





COMMITTEE OF THE WHOLE MEETING MINUTES
 On Tuesday, March 19, 2019
 At Town Hall Council Chambers, 2nd Floor, 30 King Street East

COMMITTEE MEMBER PRESENT		STAFF PRESENT
Chair:	Adrian Haird	Shellee Fournier, CAO
Members:	Ted Lojko	Penny Kelly, Clerk/CEMC
	Dave Anderson	Cyril Cooper, Manager of Economic Development
	Matt Harper	Brenda Guy, Manager of Community Development
	Mike Kench	Melanie Kirkby, Treasurer
	Dennis O'Connor	Mike Prior, Working Foreman
	David Osmond	Steve Tiernan, Fire Chief
Regrets:		Paul McMunn, Manager of Public Works

1.	Call Meeting to Order
	Councillor Haird chaired the meeting. The meeting was called to order at 6:25 PM.
	**At this point, Councillor Haird read the following Motion:
	Procedural By-law No. 2016-094 – Role of Presiding Officer or Chair – Committee of the Whole
	Moved by: Councillor Osmond
	AS RECOMMENDED BY THE COMMITTEE OF THE WHOLE, BE IT RESOLVED THAT THE COUNCIL OF THE TOWN OF GANANOQUE SET ASIDE THE PROCEDURAL BY-LAW NO. 2016-094, PARTICULARLY SECTION 7.2., "CHAIR TO PRESIDE – COMMITTEE OF THE WHOLE" AND ALLOW COUNCILLOR ADRIAN HAIRD TO PRESIDE OVER ALL COMMITTEE OF THE WHOLE MEETINGS BEGINNING TUESDAY, MARCH 19, 2019 UP TO AND INCLUDING TUESDAY, SEPTEMBER 17, 2019.
	CARRIED – UNANIMOUS
2.	Disclosure of Pecuniary Interest & General Nature Thereof
	<ul style="list-style-type: none"> Councillor O'Connor declared a Pecuniary Interest with respect to the Accounts Payable Report as a payment was made to O'Connor Gallery for services, of which he is the owner.
3.	Approval of Minutes – March 5, 2019
	Moved by: Councillor Osmond
	BE IT RESOLVED THAT THE COMMITTEE OF THE WHOLE ADOPTS THE MINUTES FROM TUESDAY, MARCH 5 TH , 2019 MEETING.
	CARRIED – UNANIMOUS

4.	Public Question / Comment (Only addressing Reports on Agenda)
	Members of the public spoke to Reports listed on the Agenda.
5.	Unfinished Business
	<p>COW-RECM-2019-02 – Gananoque Curling Club Request to Waive Fees</p> <p>Moved by: Councillor Osmond AS RECOMMENDED BY THE COMMITTEE OF THE WHOLE, BE IT RESOLVED THAT THE COUNCIL OF THE TOWN OF GANANOQUE APPROVES OPTION #1 (PROVIDE THE CURLING CLUB WITH A \$1,760 COMMUNITY GRANT TO OFFSET THE ICE INSTALLATION COSTS) AS IT RELATES TO THE CURLING CLUB’S REQUEST TO WAIVE INSTALLATION FEES FOR THE ONTARIO ELEMENTARY SCHOOL CHAMPIONSHIP, AS PRESENTED IN COW REPORT RECM-2019-02.</p> <p style="text-align: right;">CARRIED – UNANIMOUS</p>
6.	Disclosure of Additional Items
	1. Melanie Kirkby, Treasurer – COW Report – FIN-2019-07 - Provincial Funding Updates
7.	Delegations – None
8.	Presentations By Staff (Others) – None
9.	Correspondence
	<p>1. Police Services Board (PSB) Minutes from January 31 and February 6, 2019</p> <p>2. Town of Saugeen Shores – Recreation and Culture Infrastructure – Request for Support</p> <p>Moved by: Councillor Anderson AS RECOMMENDED BY THE COMMITTEE OF THE WHOLE, BE IT RESOLVED THAT THE COUNCIL OF THE TOWN OF GANANOQUE SUPPORTS THE TOWN OF SAUGEEN SHORES, RESOLUTION NO: 17-2019, REGARDING THE “INVESTING IN CANADA INFRASTRUCTURE PROGRAM TO HELP ADDRESS THE RECREATION AND CAPITAL INFRASTRUCTURE DEFICIT THAT CURRENTLY EXISTS ACROSS CANADA.</p> <p style="text-align: right;">CARRIED – UNANIMOUS</p>
	3. Peace Support Training Centre – Letter of Appreciation – Town of Gananoque
	4. Leeds, Grenville & Lanark District Health Unit – Board of Health Meeting Summary of February 28, 2019
	5. Leeds, Grenville & Lanark District Health Unit – Health Unit Municipal Public Health Nurses
	6. United Counties of Leeds and Grenville – Counties Council Approves Zero Tax Increase in Budget

	<p>7. St. Lawrence Lodge – Long Term Care Service Accountability Agreement (LSAA) – 2019 to 2022</p> <p>Moved by: Councillor Osmond AS RECOMMENDED BY THE COMMITTEE OF THE WHOLE, BE IT RESOLVED THAT THE COUNCIL OF THE TOWN OF GANANOQUE RECEIVES THE ST. LAWRENCE LODGE CORRESPONDENCE DATED MARCH 6, 2019, AND ITS ATTACHMENT REGARDING THE 2019-2022 LONG TERM CARE SERVICE ACCOUNTABILITY AGREEMENT BETWEEN SOUTH EAST LOCAL HEALTH INTEGRATION NETWORK (LHIN), AND THE UNITED COUNTIES OF LEEDS & GRENVILLE, THE CITY OF BROCKVILLE, THE TOWN OF GANANOQUE AND THE TOWN OF PRESCOTT, IN RESPECT OF SERVICES PROVIDED AT ST. LAWRENCE LODGE.</p> <p style="text-align: right;">CARRIED – UNANIMOUS</p>
	<p>8. Chris McDonald – How Soon We Forget</p> <p>9. Councillor Anderson – Response to Mr. Chris McDonald’s Letter</p> <p>10. J.E. Garrah – Follow Up to Correspondence – Proposed Amendments to Procedural By-law</p> <p>11. J.E. Garrah – Private Insurance Coverage – Service Line Warranties of Canada (SLWC)</p> <ul style="list-style-type: none"> • The Committee of the Whole were provided with a copy of Report Council-RDS-2018-03, entitled “LAS Sewer and Water Line Warranty – Marketing Licence Agreement for information. Report attached. <p>12. Gananoque Curling Club – Council Grant – Thank You</p>
<p>10.</p>	<p>Staff Reports</p>
	<p>Accounts Payable – February 27 to March 13, 2019</p> <p>**Councillor O’Connor declared a pecuniary interest and refrained from voting.</p> <p>Moved by: Councillor Osmond AS RECOMMENDED BY THE COMMITTEE OF THE WHOLE, BE IT RESOLVED THAT THE COUNCIL OF THE TOWN OF GANANOQUE RECEIVES THE STATEMENT OF ACCOUNTS PAYABLE FOR CHEQUES ISSUED FROM FEBRUARY 27 TO MARCH 13, 2019 TOTALLING \$341,843.00, AS PRESENTED.</p> <p style="text-align: right;">CARRIED – UNANIMOUS, by those voting</p>
	<p>COW-FIN-2019-06 – Capital Matters Pending</p> <p>Moved by: Councillor Osmond AS RECOMMENDED BY THE COMMITTEE OF THE WHOLE, BE IT RESOLVED THAT THE COUNCIL OF THE TOWN OF GANANOQUE RECEIVES THE CAPITAL MATTERS PENDING UPDATE, AS PRESENTED IN COW REPORT FIN-2019-06.</p> <p style="text-align: right;">CARRIED – UNANIMOUS</p>

	<p>COW-ED-2019-03 – Visitor Centre Memorandum of Understanding (MOU)</p> <p>Moved by: Councillor Osmond AS RECOMMENDED BY THE COMMITTEE OF THE WHOLE, BE IT RESOLVED THAT THE COUNCIL OF THE TOWN OF GANANOQUE PASS A BY-LAW, BEING A BY-LAW TO AUTHORIZE THE MAYOR AND CLERK TO SIGN THE VISITOR CENTRE MEMORANDUM OF UNDERSTANDING (MOU) WITH THE TOWNSHIP OF LEEDS AND THE THOUSAND ISLANDS (TLTI), AS PRESENTED IN COW REPORT ED-2019-03.</p> <p style="text-align: right;">CARRIED – UNANIMOUS</p>
11.	<p>Discussion of Additional Items</p> <p>Melanie Kirkby – COW Report – FIN-2019-07 - Provincial Funding Updates (Report Attached)</p> <p>Moved by: Councillor Anderson AS RECOMMENDED BY THE COMMITTEE OF THE WHOLE, BE IT RESOLVED THAT THE COUNCIL OF THE TOWN OF GANANOQUE RECEIVES FOR INFORMATION COW REPORT FIN-2019-07, REGARDING 2019 PROVINCIAL FUNDING.</p> <p style="text-align: right;">CARRIED – UNANIMOUS</p>
12.	<p>Next Meeting – April 2, 2019</p>
13.	<p>Questions from the Media – None</p>
14.	<p>Adjournment</p> <p>Moved by: Councillor Anderson Be it resolved that the Committee of the Whole hereby adjourns the March 19, 2019, meeting at 8:12 PM.</p> <p style="text-align: right;">CARRIED – UNANIMOUS</p>
<div style="display: flex; justify-content: space-between;"> <div style="text-align: center;">  <hr style="width: 100%;"/> <p>Adrian Haird, Chair</p> </div> <div style="text-align: center;">  <hr style="width: 100%;"/> <p>Penny Kelly, Clerk</p> </div> </div>	



Council Report – RDS-2017-03

Council Date: June 20, 2017

IN CAMERA

Subject: LAS Sewer and Water Line Warranty

Author: Paul McMunn, Manager of Public Works

OPEN SESSION

RECOMMENDATION:

BE IT RESOLVED THAT THE COUNCIL OF THE TOWN OF GANANOQUE PASS BY-LAW 2017-042 TO:

1. AUTHORIZE THE MAYOR AND CLERK TO EXECUTE A MARKETING LICENSE AGREEMENT WITH SERVICE LINE WARRANTIES OF CANADA INC.,

AS PRESENTED IN COUNCIL REPORT RDS-2017-03.

STRATEGIC PLAN COMMENTS:

Sector 2 – Infrastructure/Environment – Strategic Initiative #1 - Assess the Town’s current infrastructure to ensure sufficient capacity exists to support future growth.

Sector 3 – Financial Sustainability – Strategic Initiative #1 - Ensure that Gananoque is and remains an affordable place to do business and raise a family.

BACKGROUND:

This report should be read in conjunction with CoW Report RDS-2017-05 (Attachment 1)

INFORMATION/DISCUSSION:

On June 6, 2017, the Committee of the Whole received Report RDS-2017-05 for its consideration. The Committee of the Whole requested clarification regarding any potential liability for the Town in endorsing the program through SLWC.

Staff have since corresponded with Jeff Olson, General Manager of SLWC and have attached his comments regarding denied claims history (Attachment 2). Also attached is the Marketing License Agreement, which outlines the agreement provisions. Section 4 of the agreement speaks to indemnification for the Town (Attachment 3).

APPLICABLE POLICY/LEGISLATION:

As per Attachment 1

FINANCIAL CONSIDERATIONS:

As per Attachment 1

CONSULTATIONS:

As per Attachment 1

ATTACHMENTS:

Attachment 1 – COW Report- RDS-2017-05

Attachment 2 – Email excerpt – Jeff Olson – General Manager – SLWC

Attachment 3 – MARKETING LICENSE AGREEMENT BETWEEN TOWN OF GANANOQUE, ONTARIO & SERVICE LINE WARRANTIES OF CANADA, INC.

APPROVAL	<p>_____</p> <p>Paul McMunn, Manager of Public Works</p> <p>_____</p> <p>Melanie Kirkby, Treasurer</p> <p>Certifies that unless otherwise provided for in this report the funds are contained within the approved Budgets and that the financial transactions are in compliance with Council’s own policies and guidelines and the Municipal Act and regulations.</p> <p>_____</p> <p>Shellee Fournier, CAO</p>
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COW Report – RDS-2017-05

COW Date: June 6, 2017 **IN CAMERA**

Subject: LAS Sewer and Water Line Warranty

Author: Paul McMunn, Manager of Public Works **OPEN SESSION**

RECOMMENDATION:

BE IT RESOLVED THAT THE COMMITTEE OF THE WHOLE HEREBY RECOMMENDS THAT THE COUNCIL OF THE TOWN OF GANANOQUE:

1. ENDORSES A SEWER AND WATER LINE WARRANTY PROGRAM OFFERED THROUGH LAS (LOCAL AUTHORITY SERVICES) FOR RESIDENTS OF GANANOQUE;
2. GRANTS APPROVAL FOR THE USAGE OF THE TOWN CORPORATE LOGO;
3. FORWARDS THE 5% ROYALTY ON TO THE PROPERTY OWNER IN THE FORM OF A REDUCTION ON THEIR MONTHLY/ANNUAL BILL;

AS PRESENTED IN COMMITTEE OF THE WHOLE REPORT RDS-2017-05.

STRATEGIC PLAN COMMENTS:

Sector 2 – Infrastructure/Environment – Strategic Initiative #1 - Assess the Town’s current infrastructure to ensure sufficient capacity exists to support future growth.

Sector 3 – Financial Sustainability – Strategic Initiative #1 - Ensure that Gananoque is and remains an affordable place to do business and raise a family.

BACKGROUND:

On April 21, 2017, the Manager of Public Works attended a LAS Town Hall Session hosted in Smiths Falls, Ontario. The session was hosted by Local Authorities Services, a corporation of the Association of Municipalities of Ontario (AMO) and was attended by other neighboring municipalities. LAS presented six different programs they offer to allow municipalities and its residents to access products that take advantage of aggregation or “group buying power”.

LAS’ mandate is to “Save Money, Make Money & Build Capacity.” LAS offers competitively priced and sustainable business services to Ontario municipalities and the broader public sector. LAS can achieve this and assist Ontario municipalities through economies of scale such as joint procurement. Essentially, there is buying power in numbers.

INFORMATION/DISCUSSION:

The topic of most interest at the session was the LAS Sewer and Water Line Warranty program. LAS has collaborated with Service Line Warranties of Canada (SLWC) to offer residents of Ontario municipalities a sewer and water lateral warranty service.

Gananoque residents who are interested in the program can sign up through SLWC to have either their water service lateral, or sanitary service lateral or both covered for repairs/replacement if or when the time arises under the program. Generally, homeowners are unaware that they are

responsible for maintenance, repair or replacement of their services on private property. In addition, they are unaware that repairs or replacements are not covered under their homeowners' insurance policy. Repairs or replacement can be very costly and can cost thousands of dollars, or more depending on specific site conditions. Repairs or replacement may be necessary because of root intrusion, collapsed pipe, perforated/rotted pipe, frozen service, etc.

Residents of Gananoque, under the program, could have peace of mind for as little as \$10.75/month (covers water and sewer lateral) or \$119.00/ annually. There is no inspection from SLWC of existing conditions of services and coverage is capped at a maximum of \$5,000 for water laterals and \$8,000 for sewer laterals. Statistically, 99% of claims fall below the cap. An added benefit is that a resident can sign up today, and file a claim tomorrow. There is also no commitment from the resident to continue to pay if they wish to discontinue the coverage. Another benefit for the local economy is that SLWC uses local contractors to perform repairs if a claim is filed.

APPLICABLE POLICY/LEGISLATION:

None

FINANCIAL CONSIDERATIONS:

There is no cost to the municipality however, an endorsement is required by Council for the service to be offered to residents of Gananoque. A Town endorsement includes the approved use of the Town's Corporate Logo. SLWC offers a 5% royalty on gross sales back to the municipality for the use of our corporate logo. The 5% royalty can be passed on to residents in the form of a reduction in their monthly/annual bill. Staff recommend that Council approve that the rebate be passed on to the resident. This rebate will be directly administered by SLWC.

CONSULTATIONS:

Jeff Olson – SLWC General Manager
Melanie Kirkby – Treasurer

ATTACHMENTS:

Attachment 1 - Sewer and Water Line Warranty Service Slide Deck – LAS presentation

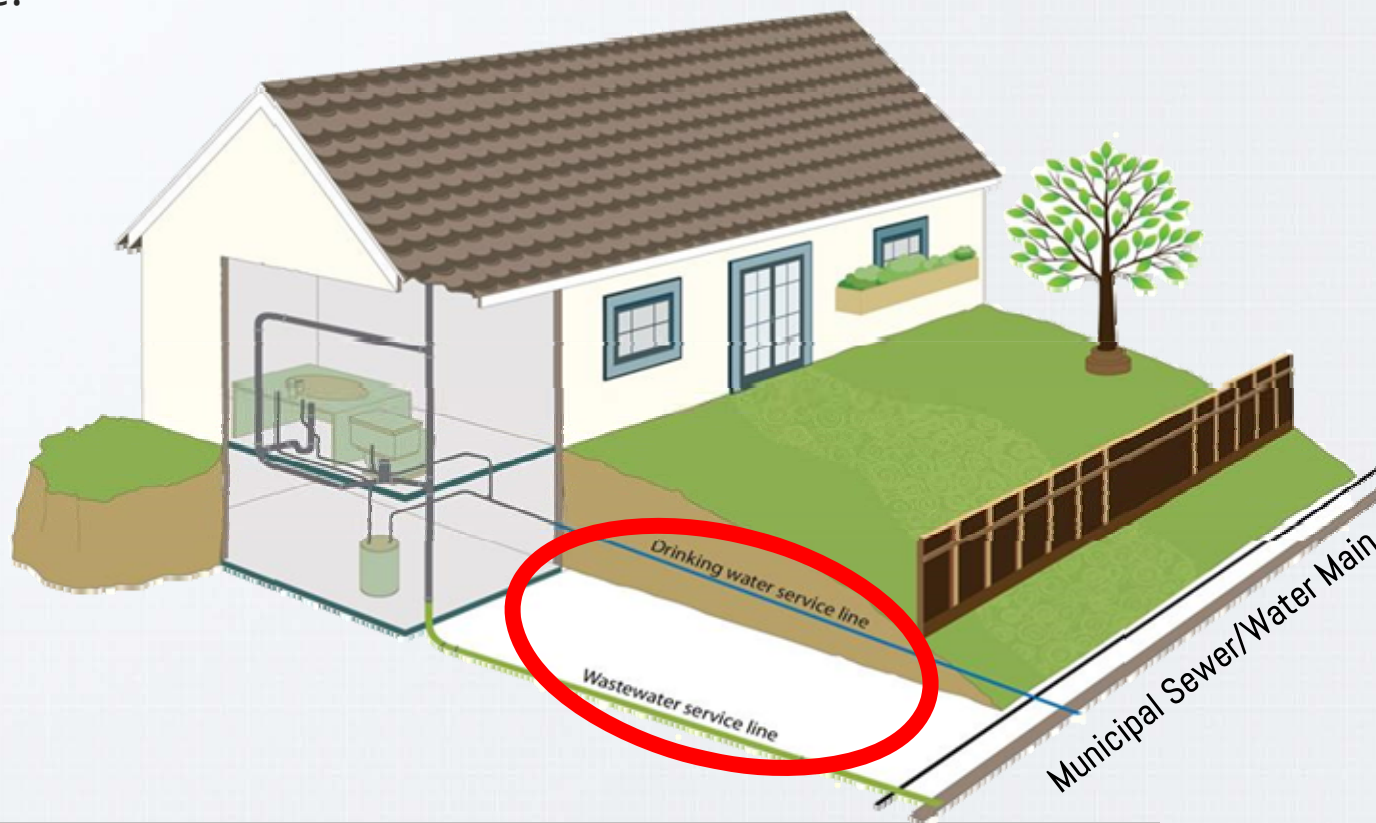
APPROVAL	<p>_____ Paul McMunn, Manager of Public Works</p> <p>_____ Melanie Kirkby, Treasurer Certifies that unless otherwise provided for in this report the funds are contained within the approved Budgets and that the financial transactions are in compliance with Council's own policies and guidelines and the Municipal Act and regulations.</p> <p>_____ Shellee Fournier, CAO</p>
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- ADMINISTRATION -
“Sewer & Water Line
Warranty Service”

LAS Sewer & Water Line Warranty

What is it and Why is it Important?

LAS has partnered with Service Line Warranties of Canada (**SLWC**) to offer residents of Ontario municipalities a sewer and water lateral warranty service.





SLWC Service Background

The Principles Behind the Service

Homeowners are responsible for the repair or replacement of their utility service lines.

- Most people are unaware of this responsibility
- Not covered under homeowner's insurance

Over time these lines can fail from

- Root intrusion
- Rusting / Rotting
- Clogs
- Leaks
- Frozen pipes

Repairs can be costly and stressful for residents

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SLWC Service Background (cont.)

How the Service Came To Be

SLWC service operates in USA under 'National League of Cities'

- Over 300 US and Canadian cities & municipalities participate

Company introduced in Canada via City of Hamilton

- Signed agreement in August 2014
- Rolled out to residents in Fall of 2014

LAS developed partnership with SLWC in 2015

SLWC is an 'preferred service partner' of LAS



SLWC Service Overview

Details about the Warranty Service

100% Optional for Residents

- Choose to enroll in none, one or both coverage options

24/7 Customer Service

- “Operators are standing by”

Service from Local Contractors

No Cost to Municipality

- Only requires municipality’s endorsement

Royalty Available to Municipality

- Municipality can choose to pass back to residents



SLWC Service Highlights

Facts & Figures About the SLWC Service

Currently 189,000+ households eligible under LAS Service

Since Hamilton's 2014 Enrollment:

- ~1,100 claims
- 0 claims have been denied
- 97% customer approval rating in Ontario

US Program Claim Stats:

- 2009 - 2015: 100,000+ repairs completed
- ~2% claim denial rate
- 95% Customer Satisfaction Rate

***No claim can be denied without Senior Management approval**

Warranty Coverage

What Does it Cover and up to How Much?

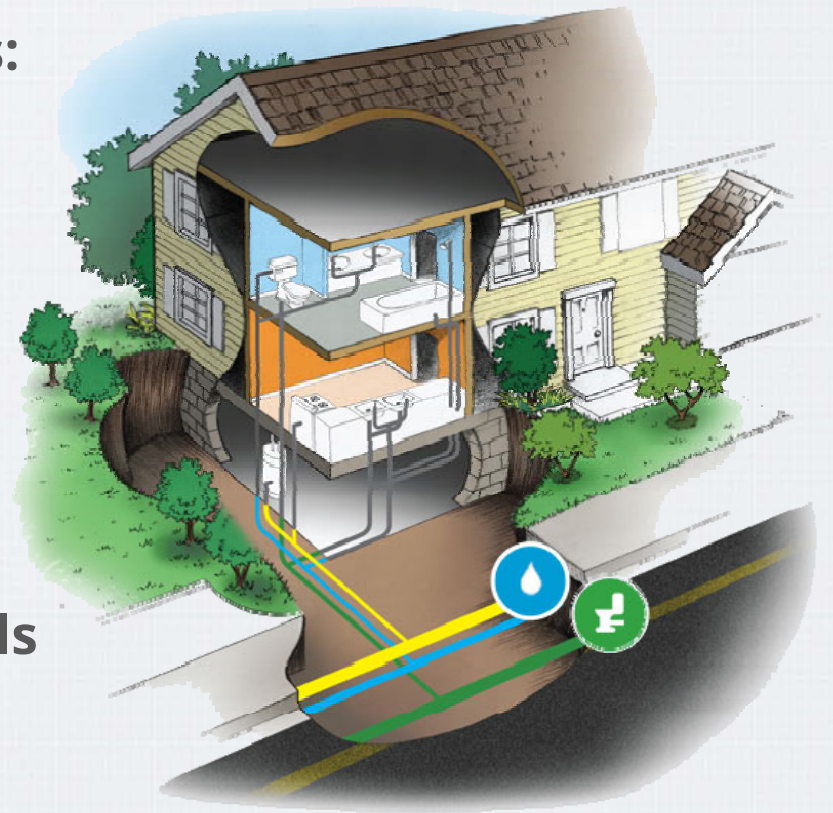
Warranties Available for 2 Products:

- External sewer line
- External water line warranty

Coverage Cap Levels:

- Water Line Coverage = \$5,000
- Sewer Line Coverage = \$8,000
- Coverage Levels are “per incident”

***99% of Claims Fall Below Cap Levels**



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Service Eligibility

Who Qualifies for the Service and Under What Parameters?

Single Family Homeowners

- Commercial properties are not eligible unless shared with residence

Rental Properties Are Eligible

- Property Owner Must Purchase Warranty

No Pre-inspection of Pipes

- Most pipes covered under LAS/SLWC Service

No Waiting Period

- Enroll today, file a claim tomorrow

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Marketing Approach

Getting the Message Out to Residents

Raise Awareness Through Direct Mail & Public Relations

Municipality Must 'Endorse' the service

Seasonal Marketing Campaigns

- Letters to Eligible Residents (Spring & Fall)
- No Direct Involvement from Municipality
- Municipal Logo on All SLWC Letters
- Municipality to Pre-approve Marketing Materials
- Vetted through Third-Party Mail Company

Consumers can enroll three ways:

- Phone
- Mail
- Website - www.slwofc.ca

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Contractor Management

Who Repairs My Damaged Pipes?

SLWC recruits local contractors in every new municipality

- Initially from Pre-existing Municipal Lists
- Yellow Pages & Similar Listings
- Familiar with Municipal Code
- Quicker Response Time

Local Contractors can Apply

- Contact SLWC Directly

Customer Feedback Survey

- Provided to customers after every repair
- Helps weed out “bad” contractors
- 97% customer approval rating in Ontario

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LAS/SLWC Service Rates

How Much Does the Warranty Service Cost?

Standard program rates for Southern & Northern Ontario

Area	Warranty Type	Monthly Cost	Annual Payment
Southern Ontario	External Water Line	\$5.00	\$55.00
	External Sewer Line	\$5.75	\$64.00
	Annual Total	\$129.00	\$119.00
Northern Ontario	External Water Line	\$5.75	\$64.00
	External Sewer Line	\$6.50	\$73.00
	Annual Total	\$147.00	\$137.00

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SLWC Service Participants

Which Ontario Municipalities Currently Participate in this Service?

- ✓ **City of Hamilton**
- ✓ Township of Assiginack
- ✓ Town of Atikokan
- ✓ Municipality of Bayham
- ✓ Municipality of Callander
- ✓ Township of Dubreiville
- ✓ Municipality of Grey Highlands
- ✓ Town of Hearst
- ✓ Township of McGarry
- ✓ Municipality of Meaford
- ✓ Town of Niagara on the Lake
- ✓ Town of Saugeen Shores
- ✓ Town of South Bruce Peninsula
- ✓ Municipality of Temagami
- ✓ Municipality of Wawa
- * **Council approved, in negotiations with Peel Region**

Joining the SLWC Warranty Service

Next Steps for Enrollment

Presentation to Council (if desired)

- In person / web conference

Request program agreement and sample council resolution

Enrollment

1. Council Approval of SLWC Marketing Agreement
2. Provide SLWC with Municipal Seal / Logo
3. Review and Approve 'Welcome Kit'
 - ✓ Press Release
 - ✓ Web Banner
 - ✓ Marketing Letter
 - ✓ Mailing List

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To Learn More Please Contact:

Graham Proudley

LAS Client Relations Specialist

(416) 971-9856 x369

gproudley@amo.on.ca

Jeff Olson

SLWC General Manager

(720) 470-8037

jolson@utilitysp.net

Or visit our website at LAS.on.ca.

ATTACHMENT 2

Hi Paul,

Great to chat this afternoon. I have attached a few of the items that we discussed. Let me know if you have any questions and I will be happy to assist. Per the topic of denied claims: To date SLWC has yet to deny a single claim in Ontario in just under 3000 claims across 33 municipal partnerships in this program. More broadly, we maintain less than a 2% claim denial rate across North America in over municipal 400 partnerships and just under 3 million customers. The vast majority of claim denials typically occur from a lack of payment from the customer (homeowner) as we do not have the customer sign a term agreement for the service. Essentially, they can cancel at any time. Due to this arrangement, we have had customers file a claim after not maintaining the subscription fee which would obviously be a legitimate denial as they are no longer paying for the warranty. Thanks again and let me know how it goes on the 20th.

Very best,

Jeff Olson
General Manager

Service Line Warranties of Canada
11 Grandview Circle, Suite 100 Canonsburg, PA 15317

Mobile: 720-470-8037
Fax: 724-229-4520
Email: jolson@utilitysp.net
Web: www.utilitysp.net

2013 Winner of the BBB Torch Award for Marketplace Ethics Western Pennsylvania Better Business Bureau®

MARKETING LICENSE AGREEMENT BETWEEN TOWN OF GANANOQUE,
ONTARIO & SERVICE LINE WARRANTIES OF CANADA, INC.

This MARKETING LICENSE AGREEMENT ("Agreement") entered into this ____ day of _____, 2017 ("Effective Date"), by and between Town of Gananoque, Ontario, a municipal corporation in the Province of Ontario ("Municipality"), and Service Line Warranties of Canada, Inc. ("SLWC"), a corporation organized under the laws of British Columbia, herein collectively referred to singularly as "Party and collectively as the "Parties".

RECITALS

WHEREAS, SLWC has entered into a Master Contract with Local Authority Services, a not-for-profit corporation under the laws of Canada and an affiliate of the Association of Municipalities of Ontario, to provide services to participating Ontario municipalities; and

WHEREAS, pursuant to Municipal policy, sewer and water line laterals between the mainlines and the connection on residential private property are to be maintained by the individual residential property owner ("Residential Property Owner"); and

WHEREAS, Municipality desires to offer Residential Property Owners the opportunity, but not the obligation, to purchase service lateral warranties and other warranty products or services ("Warranty Products"); and

WHEREAS, SLWC has agreed to provide the Warranty Products to Residential Property Owners subject to the terms and conditions contained herein;

NOW, THEREFORE, in consideration of the foregoing recitals, and for other good and valuable consideration, the receipt and sufficiency of which is hereby acknowledged, and with the intent to be legally bound hereby, the Parties agree as follows:

AGREEMENT

1. Municipality hereby grants to SLWC the right to offer the Warranty Products to Residential Property Owners within the Municipality's boundaries subject to the terms and conditions herein. Municipality further agrees that it will provide to SLWC's Canadian print house (the "Print House") a list of names and addresses of Residential Property Owners, on the strict understanding that such list shall be only used for the limited purpose of mailing materials related to the program and approved by Municipality as contemplated by this Marketing License Agreement and that such list shall not be made available to SLWC.

2. Municipality hereby grants to SLWC a non-exclusive license ("License") to use Municipality's name and logo on letterhead, advertising, billing and marketing materials to be sent to Residential Property Owners from time to time, all at SLWC's sole cost and expense and subject to Municipality's prior review and approval, which will not be unreasonably conditioned, delayed, or withheld.

3. a) The term of this Agreement ("Term") shall be three (3) years from the Effective Date. The Agreement will automatically renew for additional one (1) year terms ("Renewal Term") unless one of the Parties gives the other written notice at least ninety (90) days prior to end of the Term or a Renewal Term that the Party does not intend to renew this Agreement.

b) The Municipality may terminate this Agreement thirty (30) days after giving written notice to SLWC that SLWC is in material breach of this Agreement if said breach is not cured during said thirty (30) period. During the Term, SLWC shall conduct marketing campaigns at the times and prices indicated on Exhibit "A" attached hereto.

4. SLWC hereby agrees to protect, indemnify, and hold the Municipality, its elected officials, officers, employees and agents (collectively or individually, "Indemnitee"), harmless from and against any and all claims, damages, losses, expenses, suits, actions, decrees, judgments, awards, attorneys' fees and court costs (individually or collectively, "Claim"), which an Indemnitee may suffer or which may be sought against or are recovered or obtainable from an Indemnitee, as a result of, or by reason of, or arising out of or in consequence of any act or omission, negligent or otherwise, of the SLWC or its officers, employees, contractors, subcontractors, agents or anyone who is directly or indirectly employed by, or is acting in concert with, SLWC or its officers, its employees, contractors, subcontractors, or agents in the performance of this Agreement; provided that the applicable Indemnitee notifies SLWC of any such Claim within a time that does not prejudice the ability of SLWC to defend against such Claim. Any Indemnitee hereunder may participate in its, his, or her own defense, but will be responsible for all costs incurred in connection with such participation in such defense.

5. Any notice required to be given hereunder shall be deemed to have been given when notice is (i) received by the Party to whom it is directed by mail or delivery service (ii)

telephonically faxed to the telephone number below provided that confirmation of transmission is received thereof, or (iii) by e-mail to the applicable address noted below. The notice shall be sent as follows:

To Municipality:
ATTN: Paul McMunn
Town of Gananoque
30 King Street East
P.O. Box 100
Gananoque, ON K7G 2T6
Phone: (613) 382-2149
Email: pwmanager@gananoque.ca

To SLWC:
ATTN: General Manager, Business Development
Service Line Warranties of Canada, Inc.
11 Grandview Circle, Suite 100
Canonsburg, PA 15317
Phone: (720) 470-8037
E-mail: jolson@utilitysp.net

6. No Third Party Beneficiary. Nothing expressed or implied in this Agreement is intended, or should be construed, to confer upon or give any person or entity not a party to this Agreement any third party beneficiary rights, interests, or remedies under or by reason of any term, provision, condition, undertaking, warranty, representation, or agreement contained in this Agreement.

7. Modifications or Amendments/Entire Agreement. All of the representations and obligations of the Parties are contained herein, and no modification, waiver or amendment of this Agreement or of any of its conditions or provisions shall be binding upon a party unless in writing signed by that Party or a duly authorized agent of that Party empowered by a written authority signed by that party. The waiver by any Party of a breach of any provision of this Agreement shall not operate or be construed as a waiver of any subsequent breach of that provision by the same party, or of any other provision or condition of the Agreement. If any provision of this Agreement is held by a court of competent jurisdiction to be invalid, void or unenforceable for whatever reason, the remaining provisions not so declared shall, nevertheless, continue in full force and effect, without being impaired in any manner whatsoever.

8. Authority. Each Party, or responsible representative thereof, has read this Agreement and understands the contents thereof. The person(s) executing this Agreement on behalf of each Party is empowered to do so and thereby bind the respective Party.

9. This Agreement and the License granted herein may not be assigned by SLWC without the previous written consent of the Municipality, such consent not to be unreasonably withheld.

10. This Agreement may be executed in counterparts, all such counterparts will constitute the same contract and the signature of any Party to any counterpart will be deemed a signature to, and may be appended to, any other counterpart. Executed copies hereof may be delivered by facsimile or e-mail and upon receipt will be deemed originals and binding upon the Parties hereto, regardless of whether originals are delivered thereafter.

11. Any litigation related to this Agreement shall be brought and prosecuted exclusively in courts of the Province of Ontario. The governing law shall be the laws of Ontario and the laws of Canada applicable therein.

12. The above Recitals are incorporated by this reference and expressly made part of this Agreement.

IN WITNESS WHEREOF, The Parties hereto have executed this Agreement on the day and year first written above.

Town of Gananoque

By: _____

Service Line Warranties of Canada, Inc.

By: _____

Tom Rusin

Chief Executive Officer

Service Line Warranty Program
Town of Gananoque, ON
Term Sheet
June 7, 2017

I. Term of agreement

a. Initial term

- i. Three years guaranteed (total of 9 campaigns)

II. License Provisions

- a. Municipality logo on letterhead, advertising, billing, and marketing materials
b. Signature by Municipality official

III. Products offered

- a. External sewer line warranty
b. External water line warranty
c. In-home plumbing warranty

IV. Scope of Coverage

a. External sewer line warranty

i. Scope is from the property line until line daylights inside home...of which includes the service line under the concrete floor.

b. External water line warranty

i. Scope is from the property line until line daylights inside home...of which includes the service line under the concrete floor.

c. In-home plumbing warranty

i. Scope covers residential in-home water supply lines and in-home sewer lines and all drain lines connected to the main sewer stack that are broken or leaking inside the home after the point of entry. Coverage includes broken or leaking water, sewer, or drain lines that may be embedded under the slab or basement floor. Coverage also includes repair of clogged toilets.

V. Marketing Campaigns – three seasonal campaigns per year (Spring, Fall and Winter)

- a. 2017 Fall - Water
b. 2018 Spring - Sewer
c. 2018 Fall - Water
d. 2019 Winter - In-home plumbing
e. 2019 Spring - Sewer
f. 2019 Fall - Water
g. 2020 Winter - In-home plumbing
h. 2020 Spring - Sewer

VI. Campaign Pricing

a. Sewer

- i. Year 1 - \$5.50 per month; \$61.00 annually
ii. Year 2 - \$5.50 per month; \$61.00 annually (subject to annual review)
iii. Year 3 - \$5.50 per month; \$61.00 annually (subject to annual review)

b. Water

- i. Year 1 - \$4.75 per month; \$52.00 annually
ii. Year 2 - \$4.75 per month; \$52.00 annually (subject to annual review)

- iii. Year 3 - \$4.75 per month; \$52.00 annually (subject to annual review)
- c. In-home plumbing
 - i. Year 1 - \$6.15 per month; \$68.80 annually
 - ii. Year 2 - \$6.15 per month; \$68.80 annually (subject to annual review)
 - iii. Year 3 - \$6.15 per month; \$68.80 annually (subject to annual review)

Date: March 19, 2019

IN CAMERA

Subject: Provincial Funding Updates

Author: Melanie Kirkby, Treasurer

OPEN SESSION

RECOMMENDATION:

AS RECOMMENDED BY THE COMMITTEE OF THE WHOLE, BE IT RESOLVED THAT THE COUNCIL OF THE TOWN OF GANANOQUE RECEIVES FOR INFORMATION COW REPORT FIN-2019-07, REGARDING 2019 PROVINCIAL FUNDING.

STRATEGIC PLAN COMMENTS:

Sector 6 – Governance - Strategic Initiative #4 – Town Council will ensure openness and transparency in its operations.

Sector 3 – Financial Sustainability - Strategic Initiative #1 – Ensure that Gananoque is and remains an affordable place to do business and raise a family.

BACKGROUND:

As part of the 2019 draft budget staff estimated the 2019 Provincial funding amounts for the operating transfer, Ontario Municipal Partnership Fund (OMPF) and the Ontario Community Infrastructure Fund (OCIF). The Town has just received updates from the Province regarding these grants.

INFORMATION/DISCUSSION:

The OCIF is formula based funding which was implemented under the previous Provincial Government and has been promoted as guaranteed, stable capital funding. The funds have to be spent on projects which are listed in the Asset Management Plan (AMP). The 2018 allotment was \$236,844. The 2019 notice (attachment 1) indicates that the 2019 funding will be increased to \$358,625. This \$121,781 or 51.4% increase in capital funding is very significant to the Town. During the budget deliberations the 2019 OCIF formula funding was allocated to the water and wastewater shares of the Maple & Osbourne project.

The OMPF formula funding is an annual transfer from the Province that is not restricted in usage, and typically is spent within the operating budget. In 2012 the OMPF was \$2,109,800 but has steadily declined. The 2018 allocation was \$1,508,500. To be conservative, staff budgeted revenue for 2019 at \$1,443,700, which is a reduction of \$63,000 from 2018. The 2019 allocation from the notice (attachment 2) is actually \$1,463,300, which is a reduction of only \$45,200 (or \$17,800 less than budgeted). This is positive news for fiscal year 2019.

On December 21, 2018, Ontario Municipalities received a letter (attachment 3) from the Minister of Finance, Vic Fedeli, detailing that the Province is in a very difficult financial position and will not be able to continue to fund this and other programs at their current levels.

At that time, many Municipalities had already approved their 2019 budgets and MMAH received a flurry of correspondence regarding the funding reductions. Subsequently, on February 13, further correspondence (attachment 4) was received, which indicates that the Province will top off the 2019 OMPF allotments with transitional funding and that the reductions in the 2020 OMPF allotments will be communicated in 2019, early enough to allow Municipalities to budget accordingly.

Of serious note, the 2019 OMPF notice indicates that the 2019 transitional funding for the Town is \$408,300. In other words, this is the top up between the 2018 OMPF funding and the 2019 target allotment as initially set by the Province. It is unclear at this time how quickly the \$408,300 will be phased out, although the letter indicates gradually. If the \$408,300 is eliminated from the Town of Gananoque allotment, the corresponding tax levy increase would be 5.2%.

If the \$1,463,300 transfer payment is eliminated by the Province, the resulting tax levy increase would be 18.5%. Alternatively, Council would have to reduce service levels or eliminate services to lower the operating budget.

APPLICABLE POLICY/LEGISLATION:

By-law No. 2019-015 – 2019 Operating and Capital Budgets

FINANCIAL CONSIDERATIONS:

As detailed above.

CONSULTATIONS:

None.

ATTACHMENTS:

1. 2019 OCIF Allocation Notice
2. 2019 OMPF Allocation Notice
3. Letter from Minister of Finance Vic Fedeli, Dated December 21, 2018
4. Letter from Minister of Finance Vic Fedeli, Dated February 13, 2019

APPROVAL	<hr/> <p>Melanie Kirkby, Treasurer</p> <p>Certifies that unless otherwise provided for in this report the funds are contained within the approved Budgets and that the financial transactions are in compliance with Council's own policies and guidelines and the Municipal Act and regulations.</p> <hr/> <p>Shellee Fournier, CAO</p>
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**Ontario Community Infrastructure Fund (OCIF)
Formula-Based Component**

Revised Allocation Notice

Ministry of Infrastructure
Ministry of Agriculture, Food and Rural Affairs

Separated Town of Gananoque

March 2019

Disponible en français

Ontario Community Infrastructure Fund (OCIF)
Formula-Based Component- Revised Allocation Notice

Separated Town of Gananoque

This revised allocation notice is to inform you of your 2019 Ontario Community Infrastructure Fund formula allocation.

Formula-Based Funding Allocation

Your community's formula-based allocation of funding under the Ontario Community Infrastructure Fund for 2019 is as follows:

2019 formula allocation	\$358,625
-------------------------	-----------

Terms and Conditions

Receipt of formula allocations are conditional upon compliance with all of the terms and conditions of your existing OCIF formula-based funding agreement.

The Province reserves the right to adjust or terminate any allocations contained in this notice, without consent or notice, to account for changes in a municipality's situation, the OCIF program guidelines, or other parameters or administrative procedures.

Payment Schedule

The Province proposes to make payments in accordance with the following schedule:

- Allocations of \$150,000 or less will be provided in one payment*
- Allocations greater than \$150,000 but less than \$1 million will be provided through up to 6 payments; and*
- Allocations greater than \$1 million will be provided through up to 12 payments.*

As 2019 allocations were confirmed in March, payments which would have normally been made in January through to April will be made in May and then will return to the regular payment schedule.

**Ontario Municipal Partnership Fund (OMPF)
2019 Allocation Notice**



Town of Gananoque

0814

In 2019, the Province is providing the Town of Gananoque with \$1,463,300 in funding through the OMPF, which is the equivalent of \$580 per household.

A Total 2019 OMPF \$1,463,300

1. Assessment Equalization Grant	\$312,900
2. Northern Communities Grant	-
3. Rural Communities Grant	\$333,200
4. Northern and Rural Fiscal Circumstances Grant	\$408,900
5. Transitional Assistance	\$408,300

B Key OMPF Data Inputs

1. Households	2,524
2. Total Weighted Assessment per Household	\$248,320
3. Rural and Small Community Measure	100.0%
4. Farm Area Measure	n/a
5. Northern and Rural Municipal Fiscal Circumstances Index	7.8
6. 2019 Guaranteed Level of Support	97.0%
7. 2018 OMPF (Line A from 2018 Allocation Notice)	\$1,508,500

Note: See line item descriptions on the following page.

Ontario Municipal Partnership Fund (OMPF)

2019 Allocation Notice

Town of Gananoque

0814

2019 OMPF Allocation Notice - Line Item Descriptions

- A** The OMPF grants are described in detail in the 2019 OMPF Technical Guide - this document can be found on the Ministry of Finance's website at: <http://www.fin.gov.on.ca/en/budget/ompf/2019>
-
- A5** If applicable, reflects the amount of transitional support provided to assist the municipality in adjusting to year-over-year funding shifts. See the enclosed Transitional Assistance Calculation Insert for further details.
-
- B1** Measure of households based on the 2018 returned roll from the Municipal Property Assessment Corporation (MPAC).
-
- B2** Refers to the total assessment for a municipality weighted by the tax ratio for each class of property (including payments in lieu of property taxes retained by the municipality) divided by the total number of households.
-
- B3** Represents the proportion of a municipality's population residing in rural areas and/or small communities. For additional information, see the 2019 OMPF Technical Guide.
-
- B4** Represents the percentage of a municipality's land area comprised of farm land. Additional details regarding the calculation of the Farm Area Measure are provided in the 2019 OMPF Technical Guide.
-
- B5** Measures a municipality's fiscal circumstances relative to other northern and rural municipalities in the province, and ranges from 0 to 10. A lower MFCI corresponds to relatively positive fiscal circumstances, whereas a higher MFCI corresponds to more challenging fiscal circumstances. For additional information, see the enclosed MFCI Insert, and the 2019 OMPF Technical Guide.
-
- B6** Represents the guaranteed level of support the municipality will receive from the Province through the 2019 OMPF. For additional information, see the 2019 OMPF Technical Guide.
-
- B7** 2018 OMPF allocation

Note: Grant components are rounded up to multiples of \$100.

**Ontario Municipal Partnership Fund (OMPF)
2019 Transitional Assistance Calculation Insert**



Town of Gananoque

0814

A 2019 OMPF Transitional Assistance (Line B2 - Line B1, if positive)	\$408,300
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B Supporting Details

1. Sum of 2019 OMPF Grants, excluding Transitional Assistance	\$1,055,000
2. 2019 Guaranteed Support (Line B2a x Line B2b)	\$1,463,300
a. 2018 OMPF (Line A from 2018 Allocation Notice)	\$1,508,500
b. 2019 Guaranteed Level of Support (Line C)	97.0%

C 2019 Guaranteed Level of Support (Line C1 + Line C2)	97.0%
1. 2019 OMPF Minimum Guarantee	85.0%
2. Enhancement Based on Northern and Rural Municipal Fiscal Circumstances Index	12.0%

Note: See line item descriptions on the following page.

Ontario Municipal Partnership Fund (OMPF) 2019 Transitional Assistance Calculation Insert

Town of Gananoque

0814

2019 Transitional Assistance Calculation Insert - Line Item Descriptions

- A** Represents the total Transitional Assistance funding the municipality will receive in 2019.
-
- B1** Sum of 2019 Assessment Equalization, Northern Communities, Rural Communities, and Northern and Rural Fiscal Circumstances Grants.
-
- B2** Guaranteed amount of funding through the 2019 OMPF
-
- B2a** 2018 OMPF allocation
-
- B2b** Represents the guaranteed level of support the municipality will receive from the Province through the 2019 OMPF. For additional information, see the 2019 OMPF Technical Guide.
-
- C1** Reflects the minimum level of support for southern municipalities.
-
- C2** Reflects the enhancement to the minimum level of support based on the municipality's Northern and Rural MFCI.

Note: Grant components are rounded up to multiples of \$100.

Ontario Municipal Partnership Fund (OMPF)
2019 Northern and Rural Municipal Fiscal Circumstances Index



Town of Gananoque

0814

A Northern and Rural Municipal Fiscal Circumstances Index

7.8

The Northern and Rural Municipal Fiscal Circumstances Index (MFCI) measures a municipality's fiscal circumstances relative to other northern and rural municipalities in the province on a scale of 0 to 10. A lower MFCI corresponds to relatively positive fiscal circumstances, whereas a higher MFCI corresponds to more challenging fiscal circumstances.

The Northern and Rural MFCI is determined based on six indicators that are classified as either primary or secondary, to reflect their relative importance in determining a municipality's fiscal circumstances.

The table below provides a comparison of the indicator values for the Town to the median for northern and rural municipalities.

B Northern and Rural MFCI - Indicators

	Gananoque T	Median
Primary Indicators		
1. Weighted Assessment per Household	\$248,320	\$273,000
2. Median Household Income	\$55,296	\$69,000
Secondary Indicators		
3. Average Annual Change in Assessment (New Construction)	0.2%	1.0%
4. Employment Rate	53.9%	56.0%
5. Ratio of Working Age to Dependent Population	155.1%	170.0%
6. Per cent of Population Above Low-Income Threshold	82.1%	86.0%

Note: An indicator value that is higher than the median corresponds to relatively positive fiscal circumstances, while a value below the median corresponds to more challenging fiscal circumstances.

Additional details regarding the calculation of the Northern and Rural MFCI are provided in the 2019 OMPF Technical Guide, as well as in the customized 2019 Northern and Rural MFCI Workbook.

Ontario Municipal Partnership Fund (OMPF) 2019 Northern and Rural Municipal Fiscal Circumstances Index

Town of Gananoque

0814

2019 Northern and Rural Municipal Fiscal Circumstances Index - Line Item Descriptions

- A** The municipality's 2019 Northern and Rural MFCI. Additional details are provided in the municipality's customized 2019 Northern and Rural MFCI Workbook.
-
- B1** Refers to the total assessment for a municipality weighted by the tax ratio for each class of property (including payments in lieu of property taxes retained by the municipality) divided by the total number of households.
-
- B2** Statistics Canada's measure of median income for all private households in 2015.
-
- B3** Measures the five-year (2013 - 2018) average annual change in a municipality's assessment, for example, as a result of new construction or business property closures, excluding the impact of reassessment.
-
- B4** Statistics Canada's measure of number of employed persons, divided by persons aged 15 and over.
-
- B5** Statistics Canada's measure of working age population (aged 15 to 64), divided by youth (aged 14 and under) and senior population (aged 65 and over).
-
- B6** Statistics Canada's measure of the population in private households above the low-income threshold for Ontario compared to the total population in private households.



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December 21, 2018

Dear Head of Council:

We are writing to provide you with an update on the 2019 Ontario Municipal Partnership Fund (OMPF).

Firstly, congratulations on your new office term. Our government knows that one of the first priorities for your new council is setting your 2019 budget. The Association of Municipalities of Ontario (AMO) along with a number of individual municipalities have asked for information about the 2019 OMPF to support budget planning.

Like many of my colleagues in the Legislature, as former municipal representatives, we understand the importance of this information. Let me assure you, we are committed to getting you the details of your 2019 OMPF allocation as soon as possible.

As outlined in November's *2018 Ontario Economic Outlook and Fiscal Review*, our government wants to ensure that the vital services people rely on like health and education are available to individuals and families for generations to come. This is why our top priority is putting the Province's fiscal house in order.

As you know, the Province's financial challenge is massive. We inherited a \$15 billion deficit and over a third of a trillion dollars in net debt. The previous government was spending more than \$40 million more a day than they took in.

This is simply unsustainable. This is why we are making every effort to restore fiscal balance to the Province.

Ernst and Young, who conducted a line-by-line-review of Ontario's spending, confirmed in its report *Managing Transformation — A Modernization Action Plan for Ontario* that the growth in transfer payments and other provincial supports are key contributors to the province's mounting debt. Getting this spending under control is why we are undertaking a detailed review of all transfer payments, including those to municipalities.

We must continue to support municipalities in a way that is sustainable and responsible. To achieve this, we are reviewing the OMPF — which is why details of OMPF allocations will be released later than in past years.

.../cont'd

We will be looking to you, our municipal partners, to help us with the challenge that lies ahead — as we look to drive efficiencies and value-for-money in all of our transfer payments, including the OMPF. While we all will be operating within a smaller funding envelope, we want to work with you to return the program to what it was initially intended to do — support the Northern and rural municipalities that need it the most.

As part of the OMPF review, we will seek your feedback on how best to renew the program. We will work through AMO and the recently signed joint Memorandum of Understanding (MOU). This agreement is a foundation of our relationship. The AMO MOU table has been an important forum for discussing and receiving your input on financial matters. I also understand that there has been a staff working group that has provided valuable feedback on the OMPF in the past. Ministry officials have been asked to engage with this group early in the New Year.

Again, we want to provide you with 2019 OMPF allocations as soon as possible. We are working to complete the review early in 2019.

Since coming into office, our government has taken a number of actions to support municipalities. These include introducing legislation to address two critical issues in Ontario's firefighting sector: fairness for professional firefighters and the efficiency of the interest arbitration system. In addition, we have committed to providing municipalities \$40 million over two years to help with the implementation costs of recreational cannabis legalization. In addition, if Ontario's portion of the federal excise duty on recreational cannabis over the first two years of legalization exceeds \$100 million, the province will provide 50 percent of the surplus only to municipalities that have not opted-out as of January 22, 2019. We are also working to reduce the significant red tape burden municipalities face.

These are important initiatives that will make life better for the people of Ontario.

We respect our municipal partners, and are committed to working constructively with all local governments to find smarter and more efficient ways to make life better for our communities.

Sincerely,



Vic Fedeli
Minister of Finance

- c: The Honourable Steve Clark, Minister, Municipal Affairs and Housing
Greg Orencsak, Deputy Minister, Ministry of Finance
Laurie LeBlanc, Deputy Minister, Ministry of Municipal Affairs and Housing
Jamie McGarvey, President, Association of Municipalities Ontario



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February 13, 2019

Dear Head of Council:

We are writing to provide you with an update on the 2019 Ontario Municipal Partnership Fund (OMPF).

Recognizing that we are already well into the municipal budget year, the government will be maintaining the current structure of the OMPF for 2019 as well as Transitional Assistance. This means that the program and funding will remain virtually the same as in 2018, while allowing for annual data updates and related adjustments. We heard the concerns of municipalities and that is why we are now providing the certainty they need to begin finalizing their budgets.

Ministry staff are working to finalize data updates to ensure the OMPF continues to be responsive to changing municipal circumstances as is the case under the current program. Allocation notices with funding details for each municipality, as well as supporting material, will be available in mid-March. At that time, the final 2019 funding envelope will also be announced. Consistent with prior years, Transitional Assistance will continue to gradually decline as fewer municipalities require this funding.

As we communicated previously, Ontario inherited a \$15 billion deficit. The rising cost of servicing our massive debt, if left unchecked, will imperil our hospitals, schools and other public services. We cannot allow this to happen. We continue to review government transfer payments, including the OMPF, as we work to put our province back on a sustainable and responsible fiscal path.

In the coming months, we will continue to consult with municipalities to ensure the OMPF program is sustainable and focused on the Northern and rural municipalities that need this funding the most. As we noted in December, the OMPF will be reviewed. For this reason, we are committed to announcing 2020 allocations well in advance of the municipal budget year so that municipalities have appropriate time to plan.

.../cont'd

We respect our municipal partners and remain committed to listening and working together constructively to find smarter and more efficient ways to make life better for our communities.

Sincerely,

Original Signed by

Vic Fedeli
Minister of Finance

c: The Honourable Steve Clark, Minister, Municipal Affairs and Housing
Jamie McGarvey, President, Association of Municipalities of Ontario