Minutes – Executive Policy Committee – December 9, 2025

Report – Standing Policy Committee on Property and Development – December 4, 2025

Item No. 10 2026 Review of the Development Agreement Parameters Land Values

EXECUTIVE POLICY COMMITTEE RECOMMENDATION:

The Executive Policy Committee concurred in the recommendation of the Standing Policy Committee on Property and Development and submitted the following to Council:

1. That the 2026 Land Values for the Development Agreement Parameters be approved at the following rates:

    A. $82,500 per acre for Employment Lands

    B. $45,000 per acre for Rural Agricultural

    C. $177,000 per acre for "All Others"

    D. $8,000 minimum cash-in-lieu fee for applications less than 20,000 square feet

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

Report – Standing Policy Committee on Property and Development – December 4, 2025

DECISION MAKING HISTORY:

Moved by Councillor Browaty,

That Rule 10(3) of The Procedure By-law No. 50/2007 be suspended in order that the following item, which was received less than four business days preceding the committee meeting, be considered by Committee.

Carried

Moved by Councillor Duncan,

That the recommendation of the Standing Policy Committee on Property and Development be concurred in and forwarded to Council.

Carried

Councillor Eadie was absent from the vote on the above motion.

STANDING COMMITTEE RECOMMENDATION:

On December 4, 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: 2026 Review of the Development Agreement Parameters Land Values

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

AUTHORIZATION

Author	Department Head	CFO	CAO
G. Chappell (Acting)	H. Borys	T. Graham	J. Dunford

EXECUTIVE SUMMARY

On May 30, 2023, Council approved guidelines to reimburse Developers when the City obtains land to provide local infrastructure. The amount of money that is paid to the Developer is set by the City every year. This amount is set on what the land is worth now and what it could be in the future.

The value of the land is also used to determine cash in lieu of land dedication. As a result, the cost to obtain land for City purposes or the compensation received for dedication purposes will be consistent.

An internal report was completed which estimates how much the land is worth. This is based on the different land uses. The Public Service recommends that the 2026 Land Values be as follows:

- $82,500 per acre for Employment Lands
- $45,000 per acre for Rural Agricultural
- $177,000 per acre for ‘All Others’

The above Land Value rates have remained consistent from 2025.

To figure out cash-in-lieu of land dedication, a minimum rate of $8,000 will be applicable to all applications less than 20,000 square feet in size.

The Urban Development Institute (“UDI”) was notified of the land values. The implication of the land values with respect to cash-in-lieu of land dedication was also shared.

RECOMMENDATIONS

1. That the 2026 Land Values for the Development Agreement Parameters be approved at the following rates:

- $82,500 per acre for Employment Lands
- $45,000 per acre for Rural Agricultural
- $177,000 per acre for “All Others”
- $8,000 minimum cash-in-lieu fee for applications less than 20,000 square feet

2. 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

Pursuant to the Land Value definition within the Development Agreement Parameters adopted by Council on May 30, 2023, the value of raw land which has imminent development potential is to be appraised annually by the City of Winnipeg.

IMPLICATIONS OF THE RECOMMENDATIONS

The City’s cost to acquire land through development applications (e.g. DASZ, DAS, etc.) for regional infrastructure will remain consistent to that from the previous year.

If the recommendations are approved:

- The City’s land acquisition cost will be equal to the payment the City receives for dedication; and
- The cash-in-lieu dedication collection process will be consistent and transparent.

HISTORY/DISCUSSION

On May 30, 2023, Council adopted the Development Agreement Parameters. The Parameters require an annual update of the Land Values, which is used for developer reimbursement and the calculation of cash-in-lieu of land dedication.

The rationale for applying Land Values to both acquisitions and collections is an effort to draw a connection between related values. If the City needs to pay $177,000 per acre to acquire land for a regional right-of-way, the City should also collect an equivalent amount when cash-in-lieu is paid. The Land Values become a transparent figure to all parties involved.

The proposed 2026 Land Values are the same as they were in 2025, except for an increase to the minimum rate based on inflation. There are a limited number of new sales for each of the three land designations. Therefore, there isn’t enough market evidence to support a change to the market land values from 2025.

FINANCIAL IMPACT

Financial Impact Statement

Date: October 1, 2025

Project Name:

2026 Review of the Development Agreement Parameters Land Values

COMMENTS:

There are no direct financial implications associated with the recommendations contained in this report.

Mike McGinn Oct. 1, 2025
Mike McGinn, CPA, CA
Manager of Finance

CONSULTATION

This Report has been prepared in consultation with: N/A

OURWINNIPEG POLICY ALIGNMENT

Within Complete Communities 2.0:

VISION
The City will integrate land use and infrastructure planning with capital budgeting to achieve long term financial sustainability.

Goal 3

3.0 Ensure growth is fiscally sustainable.

Development Agreement Parameters

3.2 Establish guidelines in the form of Development Agreement Parameters to outline the fair and equitable sharing of costs for servicing, subdivision, and development of land.

3.2.1 Address infrastructure and servicing elements that fall outside the limits of a proposed subdivision or development proposal that are triggered by the proposed development.

3.2.2 Outline the conditions to be included in development agreements.

3.2.3 (A) Update and amend the Development Agreement Parameters in collaboration with the development industry stakeholders.

3.2.4 Base updates to the Development Agreement Parameters on the principles identified in Goal 1.

WINNIPEG CLIMATE ACTION PLAN ALIGNMENT

Consideration was given as to whether this report connects to any of the Strategic Opportunities and Key Directions in the Climate Action Plan and it was determined that the Plan is not applicable to this specific report.

WINNIPEG POVERTY REDUCTION STRATEGY ALIGNMENT

Consideration was given to whether this report aligns with any specific Goals and Objectives of the Poverty Reduction Strategy Implementation Plan (2024 – 2027). It was determined that the Strategy does not apply to this report.

SUBMITTED BY

Department: Planning, Property & Development
Division: Real Estate and Land Development
Prepared by: Keerath Bal, Senior Appraiser
Date: October 8, 2025
File No: 5000/26 - B V4