

Residents for Sustainable Development in Guelph
127 Wyndham St. N., Suite 100,
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September 21, 2005

Mario Pilozzi,
President and CEO
Wal-Mart Canada
1940 Argentia Rd.
Mississauga, ON
L5N 1P9

Re: proposed Wal-Mart development at Woolwich and Woodlawn in Guelph

Dear Mr. Pilozzi,

I am writing to you directly to make you an offer.

As you may be aware, Residents for Sustainable Development in Guelph (RSD) has for several years been opposing the proposed Wal-Mart development at the Woolwich/Woodlawn intersection in Guelph.

I had the privilege to be the RSD representative during the Ontario Municipal Board pre-hearings, and continue to represent the organization although we retained the services of legal counsel for the OMB and continue to be represented during the appeal process currently under way. This case has seen many delays over the years and it is unclear when a legal resolution may be achieved. We do readily acknowledge, however, that there is a demand for an alternative junior department store in this city so we are looking for other ways to resolve this impasse.

Both Mr. Pelletier and Mr. Groh continue to claim the majority of Guelph residents support a Wal-Mart at the proposed location. We are inviting Wal-Mart to substantiate that claim. And if you can, we will withdraw.

Accordingly, we are prepared to withdraw our appeal if Wal-Mart can produce a petition that contains verifiable names and signatures, along with addresses and postal codes (i.e. a proper petition) from more than half of the adult population of Guelph in support of a store at that location. (We have included suggested wording over the page but I imagine we may need to negotiate the exact wording.)

Conversely, if you are unable to produce that petition by the end of the year, we

believe you should withdraw your OMB appeal and look at the other locations in this city. Guelph Preservation Action Committee (GPAC) has to date collected more than 11,000 names from people who oppose the north end site, using just a few volunteers. If the pro-6&7 signatures are there, we are sure Wal-Mart has the resources to collect them in short order.

Either way, we could have a resolution to this issue in time for the company to move ahead as planned, or negotiate during the winter months with developers in the west end, east end and south end about building there. As I have pointed out to Mr. Pelletier a number of times, the city's new commercial policy review has shown there are at least three other sites where you could build that would be closer to where your principal customer base lives. Those sites do not come with the same compatibility issues you face in the north end. I do not have any sense of where Wal-Mart stands on those sites as Mr. Pelletier has yet to respond to any of my emails or letters, which is unfortunate.

The ideal solution to this matter, I believe, one that would I'm sure be supported by the RSD membership, would be that you build two stores, each 75,000 square feet: one on the Armel lands in the west, and the other on the land where the Zehrs is proposed in the Watson Road area in the east end. This would allow you to better serve the young couples in new homes which surround both sites and would still be within easy reach of residents in the south and north. In addition, two stores would reduce extra vehicular travel in the city, something I am sure you acknowledge would be in keeping with your own declared policy to "ensure the operation of all our Wal-Mart stores has as little impact on the surrounding environment as possible." It would certainly be in keeping with Guelph's Official Plan.

The city council has noted we are in dire need of more industrial development and we would invite you to consider a business park at 6&7.

I truly believe we can find a win/win solution to this ongoing dispute and I urge you to give our offer serious consideration. I look forward to hearing from you so that we may work out the details.

Ben Bennett

c.c Eric Gillespie, Cunningham & Gillespie LLB
Roz Houser, Goodman's
Lois Payne, solicitor, City of Guelph.

**Suggested wording for the petition—to keep it in line with the GPAC petition
PETITION IN FAVOUR OF A WAL-MART AT WOODLAWN AND WOOLWICH IN GUELPH**

“A city cannot legally deny a business from setting up within its limits. Wal-Mart has selected a location in Guelph (between two cemeteries and the Ignatius Jesuit Centre) that many feel is not appropriate for a major commercial development when there are other sites in Guelph where a store could be located.

Nevertheless, we, the undersigned, support a 135,000-square-foot WAL-MART store at the corner of Woodlawn Road and Woolwich Street as the preferred location in Guelph .”

Wording of the G-PAC petition:

“A city cannot legally deny a business from setting up within its limits. A city and its residents can, however, demand that businesses who wish to set up conform to its Official Plan. WAL-MART has selected a location in Guelph (between the cemeteries and the Ignatius Jesuit Centre) that is NOT appropriate for a major commercial development.

WE oppose a WAL-MART in Guelph at the corner of Woodlawn Road and Woolwich Street. “