



City of Burlington  
Strategic Real Estate Model and MDC Needs Assessment  
Quantified Engagement  
July 14<sup>th</sup>, 2020

  
urbanMetrics inc.

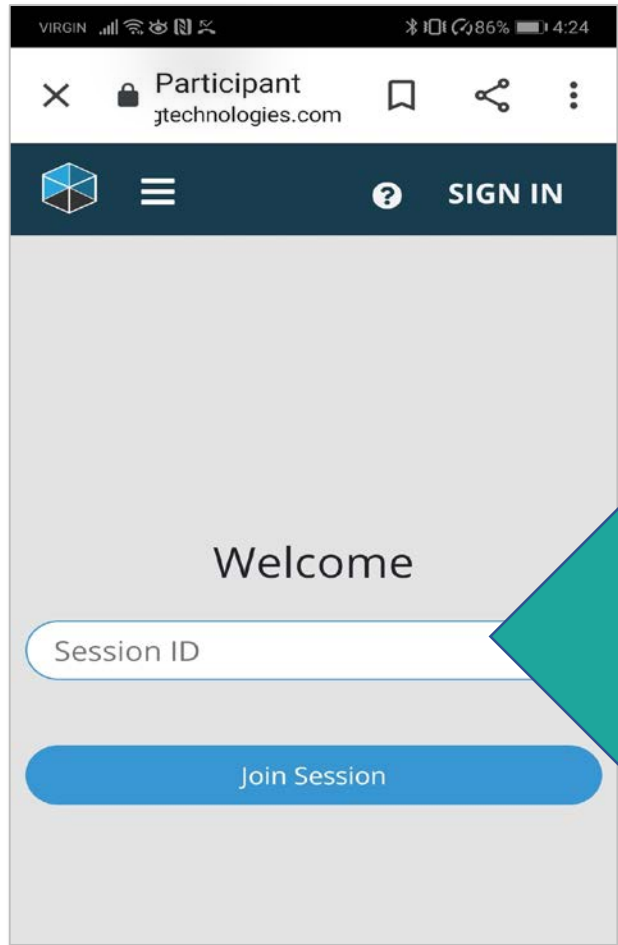
 MDB  
INSIGHT

  
ECONOMIC DEVELOPMENT  
**Burlington**

Council Workshop  
CWC-04-20-2

# To play along on your smartphone ...

1.  Go to [www.rwpoll.com](http://www.rwpoll.com)



2. Enter the Session ID

bedc

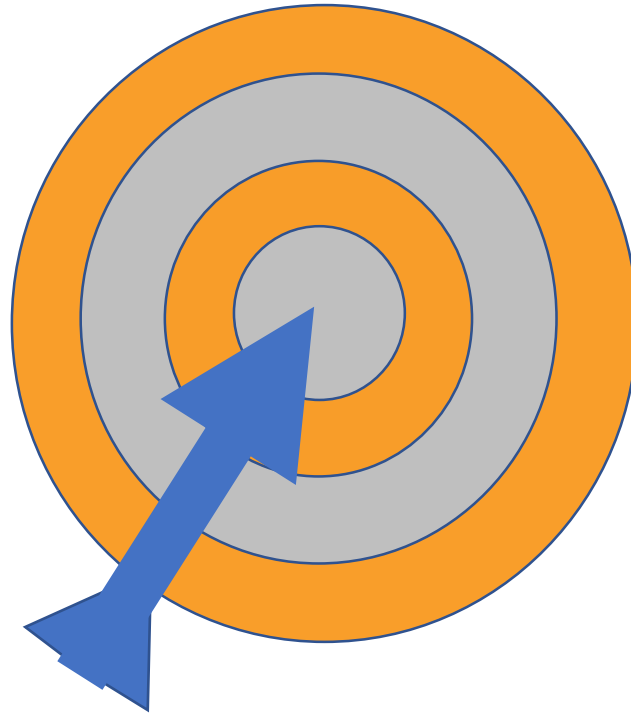
- 3.

Enter Name  
(Optional)



# Discussion Question

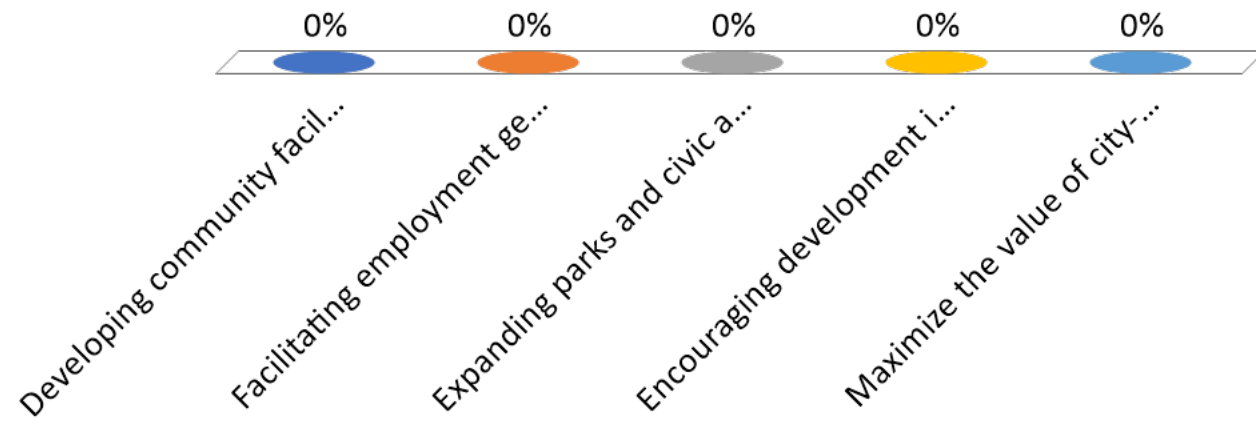
- If an MDC was to exist, what should its mandate be focused on?





# If an MDC was to exist, what should its mandate be focused on? (pick up to 3)

- A. Developing community facilities
- B. Facilitating employment generating development
- C. Expanding parks and civic amenities network
- D. Encouraging development in strategic areas
- E. Maximize the value of city-owned real estate assets



# Discussion Question

- What skill sets should an MDC bring to expand or augment Burlington's municipal capabilities?



Leadership




Complex  
Real Estate  
Experience



Marketing  
of Real  
Estate  
Projects



Site Specific  
Visioning



Public-  
Private  
Partnership  
Experience

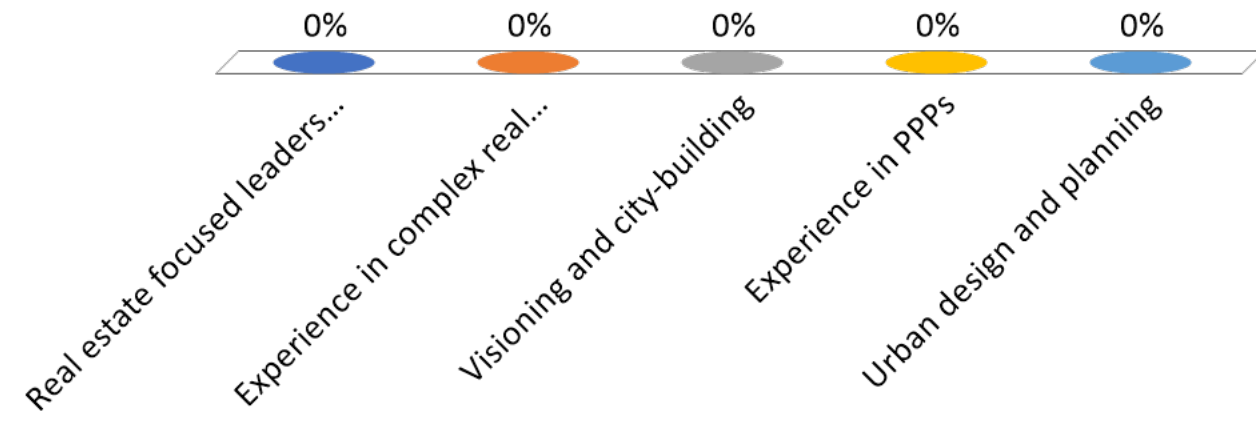


Urban  
Design

# What skill sets should an MDC bring to expand or augment Burlington's municipal capabilities?

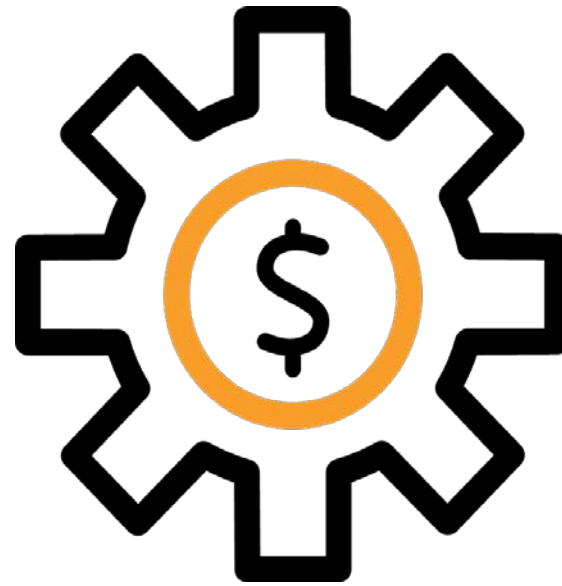
(pick up to 5)

- A. Real estate focused leadership
- B. Experience in complex real estate transactions
- C. Visioning and city-building
- D. Experience in PPPs
- E. Urban design and planning



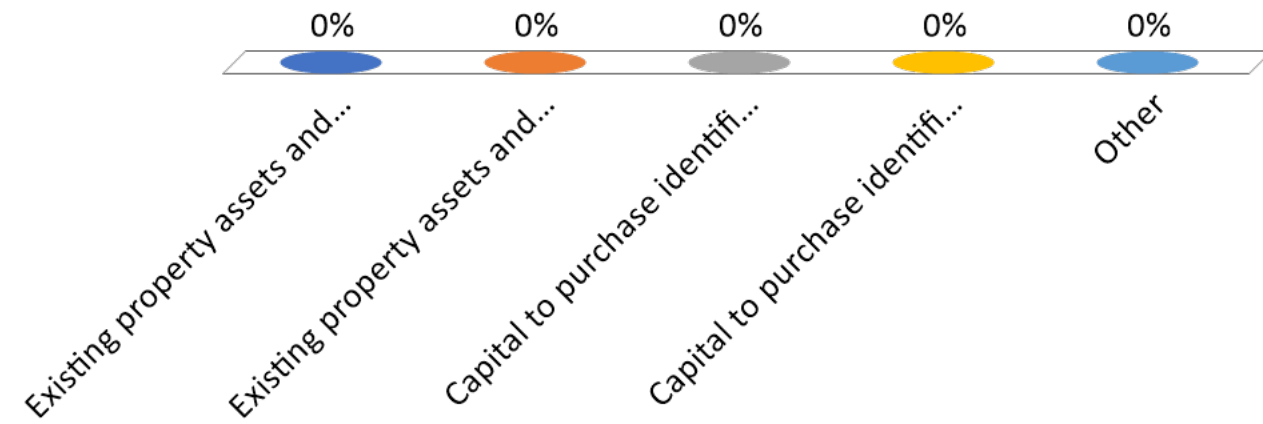
# Discussion Question

What level of financial or other investment would the City be willing to put into an MDC?



# What level of financial or other investment would the City be willing to put into an MDC? (pick 1)

- A. Existing property assets and real estate related staffing resources
- B. Existing property assets and expanded staffing resources
- C. Capital to purchase identified property assets and existing real estate staffing resources
- D. Capital to purchase identified property assets and expanded staffing resources
- E. Other





# Discussion Question

How autonomous should the MDC be from the City?

Fit Within Current  
Municipal Structure

Dedicated Strategic  
Real Estate Task Force

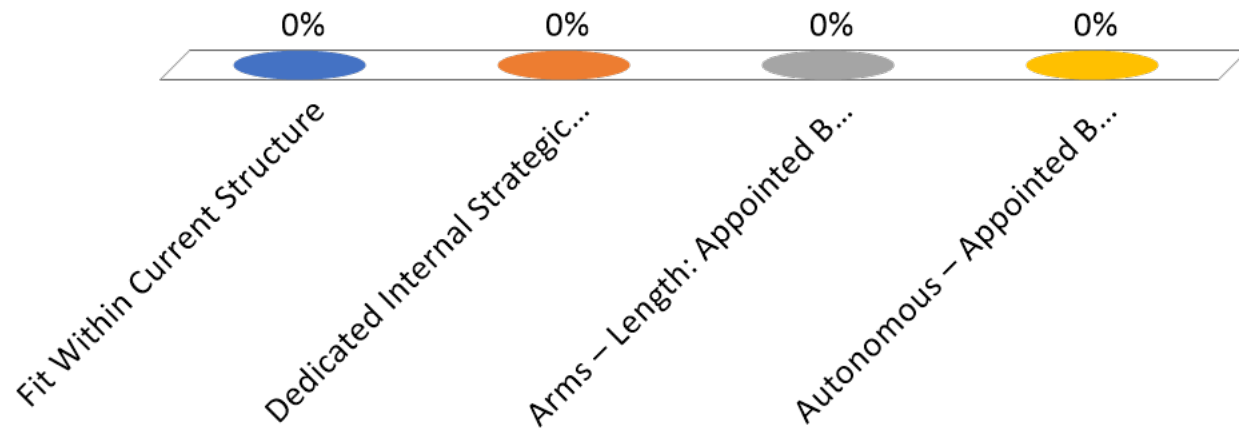
“In House MDC” –  
Dedicated Strategic  
Group

Arms Length –  
Municipally Appointed  
Board with Actions  
Approved by Council

Autonomous Entity –  
Municipally Appointed  
Board Operating Freely  
Within Established Mandate

# How autonomous should the MDC be from the City? (pick 1)

- A. Fit Within Current Structure
- B. Dedicated Internal Strategic Real Estate Task Force
- C. Arms – Length: Appointed Board with Actions Approved by Council
- D. Autonomous – Appointed Board Operating Within Established Mandate



# Discussion Question

In your opinion, which form of MDC would be most beneficial to realizing a project of this type and scale?



SOURCE: Cresa Toronto – Strategic Land Framework for Burlington (2016)

Which MDC structure would be most beneficial to a project similar to the AGB example? (pick 1)

- A. No MDC – Capable in Existing Structure & Development Capabilities
- B. Dedicated Internal Strategic Real Estate Task Force
- C. “In House MDC” – Dedicated Strategic Group
- D. MDC Lite – Land Preparation Only
- E. Full MDC- End to End Development Corporation

