



Subject: Offers to Purchase – Surplus Lands East of Langrell Avenue

Report Number: EDM 24-035

Department: Economic Development Department

Submitted by: Cephas Panschow, Development Commissioner

Meeting Type: Council Meeting

Meeting Date: Monday, September 9, 2024

RECOMMENDATION

- A. THAT report EDM 24-035 Offers to Purchase – Surplus Lands East of Langrell Avenue be received; and
- B. THAT by-laws be brought forward authorizing the Mayor and Clerk to enter into an Agreement of Purchase and Sale with David Lopes and Mariah Koopman and John Allard and Linda Allard and to execute any documents required to effect the transfer of these lands.
- C. THAT, consistent with Council's June 12, 2024 direction, the Treasurer be directed to transfer the proceeds from these transactions to the Parkland Trust.

BACKGROUND

Town Council passed the following resolution at the January 23, 2024 Council Meeting:

- A. *THAT report titled EDM 24-002 Surplus Land Declaration – Municipal Lands East of Langrell Avenue be received; and,*
- B. *THAT the municipally owned lands located East of Langrell Avenue, North of the Town owned Storm Water Management facility, and described as part of Part 55 on Plan 41R-7299, be declared surplus to the needs of the Town of Tillsonburg in accordance with Bylaw 2021-031 (land disposition) including suitable notification to the public; and,*
- C. *That the Development Commissioner be authorized to negotiate an Agreement of Purchase and Sale with the adjacent property owner(s) subject to being brought back to Council for approval.*

Subsequent to this direction, the Development Commissioner has been negotiating the terms of the Agreement of Purchase and Sale with the adjacent property owners and is presenting the two Offers to Purchase in accordance with Council’s direction for consideration.

DISCUSSION

The two offers have been submitted with a revised lot configuration as shown in Figure 1 with Lopes/Koopman proposing to purchase the larger “L” shaped parcel and Allard purchasing an approximately 10 metre extension to their backyard.

Figure 1 – Revised Lot Configuration



The Offers to Purchase received are summarized as follows:

	Lopes/Koopman Offer Details	Allard Offer Details
Price	A flat rate of \$11,000 for approximately 3,719 square feet of land (equates to \$2.96 per square foot)	A flat rate of \$4,000 for approximately 1,158 square feet of land (equates to \$3.45 per square foot)

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	Note: Purchasers agreed to a combined total of \$15,000 and split the area based on what they needed so the value per square feet is not the same.	Note: Purchasers agreed to a combined total of \$15,000 and split the area based on what they needed so the value per square feet is not the same.
Area (estimated subject to final adjustments)	Updated estimate of 3,719 square feet. To be verified with a new reference plan	Updated estimate of 1,158 square feet of land. To be verified with a new reference plan.
Irrevocable Date	September 13, 2024	September 13, 2024
Closing Date	October 31, 2024	October 31, 2024
Purchaser Conditions	None	None

Based on there being no municipal need for these parcels and the offers to purchase received from the property owners that meet Council’s direction, the Development Commissioner is recommending that the Town enter into an Agreement of Purchase and Sale with these property owners to enable them acquire these lands for addition to their respective properties.

CONSULTATION

The Town’s solicitor, Duncan, Linton LLP, has reviewed the Offers to Purchase and their recommendations regarding splitting the original single agreement into two agreements as well as the insertion of Clause 16 regarding the merger of the new parcels with their existing properties, have been included in the revised offers.

FINANCIAL IMPACT/FUNDING SOURCE

A range of Opinion of Values has been obtained for these lands. The range of value was from \$1.75 to \$8 per square foot and the negotiated value falls within this range.

In addition to the value of the land, the Purchasers would be responsible for the Town’s legal and survey costs.

CORPORATE GOALS

How does this report support the corporate goals identified in the Community Strategic Plan?

- Lifestyle and amenities
- Customer service, communication and engagement
- Business attraction, retention and expansion
- Community growth
- Connectivity and transportation
- Not Applicable

Does this report relate to a specific strategic direction or project identified in the Community Strategic Plan? Please indicate section number and/or any priority projects identified in the plan.

Goal – The Town of Tillsonburg will strive for excellence and accountability in government, providing effective and efficient services, information, and opportunities to shape municipal initiatives.

Strategic Direction – Not applicable.

Priority Project – Not applicable

ATTACHMENTS

- Appendix A – Offer to Purchase – Lopes/Koopman
- Appendix B – Offer to Purchase – Allard