

5th April 2020

Dear Neighbour,

I would like to take this opportunity to introduce myself. I am your neighbor based in 108 Stouffville Road and am pursuing a development in our neighborhood block.

As you are all aware, several attempts were made in the past by the neighborhood block to convince the City to fund the extension of municipal services to this block. Those attempts did not succeed despite at least 2 well organized campaigns by the neighbors that came together. Currently the City is engaged in survey work for the neighborhood, the purpose of which is to help the City design municipal infrastructure for this neighborhood block. This process of design alone will likely years since there is still no decision as to what exactly they are designing for. Is it single detached homes? Or is it more? To that end, the City is engaged in an Official Plan Review to determine what the appropriate use of land is in this neighborhood block. This process will take a minimum of 3 years and will likely be delayed through appeals and other reviews. In short, the City is not currently doing anything that would add value to our properties in the immediate future. In addition, City staff are not in the habit of achieving highest and best use but are rather programmed to follow the safer and less ambitious route. Therefore, we feel that greater benefit can be gained from the planning process if pursued with the right set of skills and experience.

I am an experienced developer with over a dozen current projects in Richmond Hill and I also happen to own half a dozen properties in this block which I am currently about to take through the planning process. As part of the process, I am obligated to ensure that my neighbors' property values are not negatively impacted and future development is not precluded. My team and I have had many discussions with members of City Council, primarily Deputy Mayor Carmine Pirelli, regarding the development of this neighborhood block and it appears that we have their support. Please do feel free to approach our local councillor to discuss our plans for this block.

As part of our process, I am offering all my neighbors the following

1. If your objective is to simply get municipal services and then not develop your property, we would be happy to help.
2. If you wish to independently develop your property and take it through the planning process, we are here to help and will be happy to guide you free of cost.
3. If you wish to participate in our development as a contributing landowner who stands to gain from our expertise and experience in the form of highest and best use for your property, we are willing to engage with you to do that. Further discussions can be had regarding how exactly the

land would be valued, how it would be contributed and what we would do to add value greater value to the property than would otherwise have been the case.

Certainly we recognize that through the passage of time, most properties gain value any way. However, we are currently part of the block and are pursuing our own development. Therefore, if one wishes to do more than simply wait for the passage of time, we are available in your neighborhood to facilitate exactly that process.

I can be reached at 289-234-9300 Ext 205 Monday-Friday 9-5 or you can simply walk in and meet my team and I at 108 Stouffville Rd during office hours.

Best Regards,

A handwritten signature in black ink, appearing to be 'Khalid Yusuf', written over a circular scribble.

Khalid Yusuf

CEO

Neuhaus Developments Ltd