

CITY OF SASKATOON COUNCIL POLICY

NUMBER C09-001

POLICY TITLE <i>Residential Lot Sales – Contractor Allocations</i>	ADOPTED BY <i>City Council</i>	EFFECTIVE DATE <i>March 30, 1981</i>
		REVISED <i>April 26, 2023</i>
ORIGIN/AUTHORITY <i>Planning and Operations Committee Report No. 16-1981; Legislation and Finance Committee Report No. 15-1987; Land Bank Committee Report No. 6-1991; and all amendments up to and including Item 8.2.4 of Standing Policy Committee on Finance Report – December 16, 2019, Item 8.4.5 of Standing Policy Committee on Finance Report – April 5, 2023.</i>	CITY FILE NO. <i>CK. 4110-36</i>	PAGE NUMBER <i>1 of 6</i>

1. PURPOSE

To assist in fostering competition and diversity in the home building industry in Saskatoon by ensuring a fair and equitable allocation of City of Saskatoon (City)-owned lots to contractors.

2. DEFINITIONS

2.1 Contractor - a homebuilder who constructs complete homes for the purpose of resale.

2.2 Eligible Contractor – a contractor who meets the eligibility criteria explained in this Policy.

3. POLICY

Saskatoon Land may, from time to time and subject to the criteria outlined in this Policy, offer residential lots for sale to contractors who are in the home-building business in Saskatoon.

3.1 Saskatoon Land Will Not Sell:

- a) Blocks or lots to a contractor who does not meet the Eligibility Criteria; and
- b) Who does not provide sufficient information to satisfy that the criteria is met in spirit and in fact.

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3.2 Saskatoon Land Reserves the Right to:

- a) Determine contractor eligibility and to sell lots to only those who are in good standing under the criteria.
- b) Remove any contractor from its eligibility list at any time.
- c) Determine the number of lots it shall offer to any contractor at any time.

3.3 Criteria

To be eligible for lot allocations, a contractor must meet the following criteria:

a) Relationship to Other Contractors

No allocation will be made to any contractor or company known to have officers or shareholders in common with any other contractor or company otherwise eligible, until both or all contractors or companies so involved have designated only one of the contractors or companies as being the one eligible for allocations.

b) Business Tax/License

The applicant must have paid a business tax or license fee for the purpose of operating a home-building business in Saskatoon.

c) Individuals Representing Contractor

Any contractor or company which has individuals buy, or permits individuals to buy on behalf of the contractor or company will be removed from Saskatoon Land's eligibility list. This does not apply however, when officers or shareholders of the company or contractor purchase lots as individuals for their own personal residence, subject to the sales policies applicable to individuals.

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d) Contractor Activity

In order to maintain eligible status, contractors must purchase at least one lot every two years or demonstrate that they are actively engaged in the construction or marketing of new homes in Saskatoon over the same two-year period. Acceptable measures for determining if a builder has been actively engaged in new home building include but are not limited to:

- i) Approved construction of new dwelling unit(s) in the city of Saskatoon and demonstrated progress through the building inspection process (e.g. backfill and framing inspections completed);
- ii) Active marketing or listing of new homes on the Saskatoon MLS listing; and
- iii) Other evidence of new home building activity approved by the Director of Saskatoon Land.

e) Mandatory Training

Completion of the seven modules under the Certified Professional Home Builder Program, offered to both members and non-members of the Saskatoon and Region Home Builders' Association, or a course(s) approved by the Director of Saskatoon Land.

f) Safety Training

Completion of a safety training course approved by the Director of Saskatoon Land.

g) Home Warranty

Active membership in a Home Warranty program recognized by Saskatoon Land.

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h) Insurance Coverage

Workers' Compensation and insurance coverage with a minimum of two million dollar liability insurance coverage on each build.

3.4 Outstanding Accounts

- a) Eligible contractors are required to ensure that their accounts are in good standing. Any outstanding accounts will temporarily suspend the company from purchasing further lots over-the-counter and from purchasing through new public lot allocations; and
- b) Notwithstanding (a), over-the-counter purchases may be allowed under the following conditions:
- i) Eligible contractor has signed the contract with customer for construction of a home;
 - ii) All interest is paid up on outstanding accounts;
 - iii) A payment plan is agreed to by Saskatoon Land and the purchaser on the outstanding accounts; and
 - iv) Upon approval of the Director of Saskatoon Land.
- c) Eligible contractors with overdue accounts due to an Assignment Agreement may be given additional time to make final payment upon approval of the Director of Saskatoon Land.

3.5 New Applicants

- a) New eligible contractor applicants that can demonstrate proven experience in the new home-building industry as per internal office procedure "New Applicants", and meet criteria noted in Section 3.3 may purchase lots from inventory or participate in new lot allocations and bypass the probationary process.

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- b) Applicants with limited new home-building experience will be classified as probationary and will need to provide reasonable evidence to indicate they wish to become a probationary contractor with Saskatoon Land.
- c) Saskatoon Land reserves the right to limit the number of lots offered to a probationary contractor and to offer no more lots until proof has been received that the contractor now meets all other criteria.
- d) Saskatoon Land requires such applicants to demonstrate their commitment to being or becoming an eligible contractor by meeting the conditions set in the Probationary Applicant Procedure.

3.6 Time to Build Requirement

The Time Frame to Build Requirement will be governed by City Policy No. C09-006 on “Residential Lot Sales – General Policy”.

3.7 Violations

Violations of this Policy will, at the sole discretion of Saskatoon Land, result in the contractor being removed from the Eligibility List.

3.8 Annual Eligible Contractor Application

Eligible Contractors must file their annual application by February 28th in order to participate in new public lot allocations from Saskatoon Land.

4. RESPONSIBILITIES

4.1 City Council

- a) Receive and consider recommendations from the Standing Policy Committee on Finance for amendments to this Policy.
- b) Approve amendments to this Policy when and as required.

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4.2 Standing Policy Committee on Finance

- a) Receive and consider recommendations from the Saskatoon Land for amendments to this Policy.
- b) Provide recommendations to City Council for amendments to this Policy.

4.3 Saskatoon Land

- a) Administer lot allocations to contractors in accordance with this Policy.
- b) Review and, where appropriate, recommend changes in this Policy to City Council, through the Standing Policy Committee on Finance.

4.4 Applicant

- a) Demonstrate that they are a homebuilder and meet all criteria.
- b) Provide a copy of the business license or a receipt showing that the business tax has been paid.
- c) Provide, if requested, such information as in Saskatoon Land's opinion, is necessary to establish the status of the applicant as a homebuilder.