typical ratio of land to property value, thereby providing an indication of the value of the land.

The Extraction Method

A variation of the abstraction method where the estimated depreciated market value of improvements is subtracted from sale price to indicate a vacant land value.

The Subdivision Method

This method involves the estimation of the development costs from raw land to the serviced state. Through the addition of all costs including developer's profit, a land value is derived.

The Land Residual Method

The land is hypothetically improved to its Highest and Best Use. The Income attributable to land under this hypothetical use is capitalized to provide an estimate of the value of the land.

The Capitalization or Ground Rent Method

The potential income that the land may produce is capitalized to provide an indication of the market value of the land.

In this case, the Direct Comparison Approach is the most appropriate method of valuation. It is the most reliable and most commonly used in the valuation of vacant or unimproved land and it is easily understood and widely accepted by the courts.

Estimate of Value – Direct Comparison Approach

The Direct Comparison Approach is perhaps the best understood method of appraisal. It is accepted by the courts and is widely used by purchasers of real estate. This approach is a technique of comparison, where the property being appraised is compared to other properties that have sold and/or that are available for sale. Since two properties are seldom identical, adjustments are made for different elements of comparison.

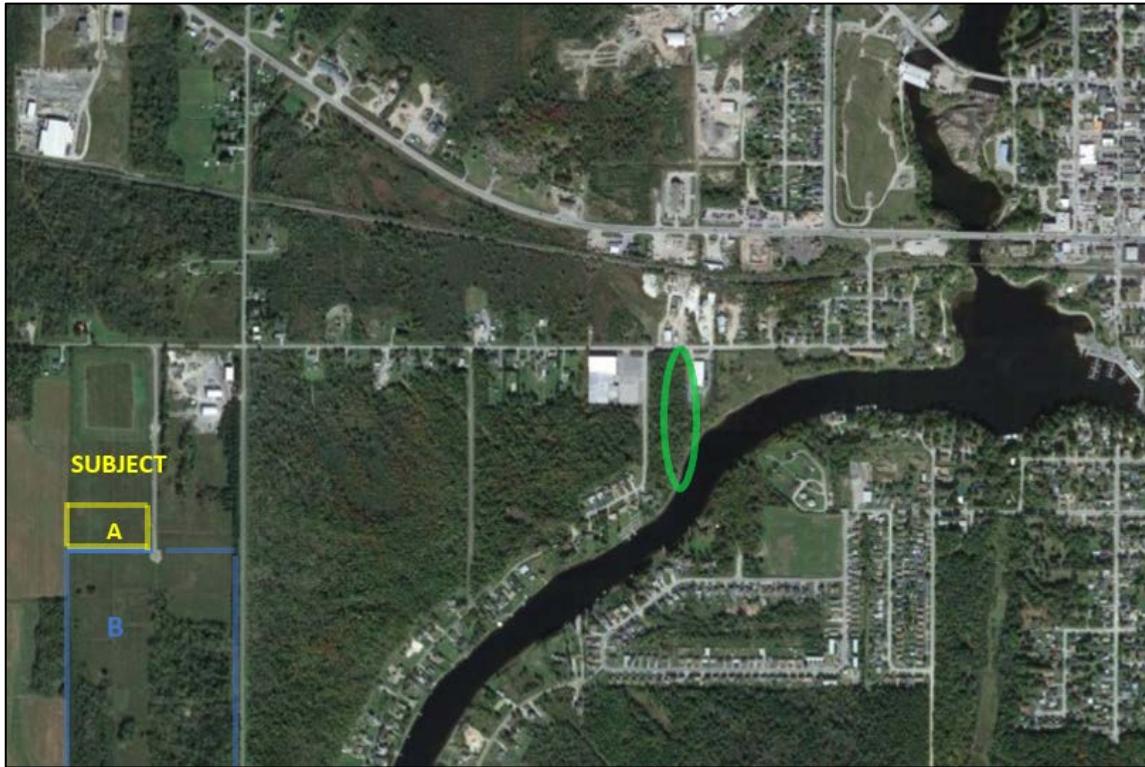
The basis of the Direct Comparison Approach is the *Principle of Substitution*, which stipulates that when a property is replaceable, its value tends to be set by the cost of acquiring a similar and equally desirable property, provided there is no undue delay in making the acquisition. This method is largely based on comparison with the most recent sales data available on similar properties, preferably in the same general area. The assumption is that if the subject property had been offered for sale, it would have been in competition with the comparable sales, appealing to the same type of purchasers, and would have been in the same market.

In order to establish some consistency throughout the process, the Direct Comparison Approach assumes that a reasonable marketing time must be allowed, both vendor and purchaser must be informed of all uses, and the transaction must be executed without undue pressure.

The *Highest and Best Use* is considered to be any permitted use under the (M2) zoning designation for which a demand exists, and is economically viable to pursue. In this case, we have analysed the sale of lands under land use regulations enabling similar industrial and service-commercial development as the subject, in order to estimate its value. For this reason, our search focused on properties of similar size and utility located near major thoroughfares throughout Northern Ontario, and with similar overall demand, as the subject.

In arriving at an estimate of value, an appropriate unit of comparison must be derived from the comparable sales. Generally speaking, sales of this size and type of development land are generally valued based on a per acre basis. We have obtained a number of sales of properties of varying sizes that were purchased for development purposes, or for a holding use until development is economically viable to pursue. Due to their relative sizes, they were analysed based on a per acre basis. The vacant land market has been fairly active over the past several years, and there is a relatively good supply of land transactions.

The comparable data considered most relevant to both land components, is set out in the following pages.

Index No. 1 - (Component A)

Location:	Bay Street, Sturgeon Falls
PIN #:	Part of PIN 49085-0207, Part 2, 3 & 4 on Plan 36R-14475
Sale Date:	November 5, 2020
Sale Price:	\$75,000
Site Size:	±245 ft. of frontage. Max depth of ±983 ft. (1.9 acres)
Zoning:	(M2) – Heavy Industrial
Sale Price per Acre:	\$39,474

Comments:

This property, denoted in green, is located on the south side of Bay Street, near its intersection with Villeneuve Court, ±1.5 kilometers west of Sturgeon Falls' commercial core. This is a vacant industrial site, with surrounding property uses consisting of a mixture of vacant and improved industrial developments, and rural residential properties. Services to the site include municipal water & sewer, hydro, and natural gas. Topography was generally level, treed and undeveloped at time of sale with good access from Bay Street. Property was purchased from the municipality, and was reportedly purchased for holding / investment / resale purposes.

Index No. 2- (Component A)

Location:	2061 Richards Road, Mattawa
PIN #:	49108-0402
Sale Date:	August 2020
Sale Price:	\$31,000
Site Size:	±199 ft. of frontage. Max depth of ±1,120 ft. (5 acres)
Zoning:	(RU) – Rural
Sale Price per Acre:	\$6,200

Comments:

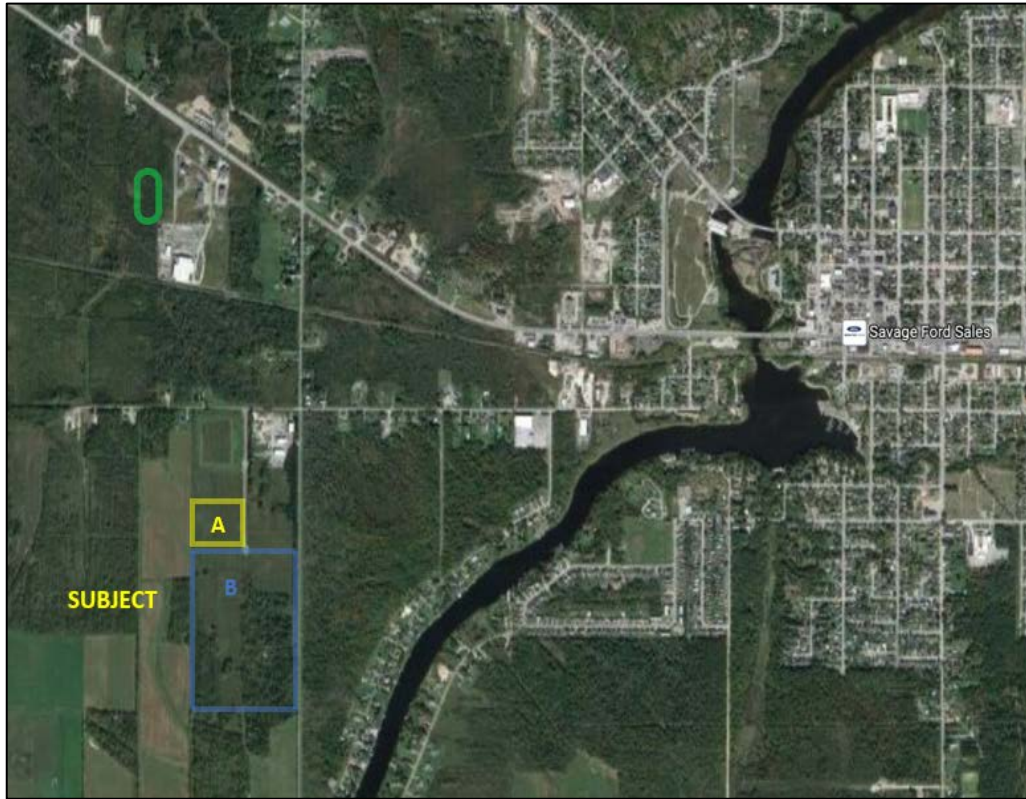
This property, denoted in blue, is located on the north side of Richards Road, south of Highway 17, and accessible by way of Chenier Road, ±6.5 kilometers southwest of the Mattawa's commercial core. This is a vacant rural site with surrounding property uses consisting mostly of vacant rural land, with scattered rural residential / industrial / agricultural properties noted in the general area. Services to the site include hydro, telephone, and garbage pick up. Topography is generally level, treed and undeveloped with good overall access from Richards Road.

Index No. 3- (Component A)

Location:	1091 Laforest Road, Timmins
PIN #:	65400-0318
Sale Date:	July 2018
Sale Price:	\$58,000
Site Size:	±319 ft. of frontage. Max depth of ±650 ft. (4.9 acres)
Zoning:	(RD-RU) – Rural
Sale Price per Acre:	\$11,837

Comments:

This property, denoted in blue, is located on the south side of Laforest Road, just east of its intersection with McLean Drive, ±5.6 kilometers north of Timmins' city centre. This is a vacant rural site with surrounding property uses consisting mostly of vacant rural land, with scattered rural residential / industrial / agricultural properties noted in the general area. Services to the site include hydro, telephone, natural gas, high speed internet, and garbage pick up. At time of sale, topography was generally level, treed with a cleared section noted, and improved with an existing driveway.

Index No. 4- (Component A)

Location:	5 Toulouse Crescent, Sturgeon Falls
PIN #:	49076-0491
Sale Date:	July 2018
Sale Price:	\$42,000
Site Size:	±328 ft. of frontage, Max depth of ±187 ft. (1.4 acres)
Zoning:	(M1) – Light Industrial
Sale Price per Acre:	\$30,000

Comments:

This property, denoted in green, is located on the west side of Toulouse Crescent, just south of its intersection with Highway 17, ±3.0 kilometers west of Sturgeon Falls' commercial core. This is a vacant industrial site within an existing industrial park, with surrounding property uses consisting of a vacant, and improved industrial developments. Services to the site include hydro, and natural gas with municipal water & sewer available at an additional cost. Topography was generally level, treed and undeveloped at time of sale with good access from Toulouse Crescent.

Index No. 5 - (Component B)

Location:	952034 A Highway 569, Hilliard Township
PIN #:	61308-0074
Sale Date:	November 2017
Sale Price:	\$12,000
Site Size:	±341 ft. of frontage, Max depth of ±348 ft. (3 acres)
Zoning:	(MR) – Rural Industrial
Sale Price per Acre:	\$4,000

Comments:

This property, denoted in blue, is located on the west side of Highway 569, just north of its intersection with Hilliardton Road with direct access to Highway 11 to the east, and ±11.0 kilometers east of the Community of Earlton. This is a vacant, rural industrial site, with surrounding property uses consisting primarily of agricultural farm properties with scattered rural residential / industrial properties noted in the general area. Services to the site include hydro, telephone, and garbage pick up. Topography is generally level, clear and undeveloped with good overall access. Notably, this sale required severance prior to its sale, and the seller, *The Corporation of the Township of Hilliard*, covered the expenses.

Index No. 6- (Component B)

Location:	Government Road, Mindemoya
PIN #:	47115-2157
Sale Date:	July 2020
Sale Price:	\$100,000
Site Size:	±957 ft. of frontage. Max depth of ±3,313 ft. (90 acres)
Zoning:	(R) –Rural
Sale Price per Acre:	\$1,111

Comments:

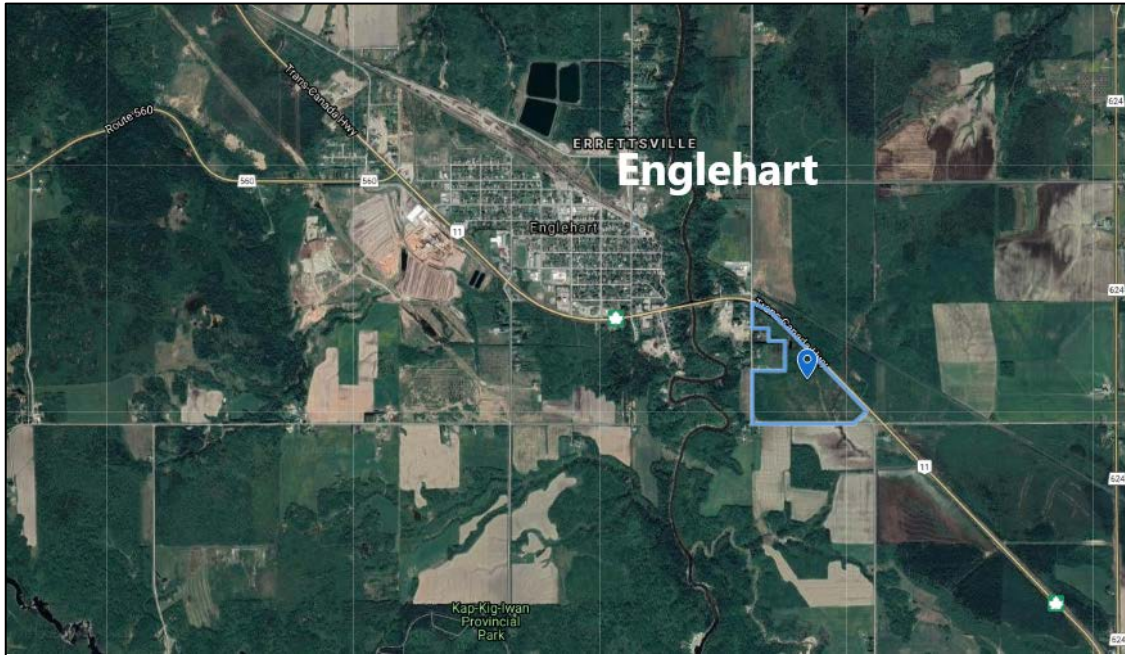
This property, denoted in blue, is located on the north side of Government Road, just west of its intersection with Yonge Street, and ±9.0 kilometers south of the Community of Mindemoya, and ±7.5 kilometers east of Providence Bay, on Manitoulin Island. This is a vacant, rural site, with surrounding property uses consisting primarily of vacant rural lands, agricultural farm properties with scattered rural residential / industrial properties noted in the general area. Services to the site include hydro, telephone, and garbage pick up. Topography is generally level, treed and undeveloped with good overall access.

Index No. 7- (Component B)

Location:	Pt. Lot 8, Con 5, Highway 11, Englehart
PIN #:	61276-0027
Sale Date:	December 2018
Sale Price:	\$45,000
Site Size:	±301 ft. of frontage. Max depth of ±2,103 ft. (36.4 acres)
Zoning:	(C2) – Highway Commercial
Sale Price per Acre:	\$1,236

Comments:

This property, denoted in blue, is located on the north side of Government Road, at its intersection with Highway 11, ±3.0 kilometers southeast of Englehart. This is a vacant, Highway Commercial site, with surrounding property uses consisting primarily of agricultural farm properties with scattered rural residential / industrial properties noted in the general area. Services to the site include hydro, telephone, and garbage pick up. Topography is generally level, treed and undeveloped with some cleared areas with good overall access, and visibility from Highway 11. The property was pre-approved for commercial, industrial or residential use.

Index No. 8- (Component B)

Location: 414191 Bryans Road, Englehart

PIN #: 61276-0280

Sale Date: August 2018

Sale Price: \$158,000

Site Size: ±1,162 ft. of frontage. Max depth of ±2,800 ft. (75.3 acres)

Zoning: (C2-H & R1-H) – Local Commercial & Low Density Residential

Sale Price per Acre: \$2,138

Comments:

This property, denoted in blue, is located on the east side of Bryans Road at its intersection with Highway 11, ±1.5 kilometers east of Englehart. Note that the property is bound by Highway 11 to the east. This is a vacant, Highway Commercial (±10 acres), and Low Density Residential site (±65 acres) with surrounding property uses consisting primarily of agricultural farm properties with scattered rural residential / industrial / highway commercial properties noted in the general area. Services to the site include hydro, telephone, and garbage pick up. Topography is generally level, treed and undeveloped with some cleared areas noted with good overall access, and visibility from Highway 11. The commercially zoned area is located at the property's northern boundary with frontage (but no access) on Highway 11.

Index No. 9- (Component B)

Location:	Highway 101 West, Timmins (West of Kamiskotia Road)
PIN #:	Formerly 65415-0185
Sale Date:	July 2015
Sale Price:	\$175,000
Site Size:	±1,270 ft. of frontage. Max depth of ±1,800 ft. (53.4 acres)
Zoning:	(EA-CH) – Highway Commercial
Sale Price per Acre:	\$3,277

Comments:

This property, denoted in yellow , is located on the east side of Highway 101 West, ±9 kilometres west of the Timmins city center, and just south of its intersection with Kamiskotia Road. This is a highway commercial site, with surrounding property uses consisting of a mixture of service commercial, industrial and rural residential properties. Services to the site include hydro, natural gas, and telephone. Topography was generally level, treed and undeveloped at time of sale with good access with frontage on Highway 101 and Garden Road.

COMPARABLE SALES SUMMARY**SUBJECT COMPONENT A - Comparable Sales**

Index	Location	Sale Date	Sale Price	Site Size (Acres)	Sale Price Per Acre	Comparability
1	Bay Street, Sturgeon Falls	Nov-20	\$75,000	1.9	\$39,474	Superior
2	2061 Richards Road, Mattawa	Aug-20	\$31,000	5.0	\$6,200	Inferior
3	1019 Laforest Road, Timmins	Jul-18	\$58,000	4.9	\$11,837	Superior
4	5 Toulouse Crescent, Sturgeon Falls	Jul-18	\$42,000	1.4	\$30,000	Superior
5	952034 A Highway 569, Earleton	Nov-17	\$12,000	3.0	\$4,000	Inferior
	SUBJECT COMPONENT A			5.3		

SUBJECT COMPONENT B - Comparable Sales

Index	Location	Sale Date	Sale Price	Site Size (Acres)	Sale Price Per Acre	Comparability
6	Government Road, Mindemoya	Jul-20	\$100,000	90.0	\$1,111	Inferior
7	Highway 11, Evanturel Englehart	Dec-18	\$45,000	36.4	\$1,236	Inferior
8	414191 Bryans Road, Englehart	Aug-18	\$158,000	73.9	\$2,138	Inferior
9	Hwy 101 West, Timmins	Jul-15	\$175,000	53.4	\$3,277	Superior
	SUBJECT COMPONENT B			55.7		

Land Component A - ±5.3 acres

With respect to **Component A**, our comparable analysis indicates a range of values from \$4,000 to \$40,000 per acre (rounded) prior to adjustments, for properties considered most similar to the subject. The mid-point of the range is \$22,000 per acre.

Land Component B - ±55.7 acres

With respect to **Component B**, our comparable analysis indicates a range of values from \$1,100 to \$3,300 per acre (rounded) prior to adjustments, for properties considered most similar to the subject. The mid-point of the range \$2,200 per acre.

In both cases, variances are primarily due to locational factors / access to infrastructure, topography, development potential, relative site size, availability of municipal services, and other utilities. Properties at the upper end of the range are best described as generally smaller, with greater services and with superior locational factors. Conversely, properties at the lower end are best described as generally larger, with fewer services, and with inferior locational factors.

Given the lack of sufficient sales data capable of supporting quantitative adjustments, a discussion of the required qualitative adjustments, relative to the price per unit, is presented below. It should be noted that in this case, a quantitative approach was not undertaken, as it requires Paired Data Analysis where 2

or more market sales are compared to each other in order to quantify the amount of one element of comparison. This process is best suited in larger markets where sufficient data exists, as its reliability is directly related to the sample size and the ability to isolate one element of comparison from all others.

Due to the scarcity of similar properties sold locally and regionally, a qualitative approach was taken. This qualitative technique or Relative Comparative Analysis is commonly used as it reflects the inherent imperfect nature of real estate markets. Adjustments are noted as Upward for inferior elements and Downward for superior elements.

ELEMENTS OF COMPARISON

Market Conditions (Time)

The various sales relied upon for valuation purposes occurred between July 2015 and November 2020. Our analysis suggests that property values for similar use properties have increased somewhat over that period, however, no reliable percentage adjustment was obtained from the marketplace. Suffice to say, that sales occurring prior to 2018 require a slight upwards adjustment for time of sale.

Property Rights

In each case the property rights are those of the fee simple interest, therefore no adjustment is required.

Financing

The comparable sales were acquired on an “all cash” basis or with market based financing, therefore no adjustment is considered necessary.

Condition of Sale

To the best of our knowledge, all sales were open market transactions between willing sellers and willing buyers, therefore no adjustment is considered necessary.

Site Size

Component A (±5.3 acres)

In terms of site size, the comparable sales range in size from ±1.4 to ±5.0 acres (rounded), whereas the subject site is ±5.3 acres. Generally, there is an inverse relationship between site size and price per acre. The principle of Economies of Scale dictates that the smaller the site, the higher the unit rate, therefore smaller comparable sales require a downward adjustment for size. Note that this principle is somewhat less influential for sites ranging from ±1.0 to acre to ±3.0 acres or so, as sites of this size are generally not severable with good overall demand, as they provide sufficient utility for many viable industrial uses. Adjustments were considered, as required.

Component B (±55.3 acres)

In terms of site size, the comparable sales range in size from ±36 to ±90 acres (rounded), whereas the subject site is ±55.3 acres. Generally, there is an inverse relationship between site size and price per acre. The principle of Economies of Scale dictates that the smaller the site, the higher the unit rate, therefore smaller comparable sales require a downward adjustment for size. Based on our

investigations, this Component is considered much larger than any comparable vacant land sale, located on, or near the higher trafficked thoroughfares in West Nipissing. That said, there are no truly comparable properties of similar size in similar locations. Adjustments were considered, as required.

Services

The subject and all comparable sales are generally considered unserviced. However, they all contain varying levels of access to services, with some having access to services at their frontage. In light of the varying levels of access to services, adjustments were considered. Note that the subject property has access to electrical service along its frontage similar to all Indexes but lacks natural gas, and municipal water & sewer services.

Locational Factors / Access to Infrastructure

Ideally, comparable sales should be chosen from the immediate local, however, due to the scarcity of properties similar to the subject land components sold locally, comparable sales were researched in various Northern Ontario communities, and focused on vacant parcels located on, or near major Highways, nearer the outskirts of the more developed areas of their respective communities. The subject property is located near the west periphery of the more developed areas of Sturgeon Falls, just south of the Trans-Canada Highway 17. Since the comparable sales are located in various areas, adjustments for locational factors, including overall visibility / exposure, and access to infrastructure were considered appropriate.

Topography

A property's value is also affected by its topography, and related development costs associated with site preparation. Generally, sites that are physically challenged by rock outcroppings, steep slopes, and are generally not cleared will generally sell at lower unit rates to offset the additional cost associated with site preparation, and development.

Component A with ± 5.3 acres, is generally level throughout, and has been cleared of trees but with scattered brush noted throughout. **Component B** has an area of ± 55.7 acres, is generally level throughout, and $\pm 50\%$, or ± 28 acres have been cleared of trees with only scattered brush noted, with the remainder being treed. Adjustments were considered where appropriate.

Utility / Configuration

A property's value is impacted by its ability to offer utility to a potential user. Generally speaking, irregularly shaped parcels generally sell for lower rates and larger sites with accommodating configurations typically offer greater development potential. Adjustments for these factors were considered.

Land Use Regulations

The subject property is zoned (M2) – *Heavy Industrial* with an official plan designation of *Employment District*. Many of the comparable sales are designated *Industrial, or Highway Commercial*, which permit a similar number of permissible uses. The lands designated *Rural* provide for limited development potential, however, could accommodate a home-based industrial / service-commercial use, inclusive of the more passive industrial / commercial uses considered most suitable for the subject properties. It is noted that the subject's official plan designation of *Employment District* allows for commercial, public, and institutional uses by way of site-specific amendments to the zoning by-law.

It should be noted that zoning amendments are common in Northern Ontario, in order to accommodate proposed developments along major highways, and in or near downtown cores, so long as what is proposed is congruent with surrounding uses, and the official plan. For planning purposes, these types of properties are often scattered in the same areas to suit a variety of uses demanded by the marketplace in rural, residential, commercial / industrial and institutional areas. As such, for analysis purposes, the subject's land use regulations are considered similar to all comparable sales.

A summary of the Elements of Comparison is presented in the table below. Please note that each element does not exert the same upward or downward pressure on value and therefore do not equally offset each other.

A summary of the Elements of Comparison, as they relate to **Component A**, is presented below:

Component A - 5.3 Acres					
Element of Comparison	Index No. 1	Index No. 2	Index No. 3.	Index No. 4.	Index No. 5
Sale Price	\$75,000	\$31,000	\$58,000	\$42,000	\$12,000
Site Size (Acres)	1.9	5.0	4.9	1.4	3.0
Sale Price / Acre	\$39,474	\$6,200	\$11,837	\$30,000	\$4,000
Market Conditions (Time)	≈	≈	≈	≈	↑
Property Rights	Similar	Similar	Similar	Similar	Similar
Financing	Similar	Similar	Similar	Similar	Similar
Condition of Sale	Similar	Similar	Similar	Similar	Similar
Site Size	↓	≈	≈	↓	≈
Services	Superior	Similar	Superior	Superior	Similar
Locational Factors	Slightly Superior	Inferior	Superior	Superior	Inferior
Access to Infrastructure	Similar	Similar	Similar	Similar	Similar
Topography	Inferior	Inferior	Slightly Inferior	Similar	Similar
Utility / Configuration	Inferior	Inferior	Similar	Similar	Similar
Land Use Regulations	Similar	Similar	Similar	Similar	Similar
Overall Indication	Superior	Inferior	Superior	Superior	Inferior
Primarily Due To:	Available services, locational factors, and required downward adjustment for relative site size.	Locational factors, topography, and configuration.	Available services, and locational factors.	Available services, locational factors, and required downward adjustment for relative site size.	Locational factors, and required upward adjustment for time of sale.

After considering the elements of comparison, the approximate value range for the subject property has narrowed to between \$6,000 and \$12,000 per acre (rounded), with the mid to lower end of the range indicated. The mid-point of the range is \$9,000 per acre (rounded).

Component A

Index 2, at \$6,000 per acre (rounded), establishes the lower end of the range, and is the sale of a similar size site (±5.0 acres vs. **±5.3 acres**), located on the north side of Richards Road, south of Highway 17, and accessible by way of Chenier Road, ±6.5 kilometers southwest of Mattawa's commercial core. It is considered similar in several respects, including site size, available services, access to infrastructure, and land use regulations. However, it is considered inferior in terms of locational factors, topography and configuration, indicating a value greater than \$6,000 per acre for the subject property.

Index 3, at \$12,000 per acre (rounded), establishes the upper end of the range, and is the sale of a similar size site (±4.9 acres vs. **±5.3 acres**), located on the south side of Laforest Road, just east of its intersection with McLean Drive, ±5.6 kilometers north of Timmins' city centre. It is considered similar in several respects, including site size, access to infrastructure, utility / configuration, and land use regulations. It is

considered slightly inferior in terms of topography. However, this sale is considered superior to the subject on a value per acre basis, due to its superior services (natural gas), and locational factors, indicating a value less than \$12,000 per acre for the subject property.

To further support an applicable unit rate, we refer to asking prices for typical, serviced, and non-serviced one-acre, industrial lots in smaller Northern Ontario communities, which generally range from \$20,000 to \$30,000 per acre for serviced land, and \$10,000 to \$15,000 per acre for non-serviced land. As it applies to Component A, and due to relative site size, an applicable unit rate would be something less than \$10,000 per acre.

Taking all pertinent factors into consideration, it is our opinion that the estimated current market value of the subject property **Component A**, based on a site size of ± 5.3 acres, is $\$6,500 / \text{acre} \times \pm 5.3 \text{ acres} = \$34,450$, rounded to \$35,000.

Given the subject's locational factors, topography, development potential, access, available services, and land use regulations with consideration of its *Highest & Best Use*, current market conditions and site size, an estimated acreage rate of \$6,500 appears reasonable, and consistent with market evidence.

The estimate of market value of **Component A**, as indicated by the Direct Comparison Approach, is:

THIRTY-FIVE THOUSAND DOLLARS (\$35,000)*

**See Extraordinary Assumption & Limiting Condition*

A summary of the Elements of Comparison, as they relate to **Component B** is presented below:

Component B - 55.7 Acres				
Element of Comparison	Index No. 6	Index No. 7	Index No. 8	Index No. 9
Sale Price	\$100,000	\$45,000	\$158,000	\$175,000
Site Size (Acres)	90.0	36.4	73.9	53.4
Sale Price / Acre	\$1,111	\$1,236	\$2,138	\$3,277
Market Conditions (Time)	≈	≈	≈	↑
Property Rights	Similar	Similar	Similar	Similar
Financing	Similar	Similar	Similar	Similar
Condition of Sale	Similar	Similar	Similar	Similar
Site Size	↑	↓	↑	≈
Services	Similar	Similar	Similar	Superior
Locational Factors	Inferior	Inferior	Inferior	Superior
Access to Infrastructure	Inferior	Similar	Similar	Similar
Topography	Inferior	Inferior	Inferior	Inferior
Utility / Configuration	Similar	Inferior	Similar	Similar
Land Use Regulations	Similar	Similar	Similar	Similar
Overall Indication	Inferior	Inferior	Inferior	Superior
Primarily Due To:	Location, access to infrastructure, topography, and required upward adjustment for time of sale.	Locational factors, topography, and configuration.	Locational factors, and topography.	Services, and locational factors.

After considering the elements of comparison, the approximate value range for the subject property has narrowed to between \$2,100 and \$3,300 per acre (rounded), with the mid to lower end of the range indicated. The mid-point of the range is \$2,700 per acre.

Component B

Index 8, at \$2,100 per acre (rounded), establishes the lower end of the range, and is the sale of a larger size site (±73.9 acres vs. **±55.7 acres**), located on the east side of Bryans Road at its intersection with Highway 11, ±1.5 kilometers east of Englehart. It is considered similar in several respects, including available services, access to infrastructure, utility / configuration, and land use regulations. Although an upward adjustment is required for relative site size, this sale is considered inferior overall to the subject due to its inferior locational factors, and topography.

Index 9, at \$3,300 per acre (rounded), establishes the upper end of the range, and is the sale of a similar size site (±53.4 acres vs. **±55.7 acres**), located on the east side of Highway 101 West, ±9 kilometres west

of Timmins' city center, and just south of its intersection with Kamiskotia Road. It is considered similar in some respects, including site size, access to infrastructure, utility / configuration, and land use regulations. An upward adjustment is required for time of sale. However, this sale is considered superior to the subject on a value per acre basis due to its superior services (natural gas), and locational factors, indicating a value less than \$3,300 per acre for the subject property.

Taking all pertinent factors into consideration, it is our opinion that the estimated current market value of the subject property **Component B**, based on a site size of ± 55.7 acres, is $\$2,500 / \text{acre} \times \pm 55.7 \text{ acres} = \$139,250$, rounded to \$140,000.

Given the subject's locational factors, topography, development potential, access, available services, and land use regulations with consideration of its *Highest & Best Use*, current market conditions, and site size, an estimated acreage rate of \$2,500 appears reasonable, and consistent with market evidence.

The estimate of market value of **Component B**, as indicated by the Direct Comparison Approach, is:

ONE HUNDRED AND FORTY THOUSAND DOLLARS (\$140,000)*

**See Extraordinary Assumption & Limiting Condition*

Exposure Time

Exposure time has been defined in the Dictionary of Real Estate Appraisal (Third Edition, Chicago, Appraisal Institute, (1993) as *"The time a property remains on the market."*

Hypothetically, exposure time is the estimated length of time the subject property would have been offered on the market, prior to its sale at market value on the effective date of the appraisal. Exposure time is always presumed to occur prior to the effective date of the appraisal. The concept of reasonable exposure encompasses not only adequate, sufficient and reasonable time, but also effort.

Estimated exposure time is usually expressed as a range and is based on statistical information where available, information gathered through sale verification and interviews with market participants. The exposure period is a function of price, time and use, not an isolated estimate of time alone. Exposure time is different for various types of real estate and under various market conditions. Some of the comparable sales utilized or considered in this report were listed through the local Multiple Listing System at some point in time. However, it is sometimes difficult to obtain exposure times and listing times for other properties that are listed on an exclusive basis or sold by the owner.

Typically, properties of similar type and usage to the subject demonstrate a reasonable exposure time from 6 months to a year and more, however economic conditions may dictate a shorter or even longer exposure time depending on fluctuating interest rates and general market demand at any given point in time.

Based on the property type, its location, price range, recent increase in economic activity and an analysis of relevant sales leading up to the effective date, a reasonable exposure time for the subject is estimated to be 8 to 18 months.

Reconciliation and Final Estimate of Value

The purpose of the appraisal is to estimate the current market value of the fee simple interest of the subject property, land only, presuming two (2) land components. Both are vacant, industrial unserved vacant land where **Component A** consists of ±5.3 acres, and **Component B** of ±55.7 acres

The intended use of the appraisal is to provide objective information for internal decision making, and disposition planning. The property rights are those of the fee simple interest, and the effective date of value is January 12th, 2021, which corresponds with the date of this report.

In estimating the market value of the property, only the Direct Comparison Approach was used, and provided a value indication of \$35,000, or \$6,500 / acre (rounded) for **Component A**, and \$2,500 / acre (rounded), or \$140,000 for **Component B**.

The Direct Comparison Approach focuses on the physical characteristics of the asset, as opposed to its financial composition. In this case, market data was adequate, recent and indicated a relatively narrow range of value after adjustments.

In conclusion, the value estimate by the Direct Comparison Approach appears to be reasonable in light of recent sales and general market evidence. Therefore, it is our opinion that the estimated current market value of the subject property **Component A & B**, as of January 12th, 2021, was:

Subject	Area (AC)	Value per Acre	Market Value Estimate *
Component A	5.3	\$6,500	\$35,000
Component B	55.7	\$2,500	\$140,000

**See Extraordinary Assumption & Limiting Condition*

Certification

We certify that, to the best of our knowledge and belief:

- The statements of fact contained in this report are true and correct.
- The reported analyses, opinions and conclusions are limited only by the reported assumptions and limiting conditions, and are our personal, unbiased, professional analyses, opinions and conclusions.
- We have no present or current interest in the property that is the subject of this report and we have no personal interest or bias with respect to the parties involved.
- Our compensation is not contingent upon the reporting of a predetermined value or direction in value that favours the cause of the client, the amount of the value estimate, the attainment of a stipulated result, or the occurrence of a subsequent event.
- Our analysis, opinions and conclusions were developed in keeping with the *Canadian Uniform Standards of Professional Appraisal Practice*.
- Melanie Pilon, BBA (Hons), AIC Candidate Member, provided technical assistance to the person signing this report, which included collecting property and market data and other factual information, but did not include the interpretation or analysis of data.
- Philippe Hébert has made a personal inspection of the property, that is the subject of this report, on November 10th, 2020.
- We have the knowledge and experience to complete this assignment competently.
- As of the date of this report, the undersigned had fulfilled the requirements of The Appraisal Institute of Canada Continuing Professional Development Program for designated and candidate members.
- This report has been prepared, in conformity with the *Canadian Uniform Standards of Professional Appraisal Practice*, as adopted by the Appraisal Institute of Canada.
- Based on the analysis of the data collected, it is our opinion that the current market value of the subject property **Component A & B**, as of January 12th, 2021, was:

Subject	Area (AC)	Value per Acre	Market Value Estimate *
Component A	5.3	\$6,500	\$35,000
Component B	55.7	\$2,500	\$140,000

¹ *See Extraordinary Assumption & Limiting Condition



Philippe Hébert, MBA, AACI, P. App.

January 12th, 2021
Date



Melanie Pilon, BBA, (Hons), AIC Candidate Member

January 12th, 2021
Date

A D D E N D A

ASSUMPTIONS AND LIMITING CONDITIONS

ZONING AND OFFICIAL PLAN EXCERPTS

QUALIFICATIONS OF PHILIPPE HÉBERT, MBA, AACI. P. App.

QUALIFICATIONS OF MELANIE PILON, BBA (HONS), AIC Candidate Member

ASSUMPTIONS AND LIMITING CONDITIONS

1. This 70-page report has been prepared at the request of **The Corporation of the Municipality of West Nipissing** the purpose of providing an estimate of the current market value of the subject property (Component A & B) located at the **Corner of Bay Street and Leblanc Road, Sturgeon Falls, Ontario**. The intended use of the appraisal is to provide objective for internal decision making, and disposition planning. It is not reasonable for any person other than the person to whom this report is addressed to rely upon this appraisal without first obtaining written authorization from **The Corporation of the Municipality of West Nipissing** and the author of this report. This report has been prepared on the assumption that no other persons or parties will rely on it for any other purpose and all liability to all such persons is denied.
2. This report has been prepared at the request of **The Corporation of the Municipality of West Nipissing** and for the exclusive (and confidential) use of the recipient as named herein and for the specific purpose and function as stated herein. All copyright is reserved to the author and this report is considered confidential by the author and of **The Corporation of the Municipality of West Nipissing**. Possession of this report, or a copy thereof, does not carry with it the right to reproduction or publication in any manner, in whole or in part, nor may it be disclosed, quoted from or referred to in any manner, in whole or in part, without the prior written consent and approval of the author as to the purpose, form and content of any such disclosure, quotation or reference. Without limiting the generality of the foregoing, neither all nor any part of the contents of this report shall be disseminated or otherwise conveyed to the public in any manner whatsoever or through any media whatsoever or disclosed, quoted from or referred to in any report, financial statement, prospectus, or offering memorandum of the client, or in any documents filed with any governmental agency without the prior written consent and approval of the author as to the purpose, form and content of such dissemination, disclosure, quotation or reference.
3. The estimated market value of the real estate, which is the object of this appraisal, pertains to the value of the **fee simple interest** in the real property. The property rights appraised herein exclude mineral rights, if any.
4. The concept of market value presumes reasonable exposure. The exposure period is the estimated length of time the asset being valued would have been offered on the market prior to the hypothetical consummation of a sale at market value on the effective date of valuation. The overall concept of reasonable exposure encompasses not only adequate, sufficient and reasonable time but also adequate, sufficient and reasonable effort. The reasonable exposure period is a function not only of time and effort but will depend on the type of asset being valued, the state of the market at the date of valuation and the level at which the asset is priced. (The estimated length of the exposure period needed to achieve the estimated market value is set forth in this report).
5. The estimate of value contained in this report is founded upon a thorough and diligent examination and analysis of information gathered and obtained from numerous sources. Certain information has been accepted at face value; especially if there was no reason to doubt its accuracy. Other empirical data required interpretative analysis pursuant to the objective of this appraisal. Certain inquiries were outside the scope of this mandate. For these reasons, the analyses, opinions and conclusions contained in this report are subject to the following Contingent and Limiting conditions.
6. The property has been valued on the basis that title to the real estate herein appraised is good and marketable.
7. The author of this report cannot accept responsibility for legal matters, questions of survey, opinions of title, hidden or unapparent conditions of the property, toxic wastes or contaminated materials, soil or sub-soil conditions, environmental, engineering or other technical matters, which might render this property more or less valuable than as stated herein. If it came to our attention as the result of our investigation and analysis that certain problems may exist, a cautionary note has been entered in the body of the report.
8. The legal description of the property and the area of the site were obtained from various sources. Further, the plans and sketches contained in this report are included solely to aid the recipient in visualizing the location of the property, the configuration and boundaries of the site and the relative position of the improvements on the said lands.
9. The property has been valued on the basis that the real estate is free and clear of all value influencing encumbrances, encroachments, restrictions or covenants except as may be noted in this report and that there are no pledges, charges, liens or special assessments outstanding against the property other than as stated and described herein.
10. The property has been valued on the basis that there are no outstanding liabilities except as expressly noted herein, pursuant to any agreement with a municipal or other government authority, pursuant to any contract or agreement pertaining to the

ownership and operation of the real estate or pursuant to any lease or agreement to lease, which may affect the stated value or saleability of the subject property or any portion thereof.

11. The property has been valued on the basis that the real estate complies in all material respects with any restrictive covenants affecting the site and has been built and is occupied and being operated, in all material respects, in full compliance with all requirements of law, including all zoning, land use classification, building, planning, fire and health by-laws, rules, regulations, orders and codes of all federal, provincial, regional and municipal governmental authorities having jurisdiction with respect thereto. (It is recognized there may be work orders or other notices of violation of law outstanding with respect to the real estate and that there may be certain requirements of law preventing occupancy of the real estate as described in this report. However, such circumstances have not been accounted for in the appraisal process).
12. Investigations have been undertaken in respect of matters, which regulate the use of land. However, no inquiries have been placed with the fire department, the building inspector, the health department or any other government regulatory agency, unless such investigations are expressly represented to have been made in this report. The subject property must comply with such regulations and, if it does not comply, its non-compliance may affect the market value of this property. To be certain of such compliance, further investigations may be necessary.
13. The property has been valued on the basis that there is no action, suit, proceeding or investigation pending or threatened against the real estate or affecting the titular owners of the property, at law or in equity or before or by any federal, provincial or municipal department, commission, board, bureau, agency or instrumentality which may adversely influence the value of the real estate herein appraised.
14. This appraisal report considers the market value of the real estate only. Any contribution of fixtures and equipment would be included only to the extent that such items contribute to the normal operation of the property and are not separable as such. We are not experts in equipment valuation and any such equipment, when divorced from the ongoing operation would have a significantly lower value than its use in association with the subject property
15. The data and statistical information contained herein were gathered from reliable sources and are believed to be correct. However, these data are not guaranteed for accuracy, even though an attempt has been made to verify the authenticity of this information.
16. The estimated market value of the property does not necessarily represent the value of the underlying shares, if the asset is so held, as the value of the share could be affected by other considerations. Further, the estimated market value does not include consideration of any extraordinary financing, rental or income guarantees, special tax considerations or any other atypical benefits which may influence the ordinary market value of the property, unless the effects of such special conditions, and the extent of any special value that may arise therefrom, have been described and measured in this report.
17. Should title to the real estate presently be held (or changed to a holding) by a partnership, in a joint venture, through a co-tenancy arrangement or by any other form of divisional ownership, the value of any fractional interest associated therewith may be more or less than the percentage of ownership appearing in the contractual agreement pertaining to the structure of such divisional ownership. For the purposes of our valuation, we have not made any adjustment for the value of a fractional interest.
18. In the event of syndication, the aggregate value of the limited partnership interests may be greater than the value of the freehold or fee simple interest in the real estate, by reason of the possible contributory value of non-realty interests or benefits such as provision for tax shelter, potential for capital appreciation, special investment privileges, particular occupancy and income guarantees, special financing or extraordinary agreements for management services.
19. Unless otherwise noted, the estimated market value of the property referred to herein is predicated upon the condition that it would be sold on a cash basis to the vendor subject to any contractual agreements and encumbrances as noted in this report as-is and where-is, without any contingent agreements or caveats. Other financial arrangements, good or cumbersome, may affect the price at which this property might sell in the open market.
20. Should the author of this report be required to give testimony or appear in court or at any administrative proceeding relating to this appraisal, prior arrangements shall be made therefore, including provisions for additional compensation to permit adequate time for preparation and for any appearances, which may be required. However, neither this nor any other of these assumptions and limiting conditions is an attempt to limit the use that might be made of this report should it properly

become evidence in a judicial proceeding. In such a case, it is acknowledged that it is the judicial body which will decide the use of this report which best serves the administration of justice.

21. Because market conditions, including economic, social and political factors, change rapidly and, on occasion, without notice or warning, the estimate of market value expressed herein, as of the effective date of this appraisal, cannot necessarily be relied upon as of any other date without subsequent advice of the author of this report.
22. The value expressed herein is in Canadian dollars.
23. This report is only valid if it bears the original signature(s) of the author(s).
24. The appraiser is not qualified to comment on environmental issues that may affect the market value of the property appraised, including but not limited to pollution or contamination of land, buildings, water, groundwater or air. Unless expressly stated, the property is assumed to be free and clear of pollutants and contaminants, including but not limited to moulds or mildews or the conditions that might give rise to either, and in compliance with all regulatory environmental requirements, government or otherwise, and free of any environmental condition, past, present or future, that might affect the market value of the property appraised. If the party relying on this report requires information about environmental issues, then that party is cautioned to retain an expert qualified in such issues. We expressly deny any legal liability relating to the effect of environmental issues on the market value of the property appraised.
25. These Assumptions and Limiting Conditions shall be read with all changes in number and gender as may be appropriate or required by the context or by the particulars of this mandate.

ZONING EXCERPTS (M2) – Heavy Industrial Zone

Section 8: Industrial Zones

8.1 Establishment of Industrial Zones

The Industrial Zones established by this By-law are:

ZONE	SYMBOL	DESCRIPTION
Light Industrial Zone	M1	Industrial uses primarily within a building that do not create significant compatibility issues
Heavy Industrial Zone	M2	Industrial uses more intensive in nature which may include portions of the operation outdoors
Extractive Industrial Zone	M3	Licensed pit and/or quarry operations
Waste Disposal Industrial Zone	M4	Public and private waste management uses

8.2 General Prohibition

No person shall within any Industrial Zone, use any land, or erect, alter, or use any building or structure except as specified hereunder, and in accordance with all other applicable provisions of this By-law.

8.3 Permitted Uses

Uses permitted in a Zone are noted by the symbol '●' in the column applicable to that Zone and corresponding with the row for a specific permitted use in the Permitted Uses Table. A letter(s) following the symbol '●', zone heading or identified permitted use, indicates that one or more conditions apply to the use noted or, in some cases, to the entire Zone. Conditions are listed in the Footnotes below the Permitted Uses Table, Table 8.1.

TABLE 8.1 – PERMITTED USES

USE	ZONES			
	M1	M2	M3	M4
Abattoir		•		
Agricultural Processing Establishment	•	•		
Agricultural Produce Warehouse	•	•		
Agricultural Supply / Implement Dealer	•	•		
Assembly, Fabricating, Manufacturing or Processing Establishment		•		
Bakery	•	•		
Building Supply Establishment	•	•		
Bulk Sales Establishment		•		
Business, Professional or Administrative Office	•	•		
Concrete Plant			•	
Contractor's Establishment	•	•		
Crematorium		•		
Dry Cleaning Establishment	•	•		
Equipment Sales, Service and Rental Establishment	•	•		
Farm Supply / Implement Dealer	•	•		
Greenhouse/Nursery/Garden Centre	•	•		
Laundromat	•			
Marina	•	•		
Marina Sales and Service Establishment	•	•		
Motor Vehicle Repair and Body Shop	•	•		
Motor Vehicle Service Station	•	•		
Motor Vehicle Towing Establishment	•	•		
Motor Vehicle Washing Establishment	•	•		
Park, Public	•	•	•	•
Pit			•	
Printing and Publishing Establishment	•	•		
Quarry			•	
Salvage or Wrecking Yard		•		•
Saw Mill		•		
Self Storage Facility	•	•		
Service Establishment	•	•		
Transportation Depot	•	•		
Warehouse	•	•		
Waste Disposal Site				•
Wholesale Establishment	•	•		
Wayside Pit / Quarry	•	•	•	•

TABLE 8.2 – ACCESSORY USES

ACCESSORY USE	ZONES			
	M1	M2	M3	M4
Dwelling, Accessory	•	•		
Commercial Use	•	•		
Heavy Equipment Storage	•	•		
Office	•	•	•	•
Outdoor Storage		•	•	•

8.4 Lot Requirements

No person shall, within any Industrial Zone, use any lot or erect, alter or use any building or structure except in accordance with the standards in the Lot Requirements Table. A letter(s) following a Lot Requirement, zone heading or description of the requirement, indicates that one or more conditions apply to the requirement noted or, in some cases, to the entire Zone. Conditions are listed in the Footnotes below the Lot Requirements Table, Table 8.3.

TABLE 8.3 - LOT REQUIREMENTS FOR INDUSTRIAL ZONES

REQUIREMENT		ZONE			
		M1	M2	M3	M4
Minimum Lot Area (m ²)	full services	750	4,000	40,000	40,000
	private or partial services	4,000	10,000	40,000	40,000
Minimum Lot Frontage (m)	full services	20	40		40
	private or partial services	60	60	40	40
Maximum Lot Coverage (%)	full services	60	40	20	20
	private or partial services	40	40	20	20
Maximum Lot Coverage of Accessory Buildings (%) (d)		20	20	10	10
Minimum Yard Requirements (m)	Front Yard	15	15	30	30
	Rear Yard	15	15	30	30
	Interior Side Yard	6	15	15	30
	Exterior Side Yard	15	15	15	30
	Interior Side Yard abutting a Residential Zone	15	30	60	60
	Rear Side Yard abutting a Residential Zone	15	30	60	60
Maximum Building Height (m)		11	11	11	11
Maximum Accessory Building Height (m)		6	6	6	6
Minimum Landscaped Open Space (%)		10	10	n/a	5
Other Provisions		(c)	(b) (c)	(a)	

NOTES:

a) No building, structure or outside storage of materials, equipment, finished or unfinished products, or parking or staging of trucks or cranes or any other mechanical equipment is permitted:

- i) Within 60 m of a public street or road;
- ii) Within 30 m of a zone boundary.

b) Accessory outside storage not to be located within the front yard.

c) Uses not on full services shall be limited to low water using and low effluent producing uses. Such uses are characterized as uses that:

- i) use a water supply or sewage disposal not greater than domestic requirements;
- ii) do not use water for processing;
- iii) do not create discharge which would be a hazard to ground or surface water, or negatively affect the operation of the sewage disposal system.

(d) Included as part of total lot coverage.

OFFICIAL PLAN Employment District

Employment Districts will be permitted in strategic locations such as major highway intersections where exposure to the traveling public or labour market area is essential to the vitality of commercial or industrial enterprise. Limited opportunities will be provided for residential development in the **Rural District** land use designation. This will take the form of **residential infilling** within existing clusters of development, cross road settlements or shoreline areas (see also policies for Natural Hazards and Natural Heritage Features and Areas). Scattered development will be discouraged. Subdivisions shall not generally be permitted in the **Rural District** except for areas along the shoreline of waterbodies or in association with a recreational commercial development (e.g. golf course). Residential development on **Resource Lands** in the **Rural Area** will be restricted (see **Section 8.13.13 - Subdivisions, Consents**).

Crown Land is administered by the Ministry of Natural Resources. The use of Crown Land will be in accordance with the management policies, plans and programs of the Ministry of Natural Resources and shall have due regard for the policies and designations for lands located within the immediate vicinity of Crown Land, when preparing management plans and policies. The Ministry of Natural Resources is encouraged to consult with the Municipality prior to the implementation of plans and programs within West Nipissing.

Section 3 – Growth and Settlement

The scope of land uses permitted in the designated urban and rural settlement areas and the rural area is set out in Table 3.1 (Note: uses may be restricted in compliance with 4.06.3.8 - Wellhead Protection Areas of this Plan and 4.06.3.1- Servicing Hierarchy). Table 3.1 provides an appropriate summary of the scope of permitted uses for in settlement areas and the rural area but must be read in conjunction with the associated policies of this Plan.

Table 3.1 - Permitted Land Uses in Designated Urban and Rural Settlement Areas and the Rural Area

Land Use Category ¹	Urban Settlement Area	Rural Settlement Area	Rural Area	
			Waterfront District	Rural District
Scope of Permitted Residential Uses in District (see also Sections 3.06.5.1, 3.06.2, 3.06.8.2, 3.06.8.9, 3.06.10)	<u>Residential District:</u> • full range of low, medium and high density housing types • specialized housing types: group homes, crisis care, social assisted	<u>Residential Uses:</u> • full range of low and medium density housing types • specialized housing types: group homes, crisis care, social assisted (excluding high density)	<u>Residential Uses:</u> • seasonal and • permanent residential uses	<u>Rural District:</u> • limited low density (single and two unit housing) • specialized housing types: group homes, crisis care, social assisted (excluding high density)

Table 3.1 - Permitted Land Uses in Designated Urban and Rural Settlement Areas and the Rural Area

Land Use Category ¹	Urban Settlement Area	Rural Settlement Area	Rural Area	
			Waterfront District	Rural District
Scope of Permitted Commercial Uses in District (see also Sections 3.06.5.1, 3.06.8.3, 3.06.8.9, 3.06.11)	<u>Commercial District:</u> • full range of retail, service commercial, automotive, recreational and resort commercial and personal service uses • residential uses (mixed or stand alone)	<u>Commercial Uses:</u> • retail, service commercial, automotive and personal service uses in keeping with the character and scale of a rural settlement area • residential uses (mixed or stand alone) • recreational and resort commercial uses serving the tourism and leisure industries	<u>Commercial Uses:</u> • recreational commercial uses such as campgrounds, • recreational vehicle parks, marinas, tourist lodges, golf courses and restaurants.	<u>Rural District:</u> • -resource related and rural service commercial uses • -recreational and resort commercial uses serving the tourism and leisure industries • -highway commercial uses on major roads • -residential uses

Table 3.1 - Permitted Land Uses in Designated Urban and Rural Settlement Areas and the Rural Area

Land Use Category ¹	Urban Settlement Area	Rural Settlement Area	Rural Area	
			Waterfront District	Rural District
Scope of Permitted Public Service Facilities (see Sections 3.06.6, 3.06.8.9)	<u>All Land Use Districts:</u> -full range of <i>public service facilities</i> e.g. schools, health care, long term care facilities, social facilities, recreation, religious and cultural uses, protective services -cemeteries -institutional uses	• <i>public service facilities</i> e.g. schools, health care, long term care facilities, social facilities, recreation, religious and cultural uses, protective services which are generally appropriate to the character and scale of development of a rural settlement area • -cemeteries • -institutional uses	<u>All Land Use Districts:</u> • existing <i>public service facilities</i> • public service facilities which are more appropriately located in the Rural Area because of their type, size or the catchment area they serve • cemeteries • institutional uses	

Table 3.1 - Permitted Land Uses in Designated Urban and Rural Settlement Areas and the Rural Area

Land Use Category ¹	Urban Settlement Area	Rural Settlement Area	Rural Area	
			Waterfront District	Rural District
Scope of Permitted Industrial Uses in District (see also Sections 3.06.6.5, 3.06.8.4)	<u>Employment District:*</u> - Class I, II and III industrial uses (see reference documents i.e. Guideline D-6 for description of industrial classes) -Commercial uses which compliment or are compatible with any permitted industrial use or commercial uses which are deemed suitable by a the Municipality. *These provisions shall apply in the vicinity of Sturgeon Falls/Cache Bay, Verner and Field. -mineral exploration and prospecting except where prohibited by provincial law	<u>Employment Uses:</u> - Class I and II industrial uses (see reference documents i.e. Guideline D-6 for description of industrial classes) - Commercial uses which compliment or are compatible with any permitted industrial use - Mineral exploration and prospecting except where prohibited by provincial law	No industrial use is permitted within the Waterfront Area. Any industrial uses shall require an amendment to this Plan.	<u>Employment District:</u> - Class I, II and III industrial uses and resource related industrial uses - transportation and distribution industries <u>Salvage Yard District:</u> - salvage yards (see reference documents i.e. Guideline D-6 for description of industrial classes) - mineral exploration and prospecting except where prohibited by provincial law

Table 3.1 - Permitted Land Uses in Designated Urban and Rural Settlement Areas and the Rural Area

Land Use Category ¹	Urban Settlement Area	Rural Settlement Area	Rural Area	
			Waterfront District	Rural District
Scope of Open Space (see also Sections 3.06.5.1, 3.06.8.1, 3.06.8.2, 3.06.8.8, 3.06.8.9)	<u>All Land Use Districts:</u> • -full range of open space, park and special purpose trail uses, conservation uses	• -full range of open space, park and special purpose trail uses, conservation uses	• -full range of open space, park and special purpose trail uses, conservation uses	<u>All Land Use Districts:</u> • -full range of open space, park and special purpose trail uses, conservation uses
Scope of Permitted Uses in Major Open Space (see also Sections 3.06.5.1, 3.06.8.8, 3.06.8.9)	• -large public or private parks, recreational facilities, cultural facilities, community facilities, golf courses, fairgrounds, waterfront areas and other open space uses • -urban reserves for future development	• see 'Scope of Open Space'	• see 'Scope of Open Space'	• see 'Scope of Open Space'
<i>Infrastructure and Utilities</i> (see also Sections 3.06.8.5, 4, 3.06.8.9)	<u>All Land Use Districts:</u> • full range of <i>infrastructure</i> uses and utilities excluding <i>waste management systems</i>	• Full range of <i>infrastructure</i> uses and utilities excluding <i>waste management systems</i>	• -Full range of <i>infrastructure</i> uses and utilities excluding <i>waste management systems</i>	<u>All Land Use Districts:</u> • -Full range of <i>infrastructure</i> uses and utilities including <i>waste management systems</i>

Table 3.1 - Permitted Land Uses in Designated Urban and Rural Settlement Areas and the Rural Area

Land Use Category ¹	Urban Settlement Area	Rural Settlement Area	Rural Area	
			Waterfront District	Rural District
Other Uses (see also Section 3.06.8, 3.06.8.9)	- Legally existing uses - Accessory uses to any main use e.g. garden suites, bed & breakfast establishments, garages, storage and outbuildings, marine structures, administrative uses - Home based businesses	- Legally existing uses - Accessory uses to any main use e.g. garden suites, bed & breakfast establishments, garages, storage and outbuildings, marine structures, administrative uses - Home based businesses	- Legally existing uses - Accessory uses to any main use e.g. garden suites, bed & breakfast establishment, garages, storage and outbuildings, marine structures, administrative uses - Home based businesses	- Legally existing uses - Accessory uses to any main use e.g. accessory dwellings, garden suites, bed & breakfast establishments, garages, storage and outbuildings, marine structures, administrative uses - Home based businesses - Resource uses (see Section 5) -waste management systems (see Section 4) -hobby farms -conservation uses -private airfields -wayside pits and quarries -portable asphalt and concrete plants - hunt + fish camps, trappers cabins

Note: 1. Section 3.06.6 - Planning Principles applies to any and all development listed in Table 3.1.

Qualifications of Philippe Hébert, MBA, AACI, P. App.

- Accredited Member– Appraisal Institute of Canada
- Bachelor of Commerce, Honours Degree, University of Guelph
- Master of Business Administration, Athabasca University
- Class P1 Licence – Paralegal

Appraisal Assignments Have Been Carried Out for the Following:

- Chartered Banks and Trust Companies
- Credit Unions and Caisse Populaires
- Municipal, Provincial and Federal Governments
- Finance Companies
- Law and Accounting Firms
- Mortgage Brokerage Firms
- The Business Development Bank of Canada (BDC)
- Individuals and Corporations
- Litigation Support – Expert Reports & Testimony

Qualifications of Melanie Pilon, BBA (Hons), AIC Candidate Member

- Candidate Member – Appraisal Institute of Canada
- Bachelor of Business Administration (Hons), Laurentian University

Appraisal Assignments Have Been Carried Out for the Following:

- Chartered Banks and Trust Companies
- Credit Unions and Caisse Populaires
- Finance Companies
- Law and Accounting Firms
- Mortgage Brokerage Firms
- Individuals and Corporations