

The Regional Municipality of York

Committee of the Whole
Finance and Administration
October 10, 2019

Report of the Commissioner of Corporate Services

2020-2024 Teranet Renewal

1. Recommendations

1. Council authorize a renewal of the contract between the Region and Teranet Inc. to provide land registry property and ownership information for a further term of 5 years, expiring on December 19, 2024, at a total cost of \$985,460 excluding HST.
2. The Commissioner, Corporate Services be authorized to execute the agreement on behalf of the Region.
3. The Commissioner, Corporate Services be authorized to negotiate and execute data sublicense agreements with members of the YorkInfo Partnership, including cost recovery.
4. The Commissioner, Corporate Services be authorized to exercise the option to extend the agreement for a further term of 5 years, expiring on December 19, 2029, on the same terms.

2. Summary

This report seeks Council approval to renew the contract between the Region and Teranet Inc. to provide land registry property and ownership information under the direct purchase provisions of the Purchasing Bylaw. The rationale for this direct purchase is Teranet Inc. is the only entity reasonably capable of providing property and ownership information.

- Teranet is the sole provider of land registry property and ownership information in Ontario
- The Region and local municipalities rely on Teranet information for municipal service delivery and integration into key business processes
- 6 of 9 local municipalities are participating in the joint purchase, sharing 55% of cost
- The current agreement, approved by Council [April 2014](#), expires December 19, 2019
- The renewed contract is for 5 years, from December 20, 2019 to December 19, 2024

- Council approval is required under the Purchasing Bylaw since the aggregate term of the renewed contract is greater than 5 years and over \$150,000

3. Background

Teranet is the sole provider of property and ownership information

In 1991, Teranet became the sole agent in Ontario for land registry and associated data and documents. Their exclusive contract with the Province of Ontario expires in 2067.

Municipalities across Ontario including Peel Region, Durham Region and others obtain their property and ownership information from Teranet through 5 year contracts.

The agreement provides on-demand access to updated land registry information

The agreement provides access to up-to-date land registry information for over 380,000 properties within York Region and immediate surroundings for 5 years. Information includes:

- Property boundary mapping
- The name of the legal owner(s) of a property
- Title and sales information of a property
- Legal description of a property
- All scanned registered plans

Teranet provides access to property information via a nightly updated, on-demand web-based system. This information is made available to staff through the Region's enterprise database and online mapping system, YorkMaps. These tools provide staff access to data within a few days of a property transaction.

York Region has had an agreement with Teranet Inc. since 2004 to provide land registry information

The Region has had an agreement with Teranet for the delivery of land registration information since 2004. In February 2004, Regional Council approved a direct award contract with Teranet for delivery of property and ownership information. Subsequently, in 2009 and 2014 Council approved additional five year renewals of the agreement. The current agreement expires on December 19, 2019.

The agreement allows the Region to sublicense Teranet information to local municipalities

In 2014, the agreement with Teranet was expanded to allow the Region to sublicense property and ownership information to local municipalities within the YorkInfo Partnership at a reduced cost. The YorkInfo Partnership consists of the 9 local municipalities, 2 school boards and 2 conservation authorities and has been active since 1996. Of the 9 local

municipalities, six are currently participating in the shared acquisition and cost of jointly purchasing the Teranet information. The six local municipalities are:

- Town of Aurora
- Town of Georgina
- Township of King
- Town of Newmarket
- Town of Whitchurch-Stouffville
- City of Vaughan

There are provisions in the contract to allow any of the remaining municipalities to join under the same terms and conditions.

4. Analysis

Accurate property and ownership information is critical to municipal government services

York Region is one of the fastest growing municipalities in Ontario. There are over 380,000 properties within the region, adding approximately 7,000 new properties and over 25,000 real estate transactions collected and recorded at the land registry office each year.

Land registry property information directly or indirectly supports many business systems and processes at the Region and local municipalities. For example, property mapping is integrated into the Town of Aurora's planning and building permit system, CityView, enabling property search capabilities and the creation of new application records. At York Region, land transfer information is used to measure and monitor affordability of new housing units in support of York Region's 10 Year Housing Plan. Mailing lists generated from ownership information supports timely communication to property owners affected by the delivery of municipal services, including service disruptions due to infrastructure maintenance or notification of public consultations, as required by the *Planning Act*.

Property and ownership information is accessible to municipal staff through web-based applications such as the Region's Property Viewer. These applications are used by staff in support of property acquisition, right-of-way/easement and land access negotiations for road widening projects and sewer and water main installations and maintenance.

York Region and local municipalities reduce costs through shared purchase

Teranet offers a tiered pricing model based on property count, with the higher the number of properties the lower the cost per property. The agreement with Teranet permits the Region to provide the lower tiered pricing through a sublicense to local municipalities at a reduced cost. Shared acquisition saves the Region and participating local municipalities on the purchase cost over individual contracts and reduces the cost of managing multiple purchases and contracts.

Participating local municipalities can provide this data to their subcontracted service providers for projects, without notifying Teranet, saving administrative overhead and costs.

Teranet maintenance agreement supports delivery of trusted and efficient services priority in the 2019 to 2023 Strategic Plan

The Teranet maintenance agreement supports the 2019 to 2023 Strategic Plan in the priority area of delivering trusted and efficient services, as it provides Regional and municipal staff access to valuable and consistently managed information through a shared purchase that is efficient and fiscally responsible.

5. Financial

Teranet's pricing is based on a cost per parcel model, however the 2020-2024 renewal cost was negotiated to remain the same as the existing contract. The cost of the 5 year agreement renewal is \$985,460 excluding HST. Forty-five percent (45%) of the funds totaling \$443,457, are budgeted in the annual operating budget of the Data, Analytics and Visualization Services Branch. The remaining 55% will come from the participating local municipalities, for a total of \$542,003. Shared purchase saves the Region and participating local municipalities on the purchase cost over negotiating individual contracts.

6. Local Impact

The agreement permits the Region and local municipalities, under the YorkInfo Partnership, to share in the joint purchase of Teranet products, at a reduced cost. Six local municipalities are participating including: Town of Aurora, Town of Georgina, Township of King, Town of Newmarket, Town of Whitchurch-Stouffville, and the City of Vaughan. They have agreed to share 55% of the total cost. Those not taking part in the purchase will be able to join at any point during the term of the agreement.

7. Conclusion

This report seeks Council approval for the Region to renew the agreement between the Region and Teranet Inc. to provide land registry property and ownership information under the direct purchase provisions of the Purchasing Bylaw.

Teranet is the only entity that currently provides land registry information in Ontario. The Region and local municipalities require the information for property ownership notifications, housing affordability monitoring, property mapping, right-of-way/easements and property acquisitions.

The Region will partner with local municipalities which will provide savings of staff time and money compared to each organization purchasing Teranet mapping and products separately.

The renewed agreement is for an additional 5 year term, from December 20, 2019 to December 19, 2024, at a cost of \$985,460 excluding HST. Participating local municipalities share 55% of the cost, with the Region paying the remaining 45%.

For more information on this report, please contact John Houweling, Director of Data, Analytics and Visualization Services at 1-877-464-9675 ext. 71529. Accessible formats or communication supports are available upon request.

Recommended by: **Dino Basso**
Commissioner of Corporate Services

Approved for Submission: **Bruce Macgregor**
Chief Administrative Officer

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