

# **TOWN OF SMITHERS**

Minutes of the Committee of the Whole Meeting of Council held in Council Chambers, 1027 Aldous Street, Smithers, B.C., on Tuesday, February 2, 2010, at 5:00 p.m.

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## **Council Present:**

Cress Farrow, Mayor  
Norm Adomeit, Councillor  
Mark Bandstra, Councillor  
Lorne Benson, Councillor  
Jo Ann Groves, Councillor  
Charlie Northrup, Councillor  
Frank Wray, Councillor.

## **Invited Guests (Realtors):**

Jeremy Penninga, Calderwood  
Jesse Butler, Calderwood  
Leo Lubbers, Calderwood  
Casda Thomas, Calderwood  
D.J. Mio, Calderwood  
Niomi Mio, Calderwood  
Donna Grudgfield, Remax  
Sandra Hinchliffe, Remax  
Ron Lapadat, Remax  
Karen Benson, Remax  
Denis Dore, Landquest.

## **Staff Present:**

Deborah Sargent, Chief Administrative Officer  
Mark Allen, Director of Development Services  
Janice McKay, Recording Secretary.

## **Staff Excused:**

Susan Bassett, Director of Corporate Services  
Leslie Ford, Director of Finance  
Andrew Hillaby, Director of Recreation, Parks and Culture  
Keith Stecko, Fire Chief  
Patricia Berg, Airport Manager  
Wilf Taekema, Director of Works and Operations.

## 1. **CALL TO ORDER and INTRODUCTIONS**

Mayor Farrow called the meeting to order (5:00 p.m).

## 2. **CORRESPONDENCE/REPORTS**

Mayor Farrow thanked the realtors for coming out to the meeting. He stated that the purpose of the meeting was to: a) have an informal discussion to gather ideas regarding the marketing of Town properties, so that the Town is well poised when the market picks up; and b) build a good working relationship with realtors from all agencies.

Mayor Farrow advised that the Town of Smithers is hosting the 2010 North Central Local Government Association conference in May and the workshop "How Municipalities Deal with Realtors" is expected to be a popular one.

The following topics were discussed:

- the advantages, to the Town, of listing Town properties through a realtor
- how to facilitate a Request for Proposal (RFP) process, including method of notifying realtors/agencies, term, selection, and other parameters
- commission and compensation to realtors
- required functions: a) marketing of Town-owned properties; and b) having an in-house realtor/advisor, to provide advice to Council regarding market value of properties leased by the Town, for example
- whether or not money paid out for lease advice would exceed financial

benefits to the Town.

- whether or not to specify uses for a property in advance, or leave it up to developers
- having a complete inventory of Town-owned lands would assist realtors, especially any lands being considered for future development
- bias versus Councillor's conflict of interest
- "dual agency" versus "no agency"
- how marketing of Willowvale Subdivision was handled
- the role of Town staff regarding marketing of properties, providing information to realtors and developers, preparing reports for Council's consideration based on RFP analysis, etc.
- appraisals have a time limit, and property prices need to be adjusted from time to time.

Mayor Farrow and Council thanked the realtors for their input.

3. **OTHER BUSINESS/NEW BUSINESS**

None.

4. **ADJOURNMENT**

The meeting adjourned (6:13 p.m.).

Certified Correct:

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Cress Farrow  
Mayor

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Deborah Sargent  
Corporate Administrator/CAO

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**Certified a True and Correct Copy** of the Minutes of the Committee of the Whole meeting held on Tuesday, February 2, 2010, at 5:00 p.m. in Council Chambers at 1027 Aldous Street, Smithers, B.C.

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Deborah Sargent  
Corporate Administrator/CAO