



GRAND VALLEY

STAFF REPORT

To: Mayor and Members of Council
From: Meghan Townsend, CAO/Clerk
Meeting Date: October 14, 2025
Report Number: 2025-170
Subject: Gravel Pit Sale – Tender Results and Discussion of Next Steps

Recommendation

THAT Council receives Report – Gravel Pit Sale – Tender Results and Discussion of Next Steps,

AND FURTHER THAT Council directs the CAO to reissue the Request for Tenders, lowering the minimum bid to \$700,000, and present the results of the second RFT at a future Council meeting in 2025.

Executive Summary

Purpose

To advise Council of the results of the request for tenders for the sale of the Town's gravel pit and present recommendations for next steps.

Key Findings

No bids were received in the tender period.

Several inquiries were received, and most commented that the price was too high.

Inquiries still coming in, post tender, and parties were advised that this report would go to Council and that they should watch for next steps if still interested in bidding.

Financial Implications

Cost to repost the tender if re-issued.

Costs for real estate agent if sold through the market.

Report

Background

The Town issued a Request for Tenders for the sale of the gravel pit located in Southgate Township. The tender period closed on September 24, 2025. No tenders were received.

Discussion

There were many interested parties when the tender was posted. Several people commented that the price might be too high. Others said that they missed the submission deadline. Others called after to find out if it sold as they were interested and might still be interested.

Because no bids have been received, Council will need to choose from the following options to proceed with the sale:

- 1) Advertise through a real estate agent
 - It would then likely be sold at “first come, first served” basis
 - May not get the highest price that a bidding competition would bring
 - Some loss of revenue that would be taken in real estate commission
- 2) See if an adjacent property owner is interested in buying directly from the Town
 - Interested bidders did not identify themselves
 - Disposition by-law states it can be sold to adjacent Owner
 - Not likely to get best price, though
- 3) Repost the Request for Tenders at a lower minimum bid
 - Given the apparent interest, it seems likely that bids would be received if the minimum bid was either lowered or removed altogether
 - This is the preferred option, with a recommended minimum bid of \$700,000, just higher than the appraisal value of \$650,000. This lower minimum bid would then prompt interested parties to present their best offer in order to compete with other interested parties
- 4) Wait until spring and take next steps then
 - Town would continue to have the liability of the pit and be required to complete 2025 reporting and payment of fees, perhaps with financial obligations into 2026

Financial Impact

There will be advertising costs to repost the tender. No other new impacts.

If an agent is enlisted, their commission would come off the offer price.

Consultations

None

Attachments

None

This report was submitted by

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This report was approved by

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