



Working together with our community

## Council Meeting – December 16, 2025

Subject: County Land Review Project Update  
Report Number: CS-25-180  
Division: Corporate Services  
Department: Administration  
Ward: All Wards  
Purpose: For Decision

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### Recommendation(s):

That Staff Report CS-25-180 be received as information;

And that Council direct staff to continue phase 1 of the County Land Review project within the existing Realty Services team resources, with the work being given the appropriate priority;

And that Council direct staff to bring back a report by the end of Q2 2026 with options for an affordable housing incentive program that may include municipal land;

And further that Council direct staff to identify parcels of land that could be considered for a second phase of the County Land Review project, including the resources required to bring the parcels to the stage of surplus declaration and disposition.

### Executive Summary:

**Purpose of the Report:** The purpose of this report is to provide Council with an update on the first phase of the County land review project and seek direction on next steps related to the potential affordable housing parcels and a potential second phase of the project.

**Background and Context:** By way of report CS-24-030, Council gave staff direction to proceed with the appropriate surplus declaration and disposition of twenty-four parcels of land. Additionally, Council identified three parcels of land that could potentially be used for affordable housing, in partnership with a development partner. As properties have been declared surplus and sold, staff brought forward the applicable reports but felt that it would be beneficial for Council to see a comprehensive overview of the results of the first phase of the project. In considering the affordable land parcels, staff have identified that additional investigation, and analysis should be undertaken to look

for options and opportunities for the County to attract affordable housing partners and secure the resulting housing units as affordable over the long term.

**Conclusions:** Staff consider phase 1 of the County Land Review project to be a success and are seeking Council direction on if/how to undertake a second phase.

**Financial Implications:** As noted in the finance comments section of this report.

### Discussions:

During the first phase of the County Land Review project there were a total of 24 properties that Council authorized staff to proceed either with the appropriate surplus disposition process, the road closure & conveyance process and/or rezoning process to prepare for surplus disposition of these properties.

As staff have worked through these processes, additional reports have been brought forward for Council's decision and to inform Council when sales have completed. The purpose of this report is to provide an overview of the entire first phase of the project.

The results of phase 1 of the County Land Review projects are as follows:

- **Properties to be sold to adjacent owners: 8 properties** were declared surplus and Council directed staff to proceed with discussions with adjacent property owners to explore disposition. Three have been sold, one is still in negotiation and four are closed (as adjoining owners were not interested in purchasing);
- **Road closure and conveyance: 6 properties** were subject of the road closure and conveyance process. Two properties have been sold, two are in progress and two are closed (as adjoining owners were not interested in purchasing);
- **Properties subject to community engagement:** as a result of the community engagement process, Council directed staff to proceed with the required zoning work and surplus disposition process for **9 properties**. Two are sold, two are still listed on the market for sale and five are in the process of obtaining the required zoning work before they can be listed on the market to be sold;
- **1 property** was referred to **Mayor's Affordability Roundtable** for discussion about the potential of affordable housing and is now being considered for such along with the three parcels previously identified by Council.

To date the total revenue generated from the properties that have been sold is \$482,140 with two listed on the market at selling prices of \$450,000 and \$275,000. Once these two sell the total revenue generated would then be approximately \$1,207,140 for the first phase of the County Land Review project. There are eight more properties out of the first phase that can potentially be sold and generate additional revenue for the County once the required zoning work, agreements, survey, etc. are completed and the properties listed on the market. The time frame at getting these eight properties listed could be approximately a year or more as rezoning needs to be completed and reference plans prepared. Realty Services will continue to work on

preparing these properties as part of the regular workload in the appropriate priority with other realty matters.

Staff are seeking direction on a potential phase 2 for the County Land Review project. Council will recall that a temporary full-time Realty Services Specialist was approved to lead phase 1 of the project, funded from the County Land Reserve. The term of the temporary position is complete and as such there is no longer dedicated staff time for this project. Without a dedicated resource, any future phases of the project will be worked on by staff in various departments (Realty, Planning, GIS, Social Services & Housing, Corporate Services) as time and workload permits.

As well, consideration should be given to what the scope of a future phase would be; the properties in phase 1 were assessed as “quick wins”, meaning properties that did not require significant work to bring them to market. Any properties in a future phase would require additional steps such as planning applications and full community engagement and include properties that may be more broadly used by the public such as active parks, playgrounds and woodlots. Should Council wish to consider a future phase, staff can bring back a list of properties for Council’s consideration within the boundaries as directed by Council (e.g. types of properties to include or exclude).

#### Affordable Housing Lands

As noted above, as part of this phase of the County Land Review project, Council identified lands to consider as potential sites for affordable housing, in partnership with a development partner. Staff have included the property referred to the Mayor’s Affordability Roundtable on this list, however, to move forward in this manner, Council will need to make this final determination.

In determining how best to move forward with the identified properties, staff have been considering the following:

- the need to clearly define “affordable” to ensure that the land is used to develop units that meet the community’s greatest housing needs;
- other incentives that the County could consider offering, along with land, to assist in attracting development partners and to support the viability of an affordable housing development, and ways to fund those incentives;
- current and potential future provincial and federal funding sources for affordable housing development;
- mechanisms that the County could consider to guarantee that the units developed remain affordable long term, to both meet the community’s housing needs and protect the County’s investment.

Staff request Council’s direction to continue to do more work on this part of the project by developing options for Council’s consideration for an affordable housing incentive program or package that could include the land parcels but also other types of County support to make it more attractive and viable for affordable housing development partners. From staff’s past experience with affordable housing development projects,

while land is an important component, additional incentives or opportunities for support are often needed for the project's initial capital and ongoing operating viability to retain the affordability levels of the housing units long term.

Staff are committed to investigating all options for affordable housing development and have been working diligently on this issue. Outside the scope of the County Land Review project, staff in the Social Services & Housing department, Finance and Corporate Services have been working closely with the Haldimand Norfolk Housing Corporation to move forward with the goals of their Regeneration Master Plan.

With staff support and funding from the federal, provincial and municipal governments, the Housing Corporation has been completing repair and renewal projects within existing housing stock, revitalizing older housing units to create new transitional housing in partnership with the ASH program and student housing, and has been progressing on their new developments in Delhi and Dunnville which include market rent, affordable and rent-geared-to-income units.

Staff are committed to come back to Council with an update on the affordable housing part of the County Land Review project and on potential properties for a phase 2, should Council direction be given, by the end of Q2, 2026.

#### **Finance Comments:**

The net revenue from the sale of the lands related to the County Land Review has contributed \$429,797 to the Land Reserve to date. The net revenue from future sales will continue to be transferred to the reserve.

#### **Interdepartmental Implications:**

The County Land Review project has involved many departments, including Corporate Services Administration, Finance, Planning, Social Services & Housing, Engineering and GIS, with Realty Services as the lead department.

#### **Consultation(s):**

CAO  
General Manager of Community & Development Services  
Acting Director of Social Services & Housing  
Realty Services Specialists

#### **Strategic Plan Linkage:**

Building Norfolk - Develop the infrastructure and supports needed to ensure complete communities

The County Land Review project has identified vacant or underutilized parcels of County lands that were assessed as not currently being used at their highest and best use. Through the appropriate surplus declaration and disposition process the land can be better utilized and the County is able to generate revenue for the County Land Reserve.

**Attachment(s):**

None

**Approval:**

Approved By:  
Al Meneses, Chief Administrative Officer

Reviewed By:  
Bill Cridland, General Manager of Community & Development Services  
Brian Davis, Acting Director of Social Services & Housing  
Kelly Darbishire, Realty Services Specialist  
Karen Vanderhaeghe, Realty Services Specialist

Prepared By:  
Heidy Van Dyk, General Manager of Corporate Services