
HALDIMAND COUNTY

Report LSS-02-2025 Declare as Surplus - 678 Nanticoke Creek Parkway,
Jarvis



For Consideration by Council in Committee on February 4, 2025

OBJECTIVE:

To obtain authorization to declare 678 Nanticoke Creek Parkway, Jarvis as surplus.

RECOMMENDATIONS:

1. THAT Report LSS-02-2025 Declare as Surplus - 678 Nanticoke Creek Parkway, Jarvis be received;
2. AND THAT the land described as PIN 38245-0174 (LT); legally described as Parcels 3-6 Section D3; Part Unit 3 Plan D-37-3 Nanticoke Part 2 on 37R3116; Haldimand County, be declared surplus to the needs of the municipality and listed for sale with a local realtor, with staff to report back to Council on any potential offers.

Prepared by: Melissa Lloyd, Property Coordinator

Reviewed by: Lori Friesen, Manager of Legal & Support Services

Respectfully submitted: Megan Jamieson, CHRL, General Manager, Corporate & Social Services

Approved: Cathy Case, Chief Administrative Officer

EXECUTIVE SUMMARY:

Staff are recommending the lands commonly known as 678 Nanticoke Creek Parkway in Jarvis, be declared surplus and offered for public sale. It is recommended that the property, identified in yellow hashmarks on Attachment 1, be listed with a local realtor and any offers received be presented to Council for consideration in a subsequent report.

BACKGROUND:

In 2017, the County received an unsolicited offer to purchase 678 Nanticoke Creek Parkway, Jarvis. The offer, submitted by the Community and Children's Safety Village of Haldimand-Norfolk (Safety Village), was for \$104,800 plus HST and included several conditions. One key condition required the group to secure their funding commitments; failure to do so would result in the offer lapsing.

At the April 2020 CIC meeting, staff presented LSS-M04-2020, providing an update that the Safety Village was unable to secure the necessary funds to complete the project and, consequently, withdrew their offer.

Staff committed to reviewing the potential for this property and bring forward recommendations at a later date. In the meantime, Legal and Support Services has not received any subsequent interest on this parcel, however it has not been actively marketed.

Current Use (Farm Lease)

For several years, this 3.74 acre parcel has been subject to a farm lease. Following the withdrawal of the Safety Village's offer, the farm lease continued including active farming of the lands, which in turn removed the County's requirement to maintain the lands while determining appropriate next steps. The farmer who leases the lands is well aware of the former conditional sale, as well as future potential for sale. The lease includes a 30-day termination clause, allowing the farmer to harvest their crops or allowing the County the option to compensate for any unharvested crops.

Declaring as Surplus

By-law 269/02 prescribes the procedures for disposing of County-owned real property. Before any such property can be sold, Council must pass a resolution declaring the property surplus and specifying the manner or process by which the sale of property will be conducted.

Haldimand County's Disposal of Surplus Lands Policy No. 2002-06 (Policy) governs this process, as established by Council, to ensure transparent and standardized approach for the sale of property. The Manager, Legal & Support Services is responsible for administering the activities within the Policy.

ANALYSIS:

The subject property, located near the town of Jarvis, is approximately 3.74 acres in size, identified as Urban Business Park lands within the Official Plan, zoned for light industrial use and within the settlement boundary. The parcel is adjacent to industrial businesses to the west and east, and benefits from its prominent location near Highway 6, although not within the MTO permit control area, making it suitable for industrial development opportunities.

A due diligence review was conducted to gather input from various County divisions regarding the feasibility of selling the property. This review assessed whether there is a municipal need to retain the land, either in whole or in part, and whether any restrictions or provisions should be applied to its sale.

Following this review, there is no requirement to retain the parcel, and no restrictions or provisions are necessary from a County divisional perspective. For these reasons, staff recommend formally declaring these lands as surplus and actively marketing the land for sale.

The Policy outlines available methods for selling surplus property, including by public tender (highest bid), listing with a licensed Real Estate agent practicing in Haldimand County, auction or any other method established by Council satisfying the requirements of the By-law and Policy.

Given this parcel's strategic location and potential for light industrial development, staff recommend listing the property with a local realtor. To select the most suitable realtor, staff will consult with a least three local candidates and evaluate their experience, track record, marketing strategy, client reviews, communication skills, pricing strategy (opinion of value), commission fees and negotiation tactics. This process aims to ensure that the County secures good value and achieves a sale price at or above fair market value for the property.

Staff propose marketing the property for an initial 90-day period, with the option to adjust this strategy in consultation with the selected realtor. Based upon the level of interest and activity during this time, staff may extend the listing or engage with a different realtor. If the property is not sold, this approach will continue until the end of 2025, after which staff will provide Council with an update and seek further direction. To bolster marketing efforts, Economic Development & Tourism has offered additional support. Once offers are received, staff will present recommendations for Council's consideration and direction.

Impact on Current Use (Farm Lease)

Should Council confirm that this parcel is deemed surplus, and move forward with listing the property for sale, staff will inform the farm lease tenant of this decision to determine if they wish to continue with the farm lease for the 2025 season.

As a condition of sale, information regarding the farm lease will be included, if necessary, as this could impact a closing date if an offer is made and accepted.

FINANCIAL/LEGAL IMPLICATIONS:

If sold, all costs associated with the property transactions will be borne by the purchaser(s) and the identified property would no longer be the legal responsibility or liability of the County. Subsequently, any proceeds from sale, if applicable, would be contributed to the Land Sales Reserve in accordance with County Policy.

If the property is not sold at this time, the property will remain the legal responsibility of the County.

STAKEHOLDER IMPACTS:

Not applicable.

REPORT IMPACTS:

Agreement: Yes

By-law: Yes

Budget Amendment: No

Policy: No

REFERENCES:

1. [Policy No. 2002-06 Disposal of Surplus Lands](#)

ATTACHMENTS:

1. Map of Subject Lands