

---

# HALDIMAND COUNTY

Report GVL-01-2021 Renewal of Lease Agreement with Hearing Life Canada Ltd.



For Consideration by Council in Committee on March 30, 2021

---

## OBJECTIVE:

To obtain approval for the renewal of the lease agreement between the Corporation of Haldimand County and Hearing Life Canada Ltd. for use of a portion of Grandview Lodge.

## RECOMMENDATIONS:

1. THAT Report GVL-01-2021 Renewal of Lease Agreement with Hearing Life Canada Ltd. be received;
2. AND THAT the lease agreement between Haldimand County and Hearing Life Canada Ltd. for use of a portion of Grandview Lodge under the terms and conditions outlined in Report GVL-01-2021, be authorized;
3. AND THAT the rental rate for the lease shall be increased annually on the anniversary date, by the percentage change, year over year, during the preceding year as recorded in Statistics Canada Table 18-10-0004-13 Consumer Price Index for Ontario;
4. AND THAT the Mayor and Clerk be authorized to execute the necessary documents;
5. AND THAT a by-law be presented to authorize the lease.

**Prepared by:** Jennifer Jacob, Administrator

**Respectfully submitted:** Cathy Case, General Manager of Corporate & Social Services

**Approved:** Craig Manley, MCIP, RPP, Chief Administrative Officer

## EXECUTIVE SUMMARY:

Report GVL-01-2021 Renewal of Lease Agreement with Hearing Life Canada Ltd. has been prepared to propose the renewal of a lease agreement for the use of space within Grandview Lodge by Hearing Life Canada Ltd.

## BACKGROUND:

For many years a hearing clinic has been located at Grandview Lodge. This well-established location within the community provides service to the residents of Grandview Lodge as well as the public. On February 5, 2010, Hearing Life Canada Ltd., a division of Canada Hearing Centre Ltd., acquired the former Haldimand-Norfolk Hearing Clinic.

Their mission is to provide individuals who have a hearing loss with professional, comprehensive and convenient hearing healthcare services, including testing, assessment for appropriate hearing devices, sale of hearing devices and the counseling and assistance they need to enhance the quality of their lives through hearing.

The lease agreement for this service is due for renewal. Hearing Life Canada Ltd. not only provides services to the residents of Grandview Lodge, but they also serve residents who live in the community. The former five year lease agreement was approved by Council in 2015.

## **ANALYSIS:**

A hearing clinic is an essential service for people who reside in Grandview Lodge. Having this service located at Grandview Lodge is a benefit to the residents of the Home as it removes obstacles related to transportation to and from appointments. The location of the office space is outside of Grandview Lodge proper and allows for the staff and clientele of Hearing Life Canada Ltd. to enter and obtain services without having to access the Grandview Lodge home and administration areas.

The term of the agreement is recommended for five years, commencing April 1, 2021, with an option to renew the lease for another five year term upon successful negotiation of the terms and conditions, with the exception of the price per square foot. Termination clauses have been inserted in the lease agreement for both parties to allow opting out of the agreement with ninety days notice. Typical insurance clauses are included with a requirement of \$2,000,000 Commercial General Liability coverage. The owner of Hearing Life Canada Ltd. has reviewed the draft lease and is in agreement with it. It is proposed that the operators of Hearing Life Canada Ltd. continue to occupy the space currently used at 400 square feet. The current annual rent received for the Hearing Clinic is \$5,200, which represents \$13.00/square foot. At the onset of renewal negotiations with Hearing Life Canada Ltd., \$14.00/square foot was viewed as a reasonable rental rate, taking into consideration current vacancy levels in Dunnville and the overall market conditions in the area. This equates to \$5,600 annually.

## **FINANCIAL/LEGAL IMPLICATIONS:**

The proposed new lease agreement provides for a continuation of use of the existing lease space under the same terms and conditions as the previous lease with an annual rental fee of \$14.00/square foot. The initial rate shall be adjusted annually on the anniversary date, by the percentage change, year over year, during the preceding year as recorded in Statistics Canada Table 18-10-0004-13 Consumer Price Index for Ontario. The proposed new lease agreement will be for a five-year term commencing April 1, 2021 with a renewal option for an additional five years.

The lease agreement, provided as Attachment #1 to this report, is a standard lease document which has been used by the County in other circumstances. Hearing Life Canada Ltd. will be providing the County with a certificate of insurance outlining the required coverage.

## **STAKEHOLDER IMPACTS:**

The Legal and Support Services Division assisted in the development of the lease agreement.

## **REPORT IMPACTS:**

Agreement: Yes

By-law: Yes

Budget Amendment: Yes

Policy: No

**ATTACHMENTS:**

1. Proposed Lease Agreement with Hearing Life Canada Ltd.