
Council Minutes

Council Members Present:

Mayor D. Henderson
Councillor J. Baker
Councillor T. Blanchard
Councillor L. Bursey (late 8:01 pm)
Councillor P. Deery
Councillor J. Earle (late 6:08 pm)
Councillor J. Fullarton
Councillor M. Kalivas
Councillor D. LeSueur

Staff:

B. Casselman, City Manager
C. Cosgrove, Director of Operations
D. Dick, Director of Corporate Services
L. Ferguson, Manager of Finance
S. MacDonald, City Clerk (Recording Secretary)
R. Nolan, Director of Economic Development
G. Pigeon, Fire Chief
P. Raabe, Director of Environmental Services
R. Rayner, Deputy Fire Chief
C. Ward, Financial Analyst
M. Wing, Financial Analyst

The meeting was called to order at 6:03 pm.

MAYOR'S REMARKS

Mayor Henderson spoke to the BMA study as an analysis tool. He showed a slide of municipal burden comparisons. Brockville's household income is stalled therefore comparing municipal burdens is challenging. The municipal burden for Brockville is among the lowest of the municipalities included in the study.

Councillor LeSueur spoke of the rally by Leeds Grenville Interval House he attended in support of the 16 Days of Action Against Gender Violence.

DISCLOSURE OF INTEREST

Nil.

ADOPTION OF COUNCIL MINUTES

Moved by: Councillor Kalivas

THAT the minutes of the Council Meeting of November 14, 2017 be adopted and circulated as read.

CARRIED

CORRESPONDENCE, COMMUNICATIONS AND PETITIONS

1. **Appointments to Boards and Committees
(Various)**

Moved by: Councillor Deery

THAT Council authorize the appointment of Michael Lebel to the Cemetery Board (term to expire November 30, 2021); and

THAT Council authorize the appointment of Brian Enright to the Arena Advisory Board (term to expire November 30, 2021); and

THAT Council authorize the appointment of John Mazurek to the Cycling Advisory Committee (term to expire November 30, 2021); and

THAT the necessary by-law be enacted.

CARRIED

DELEGATIONS AND PRESENTATIONS

1. Railway Tunnel Project - Phase 2 Mark Brandt, MTBA

M. Brandt provided an overview of the next phase of the tunnel project.

Councillor Kalivas would like clarity on when the pathway will continue to be connected to the existing Brock Trail. Councillor LeSueur confirmed that the tunnel committee has secured access under the existing tracks and are working in collaboration with the Brock Trail committee. It is expected that the trail will link in 2019.

Councillor Baker asked if the committee is still considering development of the south end of the tunnel. Councillor LeSueur indicated that the current project is phased over 6 portions and it is too far out to be considered at this time.

2. YMCA of Brockville and Area Request for Capital Funding(Diana Deakin-Thomas, CEO and Paul Fournier, Director, YMCA Foundation Board)

D. Deakin-Thomas and P. Fournier requested that Council consider waiving of water fees and an on-going annual capital contribution.

3. Aquatarium - Request for Funding

B. Rogerson outlined the request for funding from the Aquatarium.

Councillor Fullarton requested a copy of the Aquatarium's financial reports.

FINANCE, ADMINISTRATION AND OPERATIONS

Councillor L. Bursey, Chair
Councillors T. Blanchard, J. Fullarton, P. Deery
Meeting held on November 21, 2017

FAO - CONSENT AGENDA

Moved by: Councillor Blanchard

THAT the following items, as listed on the Finance, Administration and Operations Committee agenda are recommended by the Committee to be passed by Consent Agenda

CARRIED

1. **2017-112-11**
Ontario Regulation 284/09
Budget Matters-Expenses

THAT Council adopt this report of expenses excluded from the 2018 Budget as a requirement of Ontario Regulation 284/09 passed under the Municipal Act, 2001.

2. **2017-111-11**
Winter Maintenance Policy Amendments

THAT the following sections of the Policy for Winter Maintenance Operations be amended as outlined in the Analysis section of this report:

- Responsibility (Page 2 of the Policy)
- Schedule A Roadway Snow Clearing System
- Schedule B1 Sidewalk Snow Clearing System
- Schedule D Municipal Public Parking Lots to be Serviced for Snow and Ice Control
- Schedule E Parking Lots Servicing City Buildings to be Serviced for Snow and Ice Control

THAT all costs incurred due to the recommended changes be charged to the associated winter maintenance accounts.

3. **2017-114-11**
Brock Air Contract Extension

THAT Council accept the proposal from Brock Air Services Limited to extend the current Airport Management Contract for the three year period commencing on January 1, 2018 and completing on December 31, 2020, with the 2018 contract price being \$118,996.78 plus HST (a 2% increase from 2017), and a 3% annual increase for the following two years.

FAO - REGULAR AGENDA

1. **2017-115-11**
Rails to Trails Festival

Moved by: Councillor Blanchard

THAT Council receive report 2017-115-11, Rails to Trails Festival for information purposes.

CARRIED ON A LATER VOTE

Motion to Amend

Moved by: Councillor Earle

THAT Council authorize an independent special audit of the Rails to Trails Festival.

DEFEATED

The vote on the original motion was now taken and the motion was carried.

Original Motion

Moved by: Councillor Blanchard

THAT Council receive report 2017-115-11, Rails to Trails Festival for information purposes.

CARRIED

B. Casselman indicated that the development of 2018 work plans includes a review of the City's participation in festivals to analyze what worked and didn't work and how to proceed in the future.

2. **2017-116-11**
Relocation of the Tourism Office

Moved by: Councillor Fullarton

THAT the Finance, Administration and Operations Committee receive this report for information purposes.

CARRIED

2018 BUDGET

1. **YMCA Support - Water Costs**

Moved by: Councillor Fullarton

THAT Council authorize the water invoicing to the YMCA for the year 2018 be zero.

CARRIED, AS AMENDED ON A LATER VOTE

Motion to Amend

Moved by: Councillor LeSueur

THAT the water and wastewater rate for the YMCA be zero every year until it is discontinued by Council

CARRIED

Amended Motion

Moved by: Councillor Fullarton

THAT Council authorize the water and wastewater rate for the YMCA be zero every year until it is discontinued by Council.

CARRIED

2. **Cemetery Sign**

Moved by: Councillor Deery

THAT Council authorize funding in the 2018 budget in the amount of \$2,000 to be funded from Minor Capital for the Cemetery sign.

CARRIED

3. **Tourism Office Location and Service
Request for Proposal from the Aquatarium**

Moved by: Councillor Blanchard

THAT Council request the Aquatarium to provide a proposal to co-locate the Tourism office at the Aquatarium and/or the provision of tourism services by the Aquatarium.

CARRIED

4. **Water/Wastewater Rates
Fixed vs Variable portions**

Councillor Blanchard requested information on the water and wastewater rates to show the calculations to move the fixed cost coverage from 75% to 85% over a 10 year period. D. Dick indicated that a report will be provided.

STAFF REPORTS

1. **2017-120-11**
DBIA - Complimentary Parking Program

Moved by: Councillor Earle

THAT Report 2017-120-11 be received for information; and

THAT Council suspend the sale of Parking Passes beyond a 1 month period,
pending a comprehensive Parking Rate Review; and

THAT the 12 spaces allocated to the Boardwalk Landing be re-designated for
use by both the Boardwalk Landing clients and the Tall Ships Lands clients.

CARRIED, AS AMENDED ON A LATER VOTE

Motion to Separate

Moved by: Councillor Baker

THAT the motion be separated into three motions.

CARRIED

Moved by: Councillor Earle

THAT Report 2017-120-11 be received for information.

CARRIED

Moved by: Councillor Earle

THAT Council suspend the sale of Parking Passes beyond a 1 month period,
pending a comprehensive Parking Rate Review.

CARRIED

Motion to Withdraw

Moved by: Councillor Earle

THAT the following motion be withdrawn:

"THAT the 12 spaces allocated to the Boardwalk Landing be re-designated for use by both the Boardwalk Landing clients and the Tall Ships Lands clients."

CARRIED

NEW BUSINESS - REPORT FROM MEMBERS OF COUNCIL

1. **Notice of Motion for Council Meeting of December 5, 2017
Employment Lands Funding
(Councillor Baker)**

Councillor Baker indicated that he will be bringing forward the following motion at the Council meeting of December 5, 2017

"THAT no further money be allocated to the future employments lands project until the results of the OMB appeal are known and the future availability of the current Proctor & Gamble property (130 acres) is known."

BY-LAWS

073-2017 *A By-law to amend 085-2014 Being a By-law to Appoint Members to Various Boards and Commissions (various)*

READING OF THE BYLAWS

Moved by: Councillor Deery

Seconded by: Councillor Blanchard

THAT By-law Numbered 073-2017 be introduced and the same be now read a first, second and third time, signed by the Mayor and Clerk, sealed with the Seal of the Corporation and be recorded.

CARRIED

CONFIRMATORY BYLAW

Moved by: Councillor Deery
Seconded by: Councillor Blanchard

THAT By-law Number 074-2017 to confirm the Proceedings of Council at its meeting held on November 28, 2017 be read a first, second and third time, signed by the Mayor and Clerk, sealed with the Seal of the Corporation and be recorded.

CARRIED

MAYOR'S ANNOUNCEMENTS

Nil.

MEDIA QUESTION PERIOD

ADJOURNMENT

Moved by: Councillor Deery
Seconded by: Councillor Blanchard

THAT Council adjourn its proceedings until the next meeting scheduled for December 5, 2017.

CARRIED

The meeting adjourned at 9:35 pm.

Mayor

City Clerk

AQUATARIUM – ACTUAL VS ANTICIPATED

- The EPG Report* projected deficits for the Aquatarium in years 1-5 totalling **\$631k**, an average of **\$126k/year**.
- The Sustainability Reports (1, 2,3, 4) projected mature revenue streams in place by year 5 which would secure on-going sustainability for the facility.
- All these reports made assumptions about the facility operating costs, especially in the areas of hydro and “shared services” which are proving to be low.

*Revised Analysis – October 2008

AQUATARIUM – ACTUAL VS ANTICIPATED

- Annual building operating costs:
 - As estimated by the EPG = **\$120k** (incl. \$81k for hydro)
 - Based on actual experiences 2016/7 = **\$320k** (incl. \$150k for hydro)
 - A difference between actual and anticipated of **\$200k**
- Adding an extra **\$200k**/year to the operating cost could therefore put the Aquatarium in a **\$326k** per year deficit situation for years 1 to 5.
- However, the actual result for the first 2 years is forecast to be, **in total**, a deficit of **\$150k**, and the year 3 deficit is currently anticipated to be **\$250k**

AQUATARIUM – ACTUAL VS ANTICIPATED

The Steering Committee therefore respectfully requests a **\$400k** contribution to cover these first three year deficits through to December 31, 2018, in order to allow more time to plan for Sustainability.

GOING FORWARD:

- **The generation of additional revenue streams is crucial to sustainability – three initiatives are underway:**

- (1) The Aquatarium knows that while it currently raises over **80%** of its revenue from Admissions, peers such as the nearby Echo and Wild Centers generate only **34%** of their total revenues that way.
- **Fundraising** in support of the Aquatarium's educational mandate and its capital renewal program, must aggressively ramp up. This has only just become possible following the conclusion of the major Capital Campaign this Summer, but plans are in place and the activity has begun.
- (2) As the Centre of Excellence for the scientific study of all aspects of life in and around the St. Lawrence River and the Eastern Great Lakes, the Aquatarium believes it has a strong case to make to the Provincial Government to elevate its status, and funding, to **"Science East"** a perfect balance to the Centre of Excellence for mining and minerals that is "Science North" in Sudbury.
- (3) The Aquatarium would like the opportunity to propose taking the lead role in **providing all tourism related services for the City of Brockville** in the belief that duplication can be avoided, cost savings can be achieved, and more measurable results delivered. Such a proposal could be readied in short order if this direction is of interest to the City.

IS THE AQUATARIUM WORTH THE EFFORT?

The Economic Impact of the 2016 Aquatarium in RT09

This report was generated by the Ontario Ministry of Tourism, Culture and Sport

TREIM Model



IS THE AQUATARIUM WORTH THE EFFORT?

TOTAL VISITOR SPENDING	\$6,071,664
PAYROLL IMPACTS	\$2,627,013
EMPLOYMENT (JOBS)	70
TOTAL TAXES COLLECTED (ALL LEVELS)	\$2,141,675

THE “ASKS”

- The Aquatarium has seasonal revenues and many fixed monthly expenditures. Cash flow peaks and valleys inevitably result – **cash flow assistance** from the City during those valleys, to be repaid during the peaks would be appreciated.
- Additionally a **\$400k** grant to fund the first three years operating deficits will allow the Aquatarium the time to pursue its long term sustainability plan.