

**From:** Rui Matos  
**Sent:** March 26, 2019 12:09 PM  
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**Cc:** 'gmcnamara@tecumseh.ca'; 'tjobin@tecumseh.ca'; 'Gatti Law Professional Corporation ([di@argatti.com](mailto:di@argatti.com))'; 'phil@scmail.ca'  
**Subject:** Zoning By-law Amendment - SCWI Enterprises

To: Mayor and Members of Council

In relation to File # D19 Matos, please consider the following;

SCWI Enterprises Inc. is a local company, owned and operated by local residents, Rui Matos and Philip Monaco.

We provide lease hold opportunities for a wide variety of businesses, from light manufacturing to service related businesses.

SCWI owns and operates a portfolio of properties in the Windsor Essex region, an area that is experiencing exceptional demand for light industrial space.

Evidence of such demand is identified in a Windsor Star article dated March 25, 2019, titled "Local economy fueling accelerating population growth".

The Honourable Mayor of Tecumseh Mr. Gary McNamara is quoted in the article saying "I haven't seen this level of activity in the area since the early 1980s", Mr. Stephen MacKenzie, CEO of the Windsor Essex Economic Development Corporation is also quoted as saying "We're running out of industrial vacancies", and "The vacancy rate for industrial buildings is only 2.6 per cent. We need more space".

In the Town of Tecumseh alone, SCWI now owns seven properties comprising of over fifty two thousand square feet of leased space, and have been actively trying to expand, this is where the North Talbot project came to be.

I would like to highlight the last property that we were able to develop in the Town of Tecumseh, situated at 2050 Halford Road.

This property sat vacant for many years generating only a fraction of its revenue potential, In 2016 SCWI purchased the lot and immediately undertook its development.

Today the project stands fully complete and boasts an architecturally pleasant, well maintained building, with paved parking lot and landscaped yard (please see attached pic).

This property is home to seven tenants ranging from an electrical contractor to a service provider to the overhead crane industry, and the tax revenue went from \$1,932.00 in 2015 to \$17,870.74 today.

Indeed the benefits of this property go beyond revenue to the municipality, a vacant lot has been cleaned up, jobs have been created, and more people are visiting these now local businesses.

Our intent is to develop the North Talbot site in the same manner as the Halford property, and therefore arises the need for a By-Law amendment from C2-5 to Business Park Zone.

It is evident that the demand for the more restrictive commercial zoning (C2-5) has not materialized over the nineteen years that it has been in place, and to that the current owner has decided in the sale of the property to SCWI Enterprises Inc.

In support of report number PBS-2019-05, that has already been presented to council, please consider our intentions in relation to;

- **Provincial Policy Statement**, The site will most efficiently use land resources and infrastructure, since multiple businesses will reside on one property. The type of businesses that typically occupy our plaza style light industrial shops are generally smaller service type operations that tend to the needs of already established larger operations or residences, In turn these multiple businesses add to a diverse economic base and create additional local employment opportunities. Finally our sites offer flexibility to a changing economic environment, it is much more efficient for a start up to rent a small shop or for an established business to add a product line in a rental shop than it is in a standalone facility.
- In regards to natural heritage we have retained the services of Goodban Ecological Consulting Inc. to prepare a Stage 1 (Information Request) Species at Risk (SAR) Screening request. The report notes that there is no evidence of plant or wildlife species at risk, and states that it is highly unlikely that any of these SAR occur in this area (please see attached doc).
- **County of Essex Official Plan**, Again this development emphasises job creation and local employment. People want to work as close as possible to where they live, this is certainly evident throughout all of our properties and in our organization as well. Head office for SCWI is located at 5255 Brendan Lane in Oldcastle, and many of our employees live close by. Cost effective development again comes into effect with multiple businesses using one site.
- **Sandwich South Official Plan**, The uses contemplated by the proposed Zoning By-Law amendment application conform to the goals of the Sandwich South Official Plan in that it does encourage the development of integrated, multi-use business park areas that provide the opportunity for individuals and corporations to undertake a broad range of commercial and light manufacturing activities.
- **Sandwich South Zoning By-Law**, As already stated, in nineteen years of the current zoning (C2-5) there has been no additional demand on this site, therefore we are proposing to amend the current zoning to Business Park. To be clear we are not opposed to commercial development on this site, given feedback from the markets however, we do see a greater demand for light industrial space. Indeed our end goal is to operate properties that are fully rented and economically viable, vacant properties do not represent a healthy community.
- **Zoning By-Law Amendment Procedures in the Official Plan**, Our proposal fully complies with required procedures, and confirms that there is a need for additional land to accommodate light industrial uses.
- **Site Suitability in the Official Plan**, Our proposal fully complies.

In conclusion we hope that council sides with us in the belief that this development meets the requirements set out for the best planning practices, and will be a net benefit to this community.

Should this By-law amendment receive approval, we will commence with the project immediately.

Sincerely yours.....

**Rui Matos** Associate/Principal

**Signature** Contractors Windsor Inc.

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