



COMMERCIAL LEASING

Land-based sustainable economic
development opportunities

Links to Learning - December 2016

Presenters: Adina Chang, Brian Kinzie, Petula Maxwell

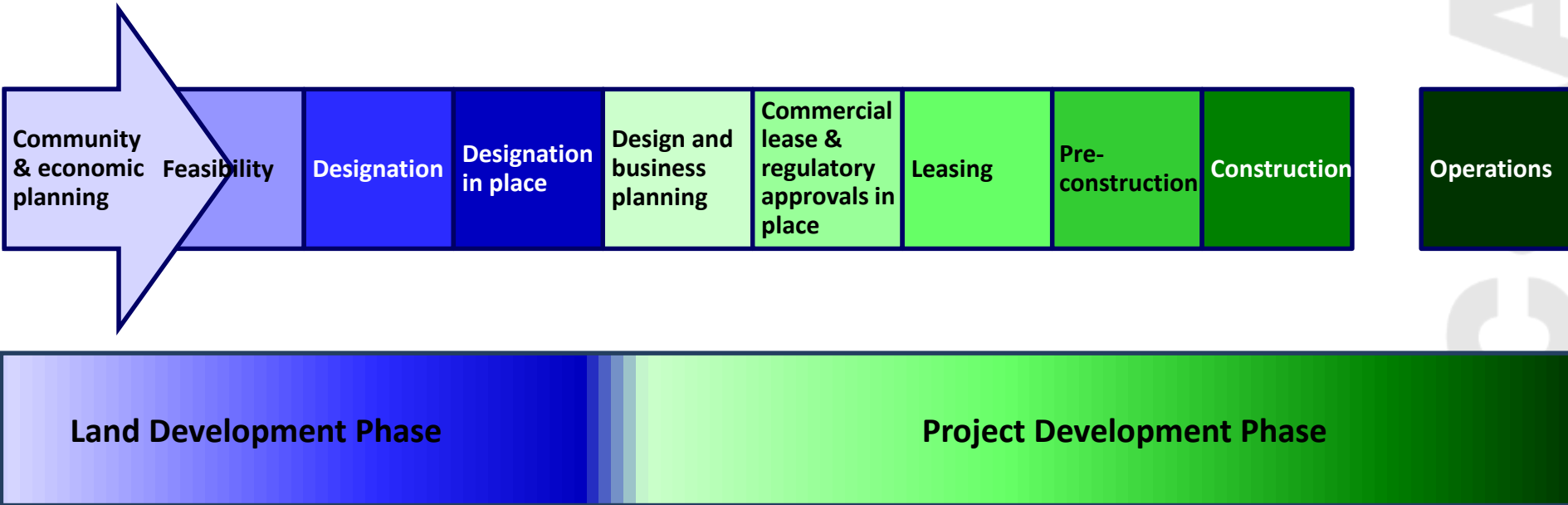


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Land Development Progression



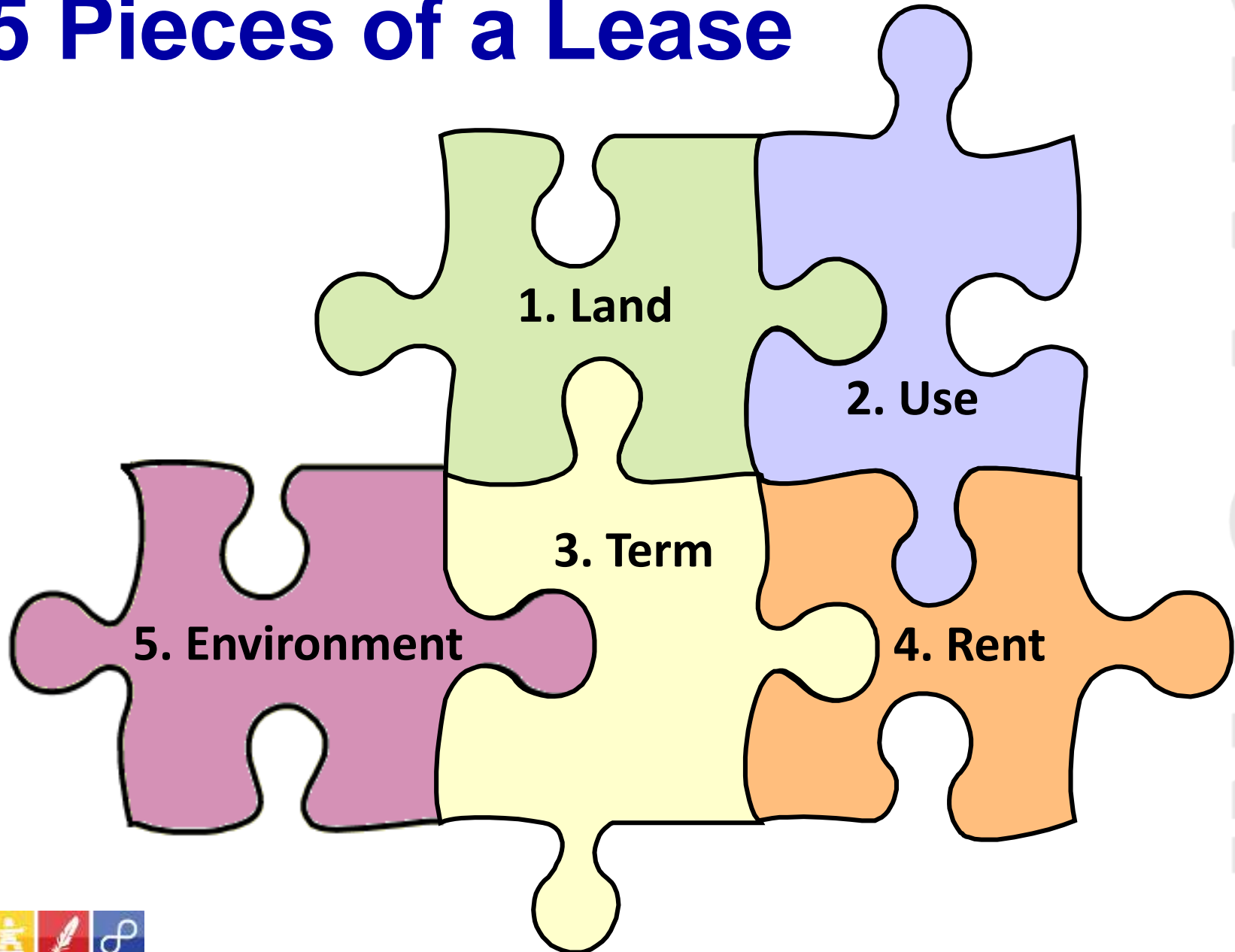


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5 Pieces of a Lease



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1. Land

• Legal Description?



YES



NO

• Encumbrances?



YES



NO

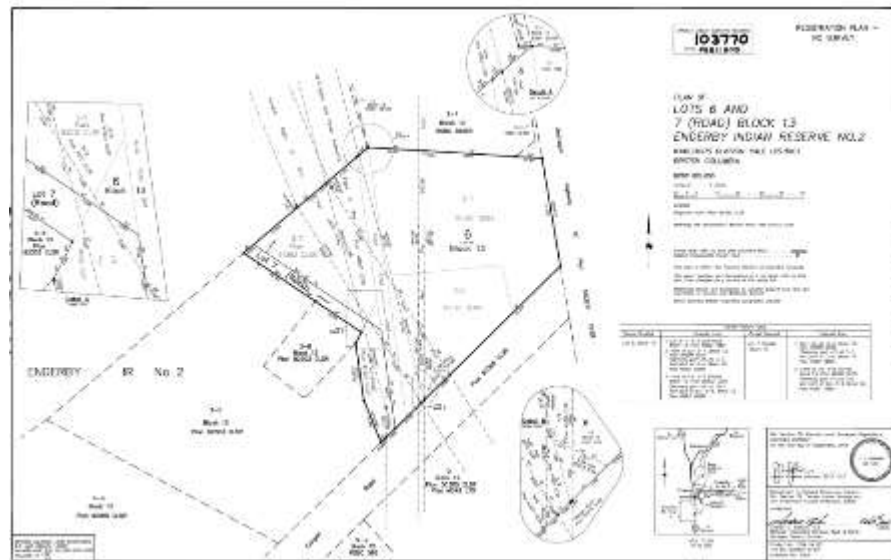
• Access to the Land?



YES



NO





Required Drawing

Area Development Plan

- Must have the stamp and signature of an engineer or architect
- Identifies the Premises and sets out the basic development principles for the Lands, including the principles governing land use, transportation, infrastructure and the protection of the Environment
- Revised plans are required for any new Improvements.
- Must be provided prior to the execution of the lease

Construction Plans

- Must have the stamp and signature of an engineer or architect
- Must relate to the stage of construction underway and be consistent with the Area Development Plan and executed lease
- Revised plans are required for any new Improvements.
- As-built plans are required upon completion of construction.
- Must be provided during the course of construction

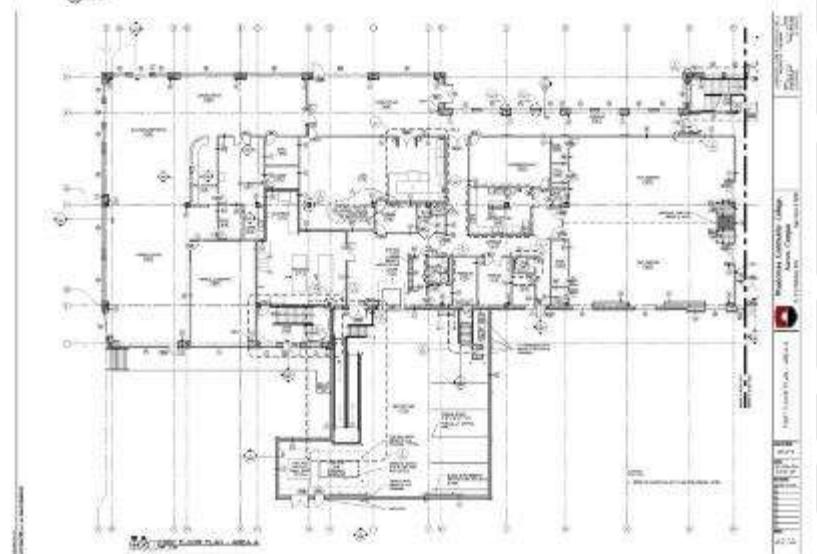
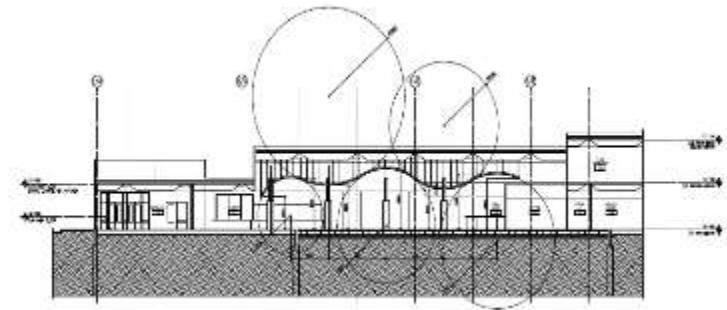
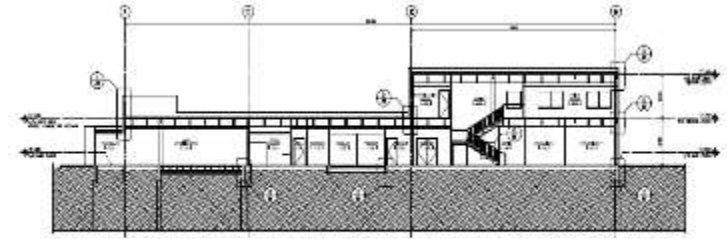
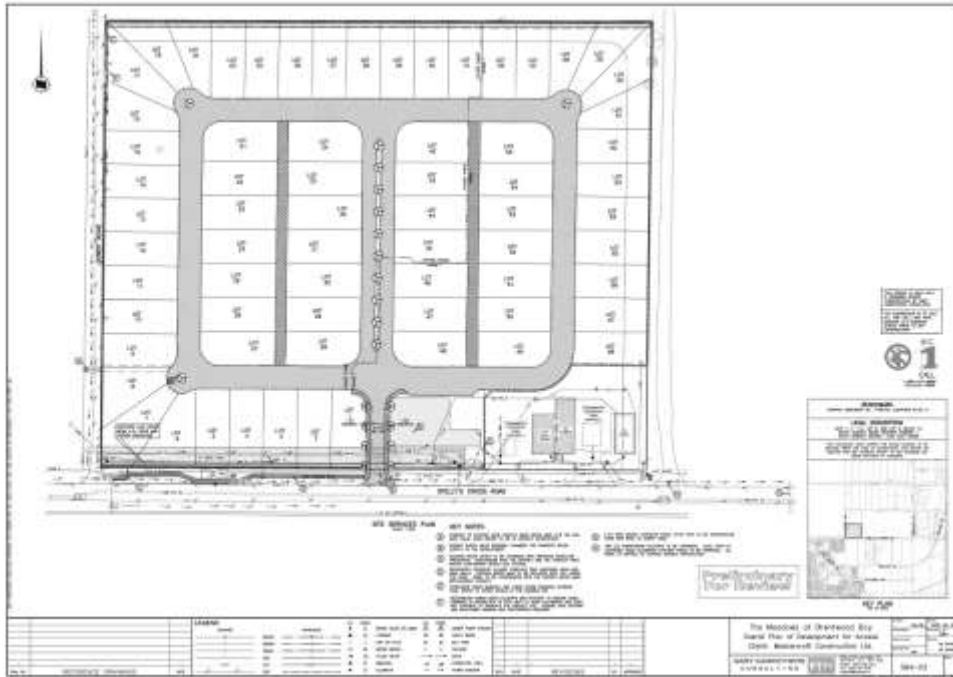


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Construction Plans

Area Development Plan





2. Uses

Splatsin's Quilakwa Stop & Shop Lands

The Quilakwa Centre on Highway 97A features a Tim Horton's restaurant, mini-mart, Esso gas bar, artisan gallery, and ample parking for recreational vehicles or tour buses.

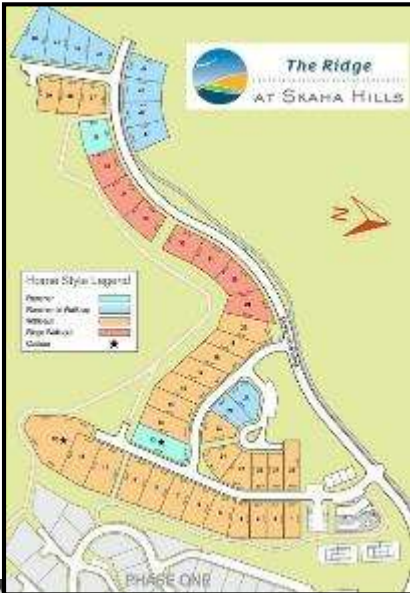


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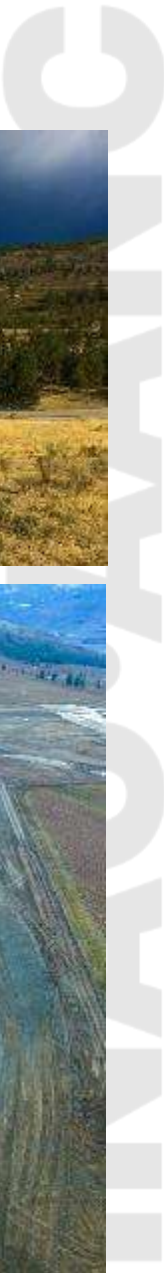


Penticton Skaha Hills - Residential





Race Track (not that common!)





3. TERM

- The term of the lease cannot extend beyond the designation
- Commencement Date
- Termination Date or Duration



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4. RENT TYPES

- **Pre-Paid**
 - Simplest...or is it?
 - Management Questions?
 - Who can predict the future?
- **Fair Market**
 - Rent Reviews
 - Appraisals
 - Base + Participation?
- **Nominal Rent Headlease**
 - Usually with a Band Corporation
 - Subleases
 - Designation must allow

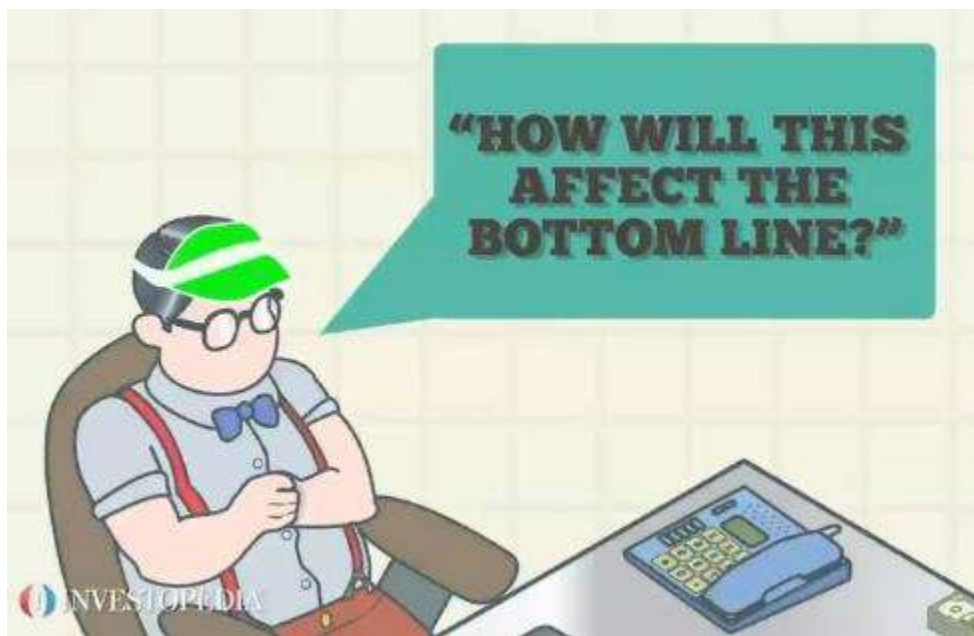




Final Rent thoughts....

Many creative options....

- Will depend on use, term, proponent
- Financial and Legal advice necessary
- Community's own economic development cycle?





5. ENVIRONMENT



- Proponents' Guide to INAC's Environmental Review Process
- Environment Site Assessment (ESA)
- Environmental Impact Assessment (EIA)



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Thanks for Participating!



Questions welcome.

INAC wants your leasing project to be a success

Land Management and Leasing Officers:

Adina Chang: Adina.Chang@aandc-aadnc.gc.ca or (604) 652-2740

Petula Maxwell: Petula.Maxwell@aandc-aadnc.gc.ca or (604) 562-9182

Graham Ambrose: Graham.Ambrose@aandc-aadnc.gc.ca

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