



Subject: Agreement of Purchase and Sale (Barber Drive Part 1)

To: Council

From: Development and Government Relations Department

Report Number: 2025-85

Meeting Date: May 27, 2025

Recommendation:

That Development and Government Relations Department Report 2025-85 be received;
and

That Council approve entering into the Agreement of Purchase and Sale with Port Colborne Quarries Inc., for City land legally described as Barber Drive Part 1 on Plan 59R-16975 Part of Lot 26 Concession 2; and

That the Mayor and City Clerk be authorized to sign the by-law for the Agreement of Purchase and Sale and any and all documents respecting the sale of these lands.

Purpose:

The purpose of this report is to bring forward the Agreement of Purchase and Sale and by-law to formally approve the sale of the Barber Drive Part 1 parcel legally described as Part 1 on Plan 59R-16975 Part of Lot 26 Concession 2 as shown in Appendix B.

Background:

The City of Port Colborne (the City) staff are always reviewing City-owned property to identify potential surplus lands that could be made available to support residential and industrial development opportunities and expand the City's tax base. Supporting growing industrial development is an important part of the business retention and expansion portion of the City's economic development plan to retain and grow employers, employees, attract new residents, and create additional assessment on the City's tax roll. This improves efficiency and financial sustainability for the City.

Staff have applied this rationale when analyzing properties for potential disposition. City staff identify that the subject parcel, shown in Appendix B, with the legal description Part 1 on Plan 59R-16975 Part of Lot 26 Concession 2, meet these objectives.

The City owned parcel, which is 0.76 of an acre, is located north of Main Street on the east side of Barber Drive running north along the rail tracks (see Appendix A). The parcel is zoned Gateway Industrial (GI). There are no municipal services on the west side of the railway tracks and as such the area is used for outdoor storage of industrial materials. The property was declared surplus by Council on May 13th, 2025 with the passing of Report 2025-81.

Discussion:

The subject parcel is not generating tax revenue for the City. Staff identify a better use of the parcel would be achieved through private ownership. Selling this parcel to the private sector would fulfill the goals of the surplus land review and continue to attract private sector investment to the City. This sale has been conducted in accordance with the Sale of Land Policy.

The City Solicitor has reviewed the draft Agreement of Purchase and Sale to incorporate wording and conditions important to the City. This version of the agreement has been reviewed and approved by the purchaser.

Internal Consultations:

The parcel is not required by the City based on an internal review by City departments. Staff are recommending that this parcel be sold to support future industrial development in the Ramey's Bend docking and shipping area.

Financial Implications:

This property is being sold to Port Colborne Quarries Inc., for \$25,000 plus applicable taxes and legal closing costs. The sale proceeds will be directed to the Economic Development Land Reserve. The final property sale price was determined with an Opinion of Value provided by a real estate agent Sherry Hoover at Royal LePage NRC Realty, Brokerage.

The property currently does not generate any taxes for the City of Port Colborne. Once this property has been sold it will be re-assessed by the Municipal Property Assessment Corporation (MPAC) creating an additional taxpaying property in the City.

Public Engagement:

The property was declared surplus in the Declaration of Surplus City Property – Barber Drive in Report 2025-81 on May 13th, 2025.

Strategic Plan Alignment:

The initiative contained within this report supports the following pillars of the strategic plan:

- Welcoming, Livable, Healthy Community
 - Economic Prosperity
 - Sustainable and Resilient Infrastructure
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Conclusion:

The Barber Drive Part 1 parcel is a small piece of surplus City property near the Ramey's Bend area. The adjacent property owner has made an offer to purchase the land as part of a land assembly to support continued industrial operations at the Ramey's Bend dock and shipping area. City staff have adhered to the City's Sale of Land Policy.

Staff are recommending that Council approve the sale of the Barber Drive Part 1 parcel for \$25,000 plus applicable taxes and City legal closing costs and that the attached by-law be approved.

Appendices:

- a. City Property Declared Surplus – Barber Drive
- b. Survey of Barber Drive Part 1 RD
- c. By-law and Agreement of Purchase and Sale

Respectfully submitted,

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Report Approval:

All reports reviewed and approved by the Department Director and also the City Treasurer when relevant. Final review and approval by the Chief Administrative Officer.