



July 25, 2018

Standing Policy Committee on Finance  
c/o Councilor Ann Iwanchuk, Committee Chair  
222 3rd Avenue North  
Saskatoon, SK S7K 0J5

**RE: Changes to Probationary Requirement under Policy C09-001, Residential Lot Sales – Contractor Allocations**

Bonjour members of the Standing Policy on Finance,

I want to thank the Saskatoon Land Branch team for reaching out to our sector to discuss the proposed changes to probationary requirements under policy C091-001 in regards to residential lot sales and contractor allocations. We were able to forward this file to our internal Building Industry Liaison Committee for discussion and had the opportunity to conduct some productive discussions and consider future scenarios on the topic.

Our biggest concern is always to recognize and assist builders who are professionals and experienced in the industry and to not lump them into the same pool as those who are not contributing to raising the bar and not adhering to the same minimum standards. This policy manages risks on both sides of the equation. It manages risks for the City in allowing a testing period for new business relationships to see if they can work; and it also manages risks for the general public, ensuring lots being sold are going to those serious about building our City and do so professionally, safely and with an intent to commit. Essentially assisting in ensuring the land bank does not contribute to the erosion of professionalism and quality of builds.

As long as all applicants can access this modification to the policy – meaning not only those from outside of the City, but those within the City as well – these changes continue to reflect a focus on professionalism while also cutting red tape when not necessary.

While it was decided to remove the actual details of the requirements allowing a bypass of the probationary period and place it all into procedures, we would argue it best to keep these in policy form in order to not provide the impression of decisions having a political or preferential slant to them.

Aside from this last point which we believe should be considered, we support the changes presented to this policy and their intent.

If you have any questions or comments, please do not hesitate to contact me directly.

Sincerely,

Chris M. Guérette  
CEO

