

RAY BRYANT
MAYOR
FORWARDED: JUNE 7, 2012

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AGENDA

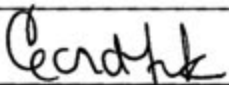
REGULAR MEETING OF THE COUNCIL OF THE TOWN OF TABER, TO BE HELD IN THE COUNCIL CHAMBERS, ADMINISTRATION BUILDING, ON MONDAY JUNE 7, 2012 AT 5:00 PM.

	<u>MOTION</u>
<u>ITEM NO. 1. CALL TO ORDER</u>	
<u>ITEM NO. 2. ADOPTION OF THE AGENDA</u>	X
<u>ITEM NO. 3. DELEGATIONS - NONE</u>	
<u>ITEM NO. 4. ADOPTION OF THE MINUTES</u>	
A) RFD Regular Meeting of Council May 28, 2012	X
<u>ITEM NO. 5. BUSINESS ARISING FROM THE MINUTES - NONE</u>	
<u>ITEM NO. 6. BYLAWS - NONE</u>	
<u>ITEM NO. 7. ACTION ITEMS</u>	
A) RFD Canadian Association of Municipal Administrators (CAMA): Long Service Recognition Award	X
B) RFD Recreation Sponsorship	X
C) RFD Southwest Stormwater Outfall Rehabilitation: Tender Award	X
D) RFD Ambulance Emergency Purchase	X
E) RFD Southern Alberta Summer Games: Intent to Bid Inquiry	X
F) RFD Interim Chief Administrative Officer Appointment	X
<u>ITEM NO. 8. MEDIA INQUIRIES</u>	
<u>ITEM NO. 9. CLOSED SESSION – NONE</u>	
<u>ITEM NO. 10. OPEN SESSION – NONE</u>	
<u>ITEM NO. 11. CLOSE OF MEETING</u>	X



Agenda Item No. 4.A)

TOWN OF TABER
COUNCIL REQUEST FOR DECISION

Subject: Regular Minutes of Council	Date of June 11, 2012 Agenda:
Prepared By: Kerry Van Ham, Council & CAO Assistant	
Attachments: Minutes	
Topic: Minutes of the Regular Meeting of Council, May 28, 2012	
Background:	
Options:	<ol style="list-style-type: none">1. That Council adopts the minutes of the Regular Meeting of Council held on May 28, 2012, as presented.2. That Council adopts the minutes of the Regular Meeting of Council held on May 28, 2012, as amended
Recommendation: Option #1 - That Council adopts the minutes of the Regular Meeting of Council held on May 28, 2012, as presented.	
Approval Date: June 7, 2012	CAO: 

MINUTES OF THE REGULAR MEETING OF THE COUNCIL OF THE TOWN OF TABER, IN THE PROVINCE OF ALBERTA, HELD IN THE COUNCIL CHAMBERS, ADMINISTRATION BUILDING, ON MONDAY, MAY 28, 2012, AT 5:00 P.M.

PRESENT: Mayor Ray Bryant
Councillor Randy Sparks
Councillor Louie Tams
Councillor Garth Bekkering
Councillor Murray Rochelle
Councillor Rick Popadynetz

ABSENT: Councillor John Papp

ALSO PRESENT:

Dale Culler, CA, Director of Corporate Services, Acting Chief Administrative Officer (CAO)
Rob Cressman, Director of Public Services
Cory Armfelt, RPP-MCIP, Planner
Jilliann Koroluk, Development Officer
Kerry Van Ham, Council & CAO Assistant/Recording Secretary
Greg Price, Taber Times

ORDER

Mayor Bryant called the Regular Meeting of Council to Order at 5:00 PM.

ADOPTION OF THE AGENDA

Mayor Bryant inquired if there were any additions or deletions to the Agenda, and advised that there were none.

RES.136/12 MOVED by Councillor Popadynetz that Council adopt the agenda as presented.

CARRIED UNANIMOUSLY

DELEGATIONS - NONE

ADOPTION OF MINUTES**A) Public Hearing Meeting of Council – May 14, 2012**

RES.137/12 MOVED by Councillor Bekkering that Council adopts the minutes of the Public Hearing Meeting of Council held on May 14, 2012, as presented.

CARRIED UNANIMOUSLY

B) Regular Meeting of Council – May 14, 2012

RES.138/12 MOVED by Councillor Tams that Council adopts the minutes of the Regular Meeting of Council held on May 14, 2012, as amended.

CARRIED UNANIMOUSLY

The amendments were as follows;
RES.128/12, RES.129/12 and RES. 130/12 were "CARRIED UNANIMOUSLY", which was not recorded in the minutes.

BUSINESS ARISING FROM THE MINUTES – NONE**BYLAWS****A) Proposed Land Use Bylaw No. 9-2012 Text Amendment - 1st Reading**

C. Armfelt, RPP-MCIP, Planner, detailed that the Town of Taber received an application to amend the text of the existing Land Use Bylaw 4-2006, to include "Salvage Yard" as a discretionary use in the Highway Industrial (M-4) zoning district.

RES.139/12 MOVED by Councillor Tams that Council proceeds with 1st Reading for Bylaw No. 9-2012 and that a Public Hearing be held on Monday, June 25, 2012 at 5:00 PM in the Council Chambers.

CARRIED UNANIMOUSLY

ACTION ITEMS**A) Off-Site Levies**

R. Cressman, Director of Public Services, presented the offsite levies report, and how it would assist with funding major capital infrastructure projects required to accommodate growth.

Council may wish to consider offsite levy bylaw with additional consideration of:

- A) Offsite levy charges by other municipalities,
- B) Senior government grant funding Administration and/or,
- C) The public good, as defined by Council.

MOVED by Councillor Bekkering that Council accepts the offsite levy report and minutes of the May 2, 2012 meeting with Developers, directs Administration to prepare an offsite levy bylaw, including additional consideration of (any or all of A, B and/or C above) for Council's consideration at its meeting June 25, 2012.

Councillor Rochelle requested a friendly amendment to state (all of A, B and/or C above), instead of (any or all of A, B and C above)

Councillor Bekkering accepted the friendly amendment.

RES.140/12 MOVED by Councillor Bekkering that Council accepts the offsite levy report and minutes of the May 2, 2012 meeting with Developers, directs Administration to prepare an offsite levy bylaw, including additional consideration of (all of A, B and C above) for Council's consideration at its meeting June 25, 2012.

CARRIED UNANIMOUSLY

B) 2013 Capital Works

R. Cressman, Director of Public Services, presented information and estimated costs on the recommended sites, following a review of the Infrastructure Master Plan, Ten Year Capital Works Plan and consideration of staff/public feedback and input from Epcor.

Council discussed the various locations at this time.

ACTION ITEMS – CONT'D**B) 2013 Capital Works – Cont'd**

RES.141/12 MOVED by Councillor Tams that Council approves the 2013 Bi-Annual Capital Works project sites, as recommended.

CARRIED UNANIMOUSLY

C) Taber Communities In Bloom – Facility Waiver Request

R. Cressman, Director of Public Services, summarized the request from the Taber Clean and Green Committee, in conjunction with Communities In Bloom, in which a fee waiver for a meeting room is being requested.

This request was supported by the Recreation Board at their recent meeting.

RES.142/12 MOVED by Councillor Rochelle that Council approves the meeting room rental fee waiver request from Taber Communities In Bloom and Clean and Green Committees in an amount not to exceed \$36.50 plus GST.

CARRIED UNANIMOUSLY

D) Taber Irrigation Impact Museum – Facility Waiver Request

R. Cressman, Director of Public Services, summarized the request from the Taber Irrigation Impact Museum, in which a fee waiver for a meeting room is being requested.

This request was not supported by the Recreation Board at their recent meeting.

RES.143/12 MOVED by Councillor Tams that Council deny the white room waiver fee request from the Taber Irrigation Impact Museum for their Cowboy Poetry event.

CARRIED UNANIMOUSLY

ACTION ITEMS – CONT'D**E) Taber Kinsmen Club – Facility Waiver Request**

R. Cressman, Director of Public Services, summarized the proposition from the Taber Kinsmen Club to partner with the Town of Taber to provide free public swimming for members of the community.

This request was supported by the Recreation Board at their recent meeting.

RES.144/12 MOVED by Councillor Popadynetz that Council approve the Kinsmen Club request to offset public swimming at the youth rate of \$105.75 for 13 sessions with a maximum of 149 swimmers and adults pay regular admission.

CARRIED UNANIMOUSLY

F) Taber Licensing & Registration – Facility Waiver Request

R. Cressman, Director of Public Services, summarized the proposition from Taber Licensing & Registration, in which a fee waiver for the parking lot of the Community Centre for pre-trip truck inspections for Class 1 and 3 Operators License exams is being requested.

This request was not supported by the Recreation Board at their recent meeting.

This client has since found an alternative location for their activity.

RES.145/12 MOVED by Councillor Tams that Council denies the request for the use of the Community Centre parking lot for pre-trip inspections by Taber Licensing & Registration.

CARRIED UNANIMOUSLY

ACTION ITEMS – CONT'D**G) Monthly Operating Financial Statements**

RES.146/12 MOVED by Councillor Bekkering that Council accepts the unaudited operating financial statements and dashboard statistics for the four months ending April 30, 2012 for information purposes.

CARRIED UNANIMOUSLY

H) Department Reports

RES.147/12 MOVED by Councillor Rochelle that Council accepts the Department Head Reports for information.

CARRIED UNANIMOUSLY

I) Mayor and Councillor Reports (Verbal)

Council briefly discussed their various Committee activities during the past month.

RES.148/12 MOVED by Councillor Tams that Council accepts the Mayor and Councillor reports, as presented.

CARRIED UNANIMOUSLY

MEDIA INQUIRIES

Greg Price, Taber Times, questioned the length of time that the salvage business pertaining to Agenda Item No. 6A) had been in business.

Council directed G. Price to contact the owner of the business.

CLOSED SESSION

RES.149/12 MOVED by Councillor Sparks that Council move to Closed Session to discuss labour matters.

CARRIED UNANIMOUSLY AT 5:58 PM

OPEN SESSION

RES.150/12 MOVED by Councillor Tams that Council reconvenes into Open Session.

CARRIED UNANIMOUSLY AT 6:35 PM

RES.151/12 MOVED by Councillor Rochelle that Council engage the services of Pommen Group for the Chief Administrative Officer (CAO) recruitment for a total not to exceed \$24,100.00 + GST.

CARRIED UNANIMOUSLY

CLOSE OF MEETING

RES.152/12 MOVED by Councillor Sparks that this Regular Meeting of Council is hereby closed.

CARRIED UNANIMOUSLY AT 6:36 PM

MAYOR

CHIEF ADMINISTRATIVE OFFICER



TOWN OF TABER COUNCIL REQUEST FOR DECISION

Subject: Canadian Association of Municipal Administrators (CAMA): Long Service Recognition Award		Date of June 11, 2012 Agenda:
Prepared By: Kerry Van Ham, Council & CAO Assistant		
Attachments: Correspondence from CAMA dated May 29, 2012		
Topic: Long Service Recognition for Mr. Gordon Frank, CLGM, Chief Administrative Officer (CAO)		
Background:	<p>The Canadian Association of Municipal Administrators (CAMA) is an organization whose mission statement is to preserve and advance excellence in Municipal Management.</p> <p>CAMA strives to provide professional development in municipal management while making every effort to ensure both short and long term results for the bottom line of their respective municipalities.</p> <p>Some of the Values that CAMA holds is as follows:</p> <ul style="list-style-type: none"> • That the chief function of a municipal manager at all times is service to his/her employer and the public; and • Continually strive to improve his/her professional ability and to encourage the development of competence of his/her associates in serving their municipality; and • Uphold and implement both the letter and the spirit of the municipal policies adopted by elected officials. <p>This year, CAMA has acknowledged the commitment of Mr. Gordon Frank, CLGM, Chief Administrative Officer (CAO) for his twenty years of municipal service in a management capacity.</p> <p>Council of the Town of Taber would like to take this opportunity to recognize Mr. Frank for his long service in the CAMA Organization, while also reflecting the values and goals set forth by the Council of the Town of Taber during his recognized tenure with this Organization.</p>	
	Options:	<ol style="list-style-type: none"> 1. Council accepts the correspondence from CAMA, for information purposes.
Recommendation: Option #1 – Council accepts the correspondence from CAMA, for information purposes.		
Approval Date:	June 7, 2012	CAO: <i>Per: Rob C</i>

*James Toye
President / Président*

*Ronald Shaw
First Vice-President /
Premier vice-président*

*Jean Savard
Second Vice-President /
Deuxième vice-président*

*Robert Hughes
Treasurer / Trésorier*

*Jacques Des Ormeaux
Past President /
Président sortant*

*Kelly Daniels,
Director / Directeur*

*Patrick Moyle
Director / Directeur*

*Keith Ams,
Director / Directeur*

*Don MacLellan,
Director / Directeur*

*Marie-Hélène Lajoie
Director / Directrice*

*Jennifer Goodine
Executive Director
Directrice Exécutif*

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E-Mail:
admin@camacam.ca

www.camacam.ca

May 29th, 2012

Mayor Ray Bryant
Town of Taber
A 4900-50 Street
Taber, AB
T1G 1T1

Dear Mayor Bryant,

The Canadian Association of Municipal Administrators (CAMA) was pleased to launch its Long Service Recognition Awards Program in January 2012, recognizing and celebrating the dedication to public service and municipal management of our members, which is a significant priority for our Association. These awards are based on the number of years of full-time, paid employment in municipal government in a management capacity (a Chief Administrative Officer or reporting directly to a Chief Administrative Officer). They are granted at ten years and given in five year increments.

This year in your municipality we acknowledged the commitment of your Chief Administrative Officer, Mr. Gordon Frank, for his twenty years of municipal service in a management capacity.

We ask you to assist us in recognizing Mr. Frank for his ongoing support of the municipal profession and for the part that he continues to play in helping to make CAMA the leading organization in fostering and sustaining municipal excellence.

Our sincere gratitude to you for your continued support of this valued CAMA member and dedicated employee of your organization. We trust that your municipality has tremendously benefited from his membership in CAMA and we are confident that it will continue to do so.

Sincerely,


Jim Toye
CAMA President

cc Mr. Gordon Frank, Chief Administrative Officer, Town of Taber

TOWN OF TABER

JUN 01 2012

RECEIVED



TOWN OF TABER
COUNCIL REQUEST FOR DECISION

Subject: Recreation Sponsorship Date of June 11, 2012
Agenda:
Prepared By: Rob Cressman, Director of Public Services
Attachments: Final Report; Recommendation to Proceed to Phase 2
Topic: Recreation Sponsorship – Phase 1 Report; Phase 2 Recommendation
Background:
Taber Recreation Board Members have been invited to attend Council's June 11 meeting.
The Partnership Group has completed phase 1 of the Town's recreation sponsorship program including development of an assets inventory & valuation – attached is the final report.
Options:
1. Council accepts the June 2012 Recreation Sponsorship Phase 1 report, as presented.
2. Council authorizes Administration to execute the Recreation Sponsorship Phase 2 contract with Sponsorship Connections, with the required amendment to the 2012 operating budget to fund the \$23,000 expense from the Town's reserves.
Recommendation: Options #1 and #2
Approval Date: June 7, 2012 CAO: [Signature]

REPORT FOR



RECREATION SPONSORSHIP SERVICES

Developed for:

Rob Cressman
Director of Public Services
Town of Taber

Aline Holmen
Leisure Services Manager
Town of Taber

Developed & Presented by:

Mark McLoughlin
Senior Consultant
Partnership Group – Sponsorship Specialists™

Submitted for June 11, 2012

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INVENTORY DEVELOPMENT, ASSET VALUATION REVIEW AND SPONSORSHIP SALES SERVICES RECOMMENDATION

Over the course of the past year, the Partnership Group – Sponsorship Specialists™ was engaged with the Town of Taber in the conducting of a thorough and comprehensive review of the sponsorship asset inventory and identification and development of the inventory.

Through this process we valued each individual asset through our three stage valuation process and tiered each inventory item in order to maximize the Town of Taber's sponsorship revenue potential.

Review of Process

The inventory audit and valuation project was conducted through a series of interviews with staff and members from the multiple departments and properties within the Town of Taber and on-site review. From this we have extracted what we believe to be valuable assets that are marketable to potential sponsors. Review of existing packages and sponsorships were also analyzed through this process.

In addition to the series of face-to-face interviews, and on-site review, all collateral materials from both events and visitations (pamphlets, brochures, web site, events, signage etc.) were reviewed for content and appropriate asset opportunities for marketability. These scoped assets at this time have been categorized into **three (3)** "product" areas as listed below.

Within each of these there are other products of marketable benefits.

- **Facilities**
- **Ancillary Assets**
- **Naming Rights**

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Then from within each of these three products we have developed tangible benefits as outlined in the "Description" session of the spreadsheet. Each of these benefits has then been valued using industry-accepted standards. Each has a formula based value for real market value and then, when appropriate, a premium value has been added or subtracted based on the benefit itself based on industry experience and knowledge.

These benefits have also been bundled into "package" format on the spreadsheets so you can utilize the information both from an asset valuation perspective as well as stock templates for customization.

Each benefit has also been allocated an "availability" number, or "how many of this benefit can be sold" either specifically in that product group or overall. From this we can determine, as outlined, the potential gross value of the sum of all of the benefits available for sale at this point in time, and as well into the future, and thus the potential revenue opportunity for the Town of Taber on an annual basis. This availability is dynamic*; meaning that it will change continuously throughout the sponsorships sales activity period. We have also added "hard costs" section where we felt applicable to ensure that package development is cost effective for the Town of Taber. These costs still need to be determined and reviewed by the Town of Taber.

Each value has been allocated based on a 1-year term unless otherwise noted. For example, the overall Auditorium Complex naming rights illustrates the value of those benefits for a 1-year period.

Finally, it is important to understand the "overall value of the assets" does not imply that this is the potential revenue generation opportunity. This is further explained in other sections of the report.

- *This reference to dynamic is true with all sponsorship inventories. Organizations add and delete services and events over time, events and services grow in numbers and thus the value of the property will change. It is our recommendation that all values be reviewed every 3-5 years. Additional inventory can be added and the appropriate values as new and unique benefits unfold.*

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Explanation of Actual Inventory

Overall we have identified over **200** unique and different inventory benefits for the Town of Taber based on the three areas of review. Some are physical such as signage or logo inclusion, others are intangible such as associated goodwill and access or alignment to the Town. These unique benefits in turn extrapolate to thousands of inventory items.

An example of this is that there may be a benefit item named "Right to place signage at a sporting event". In actual fact there may be room for 24 signs at the event and there may be 10 events being held. Thus 24 signs at 10 events extrapolate to 240 event sign opportunities.

There are a number of scenarios to consider when looking at the realistic net revenue numbers you can expect when your sponsorship program is up and running.

- As noted several times, all inventory benefits **will not** be sold at face value. It is industry standard (from averaging of multiple properties in this field and experience) that about 33% of the value of the total inventory will be sold. This is because, when packaged, some inventory will be built in as value added. (For instance a proposal may have a value of \$30,000, but the asking price is \$20,000.) The potential sponsor receives, at the front end, value added. This shortens the negotiation time and provides "better value" for the sponsor.
- Sponsors will often have a minimum critical standard for return on their investment (ROI) of 2:1 or 3:1. In other words they expect to obtain 2 or 3 dollars for every dollar they invest.
- Also, it is important to note that many of the inventory benefits offered may not be able to be sold specifically, but bundled as added value. In addition, you may give up benefits to secure a partnership. This is common practice.
- There is probably some inventory that may be "lemons" to potential or all

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sponsors and thus never sold.

- The ability to sell the programs is also dependant on the team of staff or volunteers selling as well as time dedicated to the process.
- You do not want to sell everything. You would look cluttered and also not deliver a good value for your partners.

As a result, we estimate for the Town of Taber, depending on the sales approach taken that approximately 35% of the total value of your inventory should be able to be bundled and sold on an annual basis. A determination on this percentage will take into account the organization's internal capacity, i.e. dedicated sales person specifically focused on sales only or an outside sales firm consultancy. It is our estimation that if managed internally as is, the Town of Taber could expect to generate approximately 20-25% of the inventory. If there is a full time or professional organization managing this then a realization of 35% is achievable.

Though the inventory is comprehensive, it is not exhaustive. As the organization changes and evolves as it presently is doing in the current situation, as you add new products and opportunities, new benefits and inventory items will also evolve.

We view this inventory as a "living document" to continually be enhanced over time both with new benefits and value alterations. Here are our estimated values and projections for the five property categories at this time:

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PROPERTY	VALUE OF ASSETS	REVENUE PROJECTION @35%
Facilities	\$545,635	\$190,972
Ancillary Assets	\$465,300	\$162,855
Naming Rights & Events	\$130,500	\$45,675
TOTALS	\$1,141,435	\$399,502

Based on the total inventory value at this time the opportunities work as follows:

- You have approximately **\$1.1M** in saleable assets. Using the 35% projection, on an annual basis you should generate roughly **\$400K** in gross revenue per year with a full time dedicated person or sales professional organization. The potential for this level of revenue may only be secured over a number of years, typically 3-4. Over a 5-year period at **\$400K** per year, you could generate approximately **\$2.0M**.

Based on our industry experience, this level of sponsorship sales/activation will require at least one fulltime sponsorship manager or a dedicated professional sales team to support, along with administration and fulfillment support from the Team. (Please see the "Next Steps" section for details on this.)

How realistic is this revenue potential? As noted in paragraph (1) above, your organization's revenue potential could be as high **\$400K** per year. Recall this is an average figure established over 100's of properties. We think, based on our industry experience, the marketplace, the staffing commitment and the products that you are well advised to consider an annual revenue range of **\$275,000 to \$325,000** per year.

Keep in mind it will take 3-4 years to attain this level and thus maintain it annually. **It will not happen overnight.** Our revenue assessment is based on a variety of tangibles such as asset valuation and proper allocation of appropriate human resources to manage the program; but there are a number of intangibles to consider such as corporations recognition of the value of the assets and their competitive marketplace

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choices to spend their marketing budgets.

In order to ascertain the initial level of interest from a community perspective, it was requested by the Town of Taber that we “test” the waters and conduct some mini discovery sessions with various businesses in the Taber area. We undertook this and on May 1st, 2012 initiated 6 of these discoveries.

We scheduled various meetings throughout the day where we solicited interest on whether these companies would consider engaging the Town in sponsorship activity and as well what that may look like from a dollar and timing perspective.

We met with the following organizations; Western Financial Group (had submitted proposal for naming rights two years ago); Gouw Quality Onions (Distribute throughout North America); Summit Motors (Large truck operations); Crude Oil Group OSI (Oilfield); McDonalds Chev Olds (Automobile Dealership & Family name on the Sports field Complex); and Lantic Inc (formerly Rogers Sugar).

In summary, there was very good feedback towards the approach that the Town had taken towards their sponsorship program, and there was a very high level of interest from most of the groups we met with, specifically to the point where we believe there would be in the neighbourhood of \$50K - \$75K available towards sponsorship for the Town if the Town was able to act fairly quickly and had a formal process in place to conduct further extensive discovery sessions and to be able to negotiate with some of these organizations on their needs, requirements and to match assets to those. It is also important to note that this is a very small sample of available organizations. This small sample of organizations further supports our recommendation as to the potential revenue generation that can be achieved for the Town with the right approach.

Analysis of Revenue Expectations

When you review the spreadsheet you will see that the Town of Taber actually has approximately **\$1.1M** worth of available inventory. As stated at the beginning, this is not to be viewed as a potential revenue generation for **\$1.1 million**, rather the fair market value of the entire available inventory that could be bundled into the sponsorship packages. From experience and research of properties in the non-profit service sector and societies, on average, an organization will be able to actually generate revenue (cash and actual needed value in kind) of about 33%- 40% of this amount. Thus, from this process combined with the other analysis factors noted

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earlier, such as clutter, team dedicated to sponsorship, existing relationships., we have demonstrated that the Town of Taber should generate in the region of **\$400,000** annually in sponsorship revenue.

Note: the remaining inventory will be provided as value added, negotiated away or sit as unsold. Over the years as you re-evaluate your inventory, the value of many of the benefits will rise and new inventory will be developed and added.

Suggested Next Steps

The following was our recommendations for the Town of Taber based on the outcomes of the initial report. These recommendations looked at both short and long term consideration.

Short Term Recommendations: (March '12 through September '12 – 6 months). Once we met with your team and reviewed these findings, we recommended the following to begin the process:

1. Review the inventory and determine which assets are still available based on your present situation. **(Completed)**
2. Start the process of discovery sessions with prospects and custom build proposals based on available assets in the inventory. **(Completed)**
3. Focus on 10 lead prospects and work to develop packages to meet their goals and objectives at the \$15,000+ level. If you close 50% this is \$75,000 in revenue. **(Process begun with the support of PG)**
4. Acquire short term mentoring and consulting to move forward the discovery sessions and prospect development if you feel you are going to do "in house" sales. **(TBD)**
5. If necessary, providing in-house staff is not available, seek out a commissioned sales person or company for the sale of your assets. **(TBD)**

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6. Should the hiring of a sales firm be considered we would suggest (based on industry average right now) that a 25% commission rate be offered for all sales with a retainer of \$4-5,000 per month for the first year. **(TBD)**

If you look to hire a local individual we would suggest a 15% commission rate be offered for all sales. Once they reach a minimum of \$150,000 in sales, their commission rate changes to 20% of all sales, retroactive to the initial \$150,000 in revenue. This creates an incentive for them to reach the \$150,000 plateau and also strive to exceed it.

Long Term Recommendations:

1. Look to hire a full time person or professional firm dedicated to sponsorship sales and fulfilment. This is critical to your long-term success in this revenue area. A salaried employee at \$50,000 - \$60,000 per year with training / experience can reach the \$350,000+ revenue goal annually. **(TBD)**
2. Should the Town of Taber determine that an external sales approach is what is required, rather than hiring a full-time sponsorship person internally, the Town of Taber can expect to pay a retainer fee and a commission on sales around 25%.
3. The inventory can easily be transferred to a series of template packages appealing to each of the three areas so that the Town of Taber have base line packages to customize and further develop based on sponsor needs.
4. Mentoring and consulting to the internal employee, or new focused employee will be critical to ensure they understand and can utilize the inventory spreadsheets as well as providing professional sponsorship direction and focus to the employee from the start.

As stated throughout the process we strongly believe that the Town of Taber should build capacity internally to manage their own recreational sponsorship services

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program. However, we can provide a contracted sales solution as an alternative to mentoring of staff and the building of internal capacity.

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Sponsorship Connections™

Should the Town of Taber determine that an external sales approach is what is required, rather than hiring a full-time sponsorship person internally, we are recommending engagement of our sister company, Sponsorship Connections™.

Sponsorship Connections™ is a Calgary-based national sponsorship sales company ranging from Ontario through Alberta and representing municipalities, sports, membership, entertainment, and charitable/non-profit organizations in the marketplace. Their goal is to maximize revenue opportunities for their sponsorship selling rights holder property clients, while delivering outstanding value and ROI for their client's sponsors through custom-developed and focused sponsorship agreements that work for both parties.

Clients of Sponsorship Connections™ include but are not limited to; the Federation of Canadian Municipalities, Stampede Entertainment Inc., Youth Emergency Shelter Society, Pump House Theatre Society, Vertigo Theatre Centre, Rawlco Radio Alberta and the Western Sponsorship Congress™.

The scope of this option shall include the delivery of a professional sales service and staff to identify and qualify prospects, conduct discovery sessions and custom design sponsorship proposals that will deliver ROI for sponsors and substantial revenue generation for the Town of Taber. This component will also provide the Town of Taber with the negotiation and closing of the opportunity as well as creation of contracts for agreements.

72103 Glenmore Landing RPO South West, Calgary, Alberta T2V 5H9
Phone: 403-255-5074 Fax: 403-208-7892 Toll Free: 888-588-9550

www.partnershipgroup.ca

The sales program will be undertaken through the following process with Sponsorship Connections™ industry proven successful approach to securing maximized dollar sponsorships. It is also critical to understand that the average timeline for a closed sponsor (from prospect clearance to signed deal) is 18-22 months in Canada. Hence this needs to be taken into consideration when setting Town of Taber revenue expectation levels.

1. There will be an identification of sponsor prospects built from existing sponsors, partners, advertisers and suppliers. In addition this list will be enhanced through the knowledge and contact network of our team. Once the list has been developed research will be undertaken on each prospect to qualify them and ascertain their ranking in linkage, interest and ability (LIA method of ranking).
2. The next stage will be to set up discovery sessions with the top ranked prospects and determine their needs, goals and objectives. Once these needs and goals as well as budgets have been determined we can move to proposal development.
3. Each proposal will then be custom developed from the ground up using the pre-approved inventory of assets and bundled to maximize revenue generation while ensuring ROI delivery for the partner within their budget frame. These customized proposals will allow us to control and manage inventory and maximize revenue opportunities for the Town of Taber. All proposal development, presentation and printing will be offered in this approach format.
4. Once a deal has been agreed to, in conjunction with the Town of Taber we will prepare an agreement contract that is detailed and thorough and outlines all
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aspect for the agreement to ensure expectation levels by both the Town of Taber and the sponsor are set and confirmed. It will be Sponsorship Connections™ responsibility to get sign off for the Town of Taber.

This process of sales is lengthy but it delivers qualified success at substantial investment levels. It also ensures that both the Town of Taber and the sponsors are receiving excellent ROI. As noted average sales cycles today in Canada in the sponsorship industry are 18-22 months. This will mean that probably in the first 12 -18 months status quo will be maintained with the customized relationship building opportunities coming to fruition thereafter.

Investment Summary

COMPONENT	TOTAL
I – III: Inventory Development, Asset Valuation and Tiering **Completed**	\$60,000
IV: Sponsorship Sales (initial retainer paid \$3000 per month from July 2012 through June 2013 - \$36,000). Note that this retainer is a draw against commissions and not above and beyond commissions. The commission rate of 25% is on all revenue generated. This commission rate does not kick in until a minimum of \$144,000 of revenue has been generated. This initial \$36,000 in commissions against this \$144,000 is prepaid in the \$36,000 draw retainer (Plus any applicable travel and accommodation costs)	

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Sponsorship Sales Services Summary of Terms

1. Sponsorship Connections™ proposes to deliver this sales service on a 36 month agreement with a \$3,000 per month retainer fee (total initial retainer of \$36,000) for the first 12 months only of the agreement. From that point on it will be on a commission basis only.
2. A commission rate of 25% for all sales. Commission rates will apply to both cash and value in kind agreements and renewals are at the same commission rate as new business.
3. The retainer charged in year one would be 100% draw against commission sales. Hence, the retainer is a draw against the commissions so Sponsorship Connections™ would draw no commissions until over \$144,000 in revenue to the Town of Taber had been generated.
4. Travel for sales services and applicable accommodations and per diems would be above and beyond the proposed commission rate.

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TOWN OF TABER
COUNCIL REQUEST FOR DECISION

Subject: SouthWest Stormwater Outfall Date of June 11, 2012
Agenda:

Prepared By: Rob Cressman, Director of Public Services
Attachments: June 5 Tender Opening Minutes & Tender Award Recommendation

Topic: SouthWest Stormwater Outfall Rehabilitation – tender recommendation

Background:

The tender for the captioned project closed June 5th – the tender minutes & recommendation are attached.

The rehabilitation work involves the following:

- 1. Creation, maintenance and rehabilitation of an onsite borrow pit.
2. Site grading to prepare site in order to reshape berm sideslopes.
3. Approx 8,100m3 common excavation from onsite - reshape berm section & slopes.
4. Regrade approximately 2,280m2 of berm crest.
5. Supply/install approx 85m of 1200mm diameter culvert by trenchless methods.
6. Supply/install approx 96m2 Class 1 rip rap channel armour with geotextile layer.
7. Strip, stockpile and re-spread approximately 1,200m3 of topsoil.
8. Supply and install approximately 6,250m2 of seed.

The Town and CNRL have been inspecting and monitoring the stormwater accumulation upstream of the blockage regularly, and CNRL has operated the bypass siphon, as required, and per the emergency stormwater bypass approval we received from AB Environment. AB Environment has issued the stormwater rehabilitation & operating approval for this project.

Options:

- 1. Council accepts the South West Stormwater Outfall Rehabilitation June 5, 2012 tender opening minutes, and awards the contract to _____, in an amount not to exceed \$ _____, with the Town's share of project funding allocated from reserves.
2. Council accepts the South West Stormwater Outfall Rehabilitation June 5, 2012 tender opening minutes, and awards the contract to _____, in an amount not to exceed \$ _____, with the Town's share of project funding allocated from reserves.

Recommendation: Option #1- Council accepts the South West Stormwater Outfall Rehabilitation June 5, 2012 tender opening minutes, and awards the contract to _____, in an amount not to exceed \$ _____, with the Town's share of project funding allocated from reserves.

Approval Date: June 7, 2012 CAO: [Signature]



June 7, 2012

File: 2011-3447.C.03.00

Rob Cressman
Director of Public Services
Town of Taber
4900A - 50th Street
Taber, AB
T1G 1T1

Re: **TOWN OF TABER
TABER BERM RECONSTRUCTION ANALYSIS OF BIDS RECEIVED**

Dear Rob:

The above noted tender closed at 2:00 pm on June 5, 2012. Four bids were received prior to tender close as follows (inclusive of 10% contingency and GST):

1. BYZ Enterprises Inc.: \$472,857.00
2. Ossa terra Ltd.: \$542,815.35
3. Tanex Inc.: \$678,545.18
4. Porter-Tanner Associates Inc.: \$910,189.09

A minor arithmetic error was found in the Tanex Inc. bid, but does not affect the outcome of our recommendation. The corrected total is represented above. Other than this error, all bids were found to be correct and compliant in that they all were accompanied by a Bid Bond, a Consent of Surety to provide the correct construction bonds, and a valid COR. We therefore recommend that the Town of Taber award the Taber Berm Reconstruction Contract to BYZ Enterprises Inc. for \$409,400 plus GST. We further recommend that the Town approve a total project budget as follows:

Construction contract:	\$409,400.00
Engineering budget:	\$97,175.00
10% contingency:	\$50,657.50
GST:	\$27,861.643

TOTAL PROJECT BUDGET: \$585,094.13



**Associated
Engineering**

*GLOBAL PERSPECTIVE.
LOCAL FOCUS.*

June 7, 2012
Rob Cressman
Town of Taber
- 2 -

Please do not hesitate to call should you have any questions, or require further information.

Yours truly,

A handwritten signature in blue ink, appearing to read 'BT'.

Bruce Thurber, P.Eng
Project Manager

BT/mh



SUMMARY SHEET OF TENDERS RECEIVED

PROJECT: 2012 Storm Water Outfall Reconstruction Project

TENDERS RECEIVED UP TO: TIME: 2 PM DATE: June 4, 2012 LOCATION: TOWN OF TABER Council Chambers

In Attendance: Rob Cressman, Director of Public Services
Nancy Green, Associated Engineering
Lori Farough, Administrative Assistant

R. Cressman opened the tender opening meeting at 2 PM, welcomed all vendors to the meeting and commenced with the tender opening as follows:

Contractor	Total Tender Amount	Completion Date & Time	COR	Bid Bond	Consent Of Surety
Porter Tanner Associates Box 69 Barnwell AB T0K 0B0	\$886,846.75	August 15, 2012	√	√	√
Ossa Terra Ltd. Box 460 Station Main Lethbridge AB T1J 3Z1	\$516,967.00	August 15, 2012	√	√	√
Tanex Inc. 1403 3 rd Ave S. Lethbridge AB T1J 0K7	\$646,250.00	August 15, 2012	√	√	√
BYZ Enterprises Inc. 1686 - 32 St. SW Medicine Hat AB T1B 3N8	\$450,340.00	August 15, 2012	√	√	√

The vendors were advised that the recommendation would be brought to the June 11, 2012 meeting of Council with the decision announcement expected June 12, 2012.

The Meeting was adjourned at 2:04 PM

Rob Cressman, Director of Public Services



TOWN OF TABER
COUNCIL REQUEST FOR DECISION

Table with 2 columns and 6 rows containing meeting details: Subject (Ambulance Purchase), Date of (June 11, 2012), Prepared By (Rob Cressman), Attachments (Ambulance Order Authorization), Topic (Ambulance Purchase Report), Background (mechanical failure report), Options (Council accepts report), Recommendation (Option #1), and Approval Date (June 7, 2012) with signature.



DEMERS AMBULANCES

28 Richeleu, Betsouil (Quebec) J3G 4N5

Tel.: (800) 363-7591 Fax: (450) 467-6526

MYSTERE

Date: Mar. 21, 2012

Contact : **Bob Lang**

Bill to :

Taber EMS

Email _____

Tel.: _____

Fax : _____

Ship to :

Demers West

303 Jessop Ave.

Saskatoon, SK

S7N1Y5

Tel.: _____

Fax : _____

Subject :

Type III Ambulance Specifications
(ALS configuration)

Model :

MYSTERE MXI64D CHEVROLET EXPRESS

Chassis :

Chevrolet Express Cutaway 2012
159" W/Base with Ambulance Package

Interior trimming color :

Stock number

Chassis price 35,199.00 \$

Conversion price 75,799.00 \$

MYSTERE SPECIFICATION TOPICS

Equipment list: • Standard

Optional

Group:

- ▶ Chassis
- ▶ Driver's compartment
- ▶ Ambulance module
- ▶ Paint decals & lettering
- ▶ Interior colors, upholstery and seating
- ▶ Oxygen
- ▶ Power distribution & control system
- ▶ Patient compartment
- ▶ Vehicle features
- ▶ Emergency lights & sirens
- ▶ Custom items & special notes

CHASSIS

- Chassis
 - Chevrolet Express 3500 / 4500 Cutaway 2012
- Wheelbase
 - 159" (4039 mm)
- GVWR (Gross vehicle weight rating)
 - G3500 : 12,300 Lbs (5,579 Kg)
 - G4500 : 14,200 Lbs (6,441 Kg)

OPTIONS - CHASSIS / ENGINE SELECTION (MUST CHOOSE ONE ONLY)

<input checked="" type="checkbox"/>	Chevrolet Express 3500 (12,300 lbs GVWR) with 6.0L Vortec V8 SFI Gas Engine	\$35,199.00	\$35,199.00
<input type="checkbox"/>	Chevrolet Express 4500 (14,200 lbs GVWR) with 6.0L Vortec V8 SFI Gas Engine	\$36,648.00	\$0.00
<input type="checkbox"/>	Chevrolet Express 3500 (12,300 lbs GVWR) with 6.6 L. Duramax 6600 V8 Turbo Diesel w/ 5.8 gallon DEF tank	\$45,032.00	\$0.00
<input type="checkbox"/>	Chevrolet Express 4500 (14,200 lbs GVWR) with 6.6 L. Duramax 6600 V8 Turbo Diesel w/ 5.8 gallon DEF tank	\$46,508.00	\$0.00

DRIVER'S COMPARTMENT

OEM

- 12 V. DC Outlet (1)
- Cup holders (2)
- Electronic radio AM/FM stereo with digital clock includes 2 speakers
- High capacity air conditioning/heating
- Cloth seat fabric

DEMERS

- HUC (Head up console) incorporated into dashboard
 - Switches with LED backlit pictograms
 - "Door ajar" & "Compartment" light
 - Intercode indicator lights
 - Rear air conditioning/heating speed and temperature control with automatic mode
 - Digital chassis voltmeter and conversion ampmeter & voltmeter
 - Spare Auxiliary indicator light
 - OEM radio relocation under cup holders
- Fast idle
- Cab headliner with central dome light - low and high intensity
- Coat hooks (2)

OPTIONS

Anti-Theft is included with EcoSmart System

	<input checked="" type="checkbox"/> <i>Anti-theft system</i>	\$120.00	\$120.00
NEW	<input checked="" type="checkbox"/> <i>EcoSmart System (idle reduction)</i>	\$1,700.00	\$1,700.00
	<input checked="" type="checkbox"/> <i>Back-up camera</i>	\$505.00	\$505.00
	<input checked="" type="checkbox"/> <i>Interior camera</i>	\$225.00	\$225.00
	<input checked="" type="checkbox"/> <i>Fire extinguisher (5 lbs) ABC with heavy duty bracket (1)</i>	\$95.00	\$95.00
	<input checked="" type="checkbox"/> <i>Hand spotlight 400 000 CP with trigger type switch and ABS thermoformed bracket</i>	\$90.00	\$90.00
	<input checked="" type="checkbox"/> <i>Wiring preparation for two-way radio with (2) antenna cables</i>	\$80.00	\$80.00
	<input checked="" type="checkbox"/> <i>Driver power seat</i>	\$1,660.00	\$1,660.00
	<input type="checkbox"/> <i>Passenger power seat</i>	\$1,660.00	\$0.00

MODULE

3

- Module structure
 - All aluminum module
 - Single piece aluminum floor sheet
 - High strength aluminum sections
 - Acid preparation on the exterior structures (enhance bonding)
 - High shear strength structural elastic adhesive assembly of the wall panels to the wall structure
 - 10 rubber mount points on module to chassis for improved noise and vibration performance
- Overall dimensions
 - 164" [4166 mm] long x 95" [2413 mm] wide
 - Interior headroom 68" [1727 mm]
- Door structure and accessories
 - Single piece aluminum sheet
 - Stainless steel piano hinges
 - Two (2) double stage rotary latches
 - "Trimark" powder coated door handles
 - Lower stainless steel seamless protective panel
 - Removable center section for easy maintenance
 - Fiberglass interior window frame, seamless for easy cleaning
 - Auxiliary emergency door release (2) for patient compartment doors
 - Drip rail over all doors
- Curb side configuration
 - One (1) door with access to batteries and front ALS compartment
 - One (1) patient compartment door with large surface, frameless flush mounted window
 - One (1) door for backboards, scoop, extrication devices
- Street side configuration
 - One (1) door for main oxygen cylinder access
 - One (1) door for equipment/electrical panel access
 - One (1) door for storage with two (2) full depth shelves
- Rear configuration
 - Two (2) patient compartment doors, each with individual exterior door handles and large surface, frameless flush mounted windows

NEW

NEW

NEW

NEW

NEW

NEW

NEW

OPTIONS - EXTERIOR COMPARTMENT CONFIGURATION

- Spare tire location \$0.00 \$0.00
(Third door, street side, deletes two full depth shelves)

PAINT DECALS AND LETTERING

4

- White "Tristar" exterior paint : High built polyurethane surface paint over epoxy primer and two (2) acid stabilizing treatments to prevent galvanic/corrosion and provide high adhesion for epoxy primer

OPTIONS

- Custom Striping and identifications Price on request \$2,600.00

INTERIOR COLORS, UPHOLSTERY AND SEATING

5

- **COBALT BLUE**
 - Floor : Lonseal, Lonplate II, Gun metal
 - Ceiling : Glossy white
 - Walls : Glossy white
 - Furniture: Glossy white
 - Upholstery: Cobalt blue
 - Lower section: Glossy grey



DEMERS AMBULANCES

28, Richelieu, Belloil (Quebec) J3G 4N5

Tel : (800) 363-7591 Fax : (450) 467-6526

MYSTERE

Date: Mar. 21, 2012

Contact : **Bob Lang**

OXYGEN

- Universal holder for vertical oxygen cylinder type "K" or "M" on street side
- Oxygen outlets (3) :
 - 2 on left in ECC - DISS Style
 - 1 on right side pad - DISS Style
- Oxygen regulator (50 PSI)

OPTIONS - MAIN OXYGEN CYLINDER CONFIGURATION

<input checked="" type="checkbox"/>	Hydraulic holder for vertical oxygen cylinder type "K" or "M" on street side	\$2,500.00	\$2,500.00
<input type="checkbox"/>	Electronic control valve with manual by-pass	\$435.00	\$0.00
<input type="checkbox"/>	Digital oxygen pressure sensor	\$500.00	\$0.00

OPTIONS

<input type="checkbox"/>	"D" Portable oxygen cylinder storage (2)	\$470.00	\$0.00
<input type="checkbox"/>	"E" Portable oxygen cylinder storage (2)	\$470.00	\$0.00

OPTIONS - QUICK CONNECT STYLE

<input type="checkbox"/>	Oxygen outlets (3) : 2 left in ECC, 1 on right side pad	\$200.00	\$0.00
<input type="checkbox"/>	Flowmeter Quick Connect Style (0-15LPM)	\$75.00	\$0.00

OPTIONS - DISS STYLE

<input checked="" type="checkbox"/>	Flowmeter DISS Style (0-15LPM)	\$75.00	\$225.00
-------------------------------------	--------------------------------	---------	----------

POWER DISTRIBUTION AND CONTROL SYSTEM

- Alternators: Dual, 290 Amp total
- Batteries : OEM with two (2) conversion and battery isolator
- Yellow 15 amps Kussmaul Super Auto Eject with indicator
- 12V DC Electrical outlets (4)
 - One (1) in cardiac monitor location
 - Two (2) in ECC
 - One (1) in ALS compartment
- 110V AC Duplex Electrical outlets (hospital grade with indicator type)
 - One (1) in ECC
 - One (1) in cardiac monitor location
 - One (1) in ALS compartment

OPTIONS

<input checked="" type="checkbox"/>	Power inverter FREEDOM HW1000 (12 V DC to 115 V AC, 1000 Watt)	\$825.00	\$825.00
<input type="checkbox"/>	Yellow 20 amps Kussmaul Super Auto Eject with indicator	\$100.00	\$0.00

NEW

NEW

NEW

NEW



DEMERS
AMBULANCES

28, Richelieu, Belœil (Quebec) J3G 4N5

Tel.: (800) 363-7591 Fax: (450) 467-6526

MYSTERE

Date: Mar. 21, 2012

Contact : **Bob Lang**

PATIENT COMPARTMENT

0

• **Materials**

- Flooring: 3/4 in. (19mm) exterior grade plywood
- Slip resistant, bacteriostatic and anti-static floor covering material; .098 in. (2.5mm) thickness rolled-up 3 in. (75mm)
- Powder coated aluminum and fiberglass interior finish

• **Configuration**

- Full medical cabinet
 - ▶ Aluminum extrusion structure
 - ▶ Aluminum flip-up window frames (3)
 - ▶ Fiberglass storage areas (3)
 - ▶ Lower stainless steel seamless protective panel
 - ▶ Defibrillator monitor location
- Action wall console (ECC)
 - ▶ Switches
 - ▶ LED reading lamp
 - ▶ Rear speaker volume control
 - ▶ Temperature control with automatic setting
 - ▶ Power inverter control panel (with power inverter option only)
 - ▶ Main oxygen cylinder access door

NEW

NEW

- Center cot configuration with squad bench
- Stryker rolling main cot fastener (cot not included)

NEW

- Squad bench
 - ▶ Seating for three (3) passenger, safety belt and thermoformed full size molded backrest cushion with lumbar support
 - ▶ Flip down bio hazard/sharps container in the squad bench with hands free open device

- Attendant seat
 - ▶ Swivel base
 - ▶ Thermoformed with 3 point safety belt

NEW

- ALS compartment
 - ▶ Two (2) shelves, three (3) compartments
 - ▶ Four (4) doors with see through windows
 - ▶ Inside/outside access via curb side door
 - ▶ LED strip lighting

- Partition with walk-through and pivoting door
- LED lighting package
 - ▶ Eight (8) LED dome lights with four intensity settings
 - ▶ 0-15 minutes programmable timer on LCD display

• **Accessories**

- Electric door lock on all module doors
- Two (2) electric door lock/unlock switches located near side/rear right door
- Door hold open device
- Chrome grab bar package
 - ▶ Two (2) entry chrome grab bar, 12"
 - ▶ Three (3) door mounted grab bar, 16" x 16"
 - ▶ One (1) chrome ceiling mounted grab rail, 90"
- Ducted ceiling air conditioning, with evenflow distribution from front to rear
- Separate heating unit with unique Demers Diffusion system
- Analog clock (battery powered)
- Dual exhaust fans for contaminated air
- Suction pump with disposable canister (Rico RS-4X)
- Four (4) recessed/flexible IV hooks in ceiling

NEW

NEW

NEW



28 Richelieu, Belloeil (Quebec) J3G 4N5

Tel: (800) 363-7591 Fax: (450) 467-6526

MYSTERE

Date: Mar. 21, 2012

Contact : **Bob Lang**

OPTIONS - CABINERY AND/OR CPR SEAT CONFIGURATION

CPR seat configuration with easy access to action wall console \$750.00 \$750.00

OPTIONS - MOBILITY PACKAGE

Mobility Package, includes: \$3,200.00 \$0.00
▶ EVS thermoformed seat with 3 pts safety belt mounted on adjustable slide track with swivel base (side, 45 and forward)
▶ Right side cabinet with sharps/garbage disposals and storage drawer
▶ Auxiliary console with lighting, exhaust, suction, temperature and intercodes control with additional 12V/110V outlets
▶ Glove compartment (5) over sliding seat
▶ Safety net

Cardiac monitor tray, sliding and turning \$500.00 \$0.00
 Cardiac monitor tray, sliding and turning, for "LIFEPAK 15" \$990.00 \$0.00
 Second suction pump in right side cabinet \$1,000.00 \$0.00
 Storage space for anchors and straps (3) for FW #107C stretcher, includes flip-down seat \$600.00 \$0.00
 Storage space for anchors and straps (3) for FW #9 stretcher, includes flip-down seat \$600.00 \$0.00

OPTIONS - COT CONFIGURATION

Additionnal left side mount configuration \$250.00 \$0.00
 Ferno main fastener \$600.00 \$0.00

OPTIONS - CARDIAC MONITOR TRAY

Cardiac monitor tray, sliding and turning \$500.00 \$500.00
 Cardiac monitor tray, sliding and turning for "LIFEPAK 15" \$990.00 \$0.00

OPTIONS - GRAB RAIL

NEW Additional chrome 90" ceiling mounted grab rail \$150.00 \$0.00
NEW Safety yellow grab bar package, includes additional 90" ceiling mounted grab rail \$250.00 \$250.00

OPTIONS - SQUAD BENCH SIDE

Auxiliary console near the end of the squad bench \$600.00 \$600.00
 Glove compartment (5) over squad bench \$250.00 \$250.00
 Safety net \$250.00 \$250.00
NEW Single, full length molded seat cushion N/C \$0.00
 Wheel and post cups for FW #107C stretcher \$100.00 \$0.00
 Wheel and post cups for FW #9 stretcher \$100.00 \$0.00
 Rear ALS compartment with interior access and storage for two (2) door mounted backboards \$100.00 \$0.00
 Rear ALS compartment with interior/exterior access and storage for two (2) door mounted backboards \$100.00 \$100.00

OPTIONS - ATTENDANT SEAT

Attendant thermoformed seat equipped with child safety device and 3 point safety belt \$265.00 \$265.00

OPTIONS

Lockable IV warmer compartment above als cabinet \$400.00 \$400.00
 Digital clock over the rear door with driver intention lights \$400.00 \$400.00
 Fire extinguisher (5 lbs) ABC with heavy duty bracket (1) \$95.00 \$95.00



**DEMERS
AMBULANCES**

28, Richelieu, Beloeil (Quebec) J3G 4N5

Tel: (800) 363-7591 Fax: (450) 467-6526

MYSTERE

Date: Mar. 21, 2012

Contact : **Bob Lang**

VEHICLE FEATURES

9

- Anti-skid lateral steps angled to match module which includes: mud guards
- Rear flip-up anti-skid step
- Powered exterior mirror with arm extension
- Directional and clearance lights (L.E.D.)
- Grille includes: 100 watt speakers (2) and door unlock valet switch
- High mount rear brake light (L.E.D)
- Turning lights (2) intermediate side mounted
- Fiberglass wheel trim
- Undercoating protection

OPTIONS

<input checked="" type="checkbox"/>	Aluminum rub-rails on each side	\$250.00	\$250.00
<input type="checkbox"/>	Deluxe remote and heated "VELVAC" exterior mirrors with integrated convex	\$355.00	\$0.00
<input type="checkbox"/>	Chrome wheel simulators	\$295.00	\$0.00
<input type="checkbox"/>	Ultra sound whistle for animals (one on each side)	\$15.00	\$0.00
<input checked="" type="checkbox"/>	Lug nut indicators	\$60.00	\$60.00

EMERGENCY LIGHTS & SIREN

10

- LED Light Package with triple flash light pattern and chrome bezels
 - ▶ Demers aerodynamic cabriser with 5 red / 1 white (400 series)
 - ▶ Two (2) red LED rear emergency lights (rear corners, 900 series)
 - ▶ Four (4) red LED lateral emergency lights (two (2) on each side, 900 series)
 - ▶ Two (2) Rear red LED lights (600 series)
 - ▶ Two (2) red LED intersection lights (700 series)
 - ▶ Two (2) red LED lights in grille (700 series)
- Four (4) lateral halogen scene lights (two (2) on each side, 900 series)
- Two (2) rear halogen loading lights (600 series)
- Third LED brake light (600 series)
- Two (2) LED brake/tail lights, two (2) LED amber turn lights and two (2) halogen reverse lights in rear step plate
- Two (2) amber LED directional lights (intermediate side mounted)
- Whelen Model 295HFSAI Siren amplifiers (100 watt) with 4 tones and Public address (P/A) microphone
- Two (2) bumper integrated speakers
- Back up alarm (97db) with override switch

OPTIONS - FRONT CONFIGURATION

<input type="checkbox"/>	Whelen 4500+ 76" flush mounted LED light bar, 4 red / 1 white / 3 red	N/C	\$0.00
<input checked="" type="checkbox"/>	Whelen 4500+ 76" flush mounted LED light bar, 4 red / 1 white / 3 red with two (2) corner red LED and one (1) center clear LED, (900 series)	\$800.00	\$800.00
<input type="checkbox"/>	Demers aerodynamic cabriser with two (2) additional red LED corner lights (900 series)	\$500.00	\$0.00
<input checked="" type="checkbox"/>	Wig wag in OEM headlight	\$300.00	\$300.00
<input checked="" type="checkbox"/>	Two (2) front amber LED arrows (600 series)	\$300.00	\$300.00
<input checked="" type="checkbox"/>	Two (2) clear/red LED intersection lights with turning priority (700 series)	\$200.00	\$200.00

OPTIONS - FRONT CONFIGURATION

NEW	<input checked="" type="checkbox"/>	Two (2) red LED emergency lights intermediate side mount (700 series), includes amber LED 700 series intermediate directional lights	\$300.00	\$300.00
NEW	<input checked="" type="checkbox"/>	Two (2) red LED tail/turn lights (rear side door mount, 700 series)	\$250.00	\$250.00

OPTIONS - REAR CONFIGURATION

	<input type="checkbox"/>	Two (2) red LED lights at window height (900 series)	\$500.00	\$0.00
	<input type="checkbox"/>	Replace two(2) rear red LED (600 series) with two (2) amber LED lights (600 series)	\$30.00	\$0.00
	<input type="checkbox"/>	Two (2) LED amber arrows at mid height (900 series, replaces amber LED turn lights in step plate by red LED brake lights)	\$400.00	\$0.00
	<input type="checkbox"/>	Two (2) amber LED turning lights and two (2) red LED brake lights at mid height (600 series, vertical)	\$600.00	\$0.00
	<input type="checkbox"/>	Two (2) amber LED turning arrows and two (2) red LED brake lights at mid height (600 series, horizontal)	\$600.00	\$0.00
NEW	<input checked="" type="checkbox"/>	Two (2) amber LED arrows, two (2) red LED brake lights and two (2) LED reverse lights at mid height (600 series, horizontal)	\$1,200.00	\$1,200.00
NEW	<input type="checkbox"/>	Two (2) red LED brake/tail/turn and two (2) clear LED reverse lights in rear step plate (600 series, vertical, deletes std brake/tail/turn LED and reverse lights)	\$900.00	\$0.00
NEW	<input type="checkbox"/>	Deletion of rear step plate lights	-\$200.00	\$0.00

OPTIONS - OTHERS

	<input checked="" type="checkbox"/>	Eight (8) flush red LED lights with clear lens on door panels	\$1,000.00	\$1,000.00
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BASE PRICE & STANDARD		\$110,998.00
OPTIONS		\$19,145.00
CUSTOM ITEMS		\$0.00
FREIGHT (to be evaluated case by case)		\$0.00
SUBTOTAL		\$130,143.00
GM INCENTIVES	<i>negative value</i>	-\$5,000.00
VOLUME DISCOUNT (if applicable)	<i>negative value</i>	\$0.00
TRADE-IN	<i>negative value</i>	\$0.00
TOTAL:		\$125,143.00

Total Cost
\$125,143.00
Valid for 30 days only

This bid is prepared according to your specifications and will become an integral part of your contract. Also, the buyer acknowledges that by accepting this bid, he commits to take possession of the vehicle according to the delivery agreement between himself and Demers Ambulance Manufacturer Inc (dba Demers Ambulances)

All applicable taxes to be charged at time of invoice.

All sales are payable upon delivery by certified cheque, bank transfer and or by financing contract prepared and signed on delivery date.

PROJECTED DELIVERY DATE **TBD**

 Bob Lang
 Sales Manager - Demers, Ambulance Manufacturer Inc.

Rob C

 Taber EMS
 0 *May 30, 2012*

The parties acknowledge that the Employee, in performing his duties, is solely acting as an employee of Demers Ambulances and is not authorized to assume any liabilities, duties or obligations, enter into any transaction in the name of Demers Ambulances nor bind Demers Ambulances. Any and all transactions entered into on behalf of Demers Ambulances shall be authorized by a director, officer or any other representative of Demers Ambulances at the head office of Demers, Ambulance Manufacturer Inc. situated in Beloeil, province of Quebec, Canada

 Yves Sicotte
 Demers, Ambulance Manufacturer Inc.

 Date of the final approbation
 Corporate Headquarters - (Beloeil) Canada

 Benoit Lafortune
 Demers, Ambulance Manufacturer Inc.

 Date of the final approbation
 Corporate Headquarters - (Beloeil) Canada

 Hélène Messier
 Demers, Ambulance Manufacturer Inc.

 Date of the final approbation
 Corporate Headquarters - (Beloeil) Canada



TOWN OF TABER
COUNCIL REQUEST FOR DECISION

Subject: Southern Alberta Summer Games Date of June 11, 2012
Agenda:

Prepared By: Rob Cressman, Director of Public Services

Attachments: Letter from Southern AB Recreation Association (SARA)

Topic: 2013 Southern AB Summer Games – Intent to Bid Inquiry

Background:

The Southern Alberta Recreation Association has received bids to host the 2014 and 2015 Southern Alberta Summer Games; to date there have been no bids for the 2013 games. We have received the attached correspondence from SARA. Administration has made contact with various sport bodies or individuals to gauge interest in hosting the 2013 Games. The Taber Recreation Board is reviewing this item at their regular meeting June 7th – their recommendation will be provided to Council.

The following core events (majority of athletes) have replied with positive indicators to host:

- Rugby - Athletics
- Mini Soccer - Soccer
- Swimming - Cycling
- Baseball - 5/10km Run

Although it would seem reasonable for each region to take a turn at hosting the games each year, the reality is some regions do not have the facilities that are required or the volunteer base. The Southern Alberta Summer Games still remain the largest youth games in Canada and with such a longstanding history of 43 years it would be a shame to see the event discontinue for 2013 when there is still interest to host in the future.

SARA obtains funding from the Alberta Sport Recreation, Parks and Wildlife Foundation including a \$12,000.00 grant plus \$5,000.00 for cultural events all of which is provided to the host community plus the \$2.00/athlete fee (usually \$2500 - \$3000), and the expertise and support of the SARA board. The economic spin off and the opportunity to showcase our community to an audience of over 5,000 people in four days may also be a factor.

The MD of Taber Council is reviewing this item at their regular meeting June 12th.

Options:

- 1. Council accept the invitation from the Southern Alberta Recreation Association to host the 2013 Southern Alberta Summer Games subject to agreement with the MD of Taber.
2. Council decline the invitation from the Southern Alberta Recreation Association to host the 2013 Southern Alberta Summer Games.

TBA per Taber Recreation Board's recommendation

Recommendation:

Approval Date:

June 7, 2012

CAO:

[Handwritten signature]

Carol Thibert
910- 4 Ave. S
Lethbridge, Alberta
T1J 0P6

Mayor Ray Bryant
4900 A 50 Street,
Taber, Alberta
T1G 1H1



Dear Mayor Ray Bryant and Reeve Brian Brewin

Re: 2013 Southern Alberta Summer Games

Although the Southern Alberta Recreation Association has received letters of "intent to bid" from several communities for future games (2014 and 2015), it is with regret that we have not been successful in finding a host for the 2013 Games. So when we were told that Taber and the M.D. of Taber may be able to help out once again, we were delighted. Please accept this as a letter requesting that the Southern Alberta Summer Games return to Taber and the M.D. of Taber in 2013.

For the past 43 years the Southern Alberta Recreation Association has provided support to Southern Alberta communities who have stepped up to host the Southern Alberta Summer Games. With Taber and M.D. of Taber being one of the strongest supporters, we don't feel that we need to be telling you about the benefits of hosting what we believe to be the largest, longest, consecutively running multi-sport event in Western Canada, but we do feel as we write this letter once again asking for your support that we would be re-miss if we didn't first thank you appropriately for doing more than your part in helping keep these Games going in recent years. Thank you.

As in previous years, the Southern Alberta Recreation Association will continue to provide support. Aside from the expertise provided by SARA board members, the \$10,000 grant and additional \$5,000 for cultural events through the Alberta Sport Recreation Parks and Wildlife Foundation will be made available, in addition to a per athlete fee which is collected from the registrations.

SARA recognizes that Taber and the M.D. of Taber have a strong history of successfully hosting many levels of sport and cultural events. It is our greatest wish to be able to continue the tradition of providing Games to Southern Alberta. They will be in Raymond this summer and Pincher Creek, Brooks and possibly Vulcan have expressed interest for 2014 and 2015. **We would like to ask you if you and your Councils will reconsider the decision regarding hosting the 44 annual Southern Alberta Summer Games to be held in July of next year.**

Thank you

Sincerely,

Carol Thibert
Southern Alberta Recreation Association

CC: Natalie Sauer, Aline Holmen, Mavis Martin



TOWN OF TABER COUNCIL REQUEST FOR DECISION

Subject: Interim Chief Administrative Officer Appointment	Date of June 11, 2012 Agenda:
Prepared By: Gordon Frank, CLGM, Chief Administrative Officer	
Attachments: None	
Topic: Appointment of Interim Chief Administrative Officer Town of Taber	
Background:	Section 205 (2) of the Municipal Government Act states "Every council must appoint one or more persons to carry out the powers, duties and functions of the position of chief administrative officer." The Town of Taber is presently in negotiation with an individual to accept the interim role and Administration will be presenting a name to Council at the meeting.
Options:	1. Council appoint _____ as the Town of Taber Interim Chief Administrative Officer effective upon the conclusion of the last day of employment of the outgoing Chief Administrative Officer Gordon Frank.
Recommendation:	Option #1- Council appoint _____ as the Town of Taber Interim Chief Administrative Officer effective upon the conclusion of the last day of employment of the outgoing Chief Administrative Officer Gordon Frank.
Approval Date:	June 7, 2012 CAO: 