

**To: David Creery, Chief Administrative Officer**

**From: Filippo D'Emilio, Senior Economic Development Officer**

**Re: Proposed Sale of City-owned Industrial Land to Stigterstaal Canada Real Estate Inc.**

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**AIM**

To seek City Council's approval to sell approximately 2.5 acres of City-owned industrial land on Alyea Street to Stigterstaal Canada Real Estate Inc.

**BACKGROUND**

The City of Woodstock purchased the George Alyea farm on Pattullo Avenue in the fall of 2016 and since then has developed the property into a fully serviced industrial subdivision. Seven lots have already been sold in the subdivision to business owners who have either finished construction and are now occupying their buildings or to business owners who are in the process of designing and constructing their buildings. Only two unsold lots in the subdivision remain, a 2.5-acre parcel and a 10-acre parcel.

**COMMENTS**

Economic Development staff are pleased to present an offer from Stigterstaal Canada Real Estate Inc. (Stigterstaal) for the purchase of the 2.5-acre parcel as shown in Figure 1. The parent company, Stigterstaal B.V., is headquartered in the Netherlands, near Rotterdam, and has been in business since 1956. They provide just-in-time delivery to marine and mining industries in more than 30 countries around the world. Stigterstaal Canada has been in operation since 2010 and distributes steel received from Canadian and international steelmakers.

In 2024, the City sold approximately 8.8 acres of industrial land to the immediate south of the subject 2.5-acre parcel to Stigterstaal, who, in 2025, completed the construction of a 94,000 square foot warehouse and office facility, meeting all requirements of the agreement of purchase and sale. Stigterstaal has now expressed interest in the adjacent 2.5-acre parcel to accommodate future growth and expansion.

The agreement of purchase and sale for the 2.5-acre parcel has been prepared using the City's standard agreement and has been reviewed by the City solicitor. The offer is available in the Development Office for Council's review. The agreement allows the purchaser five years after purchase to complete the construction of a new building or an addition to the existing building of at least 10,000 square feet. The company has already met the coverage requirement, even with the addition of 2.5 acres, and staff are agreeable to an extended timing for construction. The proposed purchase price is \$1,046,826.05 + HST, which is consistent with the per acre purchase price of the other lots in the subdivision.

Staff are prepared to recommend Council accept the offer from Stigterstaal as they have demonstrated a commitment to invest in Woodstock and this proposed sale will support their future growth and expansion plans. If approved by Council, the sale is expected to close on December 4, 2026.

**ATTACHMENTS**

Figure 1 – Subject Site

**RECOMMENDATION**

That Woodstock City Council authorize the Mayor and the Clerk to sign an agreement of purchase and sale with Stigterstaal Canada Real Estate Inc. for the purchase of approximately 2.5 acres of City-owned industrial land on Alyea Street, and that the necessary by-law be read.

*Authored by: Filippo D'Emilio, Senior Economic Development Officer*

*Approved by: Brad Hammond, Development Commissioner*

*Approved by: David Creery, P. Eng, MBA, Chief Administrative Officer*

Figure 1

