

REPORT

# Hospital Area Plan Commercial and Residential Market Assessment

City of Nanaimo

Prepared By:  
Colliers International Consulting  
Prepared For:  
City of Nanaimo





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July 20, 2017

Dear Brian,

**Re: Hospital Area Plan Commercial and Residential Market Assessment**

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Please find enclosed Colliers International Consulting's revised report which reviews the residential, retail, and office market in the Nanaimo Regional General Hospital area to inform the development of the Hospital Area Plan.

If you have any questions, please contact us at the phone number or email address below.

Sincerely,

COLLIERS INTERNATIONAL CONSULTING

A handwritten signature in black ink, appearing to read "James Smerdon".

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# Notice

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# Introduction

## Study Objectives

Colliers International Consulting was retained by the City of Nanaimo to review the residential, retail, and medical office market within the Nanaimo Regional General Hospital area to assist in the formation of the Hospital Area Plan (HAP).

This study examines the following:

- › Multi-family residential market review and demand forecast within the HAP boundary over the next 15 years.
- › Medical office market review and demand forecast within the HAP boundary over the next 15 years.
- › Retail market review and demand forecast within the HAP boundary over the next 15 years.

## Methodology & Limitations

This report uses a large array of information including Statistics Canada and BC Statistics data, Urban Futures compiled data, BC Assessment data, Vancouver Island Health Authority (VIHA) data, and MLS data. The methodology for the three forecasts mentioned previously are provided below:

**Multi-Family Residential Forecast:** Historical housing market conditions, land use constraints within the HAP boundary, and development applications were analyzed to estimate the range of new units that could be accommodated within the area over the next 15 years.

**Medical Office Forecast:** 2013 Urban Futures projections of health-related employment in the Hospital/Townsite traffic superzone and data from the Vancouver Island Health Authority regarding the number of employees located within Nanaimo Regional General Hospital were used to project the overall demand for health-related office space within the HAP.

**Retail Demand Forecast:** Retail floor area demand was projected by applying market-appropriate capture rates and productivity (sales per square foot) rates to the estimated trade area expenditures. Expenditure data was sourced from Statistics Canada and Environics Analytics.

This study relies on data from several secondary sources including previous consulting studies, Statistics Canada data, and BC Statistics data. The quality of the assumptions made in the background data therefore place limitations on the study's projections. Colliers has taken care to ensure that assumptions are based on up-to-date and reliable market knowledge. However, should market conditions change significantly, the study's conclusions should be reexamined.

# Executive Summary

Colliers International Consulting has assessed the retail, multi-family residential, and medical office land use market within the Hospital Area Plan and local service area to generate a better understanding of how the Hospital Area Plan should accommodate forecasted demand among each asset class. The following findings arose from the study:

## Residential Market Review

- › The plan area is becoming increasingly desirable with its central location and the increased focus on infill development due to the lack of available building sites in areas like North Nanaimo.
- › Colliers has identified 9 acres of vacant land zoned for development located on Dufferin Crescent between Bowen Road and Boundary Road. These lands could support over 400 units of apartments based on current zoning. It is believed that these units could be built out over the next 4 to 10 years.
- › Based on an analysis of the residential market, current developments, and the zoned vacant development land in the plan area, it is estimated that there could be in the range of 650 new units delivered to the area over the next 10 years, with the pace of development slowing down to 5-10 units per year over the following 5 years

Estimated Future Housing Growth within Hospital Area	Properties	Total Units	Comments
Short Term (0-3 Years)	1680 Townsite Rd, 1800 Summerhill Pl, 1805 Summerhill Pl, 1825 Summerhill Pl	238	4 development projects.
Medium (4-10 Years)	1685 Dufferin Cr, 1680 Dufferin Cr, 1715 Dufferin Cr, 1740 Dufferin Cr	400-500	4 parcels of vacant development land.
Long Term (10-15 Years)		50-100	Assumption of ongoing infill redevelopment of older commercial and residential properties at 10-20 units per year.
<b>Total Unit Creation</b>		<b>688-838</b>	

## Medical Office Market Review

- › Growing levels of health-related jobs in Nanaimo and an aging population base are expected to support increasing demand for medical office space, particularly near Nanaimo Regional General Hospital which acts as an anchor in terms of medical services.
- › This potential demand has already been demonstrated as the recently constructed 30,000 square foot Millstone Medical Building was quickly filled with health-related tenants, and a new five-storey medical office building at 1515 Dufferin Crescent was recently approved for development.
- › It is estimated that the plan area could currently support an additional 23,000 square feet of medical office space.
- › Over the next 15 years, if the proposed building at 1515 Dufferin Crescent is completed, the plan area has the potential to support up to an additional 17,000 square feet of medical office space.

Office Employment Estimates	2017	Additional by 2032	2032
Projected Health Related Employment within Hospital/Townsite Traffic Superzone	3,930	924	4,854
NRGH Employees	2,715	438	3,153
Other Health Related Employees	1,215	485	1,701
Ratio of Medical Services Related Employees / Total Health Related Employees	43%	43%	43%
Total Medical Services Related Employees	519	208	727
Medical Office Floorspace per Employee	207	207	207
Potential Supportable Medical Office Floorspace	107,534	42,956	150,491
Percentage of Floorspace Located Within HAP Boundary	55%	55%	55%
<b>Total Warranted Floor Area (sf)</b>	<b>59,144</b>	<b>23,626</b>	<b>82,770</b>
Estimated Medical Office Building Supply (sf)	36,000	30,000	66,000
<b>Estimated Additional Supportable Floor Area (sf)</b>	<b>23,144</b>		<b>16,770</b>

## Retail Market Review

- › Based on retail expenditure profiles and market capture rates, the plan area has the potential to currently support approximately 4,000 square feet of additional retail floorspace.
- › It is expected that by 2032, the plan area has the potential to support up to 10,000 square feet of retail space in addition to the upcoming 3,300 square feet of retail supply in the proposed medical office building at 1515 Dufferin Crescent.
- › Retail land uses in the HAP should be concentrated in areas within a 3-minute walk from the hospital.

Total Floor Area Support by Category (sf)	2017 (sf)	Additional 2017-2032 (sf)	2032 (sf)
Major Retail Category			
Furniture and home furnishings stores [442]	0	0	0
Electronics and appliance stores [443]	0	0	0
Building material and garden equipment and supplies dealers [444]	0	0	0
Food and beverage stores [445]			
Grocery stores [4451]			
Supermarkets and other grocery (except convenience) stores [44511]	2,820	1,602	4,422
Convenience stores [44512]	599	340	939
Specialty food stores [4452]	565	320	885
Beer, wine and liquor stores [4453]	1,658	940	2,598
Health and personal care stores [446]	3,135	1,775	4,910
Clothing and clothing accessories stores [448]	0	0	0
Sporting goods, hobby, book and music stores [451]	0	0	0
General merchandise stores [452]	1,936	1,097	3,033
Miscellaneous store retailers [453]	455	258	713
Food and Beverage Establishments	3,292	1,862	5,154
<b>FLOOR AREA SUPPORTED BY TRADE AREA RESIDENTS</b>	<b>14,461</b>	<b>8,195</b>	<b>22,656</b>
Total Floor Area Demand Generated by NRGH Daytime Population (3-min walk)	2,321	1,085	3,406
Retail / Services Floor Area Demand Generated by NRGH Daytime Population (3-min walk)	1,055	493	1,548
Food / Beverage Floor Area Demand Generated by NRGH Daytime Population (3-min walk)	1,266	592	1,858
<b>TOTAL FLOOR AREA SUPPORTED BY TRADE AREA RESIDENTS AND DAYTIME POPULATION</b>	<b>16,782</b>	<b>9,280</b>	<b>26,062</b>
Estimated Retail Supply Near NRGH (sf)	12,655	3,320	15,975
<b>Estimated Additional Supportable Retail Floor Area (sf)</b>	<b>4,127</b>		<b>10,087</b>



# 1 | Area Overview

## Hospital Area Plan

The City of Nanaimo's Hospital Area Plan (HAP) covers 124.4 hectares (307 acres), located approximately 10 minutes north of Downtown Nanaimo and 5 minutes southwest of Departure Bay Terminal. The plan area is bound by Meredith Road to the north, Waddington Road to the east, Townsite Road to the south, and Bowen Road to the west. Aside from Nanaimo Regional General Hospital and additional health services, detached single family homes are the predominant land use within the HAP boundary. Other uses include schools, senior housing, higher density residential, offices, and limited convenience oriented retail offerings.

Hospital Area Plan Boundary



## 2 | Residential Market Review

### Market Introduction

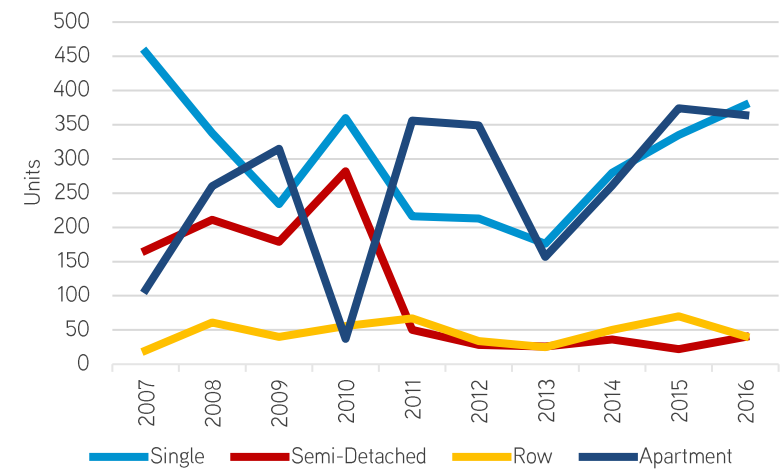
Over the past decade, housing starts in the City of Nanaimo have averaged 707 units per year. Approximately 2/3 of the starts are for ownership and 1/3 are for rental.

While the market has traditionally been considered more single-family in nature, apartment construction has been increasing. Over the past decade, 42% of starts were for single-detached homes, while 37% were for apartment homes.

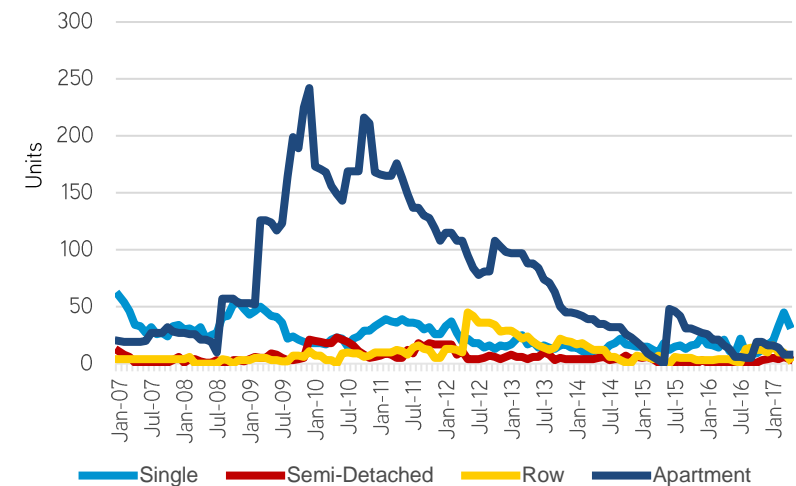
There are currently very low levels of standing inventory throughout the Greater Nanaimo CMA. CMHC statistics indicate that the amount of unsold apartment units peaked in December 2009 at 242 units but were continually drawn down until 2015 and have been at low levels since then.

Of the 50 units of unsold inventory in April, 34 units were for single-detached homes, only 8 were for apartments, and none were located in the Hospital Area Plan.

City of Nanaimo - Housing starts by type



Nanaimo CMA - Standing inventory levels



## Rental vs. Ownership

The majority of all rental starts have been for apartment style units. Rental apartment unit starts include those in purpose built rental apartments (primary rental market) and secondary suites in new detached housing construction (secondary rental market).

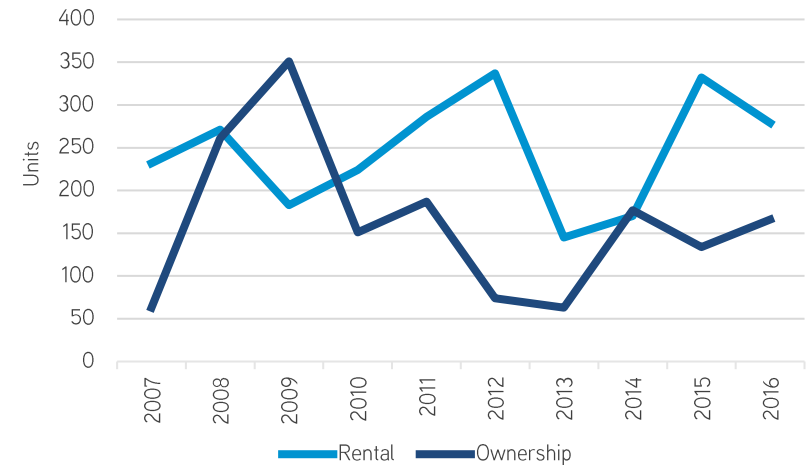
From 2011 to 2016, there were a total of 1,544 apartment rental starts. 966 of these units were in buildings with 5 or less units (assumed to be secondary suites) and 578 were in buildings with 6 or more units (assumed to be rental apartment complexes). A portion of the rental apartments are non-market with subsidized rents offered.

## Rental Market Conditions

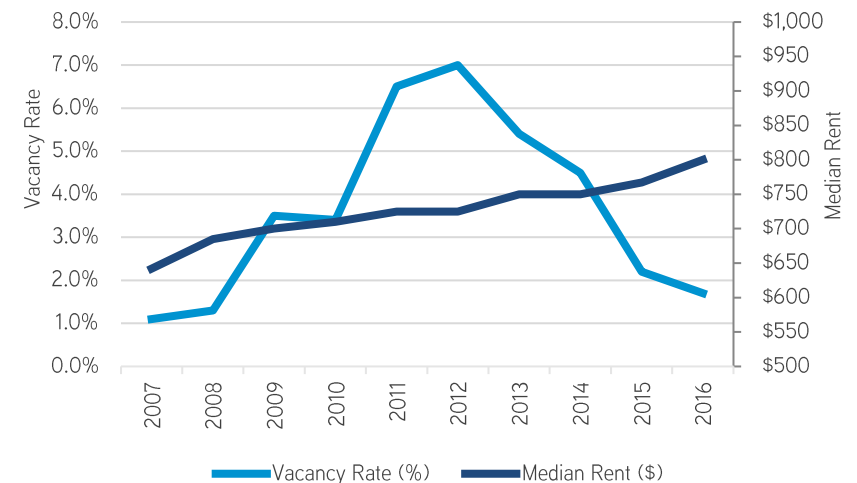
The City of Nanaimo has 3,843 units of rental stock in the primary rental market with 3,607 of the units being in apartment form. The stock of units in the primary rental market has only increased by 227 units over the past decade. Approximately 350-400 units of new rental apartments have been built during this time which suggests that some existing stock was lost to redevelopment.

Vacancy rates in the market have been declining since 2012 and now average 1.7% for the entire market and only 0.9% in the Centre Area. The median rent in the market is \$800 which has increased by \$158 since 2007.

City of Nanaimo - Multi Family Starts by Tenure



City of Nanaimo - Vacancy rate and rents



## Nanaimo Centre Area

The Hospital Area Plan is located within the Centre Area of Nanaimo. CMHC statistics for this area indicate that since 2010, 17% of all starts in Nanaimo have occurred in this area but more importantly, 31% of all apartment starts have occurred there.

## MLS Conditions and Buyer Profile

Nanaimo's MLS market statistics indicate that the market is currently experiencing heightened levels of demand. This has resulted in rapidly escalating pricing, increased MLS sales, and a decreased inventory of homes available to purchase.

### Key single-detached findings include:

- › December 2016 benchmark price was \$429,000, up from \$356,400 one year previous and up from \$333,600 five years previous.

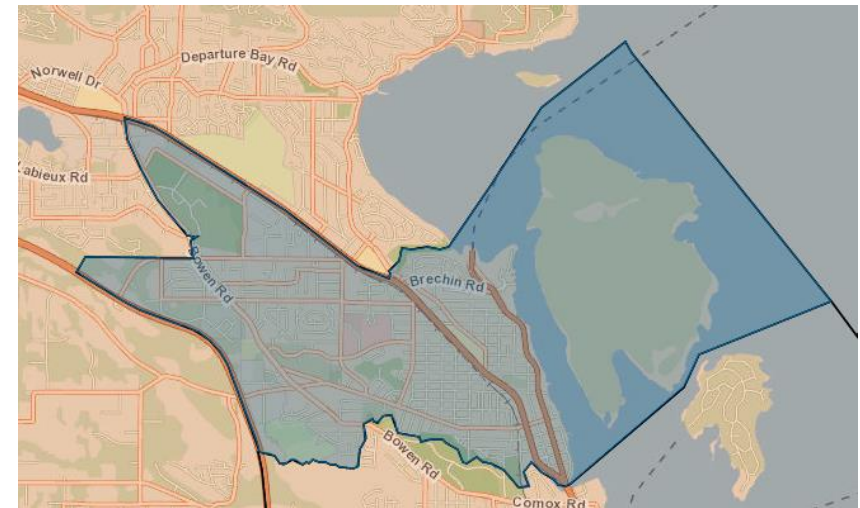
### Key apartment findings include:

- › December 2016 benchmark price was \$245,100, up from \$214,200 one year previous and up from \$188,100 five years previous.
- › 2016 median sale price was \$223,841, up 6% from 2015.
- › 418 sales in 2016, up 49% from 2015.
- › Sell/List ratio was 90% up from 65%.
- › Units listed were 462, up 7% from 2015.

## Buyer Profile

The Vancouver Island Real Estate Board (VIREB) conducts a voluntary survey of MLS purchasers annually. Key findings from the Nanaimo market include:

- › 48% of buyers were new to the community, majority originated from Vancouver, elsewhere on Vancouver Island or Alberta.
- › 81% were purchasing as principal residence



Nanaimo MLS Market Statistics				
	Single Family	Apartment	Patio Home	Townhouse
Units Listed	2,142	462	81	335
Sales	1,699	418	76	285
Sell/List Ratio	79%	90%	94%	85%
Median Sales Price	\$415,000	\$223,841	\$315,000	\$266,800



## Summary of Upcoming Supply

### New Condominium Projects

- › Units under construction – 120
- › Pricing for Recently Completed Product:
  - One Bedrooms: \$200,000 - \$230,000
  - Two Bedrooms: \$250,000 - \$300,000

### New Rental Apartment Projects

- › Units under construction – 237
- › Pricing for Recently Completed Product:
  - Studios: \$900
  - One Bedrooms: \$1,100 - \$1,350
  - Two Bedrooms: \$1,600 - \$1,750
  - Three Bedrooms: \$1,900 - \$2,000

### New Townhome Projects

- › Units under construction – 12 semi-detached and 50 row
- › Pricing for Recently Completed Product:
  - Two Bedrooms - \$300,000 - \$550,000
  - Three Bedrooms - \$400,000 - \$600,000





## Expected future housing growth in Hospital Area

Since 2010, 17% of all housing and 31% of all apartment starts have occurred in this area. Much of the demand for new housing in Nanaimo has traditionally been more suburban in nature, but given the lack of available building sites in areas like North Nanaimo there has been an increased focus on infill development in areas like the Hospital Area..

### Current Developments

This area is becoming increasingly desirable for redevelopment given its central location in Nanaimo. The City has indicated that there are currently 226 units of apartments and 12 townhomes currently under construction or with applications for development. These are expected to be completed within the next 0 to 3 years.

### Vacant Zoned Development Land

Colliers has identified approximately 9 acres of vacant land zoned for development located on Dufferin Crescent between Bowen Road and Boundary Road. These lands could support over 400 units of apartments based on current zoning. It is believed that these units could be built out over the next 4 to 10 years.

Based on the analysis of the current developments and the zoned vacant development land, there could be in the range of 650 new units delivered to this area over the next 10 years. It is expected that there will be additional infill development occurring at a much lower scale that may be in the range of 5 to 10 units per year over the remainder of the 15-year analysis.

Estimated Future Housing Growth within Hospital Area	Properties	Total Units	Comments
Short Term (0-3 Years)	1680 Townsite Rd, 1800 Summerhill Pl, 1805 Summerhill Pl, 1825 Summerhill Pl	238	4 development projects.
Medium (4-10 Years)	1685 Dufferin Cr, 1680 Dufferin Cr, 1715 Dufferin Cr, 1740 Dufferin Cr	400-500	4 parcels of vacant development land.
Long Term (10-15 Years)		50-100	Assumption of ongoing infill redevelopment of older commercial and residential properties at 10-20 units per year.
<b>Total Unit Creation</b>		<b>688-838</b>	

### 3 | Medical Office Market Review

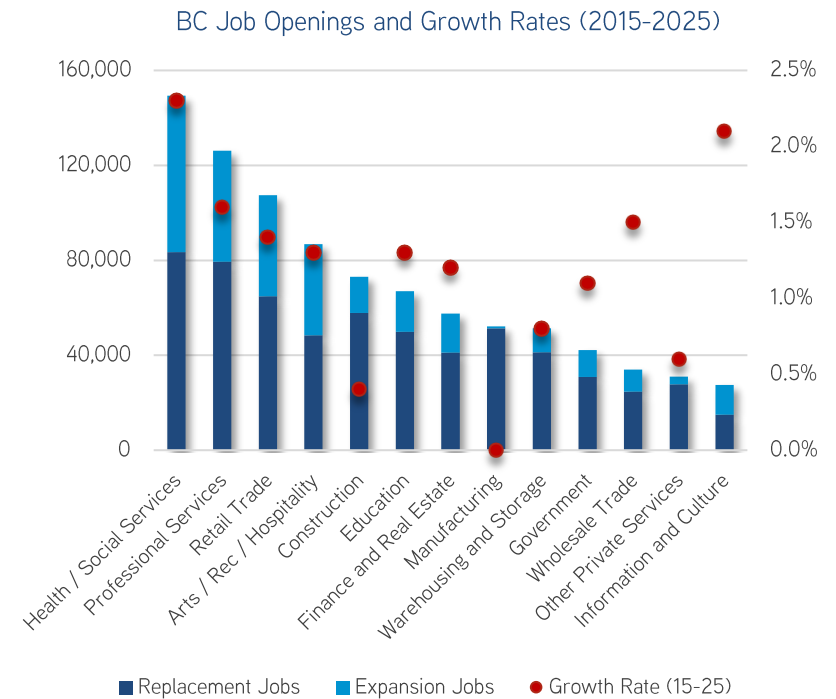
#### Market Overview

The demand for medical office buildings nationwide has been increasing in recent years. This trend is expected to continue due to the country's growing population, particularly that of health-conscious senior citizens. Generally, senior citizens visit their doctors twice as often as the national average, and the result has been a sharp rise in the demand for health care services.

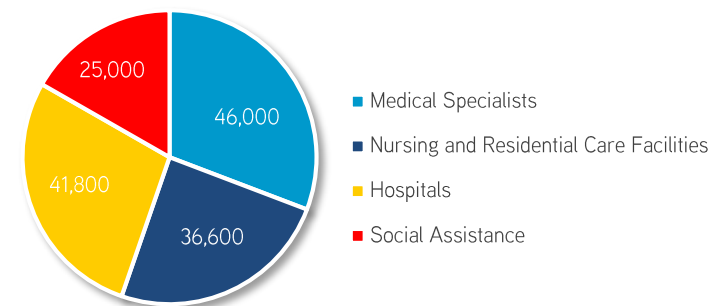
In British Columbia, BC Stats has projected that over the next 10 years the fastest growing employment sector will be in health and social services. Within this employment sector it is projected that a significant amount of jobs will be in ambulatory health care services (medical specialists such as doctors and dentists) and residential care facilities.

Increasing health related employment figures have resulted in a widespread growing demand for medical office buildings, a traditionally under-appreciated asset class. Numerous examples demonstrate this increasing demand throughout British Columbia, with the Surrey Memorial Hospital area being a prime example. Recently, a 150,000 square foot office building adjacent to the hospital was quickly filled up with medical professionals, and another new 150,000 square foot office building currently under construction is already 70% occupied.

Medical office buildings are considered to be stable and relatively recession-resistant investments, particularly because the provincial and federal governments directly fund the majority of their tenants. As baby boomers age, the supply of health care services is fast becoming a top governmental priority, suggesting available funding in the years to come. In response to this, many medical professionals prefer to own rather than lease their office space.



BC Health Related Job Opening (2015-2025)

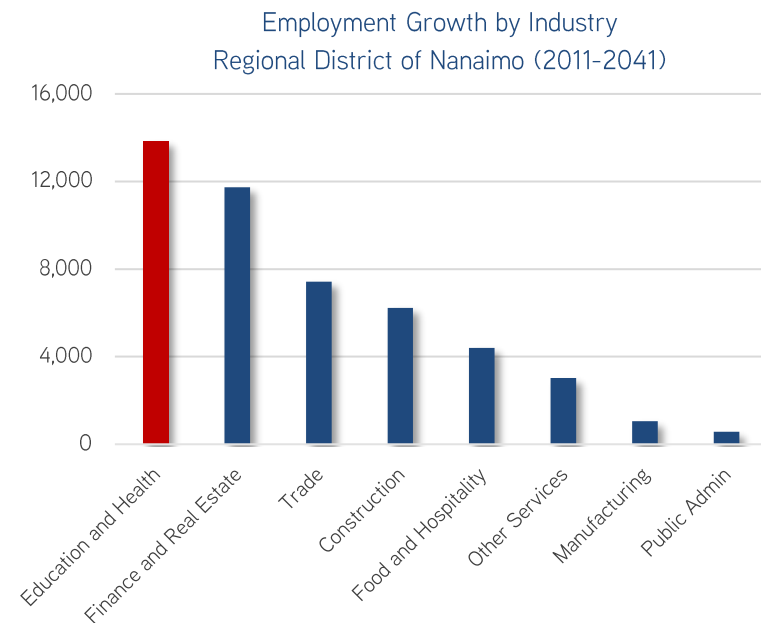
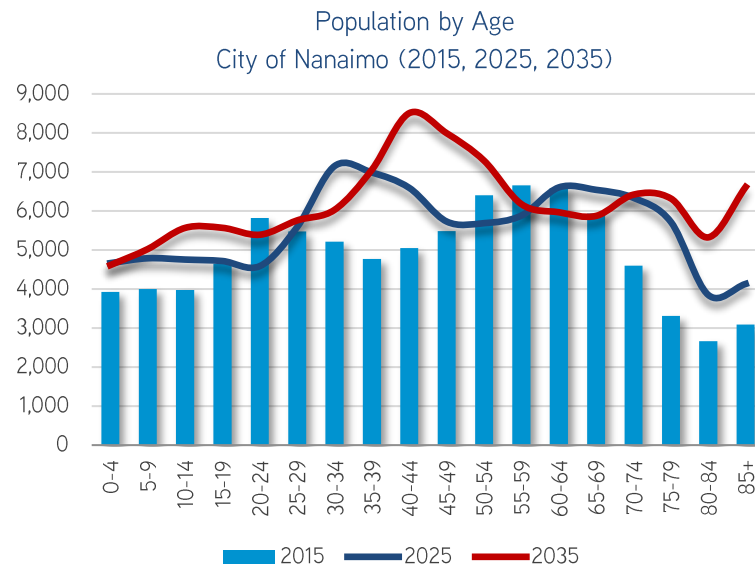


Source: Urban Futures Population, Housing, and Employment Projections (2013)

## City of Nanaimo

The City of Nanaimo is no different than the rest of the province, with an aging population spurring the growth of the health industry. It is projected that by 2035, the city's population will be concentrated within the 40-44, 70-79, and 85+ age groups. Urban Futures has projected that by 2041 there will be an additional 13,844 health related jobs created in the City of Nanaimo.

Within the hospital area, it is estimated that there will be approximately 5,465 health-related jobs by 2041. This suggests that there is the potential for the development of new office space, particularly near the Nanaimo Regional General Hospital which acts as demand anchor for adjacent medical services. As outlined on the following page, this potential demand has already been demonstrated as the recently constructed 30,000 sf Millstone Medical Building was quickly filled with health-related tenants, and a new five-storey medical office building at 1515 Dufferin Crescent was recently approved for development.

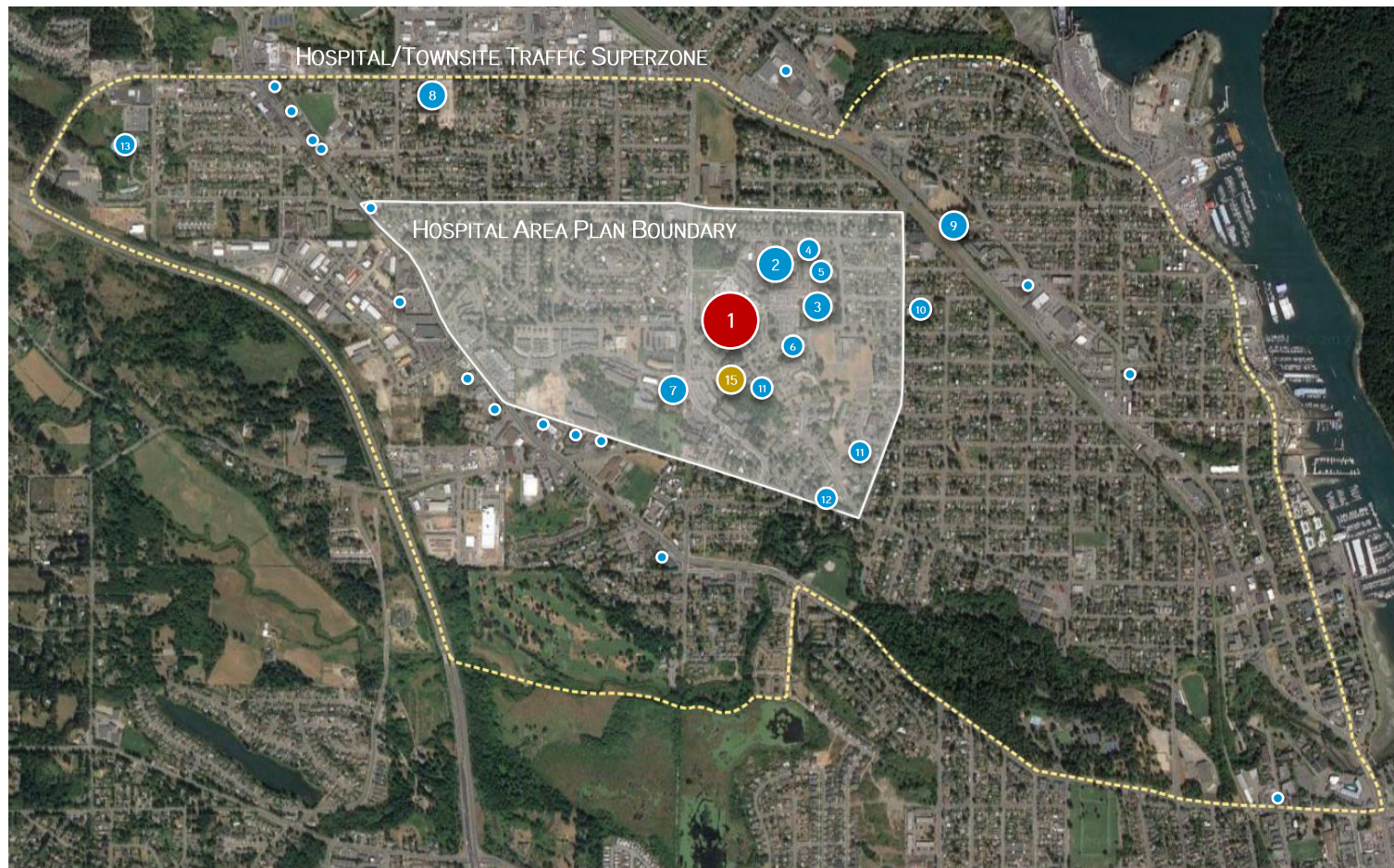


Sources: BC Statistics, Urban Futures Projections of Population, Housing, and Employment (2013)



## Hospital Area Supply

The map below outlines the supply of medical office space and related services located within the Hospital/Townsite Traffic Superzone. The supply within this region was analyzed as it coincides with the long-term health employment projections completed by Urban Futures in 2013, as outlined in the demand analysis on the following page. The majority of medical services related floorspace is located in and around Nanaimo Regional General hospital. This includes Kiwanis Lodge, Dufferin Place, Nanaimo Child Development Centre, Nanaimo Public Health Unit, Harbour City Health Centre, and the 30,000 square-foot Millstone Medical Building. There is also a proposed 5 storey medical office building located at 1515 Dufferin Crescent (~30,000 sf) that was recently approved for development. Outside of the HAP boundary, medical office supply is primarily composed of standalone doctor and dentist offices.



Ref.	Description
1	Nanaimo Regional General Hospital
2	Kiwanis Lodge
3	Dufferin Place
4	Nanaimo Child Development Centre
5	Nanaimo Public Health Unit
6	Harbour City Health Centre
7	Millstone Medical Building
8	Eden Garden
9	Bayview Medical Clinic
10	Anchor Family Medicine
11	Nanaimo Community Hospice Society
12	Nanaimo Family Life Association
13	Edgewood Health Network
14	Woodgrove Seniors Housing Society
15	Proposed 5 storey medical office building
Other	Individual doctors, dentists, and related offices

## Demand Forecast

As outlined in the table on the following page, in forecasting the demand for medical office floorspace within the plan area Colliers has used the health-related employment projections created by Urban Futures for the City of Nanaimo in the 2013 report entitled 'Future Trends in Population, Housing, and Employment'. The forecast also relies on VIHA provided data regarding the total number of employees located within Nanaimo Regional General Hospital and upcoming hospital expansion plans.

As outlined in the table below, Urban Futures projects that the number of health-related jobs within the Hospital/Townsite Traffic Superzone will increase from 3,930 in 2017 to 4,854 in 2032 (annual rate of 1.02%). It is estimated that currently approximately 2,715 of these jobs are associated with Nanaimo Regional General Hospital and its upcoming expansion plans will add room for an additional 438 jobs by 2032. Provincial averages provided from BC Stats suggest that approximately 43% of total health related employees are medical specialists, the tenant type most likely to occupy medical office buildings. This indicates that there are roughly 519 medical specialist related jobs located outside of the hospital within the Hospital/Townsite superzone with an additional 208 jobs in this area by 2032.

According to industry averages provided by the US Green Building Council and discussions with relevant stakeholders, the average density level for medical office space is approximately 207 square feet per full-time worker. Using this density level, the potential medical office floorspace warranted by the estimated number of medical specialist jobs outside of the hospital could be up to approximately 108,000 square feet, growing by up to 43,000 square feet by 2032.

Due to land use constraints and the amount of current health-related office supply outside of the HAP boundary, it is estimated that approximately 55% of the potential medical office related floorspace could be supported within the HAP boundary. Under this assumption the HAP could currently support approximately 59,000 square feet of medical office space, growing by 24,000 square feet by 2032.

There is approximately 36,000 square feet of medical office space within the plan area, suggesting current support of an additional 23,000 square feet of office space. By 2032, if the proposed ~30,000 sf medical office building at 1515 Dufferin Crescent is completed, there may be additional demand for up to 17,000 square feet of medical office space.



## Medical Office Floorspace Demand Model

Office Employment Estimates	2017	Additional by 2032	2032
Projected Health Related Employment within Hospital/Townsite Traffic Superzone <sup>1</sup>	3,930	924	4,854
NRGH Employees <sup>2</sup>	2,715	438	3,153
Other Health Related Employees	1,215	485	1,701
Ratio of Medical Services Related Employees / Total Health Related Employees <sup>3</sup>	43%	43%	43%
Total Medical Services Related Employees	519	208	727
Medical Office Floorspace per Employee <sup>4</sup>	207	207	207
Potential Supportable Medical Office Floorspace	107,534	42,956	150,491
Percentage of Floorspace Located Within HAP Boundary <sup>5</sup>	55%	55%	55%
<b>Total Warranted Floor Area (sf)</b>	<b>59,144</b>	<b>23,626</b>	<b>82,770</b>
Estimated Medical Office Building Supply (sf)	36,000	30,000 <sup>6</sup>	66,000
<b>Estimated Additional Supportable Floor Area (sf)</b>	<b>23,144</b>		<b>16,770</b>

<sup>1</sup>Employment projections provided by Urban Futures.

<sup>2</sup>Based on previous NRGH employment numbers provided by VIHA and an analysis of upcoming expansion plans.

<sup>3</sup>Provincial ratio of medical services, nursing, and social assistance related jobs

<sup>4</sup>Industry averages provided by the US Green Building Council

<sup>5</sup>Estimated following an analysis of medical related supply and developable land in the Hospital/Townsite superzone and within the HAP boundary.

<sup>6</sup>Assumes that the ~30,000 sf office building at 1515 Dufferin Crescent is built by 2032.

## 4 | Retail Market Review

### Existing Regional Retail Inventory

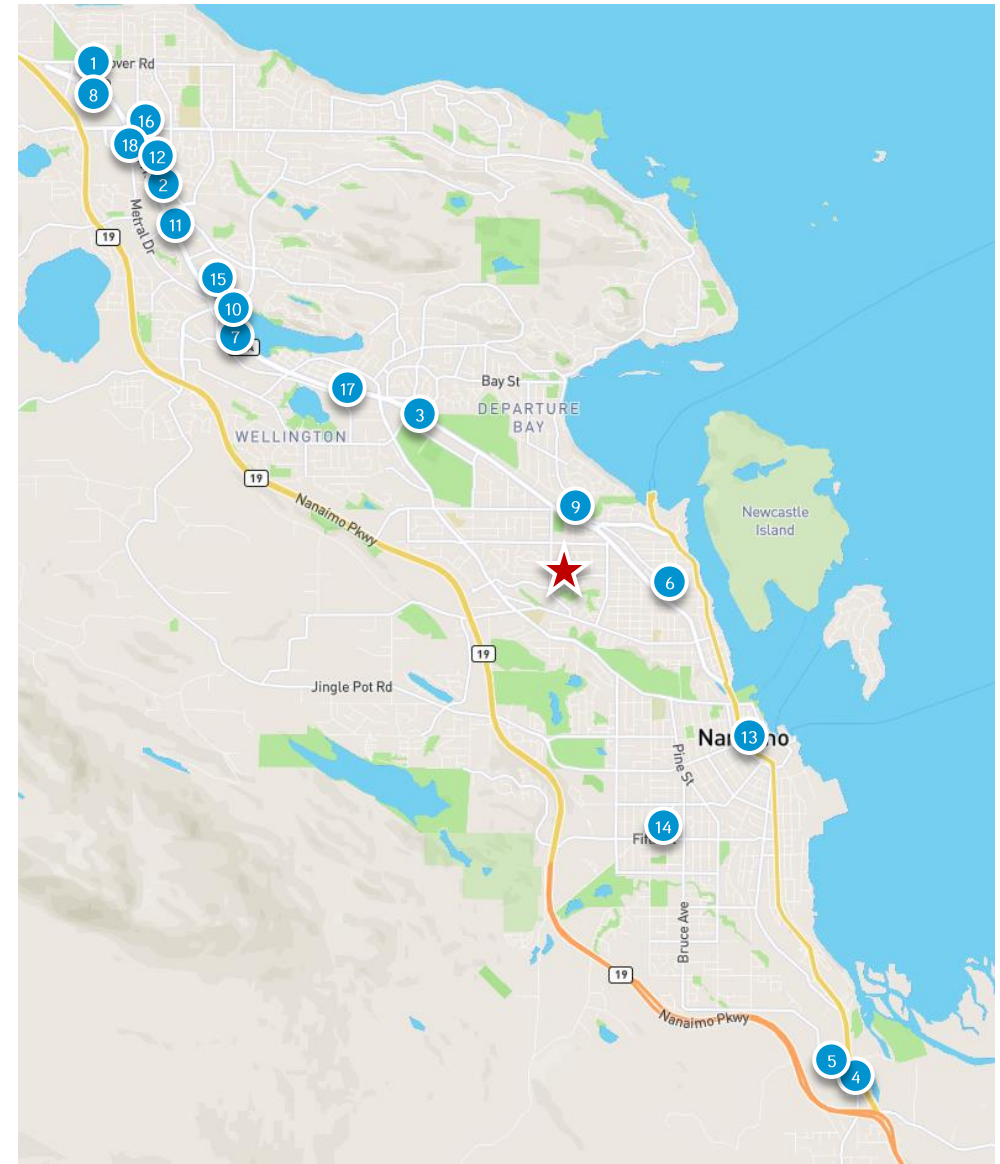
According to BC Assessment property data<sup>1</sup>, the City of Nanaimo contains approximately 5.35 million square feet of retail space, with 3.07 million square feet (58%) located within shopping centres (leasable and saleable area only). The area is serviced by a mix of community-serving (Neighbourhood and Community Centres), and regional-serving centres.

Nanaimo contains 14 community-serving retail developments which total to approximately 964,000 square feet. The City also contains two regional-serving centres; the 630,000 square-foot Nanaimo North Town Centre and the 750,900 square-foot Woodgrove Centre, and one retail hybrid centre; the 289,000 square-foot Country Club Centre. All three are located along Highway 1 approximately 15 minutes north of the hospital area.

The retail centres, mapped to the right, are explored in further detail in the table on the following page.

<sup>1</sup> BC Assessment 2015 City of Nanaimo Raw Property Data, Compiled by Colliers International

### Regional Competition



## City of Nanaimo Regional Retail Inventory

Name	GLA (SF)	Key Tenants	Owner/Manager	Year Opened
<b>Neighbourhood Centres</b>				
1. Dover Pointe Centre	76,000	HomeSense, PetSmart, Home Outfitters	Dover Pointe Centre Ltd.	2005
2. Metral Station Shopping Centre	32,400	Mark's, Real Canadian Superstore (Shadow Anchor)	Synergy Properties Ltd.	2008
3. Rock City Centre	44,200	General Paint, Jumping Jiminy's Playland, Tim Hortons, Wendy's	Groupe Denux	1990
4. South Parkway Plaza	32,400	Buckerfield's, Chae River Liquor Store, Country Foods Grocer (Shadow Anchor), Pharmasave, RONA (Shadow Anchor)	Boulton Realty Ltd.	1997
5. Southgate Shopping Centre	47,600	Rexall, RONA (Shadow Anchor)	Boulton Realty Ltd.	1981
6. Terminal Mall	29,700	BC Liquor Stores, BMO, Save-On-Foods (Shadow Anchor)	Boulton Realty Ltd.	1957
7. Wellington Court Shopping Centre	55,300	Wholesale Sports Outdoor Outfitters	Wellington Court Holdings Corp.	1998
8. Woodgrove Crossing	59,500	Michaels, Shoppers Drug Mart	Spire LP (Woodgrove Crossing) Ltd.	1999
<b>Community</b>				
9. Brooks Landing Shopping Centre	134,000	Save-On-Foods, Staples	Terracap	1966
10. Long Lake Plaza	38,400	Haz Beans, Jordan's Carpets, Coldwell Banker	Long Lake Income Partnership Inc.	1980
11. Longwood Station	105,900	BC Liquor Stores, Longwood Brew Pub, Thrifty Foods	GWL Realty Advisors Inc.	1999
12. Pleasant Valley Landing	54,000	Real Canadian Superstore (Shadow Anchor)	Artis REIT	2015
13. Port Place Shopping Centre	142,000	BC Liquor Stores, London Drugs, Medical Arts, Thrifty Foods	First Capital Realty Inc.	1967
14. University Village	112,300	Quality Foods, Shoppers Drug Mart, Value Village, Harbour City Bingo	BOSA Properties Inc.	1965
<b>Regional/Other</b>				
15. Nanaimo North Town Centre	630,000	Canadian Tire, Fairway Market, Galaxy Cinemas, London Drugs, Sears	Shape Properties Corp.	1980
16. Woodgrove Centre	750,900	Avalon Cinemas, Hudson's Bay, Save-On-Foods, Sport Chek, Walmart, Winners	Ivanhoe Cambridge Inc.	1981
17. Country Club Centre	289,016	Atmosphere, Best Buy, Dollar Tree, JYSK, La-Z-Boy, Save-On-Foods, Shoppers Drug Mart	Northwest Realty Inc.	1983
18. Aulds Corner	36,400	HSBC Bank Canada, Ministry of Labour, Romero's Place	Artis REIT	2000

Source: Monday Report on Retailers, Compiled by Colliers International

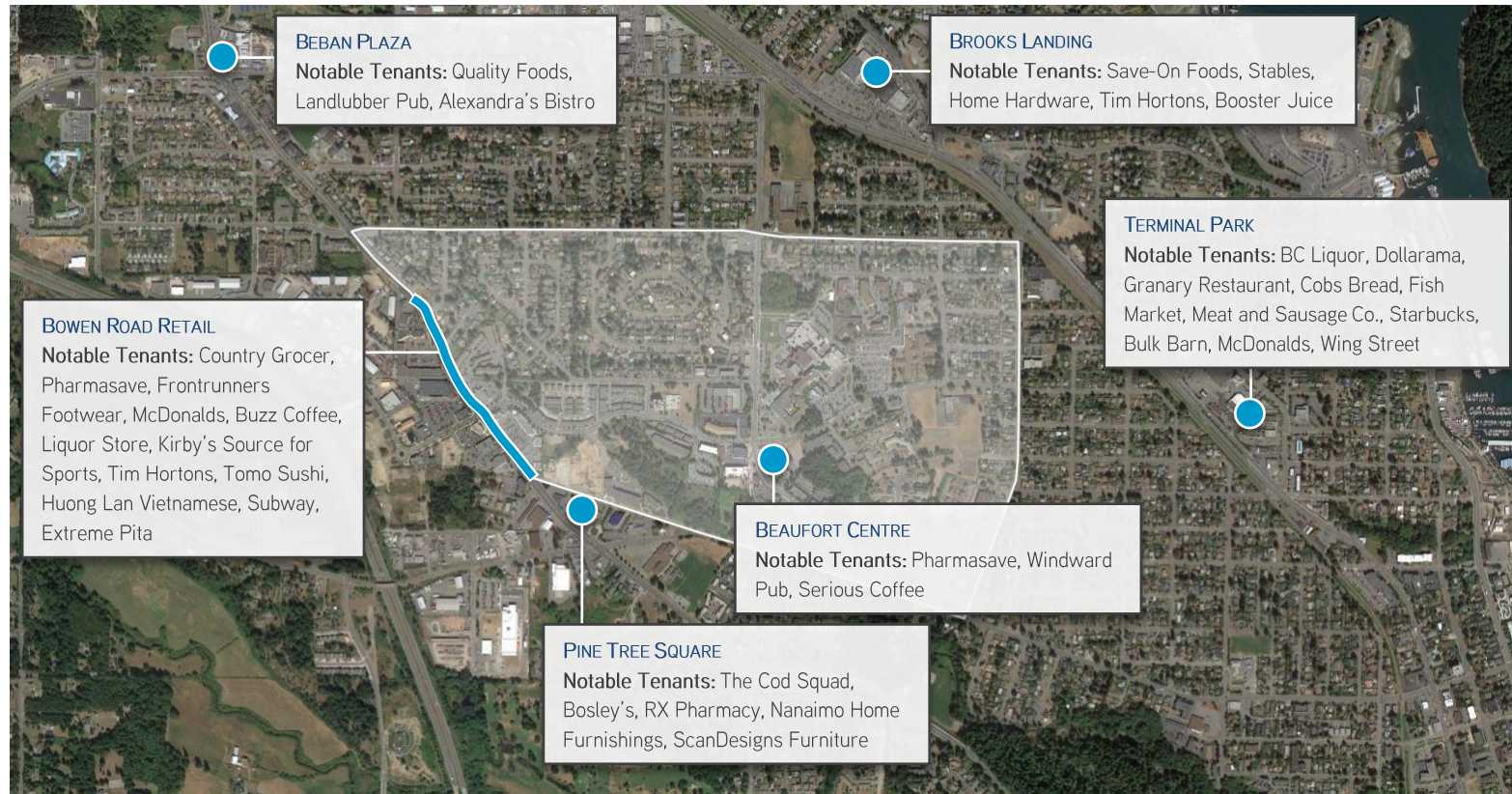


## Hospital Area Retail Competition

The map below displays the retail competition located near the hospital area. Within this area, most of the retail is focused along Bowen Road and Island Highway in strip centres such as Brooks Landing. This area is relatively well-served in terms of convenience retail with three grocery stores, numerous pharmacies, and a variety of full service and quick service restaurants. There are a minimal amount of comparison retailers in the area due to the substantial offerings to the north.

In the hospital area, there is approximately 13,000 square feet of retail concentrated in and around Beaufort Centre which includes a Pharmasave, Windward Pub, and Serious Coffee.

### Local Competition



## Retail Demand Assessment

Colliers International Consulting (CIC) uses a proprietary retail demand model, along with an understanding of competitive retail supply and relevant benchmark projects, to assess an area's potential to support additional retail floor area. The model is initialized with expenditure data from defined retail trade areas, based on area-specific demographic drivers. Market capture rates are then applied based on the competitive environment and physical/psychological barriers such as access issues. The resulting on-site expenditures are then converted into warranted square feet using industry-average and market-appropriate productivity rates.

### Trade Area Delineation

The first step in gauging potential market support for retail-commercial uses is to delineate an appropriate trade area. This is the geographic area within which most annual retail sales originate.

The trade area is often disaggregated into various sub trade areas, to better reflect the differences in these areas' road networks, demographic profiles, household spending levels, relative distance to the plan area, and the proximity, nature, and quality of competitive retail supply.

Based on CIC's review of the road network and supply within and surrounding the Hospital Area Plan boundary, it is estimated that demand for retail within the plan area will be generated primarily from customers living and working within walking distance. The retail trade areas listed below and shown on the map on the following page have been delineated for the purposes of this study:

- › **Primary Trade Area (PTA):** The primary trade area includes residents living within the boundary of the Hospital Area Plan. The PTA also includes the daytime population generated by the Nanaimo Regional General Hospital. The demand generated by the hospital will only be in its immediate vicinity (~3-minute walk), as staff/visitors/patients will be unlikely to travel any farther.
- › **Secondary Trade Area (STA):** The secondary trade area includes residents living within a 3 to 5-minute walk from the boundary of the Hospital Area Plan. Residents living within this area may patronize retail within the plan area, albeit less frequently than those living within the PTA.
- › **Tertiary Trade Area (TTA):** This region represents residents living within a 10-minute walk from the Hospital Area Plan boundary. TTA residents will be unlikely to shop in the plan area unless it includes unique retail offerings such as a specialty café or restaurant that they can't find closer to where they live.



## Hospital Area Plan Trade Areas

The defined trade areas for retail demand within the Hospital Area Plan boundary are outlined below and recognize influences of competitive (regional and nearby retail supply) and physical (walk time and orientation of major roadways) variables.



## Trade Area Expenditure Potential

As outlined on the following pages and in more detail in the appendix, Colliers calculates the current (2017) and additional new annual retail expenditures generated by the population within each trade area over the next 15 years (2032). This is a key step in determining the potential to support new retail uses within the Hospital Area Plan.

Colliers has included the annual expenditure potential for each of the major three-digit NAICS retail trade categories as tracked by Statistics Canada. More detailed subcategories have been included for the Retail Food category (445) as this category is an instrumental component of neighbourhood retail.

### PTA Resident Expenditure Potential

Primary Trade Area residents are expected to spend a total of approximately **\$57.6 million on retail establishments in 2017**, growing by an **additional \$32.8 million by 2032**. Annual **per capita retail expenditures are currently \$15,551** and are expected to reach **\$18,054 by 2032**.

### STA Resident Expenditure Potential

Secondary Trade Area residents are expected to spend a total of approximately **\$19.6 million on retail establishments in 2017**, growing by an **additional \$10.9 million by 2032**. Annual **per capita retail expenditures are currently \$15,562** and are expected to reach **\$18,068 by 2032**.

### TTA Resident Expenditure Potential

Tertiary Trade Area residents are expected to spend a total of approximately **\$42.1 million on retail establishments in 2017**, growing by an **additional \$23.5 million by 2032**. Annual **per capita retail expenditures are currently \$16,188** and are expected to reach **\$18,794 by 2032**.

### Nanaimo Regional General Hospital Expenditure Potential

The Nanaimo Regional General Hospital will generate additional retail demand. This demand will be focused within a 3-minute walk from the hospital, representing the region within which the hospital user groups will be most likely to shop. In total, the hospital is expected to generate an **additional \$8.1 million of retail expenditures in 2017**, growing by an **additional \$4.8 million by 2032** due to the hospital's upcoming expansion plans.

## Daytime Population Generated by Nanaimo Regional General Hospital

The population of NRGH is divided into multiple user groups, each with their own distinct needs and expenditure patterns. The estimated daytime population of each of these groups was prepared for the City of Nanaimo by the Vancouver Island Health Authority. Estimated daily expenditures for each group were generated by analyzing previous Colliers research of spending patterns throughout different Canadian hospitals as well as typical daytime expenditures of comparable business sectors. Daytime population projections were based on the expansion plans outlined in the Nanaimo Regional General Hospital Master Plan. Future expenditure projections were calculated by assuming an annual 1.8% increase of the consumer price index. To avoid double counting, daytime expenditure figures have been reduced by 10% to account for the portion of hospital staff that live within the residential trade areas.

### Employees (General Staff):

- › This group includes both medical and non-medical personnel. The most regular needs demonstrated by this user group are for food items on lunch/dinner and coffee breaks.
- › Next to food, convenience-oriented purchases of items such as drugstore merchandise, newspapers/magazines, and confectionary items are the most common. In addition, the use or purchase of personal services such as postal and banking services are common when conveniently available.
- › Staff are more likely to eat or shop within the hospital, however they may also frequent nearby retailers if they are quickly accessible during their breaks (3 to 5-minute walk).
- › **Currently, it is estimated that there is a daily average of approximately 1,145 general staff on-site, spending \$8-\$10 per day.**
- › **It is expected that by 2032 there will be a daily average of 1,341 general staff on-site, spending \$10-\$13 per day.**

### Physicians:

- › The number of physicians on-site is quite small relative to the overall staff total. However, physicians still represent a significant target market and can be expected to exhibit distinct spending patterns due to their higher income levels and more flexible time schedules.
- › Physicians have more flexibility than other staff in terms of where and when they take their breaks as well as the length of their breaks. While physicians are typically very busy, they are more likely than staff to eat or shop outside the hospital.
- › **It is estimated that there will be 46-70 physicians on-site over a 24-hour period, varying depending on the services required each day. Physicians will likely spend between \$10-13 per day.**
- › **By 2032, it is expected that the expansion will result in a daily average of approximately 74 physicians spending \$13-\$15 per day.**



### Outpatients:

- › Other than staff, this is the largest daily on-site population group consisting of day procedures, clinical visits, and ambulatory patients that don't require an overnight stay. Due to the specific purpose of their visit and short duration, this group may be less likely to utilize on-site or nearby food/convenience-oriented retail goods and services.
- › It is estimated that there is a daily average of **approximately 705 outpatients on-site, spending \$4-\$6 per day.**
- › By 2032, it is expected that this figure will grow to a daily average on-site of **population of 1,093, spending \$5-\$7 per day.**

### Inpatients:

- › The number of inpatients is based on the amount of beds within the hospital (312) and its estimated occupancy rate (103%) as provided by the Vancouver Island Health Authority's 2017 Island Health Performance Measures report.
- › The length of stay for inpatients is highly variable, and the spending habits of these patients will vary depending on their length of stay, mobility, and age. The most mobile patients may make some expenditures on convenience-oriented retail including confectionary items, newspapers/magazines, and snacks. However, it is highly unlikely that any of these patients will venture outside of the hospital for such purchases.
- › It is estimated that there is a daily average of **approximately 321 inpatients and 223 emergency department visits, spending \$5-\$7 per day.**
- › By 2032, it is expected that these figures will grow to a daily average of **approximately 411 inpatients and 263 emergency department visits, spending an average of \$6-\$8 per day.**

### Visitors:

- › This user group is mostly comprised of relatives and friends of hospital patients, representing a potentially large market for retail goods and services. Visitors may come to the hospital many times while a friend or family member is being treated, and spend a considerable amount of time in and around the hospital.
- › Visitors are most likely to spend money on gift items for the patients they are visiting including flowers, cards, stuffed toys, and magazines. They are also likely to purchase take-out food and snacks for patients that are looking for an alternative to their hospital provided meals. Visitors may make these purchases in stores on-site or near the hospital when they arrive.
- › The number of visitors are expected to differ due to the type of patient they are visiting. It is estimated that **outpatients will receive 0.50 visitors per day, inpatients will receive 1.0 visitors per day, and emergency department visitors will receive 1.25 visitors per day.**
- › It is expected that there is a daily average of **approximately 896 visitors, spending between \$5-7 per day.**
- › By 2032, it is expected that there will be **approximately 1,220 daily visitors, spending between \$6-\$8 per day.**

## Trade Area Net Sales Capture

The trade area expenditure potential figures summarized on the previous pages and in the appendix represent the estimated total spending by residents of the three studied trade areas and the daytime hospital population, regardless of where they make their purchases. This estimate must be converted to the expected spending on retail within the Hospital Area Plan boundary. As such, category-specific market capture rates are applied, which are based on anticipated shopping patterns given the relative location of existing and future retail centres, tenants, and formats.

Colliers recognizes that PTA residents will serve as the primary driver for retail floorspace. Within the PTA, Nanaimo Regional General Hospital will support additional food & beverage and convenience-oriented retail floorspace within a 3-minute walking radius. STA and TTA residents will offer a relatively lower contribution to retail within the plan area as they are already better served by nearby retail along Bowen Road and Island Highway and are also more likely to drive to major retail centres rather than walk into the plan area.

### PTA Residential Sales Capture

PTA residents are expected to spend a significant portion of their total retail expenditures on food & beverage and convenience-oriented retail goods locally. However, they will be more likely to drive to more established retail destinations for their comparison shopping needs.

After appropriate market capture rates are applied, it is estimated that PTA residents may generate up to \$8.5 million in total retail expenditures in 2017. New residents within the PTA are expected to contribute another \$4.8 million annually by 2032.

### STA Residential Sales Capture

Compared to the PTA, STA residents are not expected to frequently patronize the plan area. It is estimated that STA residents may spend up to approximately \$690,000 within the plan area in 2017. New residents of the STA are expected to contribute up to another \$380,000 annually by 2032.

### TTA Residential Sales Capture

TTA residents may spend up to approximately \$730,000 within the plan area in 2017. New residents of the TTA are expected to contribute another \$400,000 annually by 2032.

### Nanaimo Regional General Hospital Sales Capture

The Nanaimo Regional General Hospital is estimated to capture additional retail expenditures of up to \$3.6 million in 2017, however only approximately \$1.1 million of this is expected to be spent outside the hospital within a 3-minute walk. In 2032, the upcoming hospital expansions (if completed as planned) are expected to generate an additional \$2.0 million in retail expenditures, approximately \$600,000 of which will be spend off-site within a 3-minute walk.



## Total Supportable Floor Area

The projected on-site sales volumes can be converted into warranted floor area (leasable or saleable area) by dividing the net expenditures by sector-specific sales per square foot productivity targets – a metric used in the retail industry to evaluate sales performance and development potential opportunities.

Utilizing the previously estimated market capture rates and industry-average floor space productivity, the tables on the following page total the retail floor area support from trade area residents and the hospital daytime population.

### PTA Floor Area Support

PTA residents are expected to spend a large share of their convenience-oriented expenditures within the plan area. **In 2017, the PTA is estimated to generate demand for retail floorspace of up to 12,300 square feet. PTA residents are expected to support an additional 7,000 square feet of retail space by 2032.**

### STA and TTA Floor Area Support

**In 2017, the STA and TTA are estimated to support an additional 2,100 square feet of retail. These residents are expected to support an additional 1,200 square feet of retail space by 2032.** These numbers are relatively insignificant, particularly due to the retail offerings located along Bowen Road and Island Highway which these residents will likely patronize more frequently than retail within the hospital plan area.

### Floor Area Supported by Nanaimo Regional General Hospital

As outlined on the following page, Nanaimo Regional General Hospital's daytime population is estimated to generate demand for an **additional 8,000 square feet of food & beverage and convenience-oriented retail**. The majority of this demand will be contained within the hospital, with **only approximately 2,300 square feet of retail supported within a 3-minute walk**. **It is expected that by 2032, the daytime population within the hospital may support an additional 1,000 square feet of retail within a 3-minute walk.**

### Total Supportable Floor Area

Based on the retail expenditure profiles and market capture rates, **trade area residents and the NRGH daytime population are estimated to currently support approximately 16,800 square feet of retail floorspace**. As there is currently approximately 12,600 square feet of retail near the hospital, there is **potential demand for up to an additional 4,200 square feet of retail space**.

By 2032, it is expected that the recently approved medical office building at 1515 Dufferin Crescent will be built, which includes 3,320 square feet of CRUs. In addition to this, it is estimated that the **hospital area could support approximately 10,000 square feet of new retail space by 2032 if residential growth matches the projections**. This should be in the form of food & beverage and convenience-oriented retailers, concentrated near NRGH.

## Total Floor Area Support by Category (sf)

Total Floor Area Support by Category (sf)	2017 (sf)	Additional 2017-2032 (sf)	2032 (sf)
Major Retail Category			
Furniture and home furnishings stores [442]	0	0	0
Electronics and appliance stores [443]	0	0	0
Building material and garden equipment and supplies dealers [444]	0	0	0
Food and beverage stores [445]			
Grocery stores [4451]			
Supermarkets and other grocery (except convenience) stores [44511]	2,820	1,602	4,422
Convenience stores [44512]	599	340	939
Specialty food stores [4452]	565	320	885
Beer, wine and liquor stores [4453]	1,658	940	2,598
Health and personal care stores [446]	3,135	1,775	4,910
Clothing and clothing accessories stores [448]	0	0	0
Sporting goods, hobby, book and music stores [451]	0	0	0
General merchandise stores [452]	1,936	1,097	3,033
Miscellaneous store retailers [453]	455	258	713
Food and Beverage Establishments	3,292	1,862	5,154
<b>FLOOR AREA SUPPORTED BY TRADE AREA RESIDENTS</b>	<b>14,461</b>	<b>8,195</b>	<b>22,656</b>
Total Floor Area Demand Generated by NRGH Daytime Population (3-min walk)	2,321	1,085	3,406
Retail / Services Floor Area Demand Generated by NRGH Daytime Population (3-min walk)	1,055	493	1,548
Food / Beverage Floor Area Demand Generated by NRGH Daytime Population (3-min walk)	1,266	592	1,858
<b>TOTAL FLOOR AREA SUPPORTED BY TRADE AREA RESIDENTS AND DAYTIME POPULATION</b>	<b>16,782</b>	<b>9,280</b>	<b>26,062</b>
Estimated Retail Supply Within a 3-Minute Walk of NRGH (sf)	12,655	3,320	15,975
<b>Estimated Additional Supportable Retail Floor Area (sf)*</b>	<b>4,127</b>		<b>10,087</b>

\*Due to ongoing expansions of NRGH and its designation as an Urban Node, the majority of the additional supportable retail floor area could be contained within a 3-minute walk from NRGH.

# Appendix | Retail Demand Model

## PTA Annual Resident Expenditure Potential

PTA Annual Expenditure Potential	2017	Additional 2017-2032
Population	3,707	1,300
INCOME (PDI)	\$31,076	\$5,002
<b>TOTAL INCOME POTENTIAL</b>	<b>\$115,197,000</b>	<b>\$65,451,400</b>
RETAIL SALES / INCOME	46.1%	46.1%
<b>TOTAL RETAIL POTENTIAL</b>	<b>\$53,105,817</b>	<b>\$30,173,095</b>
Motor vehicle and parts dealers [441]	\$11,902,691	\$6,762,744
Furniture and home furnishings stores [442]	\$1,929,227	\$1,096,127
Electronics and appliance stores [443]	\$1,783,017	\$1,013,056
Building material and garden equipment and supplies dealers [444]	\$3,235,561	\$1,838,346
Food and beverage stores [445]	\$12,615,807	\$7,167,914
Grocery stores [4451]	\$8,927,942	\$5,072,582
Supermarkets and other grocery (except convenience) stores [44511]	\$8,460,671	\$4,807,094
Convenience stores [44512]	\$467,271	\$265,489
Specialty food stores [4452]	\$780,521	\$443,468
Beer, wine and liquor stores [4453]	\$2,905,272	\$1,650,686
Health and personal care stores [446]	\$3,767,456	\$2,140,553
Gasoline stations [447]	\$5,153,046	\$2,927,802
Clothing and clothing accessories stores [448]	\$3,713,724	\$2,110,024
Sporting goods, hobby, book and music stores [451]	\$1,655,455	\$940,579
General merchandise stores [452]	\$5,792,344	\$3,291,032
Miscellaneous store retailers [453]	\$1,557,490	\$884,918
<b>TOTAL - MAJOR RETAIL CATEGORIES (3-Digit NAICS Codes)</b>	<b>\$53,105,817</b>	<b>\$30,173,095</b>
Food/Drink Establishment Spending per Capita	\$1,226	\$197
<b>TOTAL - FOOD &amp; BEVERAGE ESTABLISHMENT SPEND POTENTIAL</b>	<b>\$4,543,091</b>	<b>\$2,581,245</b>
<b>TOTAL RETAIL, FOOD &amp; BEVERAGE ESTABLISHMENT EXPENDITURE POTENTIAL</b>	<b>\$57,648,908</b>	<b>\$32,754,340</b>

## STA Annual Resident Expenditure Potential

STA Annual Expenditure Potential	2017	Additional 2017-2032
Population	1,257	430
INCOME (PDI)	\$31,101	\$5,006
TOTAL INCOME POTENTIAL	\$39,093,570	\$21,817,070
RETAIL SALES / INCOME	46.1%	41.6%
TOTAL RETAIL POTENTIAL	\$18,022,136	\$10,057,669
Motor vehicle and parts dealers [441]	\$4,039,330	\$2,254,241
Furniture and home furnishings stores [442]	\$654,708	\$365,375
Electronics and appliance stores [443]	\$605,090	\$337,684
Building material and garden equipment and supplies dealers [444]	\$1,098,029	\$612,780
Food and beverage stores [445]	\$4,281,335	\$2,389,298
Grocery stores [4451]	\$3,029,811	\$1,690,856
Supermarkets and other grocery (except convenience) stores [44511]	\$2,871,237	\$1,602,360
Convenience stores [44512]	\$158,574	\$88,496
Specialty food stores [4452]	\$264,880	\$147,822
Beer, wine and liquor stores [4453]	\$985,941	\$550,227
Health and personal care stores [446]	\$1,278,534	\$713,516
Gasoline stations [447]	\$1,748,752	\$975,931
Clothing and clothing accessories stores [448]	\$1,260,300	\$703,339
Sporting goods, hobby, book and music stores [451]	\$561,800	\$313,525
General merchandise stores [452]	\$1,965,706	\$1,097,008
Miscellaneous store retailers [453]	\$528,554	\$294,972
<b>TOTAL - MAJOR RETAIL CATEGORIES (3-Digit NAICS Codes)</b>	<b>\$18,022,136</b>	<b>\$10,057,669</b>
Food/Drink Establishment Spending per Capita	\$1,226	\$197
<b>TOTAL - FOOD &amp; BEVERAGE ESTABLISHMENT SPEND POTENTIAL</b>	<b>\$1,540,509</b>	<b>\$859,717</b>
<b>TOTAL RETAIL, FOOD &amp; BEVERAGE ESTABLISHMENT EXPENDITURE POTENTIAL</b>	<b>\$19,562,644</b>	<b>\$10,917,386</b>



## TTA Annual Resident Expenditure Potential

TTA Annual Expenditure Potential	2017	Additional 2017-2032
Population	2,601	890
INCOME (PDI)	\$32,457	\$5,225
<b>TOTAL INCOME POTENTIAL</b>	<b>\$84,421,330</b>	<b>\$47,113,290</b>
<b>RETAIL SALES / INCOME</b>	<b>46.1%</b>	<b>46.1%</b>
<b>TOTAL RETAIL POTENTIAL</b>	<b>\$38,918,233</b>	<b>\$21,719,227</b>
Motor vehicle and parts dealers [441]	\$8,722,805	\$4,867,965
Furniture and home furnishings stores [442]	\$1,413,820	\$789,015
Electronics and appliance stores [443]	\$1,306,672	\$729,219
Building material and garden equipment and supplies dealers [444]	\$2,371,158	\$1,323,280
Food and beverage stores [445]	\$9,245,407	\$5,159,615
Grocery stores [4451]	\$6,542,781	\$3,651,351
Supermarkets and other grocery (except convenience) stores [44511]	\$6,200,345	\$3,460,247
Convenience stores [44512]	\$342,436	\$191,104
Specialty food stores [4452]	\$571,999	\$319,217
Beer, wine and liquor stores [4453]	\$2,129,109	\$1,188,199
Health and personal care stores [446]	\$2,760,954	\$1,540,815
Gasoline stations [447]	\$3,776,374	\$2,107,494
Clothing and clothing accessories stores [448]	\$2,721,577	\$1,518,839
Sporting goods, hobby, book and music stores [451]	\$1,213,189	\$677,048
General merchandise stores [452]	\$4,244,880	\$2,368,954
Miscellaneous store retailers [453]	\$1,141,396	\$636,983
<b>TOTAL - MAJOR RETAIL CATEGORIES (3-Digit NAICS Codes)</b>	<b>\$38,918,233</b>	<b>\$21,719,227</b>
<b>Food/Drink Establishment Spending per Capita</b>	<b>\$1,226</b>	<b>\$197</b>
<b>TOTAL - FOOD &amp; BEVERAGE ESTABLISHMENT SPEND POTENTIAL</b>	<b>\$3,187,639</b>	<b>\$1,778,936</b>
<b>TOTAL RETAIL, FOOD &amp; BEVERAGE ESTABLISHMENT EXPENDITURE POTENTIAL</b>	<b>\$42,105,873</b>	<b>\$23,498,163</b>

## Expenditure Potential Generated by Nanaimo Regional General Hospital

User Groups	Daily On-Site Population (2017)	Daily On-Site Population (2032)	Daily Expenditures Per Capita (2017)	Daily Expenditures Per Capita (2032)	Expenditure Potential (2017)	Additional Expenditure (17-32)
<b>Employees (General Staff)</b>	1,145	1,341	\$9.06	\$11.17	\$3,784,415	\$1,684,118
<b>Physicians</b>	58	74	\$10.62	\$13.10	\$224,751	\$130,100
<b>Volunteers</b>	60	70	\$6.56	\$8.09	\$143,604	\$63,906
<b>Patient Groups</b>						
Outpatients	705	1,093	\$5.62	\$6.94	\$1,446,295	\$1,319,994
Inpatients	321	411	\$3.75	\$4.62	\$439,510	\$254,415
Emergency Department Visits	178	210	\$3.75	\$4.62	\$243,443	\$110,972
<b>Visitors</b>						
Outpatient Visitors	353	546	\$5.00	\$6.17	\$642,798	\$586,664
Inpatient Visitors	321	411	\$6.25	\$7.71	\$732,516	\$424,024
Emergency Department Visitors	223	263	\$5.00	\$6.17	\$405,738	\$184,953
<b>Total</b>	<b>3,364</b>	<b>4,419</b>			<b>\$8,063,069</b>	<b>\$4,759,144</b>

## PTA Net Resident Sales Capture by Category

PTA Net Resident Sales Capture by Category	Market Capture	2017	Additional 2017-2032
Major Retail Category			
Furniture and home furnishings stores [442]	0%	\$0	\$0
Electronics and appliance stores [443]	0%	\$0	\$0
Building material and garden equipment and supplies dealers [444]	0%	\$0	\$0
Food and beverage stores [445]			
Grocery stores [4451]			
Supermarkets and other grocery (except convenience) stores [44511]	25%	\$2,115,168	\$1,201,773
Convenience stores [44512]	80%	\$373,816	\$212,391
Specialty food stores [4452]	40%	\$312,208	\$177,387
Beer, wine and liquor stores [4453]	50%	\$1,452,636	\$825,343
Health and personal care stores [446]	50%	\$1,883,728	\$1,070,276
Clothing and clothing accessories stores [448]	0%	\$0	\$0
Sporting goods, hobby, book and music stores [451]	0%	\$0	\$0
General merchandise stores [452]	10%	\$579,234	\$329,103
Miscellaneous store retailers [453]	10%	\$155,749	\$88,492
Food and Beverage Establishments	35%	\$1,590,082	\$903,436
<b>TOTAL NET EXPENDITURES</b>		<b>\$8,462,622</b>	<b>\$4,808,202</b>

## STA Net Resident Sales Capture by Category

STA Net Resident Sales Capture by Category	Market Capture	2017	Additional 2017-2032
Major Retail Category			
Furniture and home furnishings stores [442]	0%	\$0	\$0
Electronics and appliance stores [443]	0%	\$0	\$0
Building material and garden equipment and supplies dealers [444]	0%	\$0	\$0
Food and beverage stores [445]			
Grocery stores [4451]			
Supermarkets and other grocery (except convenience) stores [44511]	0%	\$0	\$0
Convenience stores [44512]	10%	\$15,857	\$8,850
Specialty food stores [4452]	10%	\$26,488	\$14,782
Beer, wine and liquor stores [4453]	10%	\$98,594	\$55,023
Health and personal care stores [446]	15%	\$191,780	\$107,027
Clothing and clothing accessories stores [448]	0%	\$0	\$0
Sporting goods, hobby, book and music stores [451]	0%	\$0	\$0
General merchandise stores [452]	5%	\$98,285	\$54,850
Miscellaneous store retailers [453]	5%	\$26,428	\$14,749
Food and Beverage Establishments	15%	\$231,076	\$128,957
<b>TOTAL NET EXPENDITURES</b>		<b>\$688,509</b>	<b>\$384,238</b>



## TTA Net Resident Sales Capture by Category

TTA Net Resident Sales Capture by Category	Market Capture	2017	Additional 2017-2032
Major Retail Category			
Furniture and home furnishings stores [442]	0%	\$0	\$0
Electronics and appliance stores [443]	0%	\$0	\$0
Building material and garden equipment and supplies dealers [444]	0%	\$0	\$0
Food and beverage stores [445]			
Grocery stores [4451]			
Supermarkets and other grocery (except convenience) stores [44511]	0%	\$0	\$0
Convenience stores [44512]	0%	\$0	\$0
Specialty food stores [4452]	5%	\$28,600	\$15,961
Beer, wine and liquor stores [4453]	5%	\$106,455	\$59,410
Health and personal care stores [446]	10%	\$276,095	\$154,081
Clothing and clothing accessories stores [448]	0%	\$0	\$0
Sporting goods, hobby, book and music stores [451]	0%	\$0	\$0
General merchandise stores [452]	0%	\$0	\$0
Miscellaneous store retailers [453]	0%	\$0	\$0
Food and Beverage Establishments	10%	\$318,764	\$177,894
<b>TOTAL NET EXPENDITURES</b>		<b>\$729,915</b>	<b>\$407,346</b>

## Estimated Sales Captured by Nanaimo Regional General Hospital

User Groups	Capture Rate (On-Site)	Capture Rate (3-Min Walk)	2017 Captured Sales (On-Site)	2017 Captured Sales (3-Min Walk)	Additional Captured Sales by 2032 (On-Site)	Additional Captured Sales by 2032 (3-Min Walk)
Employees (General Staff)	40%	15%	\$1,513,766	\$567,662	\$673,647	\$252,618
Physicians	50%	20%	\$112,376	\$44,950	\$65,050	\$26,020
Volunteers	25%	10%	\$35,901	\$14,360	\$15,976	\$6,391
<b>Patient Groups</b>					\$0	\$0
Outpatients	25%	10%	\$361,574	\$144,630	\$329,998	\$131,999
Inpatients	30%	0%	\$131,853	\$0	\$76,324	\$0
Emergency Department Visits	20%	0%	\$48,689	\$0	\$22,194	\$0
<b>Visitors</b>					\$0	\$0
Outpatient Visitors	20%	15%	\$128,560	\$96,420	\$117,333	\$88,000
Inpatient Visitors	25%	20%	\$183,129	\$146,503	\$106,006	\$84,805
Emergency Department Visitors	17%	10%	\$68,975	\$40,574	\$31,442	\$18,495
<b>Total Expenditures</b>			<b>\$2,584,822</b>	<b>\$1,055,099</b>	<b>\$1,437,971</b>	<b>\$608,327</b>

## PTA Resident Floor Area Support by Category

PTA Resident Floor Area Support by Category (sf)	Sales Performance (\$/sf)	2017 (sf)	Additional 2017-2032 (sf)
Major Retail Category			
Furniture and home furnishings stores [442]	\$350	0	0
Electronics and appliance stores [443]	\$700	0	0
Building material and garden equipment and supplies dealers [444]	\$300	0	0
Food and beverage stores [445]			
Grocery stores [4451]			
Supermarkets and other grocery (except convenience) stores [44511]	\$750	2,820	1,602
Convenience stores [44512]	\$650	575	327
Specialty food stores [4452]	\$650	480	273
Beer, wine and liquor stores [4453]	\$1,000	1,453	825
Health and personal care stores [446]	\$750	2,512	1,427
Clothing and clothing accessories stores [448]	\$450	0	0
Sporting goods, hobby, book and music stores [451]	\$400	0	0
General merchandise stores [452]	\$350	1,655	940
Miscellaneous store retailers [453]	\$400	389	221
Food and Beverage Establishments	\$650	2,446	1,390
<b>NET WARRANTED FLOOR AREA (sf)</b>		<b>12,331</b>	<b>7,006</b>

## STA Resident Floor Area Support by Category

STA Resident Floor Area Support by Category (sf)	Sales Performance (\$/sf)	2017 (sf)	Additional 2017-2032 (sf)
Major Retail Category			
Furniture and home furnishings stores [442]	\$350	0	0
Electronics and appliance stores [443]	\$700	0	0
Building material and garden equipment and supplies dealers [444]	\$300	0	0
Food and beverage stores [445]			
Grocery stores [4451]			
Supermarkets and other grocery (except convenience) stores [44511]	\$750	0	0
Convenience stores [44512]	\$650	24	14
Specialty food stores [4452]	\$650	41	23
Beer, wine and liquor stores [4453]	\$1,000	99	55
Health and personal care stores [446]	\$750	256	143
Clothing and clothing accessories stores [448]	\$450	0	0
Sporting goods, hobby, book and music stores [451]	\$400	0	0
General merchandise stores [452]	\$350	281	157
Miscellaneous store retailers [453]	\$400	66	37
Food and Beverage Establishments	\$650	356	198
<b>NET WARRANTED FLOOR AREA (sf)</b>		<b>1,122</b>	<b>626</b>



## TTA Resident Floor Area Support by Category

TTA Resident Floor Area Support by Category (sf)	Sales Performance (\$/sf)	2017 (sf)	Additional 2017-2032 (sf)
Major Retail Category			
Furniture and home furnishings stores [442]	\$350	0	0
Electronics and appliance stores [443]	\$700	0	0
Building material and garden equipment and supplies dealers [444]	\$300	0	0
Food and beverage stores [445]			
Grocery stores [4451]			
Supermarkets and other grocery (except convenience) stores [44511]	\$750	0	0
Convenience stores [44512]	\$650	0	0
Specialty food stores [4452]	\$650	44	25
Beer, wine and liquor stores [4453]	\$1,000	106	59
Health and personal care stores [446]	\$750	368	205
Clothing and clothing accessories stores [448]	\$450	0	0
Sporting goods, hobby, book and music stores [451]	\$400	0	0
General merchandise stores [452]	\$350	0	0
Miscellaneous store retailers [453]	\$400	0	0
Food and Beverage Establishments	\$650	490	274
<b>NET WARRANTED FLOOR AREA (sf)</b>		<b>1,009</b>	<b>1,572</b>

## Nanaimo Regional General Hospital Floor Area Support

Warranted Retail Floorspace Estimates (Square Feet)	2017	Additional by 2032
Total Captured Sales (On-Site)	\$2,584,822	\$1,437,971
Total Captured Sales (3-Min Walk)	\$1,055,099	\$608,327
Retail / Services Capture Rate	40%	40%
Food / Beverage Capture Rate	60%	60%
Retail / Services Captured Sales (On-Site)	\$1,033,929	\$575,189
Retail / Services Captured Sales (3-Min Walk)	\$422,040	\$243,331
Food / Beverage Captured Sales (On-Site)	\$1,550,893	\$862,783
Food / Beverage Captured Sales (3-Min Walk)	\$633,059	\$364,996
Retail / Services Sales Performance Estimate (\$/sf)	\$400	\$494
Food / Beverage Sales Performance Estimate (\$/sf)	\$500	\$617
Warranted Retail / Services (On-Site) (sf)	2,585	1,165
Warranted Food / Beverage (On-Site) (sf)	3,102	1,398
<b>Total Warranted Floor Area (On-Site) (sf)</b>	<b>5,687</b>	<b>2,564</b>
Warranted Retail / Services (3-Min Walk) (sf)	1,055	493
Warranted Food / Beverage (3-Min Walk) (sf)	1,266	592
<b>Total Warranted Floor Area (3-Min Walk) (sf)</b>	<b>2,321</b>	<b>1,085</b>
<b>Total Warranted Floor Area (sf)</b>	<b>8,008</b>	<b>3,648</b>