Agenda – Executive Policy Committee – November 18, 2025

Report – Standing Policy Committee on Property and Development – November 7, 2025

Item No. 4 Proposed Second Extension of the Transcona-West Joint Venture Agreement

STANDING COMMITTEE RECOMMENDATION:

On November 7, 2025, the Standing Policy Committee on Property and Development concurred in the recommendation of the Winnipeg Public Service and submitted the following to Council:

1. That the Transcona-West Joint Venture Agreement, dated January 25, 2005, between the City of Winnipeg and Genstar Development Company be extended to December 31, 2032.

2. That the City enter into, execute and deliver an Addendum to the Joint Venture Agreement with Genstar Development Company and such other agreements as determined necessary by the City Solicitor/Director of Legal Services to implement the intent of the foregoing (the "Ancillary Agreements").

3. That authority be delegated to the Chief Administrative Officer to negotiate and approve the terms and conditions of the Addendum to the Joint Venture Agreement and the Ancillary Agreements, in accordance with this report and such other terms and conditions deemed necessary by the City Solicitor/Director of Legal Services to protect the interests of the City.

4. That the Proper Officers of the City be authorized to do all things necessary to implement the intent of the foregoing.

Agenda – Executive Policy Committee – November 18, 2025

Report – Standing Policy Committee on Property and Development – November 7, 2025

DECISION MAKING HISTORY:

STANDING COMMITTEE RECOMMENDATION:

On November 7, 2025, the Standing Policy Committee on Property and Development concurred in the recommendation of the Winnipeg Public Service and submitted the matter to the Executive Policy Committee and Council.

ADMINISTRATIVE REPORT

Title: Proposed Second Extension of the Transcona-West Joint Venture Agreement

Critical Path: Standing Policy Committee on Property and Development – Executive Policy Committee - Council

AUTHORIZATION

Author	Department Head	CFO	CAO
G. Chappell (Acting)	H. Borys	N/A	J. Dunford

EXECUTIVE SUMMARY

The City of Winnipeg and Genstar Development Company entered into a Joint Venture Agreement on January 25, 2005. The Joint Venture developed lands within the Transcona-West Area totaling 258 acres. The Joint Venture has been very successful to date, with the final phase of development expected to be sold out in 2026.

The original Joint Venture Agreement included a termination date of December 31, 2020. In 2020, Council approved an extension of the termination date until December 31, 2025. Based on the amended agreement, the joint venture will terminate at year end.

It is recommended that the termination date of the Joint Venture Agreement be further extended to December 31, 2032. Although the land may be sold out by next year, servicing obligations and warranties extend past full build-out.

The Public Service supports an extension of the Joint Venture Agreement until December 31, 2032.

RECOMMENDATIONS

1. That the Transcona-West Joint Venture Agreement, dated January 25, 2005, between the City of Winnipeg and Genstar Development Company be extended to December 31, 2032.

2. That the City enter into, execute and deliver an Addendum to the Joint Venture Agreement with Genstar Development Company and such other agreements as determined necessary by the City Solicitor/Director of Legal Services to implement the intent of the foregoing (the “Ancillary Agreements”).

3. That authority be delegated to the Chief Administrative Officer to negotiate and approve the terms and conditions of the Addendum to the Joint Venture Agreement and the

Ancillary Agreements, in accordance with this report and such other terms and conditions deemed necessary by the City Solicitor/Director of Legal Services to protect the interests of the City.

4. That the Proper Officers of the City be authorized to do all things necessary to implement the intent of the foregoing.

REASON FOR THE REPORT

The authority to amend the Transcona-West Joint Venture Agreement has not been delegated by Council and therefore Council approval is required for an extension.

IMPLICATIONS OF THE RECOMMENDATIONS

There are no regulatory, operational, human resources or other implications associated with this report.

Genstar is the managing partner of the Joint Venture and ultimately decides the timing of development, servicing and pricing. If the recommendations are approved, it will ensure the joint venture ends once all land is sold and all obligations are met.

HISTORY/DISCUSSION

On July 23, 2003, the Public Service received a proposal from Genstar Development Company ("Genstar"), for the creation of a Joint Venture between Genstar and the City for the purpose of developing and marketing City and Genstar owned lands within the Transcona-West Area of the East Kildonan-Transcona Community. In total, the Joint Venture included 258 acres under development.

On December 15, 2004, Council approved the Transcona-West Joint Venture with Genstar. The agreement was finalized on January 25, 2005.

Since 2005, the Joint Venture has provided a favourable return for the City based on its share of cash distributions totaling $25 million; well in excess of the original estimate of $6.175 million. The City expects additional distributions prior to full build-out.

The joint venture maintains a small inventory of land remaining to be sold, all of which is expected to be sold by the end of 2026. Based on the current amended wording of the Joint Venture Agreement, the Agreement will terminate when one of the following events occurs:

a) Ninety days after the disposition of all of the Lands; or
b) By written agreement of Genstar and the City, for whatever reason; or
c) On December 31, 2025, or such later date that is mutually acceptable to Genstar and the City; or
d) Genstar, after making application for rezoning and subdivision of any part of the Lands or a Phase thereof, determines the conditions of development imposed by the approving

authority of the City are such that in Genstar's opinion the financial return does not justify proceeding with further development of the Lands.

Without a further extension, the Agreement will end before all lot sales have been completed and/or servicing obligations and warranties have been satisfied.

By amending clause c) it will ensure the Joint Venture is terminated at the appropriate time. Clause b) may be invoked prior to December 31, 2032, should the conditions warrant.

The Public Service supports an extension of the Joint Venture Agreement until December 31, 2032.

FINANCIAL IMPACT

Financial Impact Statement

Date: October 6, 2025

Project Name:

Proposed Second Extension of the Transcona-West Joint Venture Agreement

COMMENTS:

Information on future distributions will not be available until the land is closer to development, though distributions are expected to exceed land value based on the historical performance. As such, for the purposes of this report, there are no direct financial implications associated with the recommendations contained herein.

Beth Anema on behalf of Mike McGinn on October 6, 2025

Mike McGinn, CPA, CA
Manager of Finance

CONSULTATION

This Report has been prepared in consultation with:

- Legal Services (as to legal issues)

OURWINNIPEG POLICY ALIGNMENT

3.2 Strategic Enterprise Supports
Incorporate municipal asset investment and divestment criteria into decision-making that promotes sustainable economic growth, through the evaluation of long-term economic impact and community return on investment.

WINNIPEG CLIMATE ACTION PLAN ALIGNMENT

7.2 Increase and Preserve Tree Canopy
7.3 Preserve and Manage Parks and Natural Areas to Support Climate Change Mitigation

WINNIPEG POVERTY REDUCTION STRATEGY ALIGNMENT

Consideration was given as to whether this report connects to any of the specific Goals and Objectives in the Poverty Reduction Strategy (PRS), as well as the corresponding 2021-2023 Implementation Plan. It was determined that the Strategy is not applicable to this specific report.

SUBMITTED BY

Department: Planning, Property and Development
Division: Real Estate and Land Development
Prepared by: Gord Chappell
Date: October 7, 2025
File No: 8013 V6