

Respected Mayor Hurley and Council,

Thank you for arranging this meeting for ZML Holdings.

Our appealing for removing the business restrictions from Big Bend Crossing Shopping Center has been repeated many times in the past two years to the former mayor, Mr. Corrigan, but has not received a reply. In the meeting on July 19, 2018, Mr. Lou Pelletier suggested that we discuss with Rona and give a re-zoning suggestion for the next 15-30 year, after the meeting, we discussed with planners and architects and did many detailed researches, we also contacted Rona for several times, but get no respond. Without their cooperation, it is hard for us to go forward. So, Mayor Hurley and Council, please approve to remove the restrictions on the land so as we can develop better.

In recent years, TARGET and SEARS have gone bankrupted, SAFEWAY, INDEPENDANT shut down lots of stores, but instead, AMAZON has achieved great success, indicating that the traditional big-box store business model is no longer in line with major consumer trends. Lots of physical stores are affected by the impact of e-commerce and on-line sales in recent years, more and more tenants (especially shoes, cloths, book stores, etc.) find it's hard to continue their business and have no intention to renew the original leasing contract after the current agreement expired. We have a shop space vacant for almost 3 year, and in this year, we lost Adidas (6288 sqf), Winners is intended to reduce leasing area for 12,000sqf, Sportchek has reduced 45% of leasing rate.....

On the other hand, there are some businesses, affected by e-commerce relatively weak, such as food market, grocery stores, florist shops, restaurants, gym, kid's play center, daycare, education center, after school, dancing center, clinics, pharmacies, liquor store, bank, law firm, accounting firm, insurance brokers, dollar store, dry cleaners, laundries, hair salon, internet game establishments, etc., they showed great interest in this plaza area. The contacted potential customers are: Cactus, Rock Climbing Facility, Anytime Fitness, Daycare, Hotpot restaurant, BBQ Grill restaurant, Pennington's, BMO, Brightstart Childrens Academy, Dollarama, Urban Soccer Center, Moes Furniture (entertainment), etc. But due to the current restrictions, we lost opportunities to accept them to come and also makes our income fall sharply.

We highly respect the original planning, which was completed 15 years ago, however, with the continuous development and progress of the society, most countries and governments in the world will make corresponding policy adjustments according to the needs of different stages of the market in the region every 5-10 years. The markets are changing and we have to be alive. The removal of restrictions on this land, can make this area more flourishing, so as it can provide more positions, more taxes and more convenient services. Otherwise if we stay where we are, we will lose more tenants and jobs, more space would be left vacant, and the slump in the area would lead to a huge loss to the investor and all related parties, it will also waste the effort on this project in the past.

Respected Mayor Hurley and Council, removing restrictions from our shopping mall has reached an imminent moment, and the previous restrictions has severely constrained our development. We deeply regret that our appeal has been ignored by the former Mayor, Mr. Corrigan. As a socially responsible enterprise, ZML Holdings is willing to work with the government to contribute to building a prosperous and beautiful Burnaby city, please consider our appeal.

Thanks

Referred to:
Planning and Development
Committee (2018.12.11)

Copied to:
City Manager
Dir. Corporate Services
Dir. Planning and Building

Mr. Zhou

ZML Holdings Group Corporation

December 04, 2018

尊敬的赫尔利市长及全体参议员，

感谢您们为 ZML 控股集团公司安排这次会议。

关于放宽 BIG BEND 商圈营业范围的请求在过去两年多的时间里，我们曾经向前任市长柯瑞根先生 (Mr. Corrigan) 反映过多次，但都没有得到答复。2018 年 7 月 19 日会议中，Lou Pelletier 先生建议我们跟 RONA 协商，做一个未来 15-30 年的规划建议，会后，我们邀请了规划师、建筑设计师做了充分细致的准备工作后，多次联系 RONA，但是一直没有得到 RONA 的回复。没有他们的配合，我们无法进行整体规划方案设计。现在，我们带着期望请赫尔利市长放宽商圈营业范围，以利于 BIG BEND 更好地发展。

近年来，TARGET 和 SEARS 破产，SAFEWAY 和 INDEPENDANT 关闭了很多店铺，但是亚马逊却取得了巨大的成功，这表明传统的大卖场商业模式已经不再符合主流的消费趋势，多数实体店受到电子商务和网上销售的冲击，越来越多的租户(尤其是鞋子、衣服、书店等)的业务难以持续，纷纷表示在现有租赁合同到期后，无意续签原来的租约。我们有一间 6000 尺的商铺到现在已经有 3 年没有租出去，今年，我们又失去了 ADIDAS 阿迪达斯 (6288 尺)，WINNERS 也有意减少租赁面积 12,000 尺，SPORTCHEK 已经降低 45%的租赁费率...

另一方面,有些行业受电子商务影响较小,如食品市场、杂货店、花店、餐厅、健身房、儿童中心、托儿所、教育中心、课后托教中心、舞蹈中心、诊所、药房、酒类商店、银行、律师事务所、会计师事务所、保险经纪人、一元店、干洗店、洗衣店、美发沙龙、网络游戏场所等等，他们对我们这片商圈表现出极大的兴趣。目前已经来联系我们的潜在客户有: 仙人掌餐厅，攀岩中心，健身房，看护中心, 火锅店, 烧烤餐厅, Pennington 's 服装, BMO 银行, Brightstart 儿童教育机构, 一元店, 城市足球中心, Moes Furniture (娱乐)等，但由于目前营业范围的限制，使我们失去了接受他们进驻的机会，也使我们的收入严重下滑。

我们尊重完成于 15 年前的市政规划，但随着社会的不断发展和进步，世界上多数国家和政府，每隔 5-10 年都会根据本地区市场不同阶段的需求作相应的政策调整。市场正在改变，我们必须生存。如果商圈的营业范围能够放宽，将能够使本地区更加兴旺，同时带来更多的工作岗位，更多的税收和更多的便民服务；相反，如果我们维持现状，就会有更多的租户和工作岗位流失，会有更多的商铺空置下来，而一旦商圈萧条，将会造成我们和所有相关方的巨大损失，过去所有人在这个项目上的努力也都会付之东流。

尊敬的赫尔利市长及全体参议员，放宽 BIG BEND 的营业范围已到了迫在眉睫的时刻，现在的各种限定严重制约了我们的发展。前市长柯瑞根先生对我们的诉求一直置之不理，对此我们深表遗憾。ZML 控股集团公司是一家具有社会责任感的企业，我们愿与政府共同努力，为建设繁荣美丽的伯纳比市做出应有的贡献，请考虑我们的申请。

谢谢。

ZML 控股集团公司

2018 年 12 月 04 日