



Date: October 29, 2025
To: Municipal Council
cc: Kim Ramsay, Chief Administrative Officer
From: Councillor Garden-Cole, Corporate and Residential Services Committee Chairperson
RE: Corporate & Residential Services Committee Report

The Committee held its regular meeting on October 21, 2025 and the following motions are coming forward as a result of that meeting:

1. WATER UTILITY RATE REVIEW

The Director of Finance introduced presenters, Gerry Isenor and Blaine Rooney, who conducted a water utility water rate review on behalf of the Municipality of East Hants. It was noted that the water rates have not been adjusted since April 2019. Based on the report submitted and presented, it was suggested that the rates be adjusted for the Municipality to break even.

The Corporate and Residential Services Committee recommends to Council that Council *direct that the East Hants Water Utility apply to the Nova Scotia Regulatory and Appeals Board for changes to its rates for water and water service, fire protection to the Municipality and changes to its regulations for customers served by the Utility, as set out in the Water Rate Study prepared by G.A. Isenor Consulting Limited in association with Blaine S. Rooney Consulting Limited.*

As Chair of the Committee, I so move.

2. REPEAL OF BUSINESS PARK PRICING POLICY/ADOPTION OF THE BUSINESS PARKS SALE OF LAND TERMS AND CONDITIONS POLICY

Staff presented a report outlining the suggested changes in the current Business Parks Pricing Policy and wish to adopt the new Business Parks Sale of Land Terms and Conditions Policy in its place. These changes would improve the terms of selling municipal lots in the Elmsdale and Uniacke Business Parks. The new policy maintains the intent of the previous policy while strengthening East Hants' legal position, clarifying sale terms, and introducing fairer evaluation methods for lot sales.

At the direction of Committee, Staff have provided additional information (memo attached to the agenda) outlining the analysis of assessments in the Uniacke Business Park. Council is asked to review the memo before making the following motions.

The Corporate and Residential Services Committee recommends to Council that *Council repeal the Business Parks Pricing Policy; and that Council approve the Business Parks Sale of Land Terms and Conditions Policy.*

The Corporate and Residential Services Committee recommends that *Council approve the Real Estate Brokerage Commission fee be set at 3% on the first \$500,000 of the purchase price and 1.5% on the remainder, plus applicable taxes.*

As Chair of the Committee, I so move.

3. UNIACKE BUSINESS PARK LOT PRICING AND AVAILABILITY

Staff presented a report that the Municipality recently repurchased two lots in the Uniacke Business Park and they can be sold once they are added to the Business Park inventory and assigned sale prices.

The Corporate & Residential Services Committee recommends to Council ***that the Uniacke Business Park Lot Pricing and Availability document dated September 15, 2025 be approved.***

As Chair of the Committee, I so move.

4. FSANS REPORT

The Committee considered a confidential land issue during an in-camera session which resulted in the following recommendation.

The Corporate & Residential Services Committee recommends to Council ***that staff bring back a report on the Fire Service Association of Nova Scotia (FSANS) Fire Service Governance Study recommendations and the implications for East Hants moving forward.***

As Chair of the Committee, I so move.

This concludes the report.