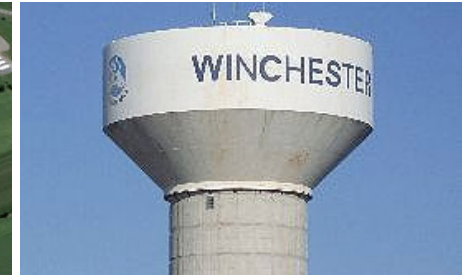


# FOR SALE | FULLY APPROVED SUBDIVISION

Marcus & Millichap

Real Estate Investment Services Canada Inc.,  
Brokerage

## 415 MAIN STREET, WINCHESTER, ONTARIO



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## LOCATION

- The Town of Winchester is located in North Dundas County and lies 30 miles to the south of downtown Ottawa, 12 miles north of Highway 401, and 16 miles north of Morrisburg and the St. Lawrence River
- The subject property is situated in the eastern sector of the town and is accessed by Clarence, May, and Fred Streets
- Winchester is the largest town in North Dundas County and has a population of approximately 4,000. The town has a diversified infrastructure of churches, retail facilities, schools, a curling rink, an arena, a large community hall, a regional hospital and nursing home
- The Town of Winchester functions as a primary service area for a large rural area surrounding it. The administrative office of North Dundas County, which has a population of 12,500 persons, is situated in Winchester
- Major local employers include Parmalat (the largest dairy processing facility in Canada), M.B Foster (IT infrastructure and applications), Guildcrest Homes (modular housing), Natunola Health (fatty acids, bio nutrients, natural products for homes and animals), Sevita International (seeds) and the Winchester District Memorial Hospital
- The hospital recently underwent a \$60 million redevelopment which included the construction of a new wing, retrofitting of the emergency ward, and a state of the art diagnostic imaging unit. More information about the hospital and other major local employers can be found in Addendum “B” of this report



## DESCRIPTION OF THE SUBDIVISION

The subject subdivision has an area of  $\pm 20.7$  acres and is accessed by Main Clarence, May, and Fred Streets. The property has access to municipal water and sewer lines. Storm water management will be controlled by underground chambers. The subdivision calls for a total of 155 units distributed as follows:

- 19 singles
- 24 semis
- 13 townhouses
- 160 apartment units
- 212 units total

The subdivision was designed to provide a wide variety of housing types in order to fill a perceived need in Winchester. According to town officials, Winchester needs townhouses, semi-detached housing, condo apartments and rental apartments. The variety of housing types provide the prospective purchaser with a broad mix of housing options to cover all segments of the market.

The subdivision design was a collaboration between Lloyd Phillips and Associates, a planning firm, Theriault Design, and David Woodland, OLS. The engineering studies have been prepared by LRL Associates. The subdivision is fully approved by the Town and County, and the engineering drawings have been sent to the Ministry of Environment for final approval, which should be done in the short term. Applications for natural gas and hydro hookups have been sent to Hydro One and Enbridge respectively. To facilitate the approval process, a number of studies were done including an environmental assessment, a serviceability report, engineering plan, servicing cost estimates, a geotechnical report, and a traffic study. These studies are available to a qualified purchaser. There are also architectural concept drawings for the apartment buildings, townhouses, and semi-detached units, as well as market studies showing the viability of seniors apartments in the project.

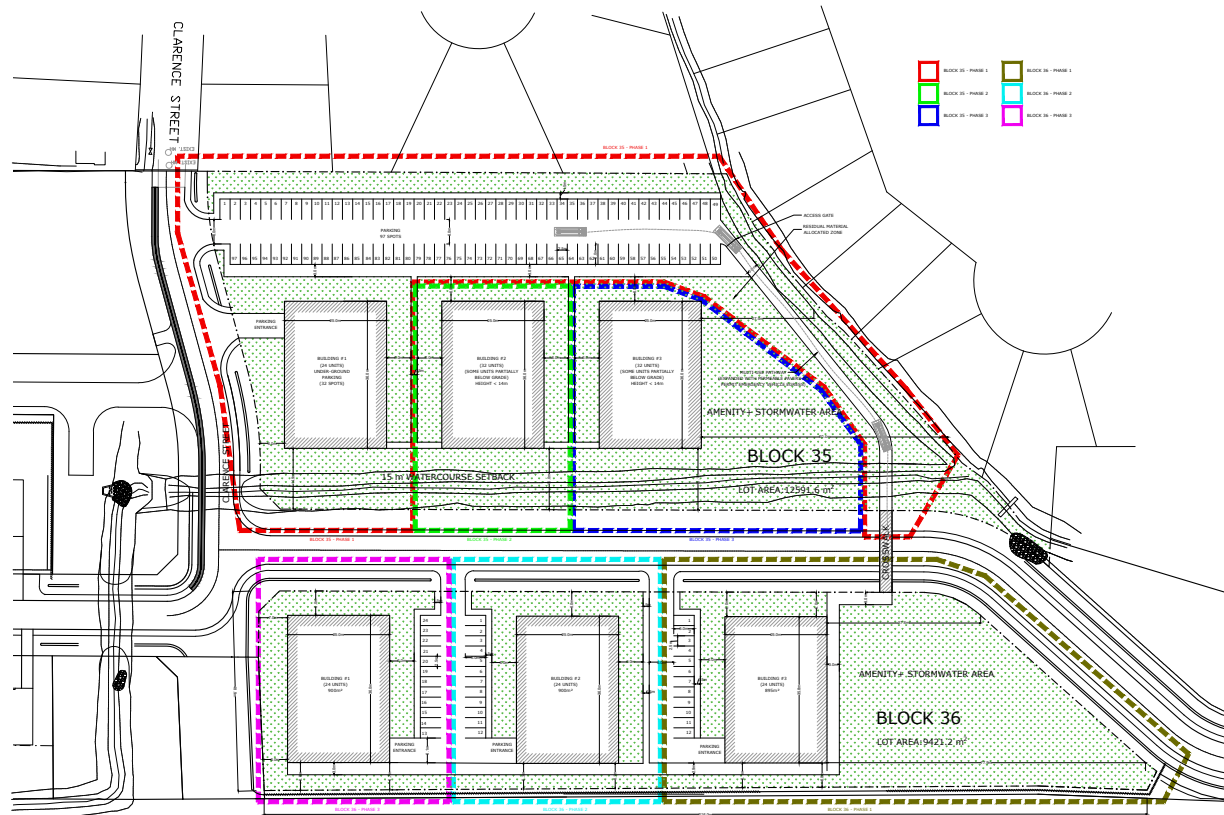
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## DEVELOPMENT POTENTIAL

The subdivision has full access to municipal services and is now fully approved. The Township of North Dundas is going to undergo a housing boom in the future as land between Winchester and Ottawa becomes more expensive and scarce. Residential building permit activity has averaged approximately 50 units per year over the last 5 years and the town planner is anticipating more rapid growth in the future as development in the City of Ottawa creeps southward. The southern boundary of Ottawa is just to the north of Winchester, but development charges in North Dundas are 25% of what they are in Ottawa, providing a very compelling price advantage for residential developers.



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## THE TARGET MARKET

The proposed subdivision was designed to accommodate three main target markets:

### 1) LOCAL MARKET

The expansion of Winchester Hospital, in addition to the steady growth of the Town's industrial sector has created a demand for new housing in town

### 2) THE SEMI-RETIREMENT/RETIREMENT COMMUNITY

As rural residents begin to age, the desire to get closer to retail outlets, community facilities and hospitals becomes a real draw for towns like Winchester, which has a very well developed support structure for seniors

### 3) OTTAWA COMMUTERS

While Winchester may be perceived as being 'a little far away', the desire for young parents to raise their children in small town atmosphere with great facilities should overcome the distance factor. More importantly, Winchester has very low land costs and development fees, which mean homebuilders can afford very competitive pricing for excellent quality housing. Home buyers will get a 'lot more house' for their money than would be the case much closer to Ottawa

## WINCHESTER'S MARKETING ADVANTAGE

- Low land costs and very low development fees
- Excellent infrastructure for a small town
- Residual sewer and water capacity
- Very short subdivision approval times compared to Ottawa

ASKING PRICE: \$3,100,000

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## APPENDIX “A” - MAJOR EMPLOYERS

### PARMALAT

Parmalat operates the largest dairy processing facility in Canada in the Village of Winchester. This facility produces award winning ‘Balderson’ cheese, creamery butter and dry, condensed and evaporated dairy products. The factory has been in continuous operation since 1866.

### M.B FOSTER

M.B Foster solves IT challenges for organizations looking to strategically capitalize on their investment in IT infrastructure and applications. Whether it is modernizing existing applications, choosing new ones, or leveraging data to provide the answers needed to expand and grow business, M.B Foster has the answers. The company has been delivering solutions to the HP e3000 market for over 30 years and has been named a charter member of Hewlett-Packard Company’s HP e3000 Platinum Migration Program.

### GUILDCREST HOMES

Guildcrest’s one of the largest modular housing producers in Canada and has been building high quality, energy-efficient modular homes since 1991. Their factory is located in Morewood, and is licensed to manufacture homes to CSA’s A-277 procedure with an approved quality assurance program.

### NATUNOLA HEALTH INC

Natunola Health Inc. is a leading manufacturer and researcher in the field of flaxseed derived Omega-3 fatty acids, specialty natural products, bio-nutrients and functional supplements for human nutritional and animal nutritional markets. The company also produces natural ingredients for the cosmetic and personal care industry.

### SEVITA INTERNATIONAL CORP

Sevita International is a Non-GMO (non genetically modified) soybean research, breeding and seed company focused on specialty food-grade seed varieties. They offer DHTM premium certified soybean and natto seed varieties used to meet the needs of specialty soy food and beverage markets. Their focus is on short-season varieties with specialty food traits.

## APPENDIX “A” - MAJOR EMPLOYERS CONTINUED

### WINCHESTER DISTRICT MEMORIAL HOSPITAL

The Winchester District Memorial Hospital is a 63 bed hospital comprised of 46 acute care and 17 complex continuing care beds. Its mission, “Leading and Learning Partners in Quality Healthcare,” reflects its commitment to our the regions towns.

The Winchester District Hospital (WDMH) recently underwent a \$60 million redevelopment. This significant redevelopment included the construction of a new wing, redevelopment of emergency services, acute care, obstetrical inpatient services, day surgery and a state of the art diagnostic imaging unit including a new CT Scanner and digital mammography.

WDMH is a rural teaching hospital affiliated with 14 universities and colleges, including the University of Ottawa and St. Paul’s University. It is networked with all hospitals and community agencies in the Champlain LHIN.

Quality healthcare is supported by 150 physicians in the fields of Anaesthesia, Cardiology, Dentistry, Diagnostic Imaging, Emergency Medicine, Family Medicine, General Surgery, Geriatrics, Gynaecology, Internal Medicine, Nephrology, Obstetrics, Ophthalmology, Paediatrics, Physical Medicine, and Urology.