

## Sheralee Mitchell-MacEwan

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**Subject:** FW: Request for Deferral and Public Engagement – Amendment to Development Agreement (427 Highway 214, Elmsdale)

**Importance:** High

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**From:** Lindsey Allain

**Sent:** April 23, 2025 11:11 AM

**To:** Eleanor Roulston <[eroulston@easthants.ca](mailto:eroulston@easthants.ca)>; Sandra Garden-Cole <[sgarden-cole@easthants.ca](mailto:sgarden-cole@easthants.ca)>; Norval Mitchell <[nmitchell@easthants.ca](mailto:nmitchell@easthants.ca)>; Eldon Hebb <[ehebb@easthants.ca](mailto:ehebb@easthants.ca)>; Carl MacPhee <[cmacphee@easthants.ca](mailto:cmacphee@easthants.ca)>; Keith Rhyno <[krhyno@easthants.ca](mailto:krhyno@easthants.ca)>; Craig Merriam <[cmerriam@easthants.ca](mailto:cmerriam@easthants.ca)>; Walter Tingley <[wtingley@easthants.ca](mailto:wtingley@easthants.ca)>; Michael Perry <[mperry@easthants.ca](mailto:mperry@easthants.ca)>; Elie Moussa <[emoussa@easthants.ca](mailto:emoussa@easthants.ca)>; Cecil Dixon <[cdixon@easthants.ca](mailto:cdixon@easthants.ca)>

**Cc:** Rachel Gilbert <[rgilbert@easthants.ca](mailto:rgilbert@easthants.ca)>; John Woodford <[jwoodford@easthants.ca](mailto:jwoodford@easthants.ca)>; Chrystal Fuller

**Subject:** Request for Deferral and Public Engagement – Amendment to Development Agreement (427 Highway 214, Elmsdale)

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Dear Members of the Council,

Please see the email below that we kindly request be presented to Council in relation to our formal application to amend the Development Agreement for the property located at 427 Highway 214, Elmsdale.

The project—a 24-unit mixed-use apartment building with ground-floor commercial space—was designed to align with the long-term vision outlined in the Municipal Planning Strategy. However, current economic realities have significantly impacted the viability of commercial leasing at this location.

Despite consistent and targeted marketing efforts, we have been unable to secure a commercial tenant. Since the agreement was signed, we have experienced considerable market shifts, including:

- A global pandemic that accelerated the move away from traditional retail and office spaces;
- Record levels of inflation and rising construction costs;
- Elevated interest rates and ongoing risk aversion tied to global trade instability;
- A post-pandemic business climate where tenants are consolidating rather than expanding.

The result is an environment in which commercial leasing is no longer viable for this location. Requiring commercial use under these conditions risks prolonged vacancy—an outcome that would neither benefit the development nor the surrounding community. Vacant storefronts undermine vibrancy, create negative perceptions, and may discourage future investment in the area.

With project completion anticipated in September 2025, we are requesting the flexibility to convert the ground-floor commercial space to residential use, in full or in part. This would allow us to meet critical housing needs, ensure full occupancy of the building, and support the success of the development.

Importantly, this request is not a rejection of the Planning Strategy's vision but a practical, market-responsive adjustment that can help facilitate the corridor's long-term success. Increasing residential density now will strengthen the foundation for future commercial activity by expanding the local customer base needed to attract and sustain businesses.

We remain committed to pursuing viable commercial tenancies and will continue those efforts. However, the option for residential conversion offers a responsible solution that supports the broader goals of both the project and the community.

To ensure community input is part of the process, we respectfully ask Council to defer its decision and allow for a Public Information Session. Hearing directly from residents will provide valuable context and help guide a well-informed, balanced decision.

Thank you for your time and consideration. We look forward to working collaboratively to support the continued growth and vitality of Elmsdale.

Sincerely,

Lindsey Allain

**ENQORE Developments Ltd.**

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