

To:	Warden Hicks and Members of Grey County Council
Committee Date:	October 10, 2019
Subject / Report No:	CAOR-CW-18 -19
Title:	Leasing at Sydenham Campus
Prepared by:	Savanna Myers, Manager of Economic Development
Reviewed by:	Kim Wingrove, CAO
Lower Tier(s) Affected:	All
Status:	Recommendation adopted by Committee as presented per Resolution CW216-19;

Recommendation

1. That Report CAOR-CW-18-19 regarding Leasing at Sydenham Campus, be received; and
2. That staff bring back a report for Sydenham Campus leases exceeding ten years in length or in excess of \$100,000 per year.

Executive Summary

Attracting tenants to Sydenham will be a major task for the next couple of years. Staff are regularly engaging with potential tenants and expressions of interest are currently being accepted. With the assistance of the agreements team, draft leases are now being prepared for potential tenants.

Background and Discussion

Much of Sydenham Campus will be leased to partners, organizations and new or scaling businesses to fulfill the community hub vision of the regional skills training, trades and innovation centre.

Through the business plan process, Doran Strategic Consulting developed a criteria for tenants. From this, staff have developed an application for interested tenants to be considered for a lease, which will be included as a schedule to the lease.

Tenant Criteria

- Offer training and expertise that advances individuals, employees, businesses or organizations;
- Provide educational or professional upgrading, certification or accreditation;

- Provides learning/work experiences for co-op, apprenticeship, or other students;
- Businesses that;
 - Are innovative, unique to the region, and willing to share innovative aspects of their business with others (equipment, facility, knowledge, connections, research)
 - Can benefit from being in a shared space that fosters collaboration and co-operation.
 - Provide training on specific equipment, software, or processes,
 - Require use of the fabrication labs,
 - Provide business or employee support services such as an employment agency, web design business, marketing services, clean room,
- Research
 - any organization, or business that is conducting research and willing to share data / collaborate with others that results in some form of public benefit i.e.: health care, treatments, advance knowledge and understanding, and which may or may not have a formal research and development partnership with Georgian College,
- Must be committed to the concept and vision of the Sydenham Campus which includes being community minded, collaborative and innovative in their operations and management.

Leases will vary greatly by square footage and length of term. For example, space allocation could range from 10 square feet for hot desks up to 10,000 or more square feet for classrooms and flex space. Hot desks will be available on a first come, first serve basis and will be unassigned at a daily rate. Office areas, classrooms and flex space will be available daily, weekly, monthly and up to a possible 10 to 15 year term.

Legal and Legislated Requirements

In accordance with By-Law 4824-13 Delegation of Duties policy, leases will be signed by the Warden and Clerk.

For leases in excess of \$100,000 annually or for terms of 10 or more years, a staff report will be prepared for consideration.

Financial and Resource Implications

Revenue from leases will be used as cost recovery for the operating costs of Sydenham Campus. Remaining revenue will also be assigned to reserves for future capital requirements.

Relevant Consultation

- Internal – Clerk, Administrative & Accessibility Coordinator, Purchasing Manager, CAO, Senior Economic Development Officer
- External – n/a

Appendices and Attachments

n/a