



DEVELOP
SAINT JOHN

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Priority Infrastructure Projects - July 29, 2019

RESOLVED that the City of Saint John's top three infrastructure funding requests to Federal and Provincial Governments with the exception of emergency response related funding, include:

- A new school in the central peninsula;
- Development of the Fundy Quay site; and,
- Foster Thurston/Ashburn Lake Road NB Route 1 Interchange Project

Mission

We grow the tax base in Saint John by relentlessly creating and seizing strategic real estate opportunities and getting deals done.

Portfolio includes 56 projects with a total potential tax base increase of \$560 million.



Three catalytic projects

- Greatest ability to leverage private sector investment and tax base growth
- Strong business cases for both City and Province
- Support the Vision of PlanSJ and the Neighbourhood Plan

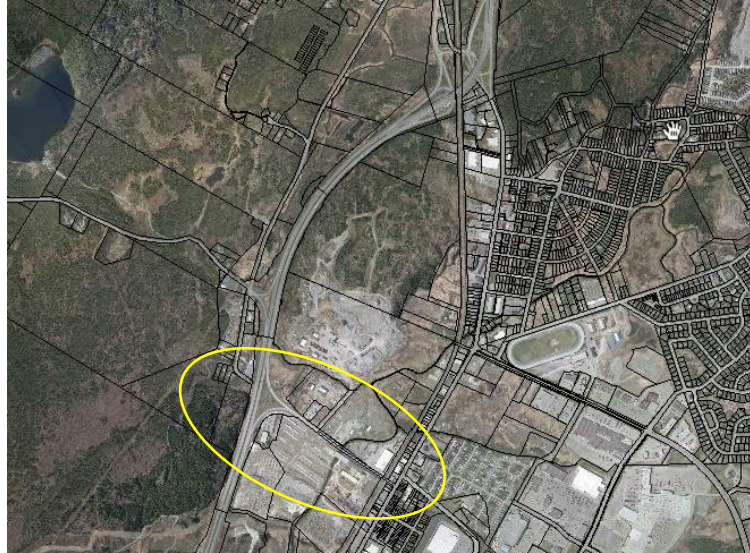


Three catalytic projects

Fundy Quay Development



**Route 1 Ashburn / Retail
Drive Interchange**



New Central Peninsula School



Fundy Quay Development



Fundy Quay Development

A Priority of PlanSJ & the Central Peninsula Neighbourhood Plan



Catalyst for new Investment & Development

Significantly Enhances the City's Brand & Reputation

Contributes to the Growth of the Regional Economy

Provides Cultural and Recreational Amenities for all of Greater Saint John

Fundy Quay Development

A Complex Infrastructure Project

A Complex Project

The Fundy Quay project will require a strong private sector development partner, with the support of the City, the Province & Federal Government.



Funding Applications Submitted

DMAF Funding Application:

Seawall Repair & Raise Elevation

Bi-Lateral Funding Application:

Soil Remediation

Site Raising & Flood Protection

Loyalist Plaza Update, Harbour Passage, & Pedway

District Energy System

Stage 1 Call for Expressions of Interest for Private Sector Partner completed

Working with Potential Private Sector Partner on Feasibility, Due Diligence & Business Planning

Approval of Federal Funding for the Sea Wall (DMAF)

Bi-Lateral Funding Application Submitted

Fundy Quay

The Next Steps

Continue Working with Private Sector Partner on Feasibility, Due Diligence, Business Planning & Anchor Use Attraction

Working with the Province on Funding & Potential Anchor Use Opportunities

Awaiting Results of Bi-Lateral Funding Application

Building a Strong Business Case for the City, Province & Federal Government

Seawall work could begin in 2020

Fundy Quay Development

The Business Case (Under Development)

Anticipated Private Sector Investment: \$150 - \$200 Million

Estimated Direct Municipal Tax Revenues: \$1.5 - \$2.5 Million
Annually

Indirect Municipal Tax Revenues: Up to \$550,000 Annually

A Strong Investment for the Province

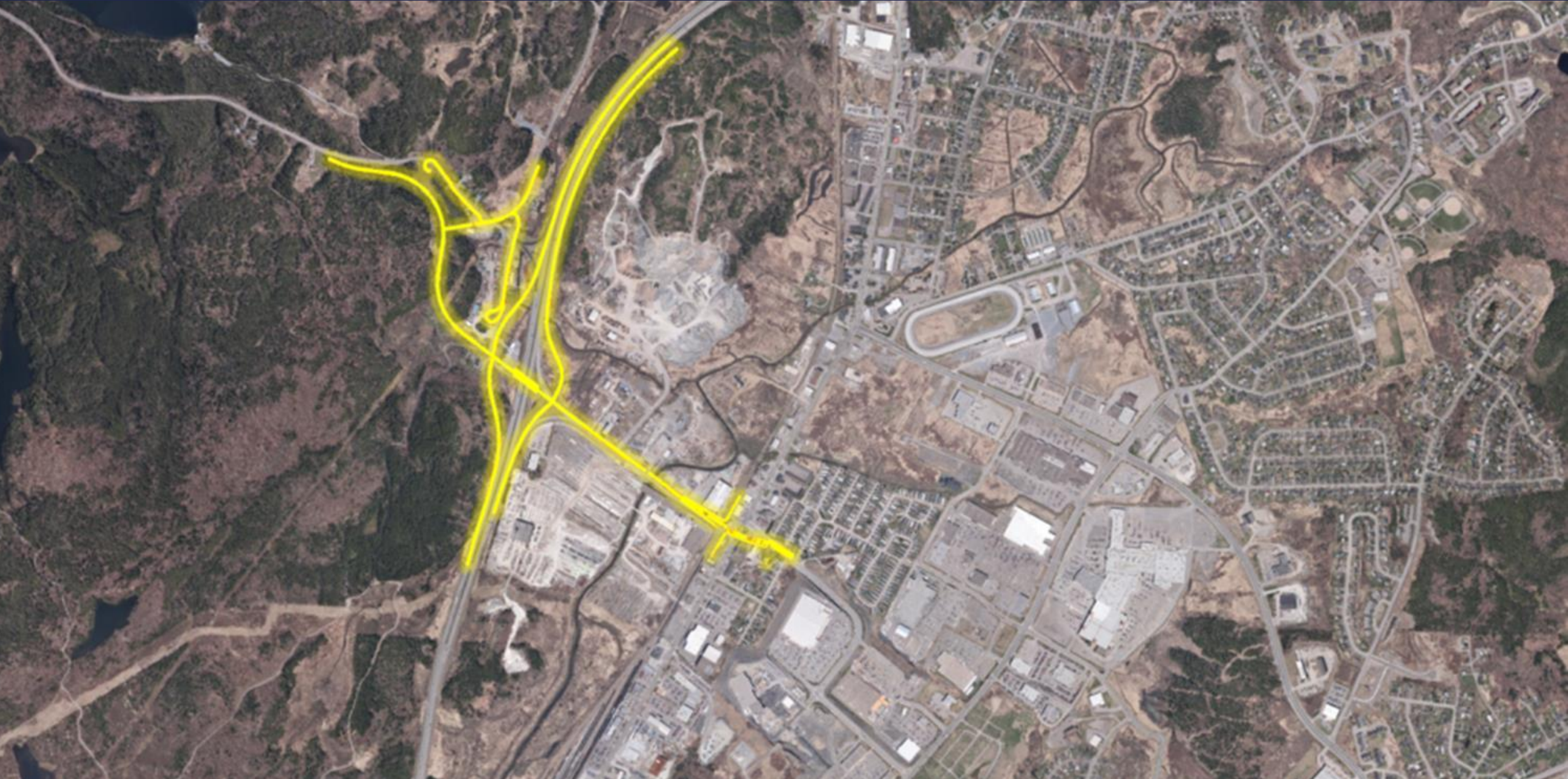
*Preliminary Economic
Analysis Completed by*



TCI Management Consultants

**TURNER DRAKE
& PARTNERS**

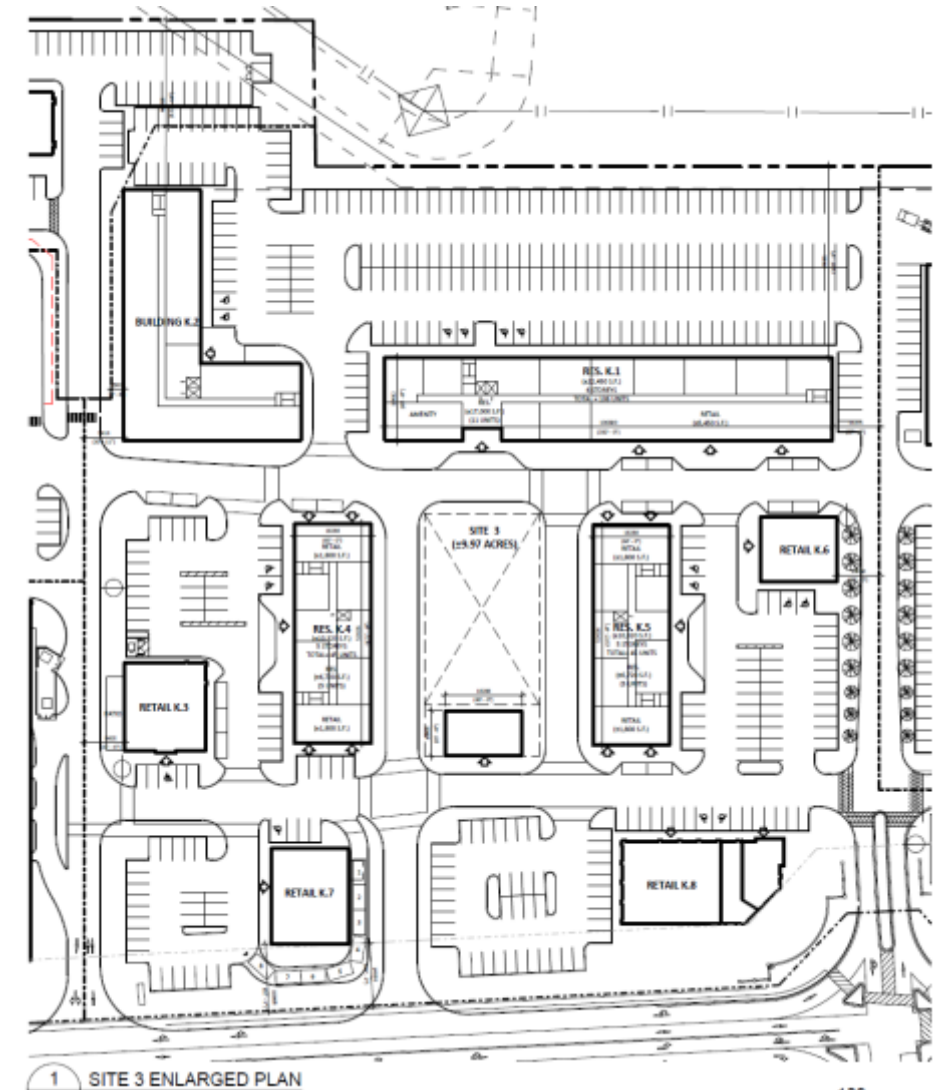
Route 1 Ashburn / Retail Drive Interchange



Route 1 Interchange - Required for “*The Crossing*” Development



Route 1 Interchange - Required for *East Point Final Phase*



Route 1 Interchange

Municipal Benefits

Addresses Traffic Issues on Rothesay Avenue

Improves Access to McAllister Regional Retail Centre

Improves North – South Connections to Hospital / UNB Cluster

Allows for the Completion of East Point & the Construction of The Crossing

Annual Tax Revenues of \$2.1 Million at Full Build Out

Provincial Return on Investment

ROI

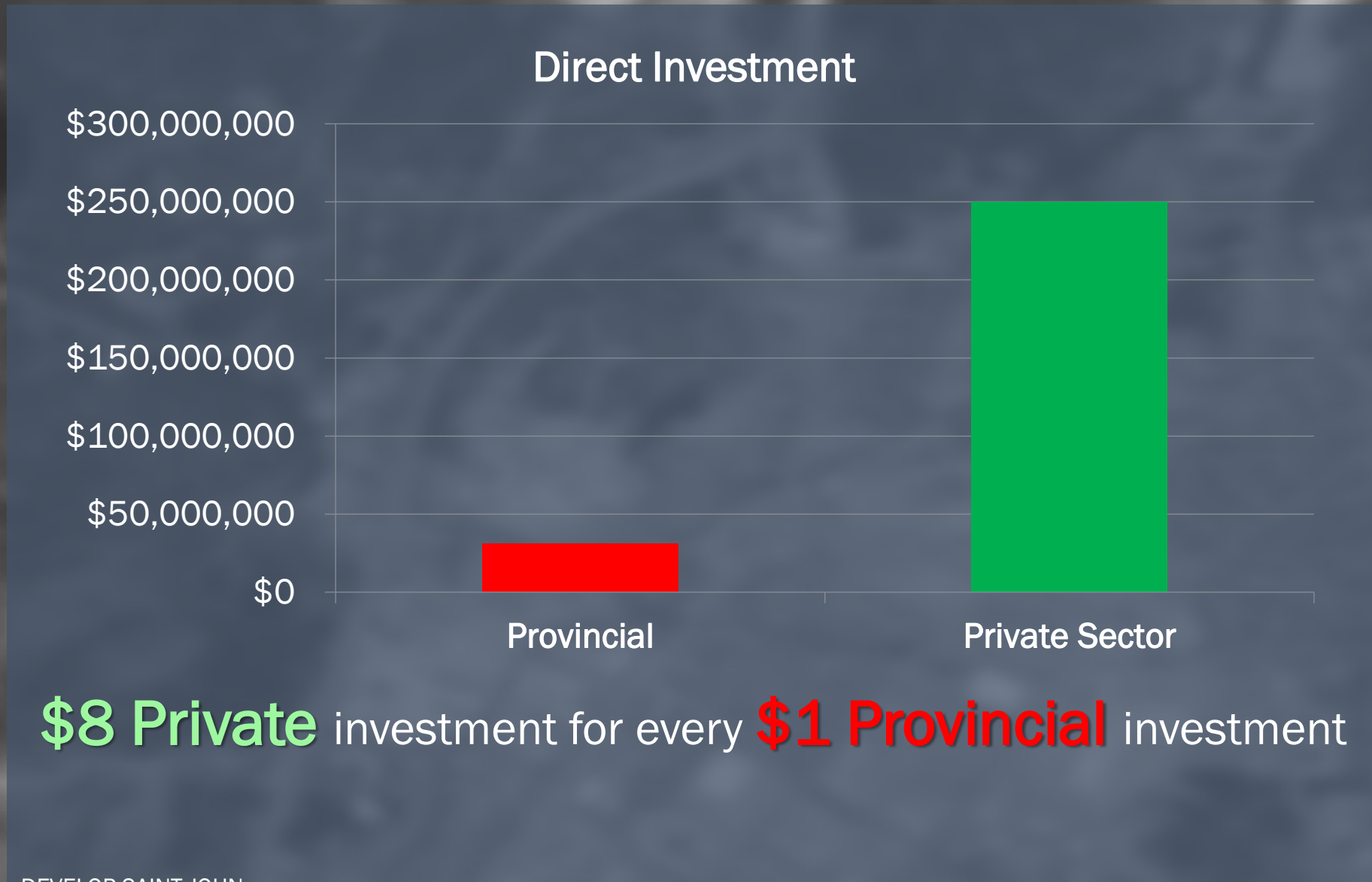


RETURN

ON

INVESTMENT

Private Sector Direct Investment Leveraged



Provincial Revenues (From Construction Activity)

Tax Revenue Generated From Construction Activity	
Personal Income Tax	\$10,600,00
Taxes on Products	\$15,500,000
Sales Taxes	\$9,900,000
Total	\$36,000,000

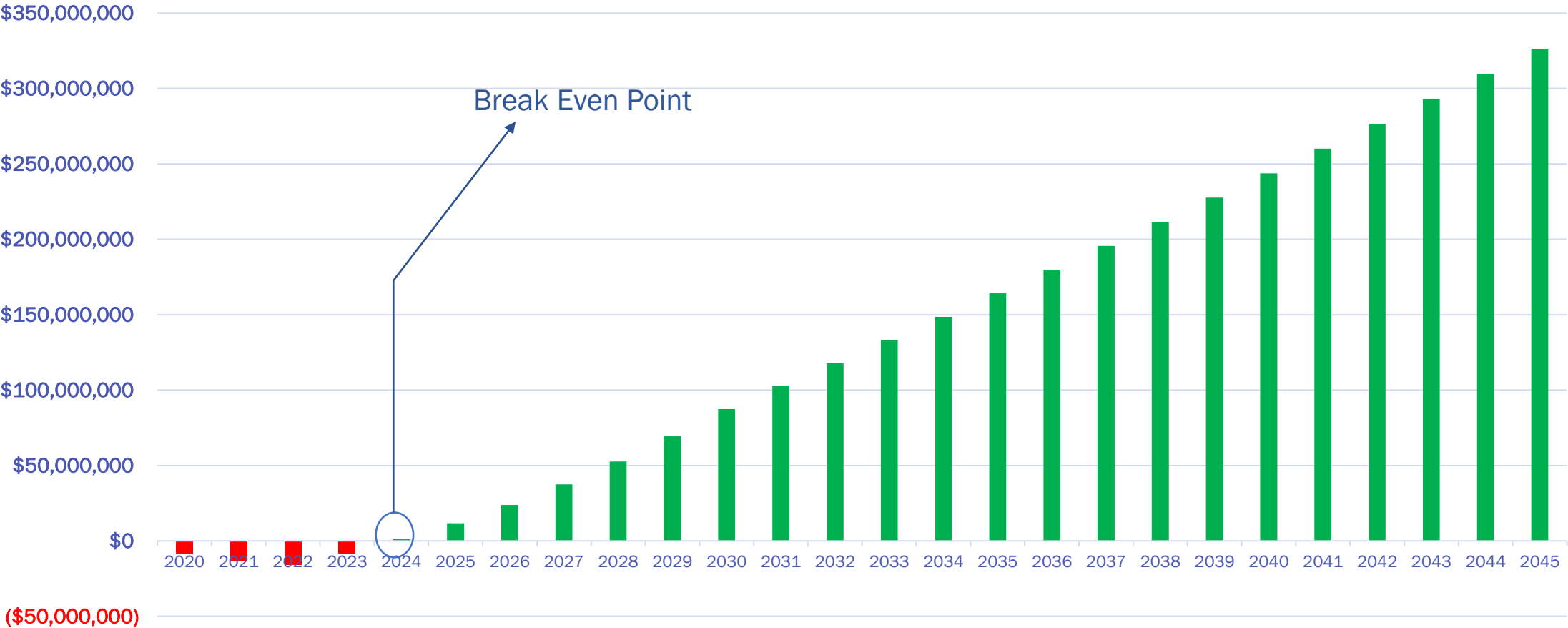
Provincial Revenues (From Operations: Ashburn & New East Point)

Annual Tax Revenues at Full Build Out

Personal Income Tax	\$3,000,000
Taxes on Products	\$6,400,000
Sales Tax	\$4,100,000
Property Tax	\$1,500,000
Total	\$15,000,000

Provincial Revenues

Provincial Cash Flow (Cumulative 25 Years)



New Central Peninsula School

St. John the Baptist / King Edward School



Prince Charles School



New Central Peninsula School

A Central Peninsula Neighbourhood Plan Priority



Supports the transition to mixed income neighbourhoods

Replaces some of the oldest schools in the Province with the most innovative

Will catalyze growth and reinvestment

Retains young families in the urban core

Includes an innovative community commons to enhance programming

School Program Overview

Proposed School Details

K-8 School, 113,000 sq. ft.

550 Student Capacity, with 30 Classrooms

Early French Immersion Program

Early Learning Centre for up to 80 licensed spaces

Innovative & Collaborative Community & Learning Commons
Approach

The Business Case

Municipal Benefits

Annual Property Tax Increase of \$1.1 Million

Will support the transition to mixed income neighbourhoods

Will replace some of the oldest schools in the Province with the most innovative

Will catalyze growth and reinvestment

Will retain young families in the urban core

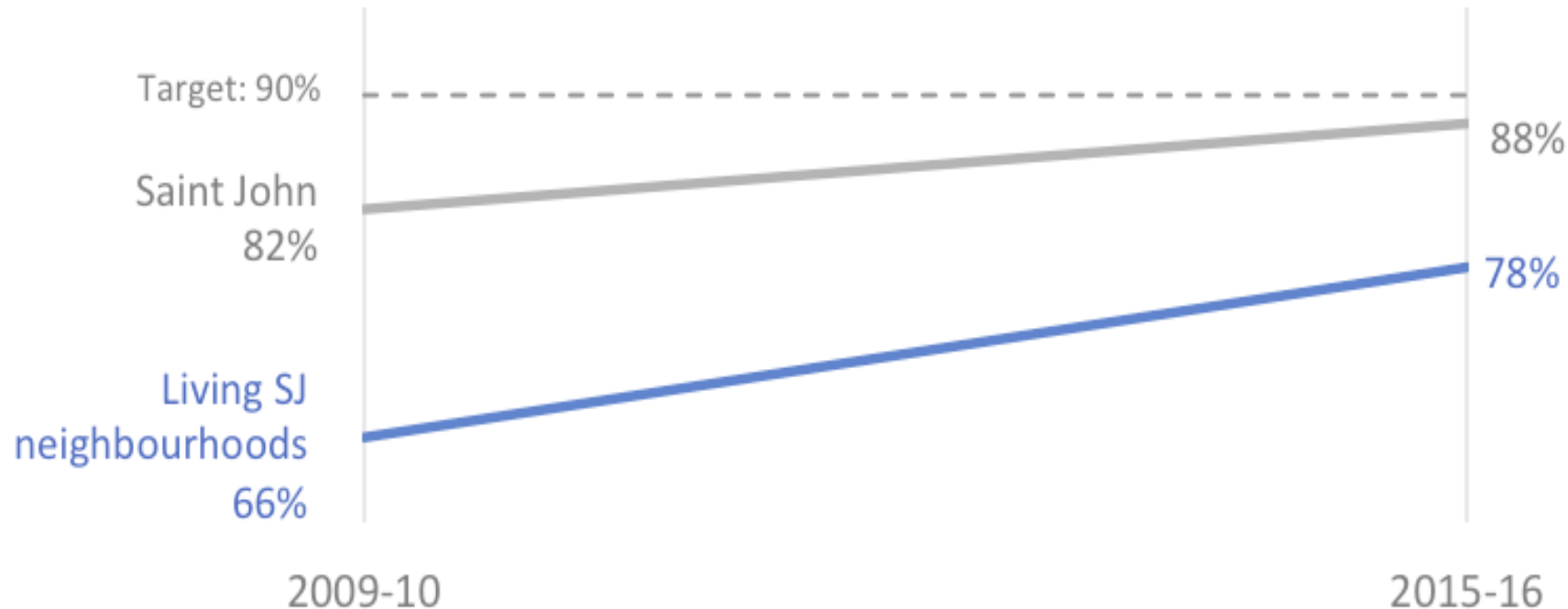
Will provide an innovative community commons to enhance programming

The Business Case

Social Savings

Community programs have significantly contributed to a reduction in the number of drop-outs in Saint from 211 to 128.

The present value of *Provincial Savings* in this impact is estimated to be between **\$13.2M - \$26.5M**

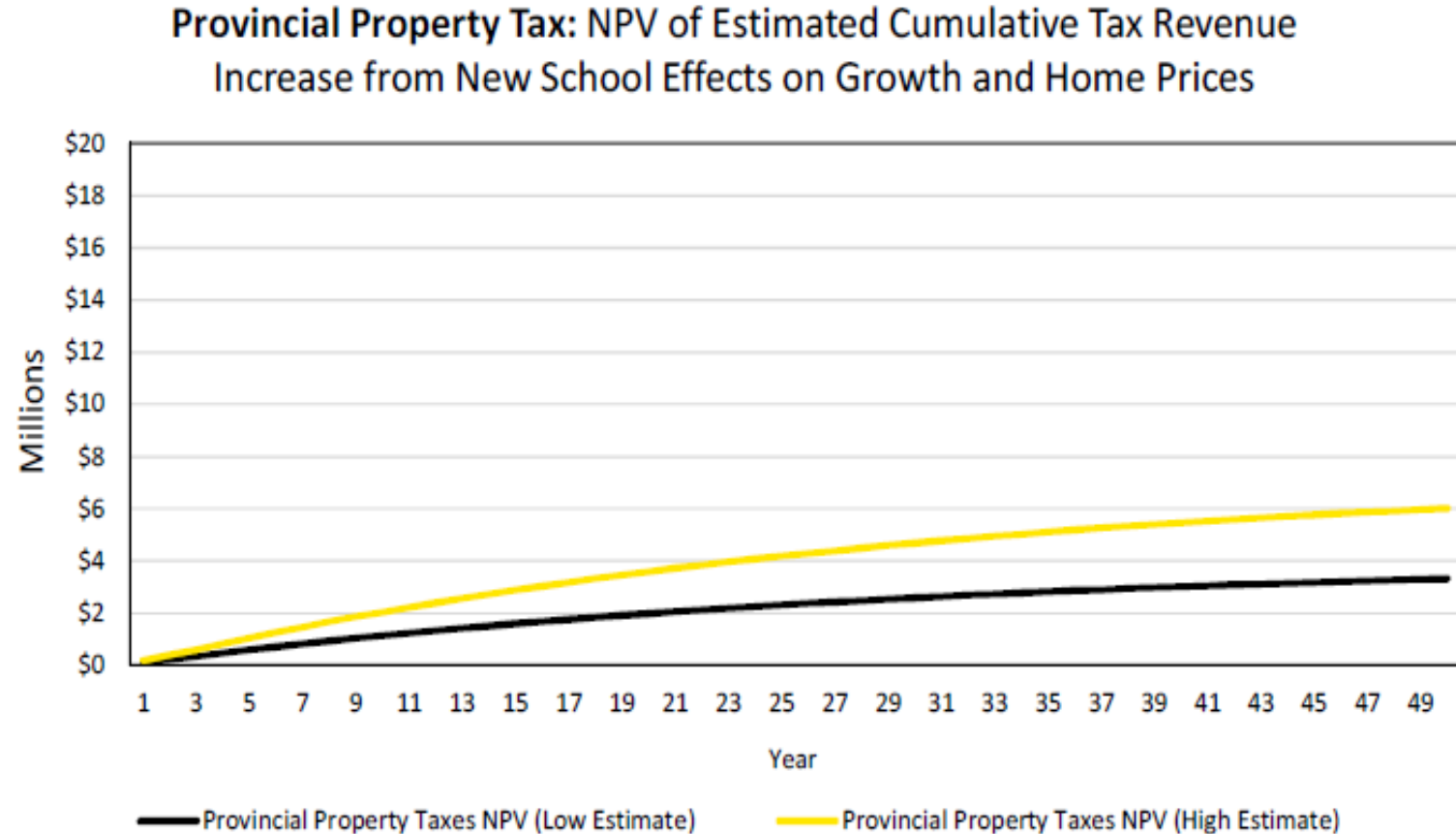


The Business Case

Property Tax Base Benefits (Province of New Brunswick)

Annual Provincial Revenue Increase: **\$144k - \$262k**

Present Value of **\$3.3M - 6.0M**



The Business Case

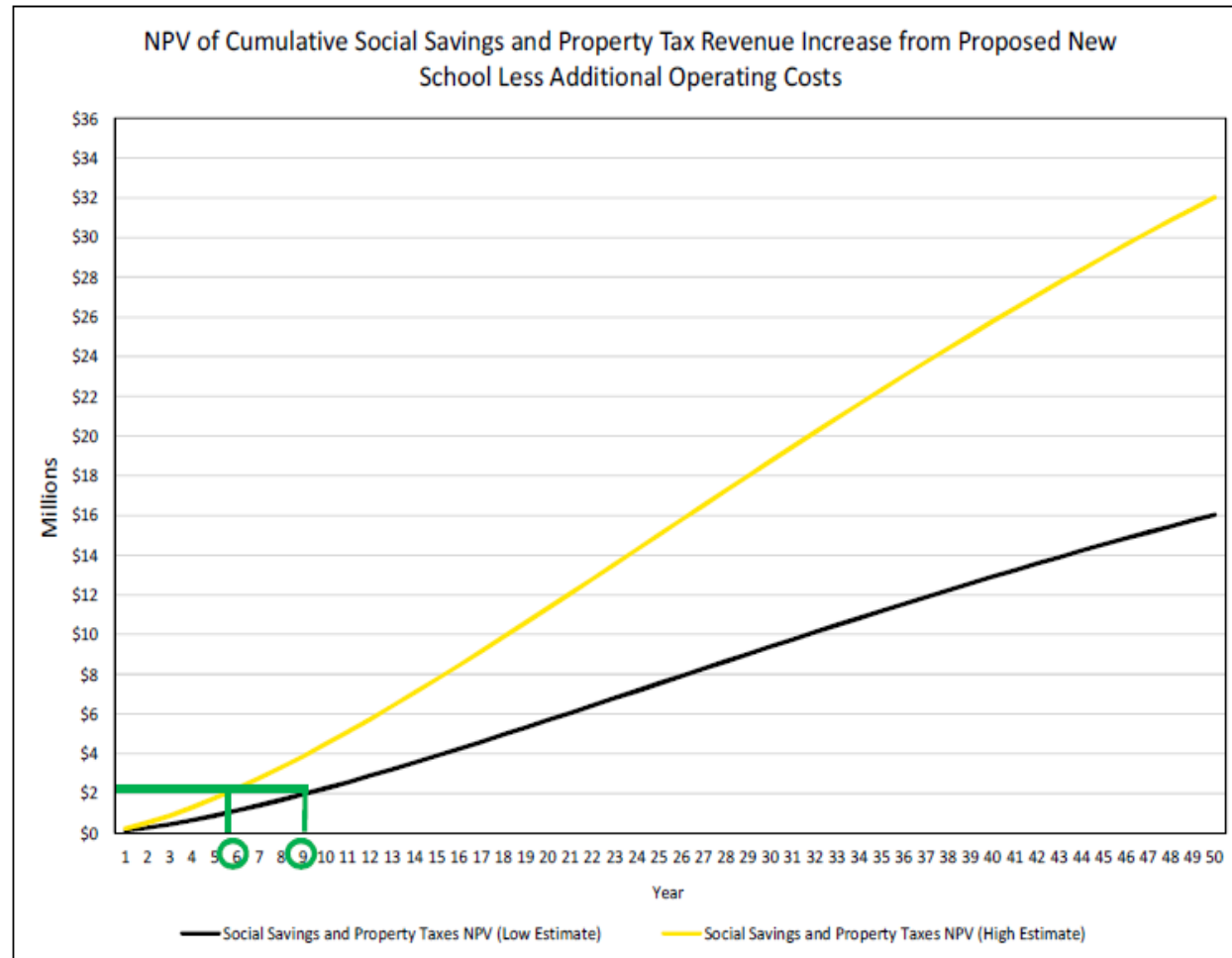
Leveraged Resources & GNB Cost Savings

Approximately \$2 Million in Potential Community
Contributions

GNB Return on Investment

Payback by Year 6

NPV over Lifecycle: **\$16M** (95% prob) - **\$32M** (50% prob)





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GETTING DEALS DONE

