



## Tourism Sault Ste. Marie Board Minutes

Tuesday, October 22, 2024

12:00

**OPEN**

### Committee Members Present

YES	B. Barber	YES	N. Brash
YES	L. Foster	YES	G. Lacher
YES	D. Marini	YES	M. Porco
YES	R. Walker	NO	T. White
NO	K. Wyer		

### Staff Resources Present

NO	B. Laming	YES	T. Anderson
YES	A. Kenopic	YES	T. Lucarelli (Scribe)
YES	J. Ingram		

### Guests

Clark Hoskin – Deloitte

- 1. Meeting Called to Order** **12:08**
- 2. Roll Call**
- 3. Approval of Meeting Minutes from August 20, 2024**  
Mover: L. Foster  
Seconded: R. Walker  
All in favour, Carried.
- 4. Declaration of Pecuniary Interests**  
L. Foster has declared a conflict with 6b. The Wishart Trail Award Contract
- 5. Tourism Overview and Update** **12:10-12:30**
  - Municipal Accommodation Tax (MAT) is underreported due to two larger hotels missing for July and August.
  - a. Deloitte Visitor Spending Analysis**
    - C. Hoskin from Deloitte presented the 2023 Visitor Spending Analysis.
- C. Hoskin left the meeting** **12:22**
  - The average visitor spending will be increased from \$150 to \$172 per visitor starting January 2025.
- 6. Financial Update** **12:30-12:36**
  - 2023 Financial Statements**
    - A 2023 financial report was distributed to the Board for review.
    - R. Walker calls for a resolution to approve the financial statement.
    - Under the new legislation for non for profit, there is a requirement to update bi-laws, and public sector boards require an audit.
    - The board will conduct an audit by December 2024.

## 7. New Business

12:36-12:23

### a. Ontario Winter Games Bid

### b. Wishart Trail Award of Contract

Resolved that this Committee proceed into closed session to discuss matters concerning confidential third party information; Further be it resolved that should the said closed session be adjourned, the Committee may reconvene in open session to continue to discuss the same matter without the need for a further authorizing resolution.

Municipal Act section 239(2)(i) a trade secret or scientific, technical, commercial, financial or labour relations information, supplied in confidence to the municipality or local board, which if disclosed, could reasonably be expected to prejudice significantly the competitive position or interfere significantly with the contractual or other negotiations of a person, group of persons, or organization.

Moved by: D. Marini

Seconder by: L. Foster

All in favour, Carried.

### Move into Closed

## 8. Tourism Development Fund (TDF) Applications

13:33-13:37

### a. Gathering at the Powwow

- Algoma University's 19th Annual Gathering at the Rapids Pow Wow: Celebrating Lifelong Learning will take place on Saturday, February 15th and Sunday, February 16th, 2025.
- The event has grown and expanded from their previous location at Algoma University to the Green For Life (GFL) Memorial Gardens arena.
- Staff is recommending a contribution of \$20,000 through the Tourism Development Fund-Conferences and Special Events Stream to support the 2025 Gathering at the Rapids Pow Wow.

### b. Docs on Ice

13:37-13:45

- Docs on Ice is the premier Ontario Physician Ice Hockey Tournament that annually brings together over 800 physicians to various communities within Ontario. Sault Ste. Marie will host Doc on Ice in April of 2025.
- Staff is recommending a contribution of \$15,000 through the Tourism Development Fund-Conferences and Special Events Stream to support the 2025 Docs On Ice Hockey Tournament for visitor experience and the addition of programming.

### c. Skate Ontario Provincial Series

13:45-13:47

- The Skate Ontario Provincial Series Competition is an annual event hosted in Sault Ste. Marie where athletes compete in freestyle, artistic and team programs.
- The Sault Figure Skating Club is requesting funding to become more competitive with other municipal skating clubs and to greater incentivize athletes to attend.
- Staff is recommending a contribution of \$2,000 through the Tourism Development Fund-Conferences and Special Events Stream to support the Skate Ontario Provincial Series Competition for official fees and travel.

## 9. Resolutions

13:47-13:53

### a. 2023 Financial Statements

Be it resolved that the Tourism Sault Ste. Marie Board of Directors approve the 2023 Financial Statements as presented.

Moved by: D. Marini

Second by: R. Walker

All in favour, Carried.

**b. Ontario Winter Games**

Be it resolved that Tourism Sault Ste. Marie contribute \$125,000 from the General Development Fund to support the 2028 Ontario Winter Games. Further be it resolved the financial contribution be contingent upon a) Sault Ste. Marie being awarded the Games and b) securing the required additional funds from other funding sources.

Moved by: L. Foster

Second by: N. Brash

All in favour, Carried.

**c. Gathering at the Rapids**

Be it resolved that the Tourism Sault Ste. Marie Board of Directors recommend a contribution of \$20,000 through the Tourism Development Fund- Conferences and Special Events Stream to support the Gathering at the Rapids Pow Wow to be held February 15-16, 2025 and a report be submitted to City Council for consideration and approval.

Moved by: D. Marini

Second by: M. Porco

All in favour, Carried.

**d. Docs on Ice**

Be it resolved that the Tourism Sault Ste. Marie Board of Directors recommend a contribution of \$15,000 through the Tourism Development Fund- Conferences and Special Events Stream to support the Docs on Ice Tournament to be held April 4-5, 2025 and a report be submitted to City Council for consideration and approval.

Moved by: R. Walker

Second by: L. Foster

All in favour, Carried.

**e. Skate Ontario Provincial Series**

Be it resolved that the Tourism Sault Ste. Marie Board of Directors recommend a contribution of \$2,000 through the Tourism Development Fund- Conferences and Special Events Stream to support the Sault Figure Skating Club Skate Ontario Provincial Series to be held January 10-12, 2025 and a report be submitted to City Council for consideration and approval.

Moved by: D. Marini

Second by: L. Foster

All in favour, Carried.

**f. Wishart Bridge Connector Trail – Award of Contract**

Be it resolved that the Board of Tourism Sault Ste. Marie authorize the Chair of the Board to enter into contractual agreement with Precambrian Natural Surface Trails Inc. for the sum not to exceed \$167,952.40 +HST for the purpose of trail construction for the Wishart Bridge Project.

Moved by: D. Marini

Second by: R. Walker

All in favour, Carried.

**10. Next Meeting**

Tuesday, November 19<sup>th</sup>, 2024 is rescheduled to Tuesday, November 26<sup>th</sup>, 2024

**11. Adjournment**

Moved by: R. Walker

Seconded by: L. Foster

All in favour, Carried.

**13:56**