



City of Hamilton
EMERGENCY & COMMUNITY SERVICES COMMITTEE
AGENDA

Meeting #: ECS 25-004
Date: May 1, 2025
Time: 1:30 p.m.
Location: Council Chambers
Hamilton City Hall
71 Main Street West

Jessica Versace, Legislative Coordinator (905) 546-2424 ext. 3993

1. **CALL TO ORDER**
2. **CEREMONIAL ACTIVITIES**
3. **APPROVAL OF AGENDA**
(Added Items, if applicable, will be noted with *)
4. **DECLARATIONS OF INTEREST**
5. **APPROVAL OF MINUTES OF PREVIOUS MEETING**
 - 5.1 ECS Minutes 25-003 - March 20 2025
6. **DELEGATIONS**
 - 6.1 Kevin Gonci, Mohawk Sports Park Council (In-Person)
7. **ITEMS FOR INFORMATION**
8. **ITEMS FOR CONSIDERATION**

8.1 HSC18026(b)

Group Purchasing Services for Food and Related Supplies (City Wide)

8.2 HSC25024

Long-Term Care Delegated Authority (Ward 7 and Ward 13)

8.3 HSC25028

Sole Source of Solar Panel Ambulance Initiative (City Wide)

9. MOTIONS

10. NOTICES OF MOTION

11. PRIVATE AND CONFIDENTIAL

12. ADJOURNMENT



EMERGENCY AND COMMUNITY SERVICES COMMITTEE MINUTES ECS 25-003

1:30 p.m.

March 20, 2025

Council Chambers (Hybrid)

Hamilton City Hall

71 Main Street West

Present: Councillor B. Clark (Acting Chair)
Councillors T. Hwang (Virtual), T. Jackson, C. Kroetsch, A. Wilson
(Virtual) and M. Wilson

**Absent
with Regrets:** Councillor N. Nann (Chair) - City Business

1. CALL TO ORDER

Committee Vice-Chair Clark called the meeting to order at 1:30 p.m.

2. CEREMONIAL ACTIVITIES

There were no Ceremonial Activities.

3. APPROVAL OF THE AGENDA

(Hwang/Kroetsch)

That the agenda for the March 20, 2025, meeting of the Emergency and Community Services Committee be approved, as **amended**, by reordering the agenda so that Item 8.1 respecting Report HSC25007, Community Safety and Wellbeing Gender Based Safety Audits, is considered following Item 5, Approval of Minutes of Previous Meetings.

CARRIED

4. DECLARATIONS OF INTEREST

There were no Declarations of Interest.

5. APPROVAL OF MINUTES OF PREVIOUS MEETING

5.1 February 27, 2025

(Jackson/M. Wilson)

That the Minutes of the February 27, 2025, meeting of the Emergency and Community Services Committee, be adopted, as presented.

CARRIED

8. ITEMS FOR CONSIDERATION

8.1 HSC25007

Community Safety and Wellbeing Gender Based Safety Audits (City Wide)

Angie Burden, General Manager, Community Services and Jessica Chase, Director, Children and Community Services introduced Rachelle Ihekwoaba, Manager, Community Strategies and Sarah Glen, Vice President, Culture and Knowledge Mobilization, YMCA Hamilton, who addressed Committee respecting Report HSC25007, with the aid of a PowerPoint presentation.

(Kroetsch/M. Wilson)

That the Emergency and Community Services Committee meeting recess at 1:49 p.m.

CARRIED

The Emergency and Community Services Committee meeting reconvened at 1:52 p.m.

(M. Wilson/Hwang)

That Report HSC25007, dated March 20, 2025, and the presentation respecting the Community Safety and Wellbeing Gender Based Safety Audits (City Wide), be received, and the following recommendations be approved:

- (a) That Council accept the YWCA Hamilton Gender-Based Safety Audit Report;
- (b) That staff be directed to report back to Emergency and Community Services Committee in Q3 2025 with a detailed action plan and any resources required to implement recommendations outlined in the Gender-Based Safety Audit Report; and
- (c) That Council adopt the Ministry of Solicitor General's definition of community safety and well-being to guide municipal policies, programs, and strategic planning: "The ideal state of a sustainable community where everyone is safe, has a sense of belonging,

opportunities to participate, and where individuals and families are able to meet their needs for education, health care, food, housing, income, and social and cultural expression”.

Result: MOTION, CARRIED by a vote of 6 to 0, as follows:

Yes	-	Ward 1	Councillor Maureen Wilson
Yes	-	Ward 2	Councillor Cameron Kroetsch
Absent	-	Ward 3	Councillor Nrinder Nann
Yes	-	Ward 4	Councillor Tammy Hwang
Yes	-	Ward 6	Councillor Tom Jackson
Yes	-	Ward 9	Councillor Brad Clark
Yes	-	Ward 13	Councillor Alex Wilson

7. ITEMS FOR INFORMATION

7.1 HSC23055(b)

Accessibility of City Operated Recreation Facilities (Ward 2)

(Kroetsch/A. Wilson)

That Report HSC23055(b), dated March 20, 2025, respecting the Accessibility of City Operated Recreation Facilities (Ward 2), be received for information.

CARRIED

7.2 HSC25009

Hamilton Roundtable for Poverty Reduction (City Wide)

Stuart Beumer, Director, Ontario Works introduced Tom Cooper, Director of Hamilton Roundtable for Poverty Reduction, and Laura Cattari, Senior Policy Analyst of Hamilton Roundtable for Poverty Reduction, who addressed Committee respecting Report HSC25009 with the aid of a PowerPoint presentation.

(Hwang/Kroetsch)

That Report HSC25009, dated March 20, 2025, and the presentation respecting the Hamilton Roundtable for Poverty Reduction (City Wide), be received for information.

CARRIED

7.3 HSC25023

Eastwood Arena Ice Plant Decommissioning (Ward 2)

(Kroetsch/A. Wilson)

That Report HSC25023, dated March 20, 2025, respecting the Eastwood Arena Ice Plant Decommissioning (Ward 2), be received for information.

CARRIED

8. ITEMS FOR CONSIDERATION (CONTINUED)

8.2 Amendments to the Outstanding Business List

(Kroetsch/Hwang)

That the following amendments to the outstanding business list, be approved:

(a) Items Considered Complete and Needing to be Removed:

- (i) Accessibility of City Operated Recreation Facilities (HSC23055(b)) (Ward 2)
Added: December 7, 2023 (Item 9.2)
Completed: March 20, 2025 (Item 7.1)

Result: MOTION, CARRIED by a vote of 4 to 0, as follows:

Absent	-	Ward 1	Councillor Maureen Wilson
Yes	-	Ward 2	Councillor Cameron Kroetsch
Absent	-	Ward 3	Councillor Nrinder Nann
Yes	-	Ward 4	Councillor Tammy Hwang
Absent	-	Ward 6	Councillor Tom Jackson
Yes	-	Ward 9	Councillor Brad Clark
Yes	-	Ward 13	Councillor Alex Wilson

9. MOTIONS

There were no Motions.

10. NOTICE OF MOTIONS

There were no Notice of Motions.

11. PRIVATE AND CONFIDENTIAL

There were no Private and Confidential.

12. ADJOURNMENT

There being no further business, the Emergency and Community Services Committee meeting was adjourned, at 3:41 p.m.

Respectfully submitted,

Jessica Versace
Legislative Coordinator
Office of the City Clerk

Councillor B. Clark
Acting Chair, Emergency and Community
Services Committee

From: City of Hamilton <hello@hamilton.ca>

Sent: February 14, 2025 3:00 PM

To: clerk@hamilton.ca

Subject: Webform submission from: Request to Speak to a Committee of Council

External Email: Use caution with links and attachments

Submitted on Fri, 02/14/2025 - 14:59

Submitted by: Anonymous

Submitted values are:

Committee Requested

Committee

Emergency & Community Services Committee

Will you be delegating in-person or virtually?

In-person

Will you be delegating via a pre-recorded video?

No

Requestor Information

Requestor Information

Kevin Gonci

Mohawk Sports Park Council

[REDACTED]

msspportscouncil@gmail.com

[REDACTED]

Reason(s) for delegation request

Our organization would like to provide this Committee with an update regarding our efforts to complete a feasibility study towards the proposed development of a Community Hub facility at Mohawk Sports Park.

Will you be requesting funds from the City?

No

Will you be submitting a formal presentation?

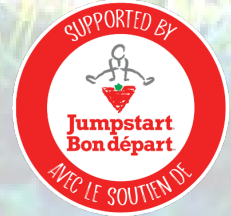
Yes

Mohawk Sports Park

Sports Council

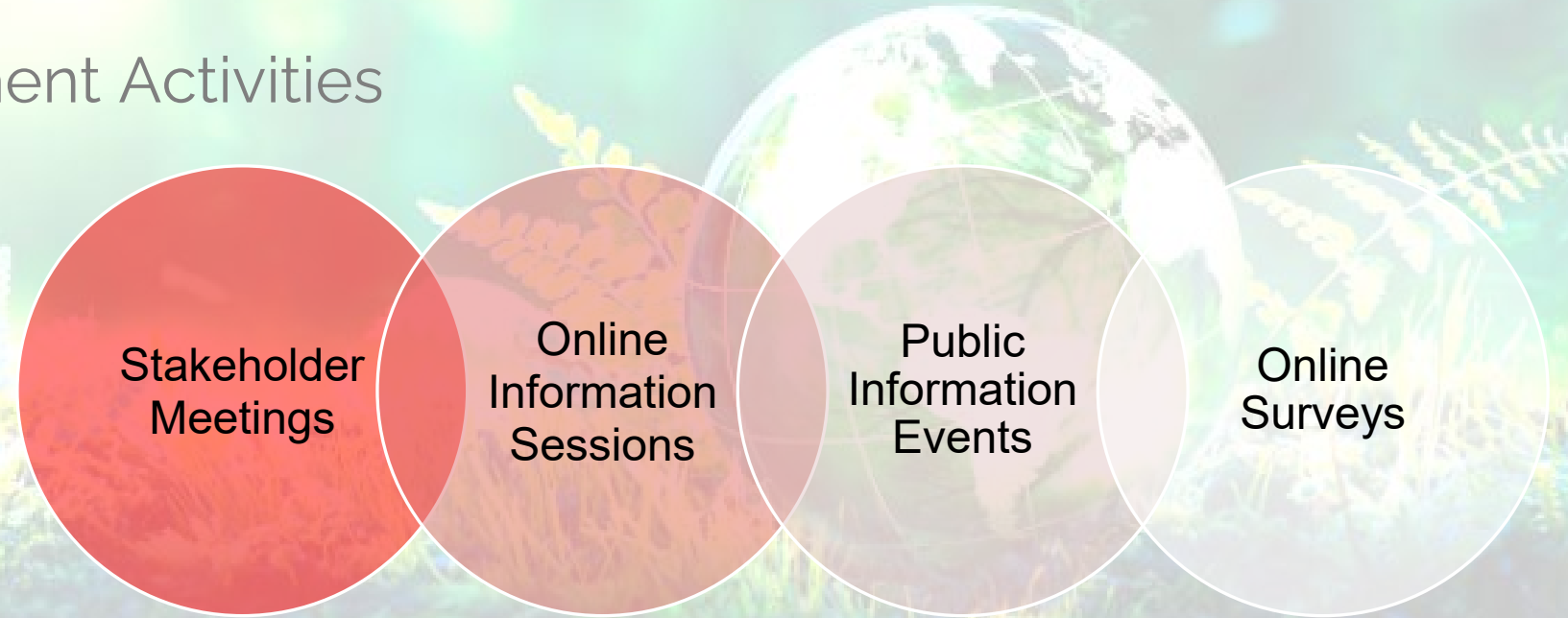
Mohawk Sports Park Revitalization Project

Community Engagement Results
(Inclusion – Diversity – Equity – Accessibility)



Mohawk Sports Park Revitalization Project

Community Engagement Activities



Stakeholder Meetings (40+)

Mohawk Sports Park Council.
Canadian Tire Jumpstart Foundation.
YWCA Hamilton
Hamilton/Burlington/Brantford YMCA.
Hamilton Challengers Sports Association.
Hamilton Accessible Sports Council.
Hamilton Special Olympics.
Ron Joyce Children's Centre.

Accessibility Committee for Persons with Disabilities.
Built Environments Working Group.
City of Hamilton Indigenous Relations Office.
Catholic Youth Organization.
Hamilton Cardinals Baseball Club (IBL).
Hamilton Francophone Inter-Agency Committee.
Francophone Seniors Federation of Ontario.
Centre Francophone Hamilton.
Boreal College.
Conseil scolaire catholique MonAvenir.
Conseil scolaire Viamonde.
Société Économique de l'Ontario.
Centre de santé communautaire Hamilton/Niagara.
Hamilton Francophone Welcoming Committee.
Hamilton Military Family Resource Centre.
Redeemer University.
Mohawk College.
McMaster University

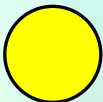
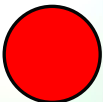
Athletics Canada.
Athletics Ontario.
ParaSport® Ontario.
Rugby Ontario.
Steel Town Athletic Club.
Golden Horseshoe Track & Field Council.
91st Highlanders Athletic Association.
Hamilton Olympic Club.
Athletiques International.
Monte Cristo Track & Field Club.
PACK Running Club.
Thorold Elite Track & Field Club.
Hamilton Hornets Rugby Football Club.
Hamilton District Cricket League.
Wishbone Athletics.
XCEL Analytic Sports Testing.
ALP Training Institute Inc.
Boys & Girls Club of Hamilton.



Online
Information
Sessions
(125)



Public Information Events (210)



Indoor Facilities	Outdoor Facilities	Programs & Services
Indoor Running Track	All-Season Public Washrooms	Seniors Programs
Retractable Batting Cages	Pavilion/Shade Area	Sports Camps
Fitness Centre	Lighting	Health & Wellness
Multi-Purpose Rooms	Accessible Play Area	Childcare
Community Kitchen	Accessible Pathways	Group Fitness Classes





Online
Surveys
(552)

Community Surveys

- Survey Period: June to September 2024.
- 7,000 = Household surveys distributed.
- 552 = Total survey responses received.
- 230 = Ward 6 residents responded.
- 94.48% = Support a Community Hub facility.
- 93.87% = Support municipal funding to build a Community Hub facility.
- 71.78% = Support a user-pay system to access a Community Hub facility.
- 65.54% = Recreation facilities are extremely important to their quality of life.
- 23.55% = Seniors 55+ represent the largest respondent group.
- 48% = Equal gender responses (Female/Male).



Building Components



- Community Fitness Centre.
- Childcare Centre.
- Sports Medicine & Physiotherapy.
- Hamilton Hornet's Rugby Clubhouse.
- Multi-Purpose Rooms.
- Changerooms.
- Community Kitchen.
- Indoor Track.
- Optional Turf and/or Multi-Courts.
- Batting/Pitching Cages.



Programs & Services



- Centre of Excellence for Women in Sports.
- Regional High-Performance Training Centre.
- Municipal Fee-Waiver System.
- Bilingual Services Model.
- Para Sports.
- Seniors Active Living.
- Childcare and After-School Program.
- Francophone Centre.
- Indigenous Cultural Space.
- Sports Tourism Ecosystem.
- Supporting Park-Wide Improvements.



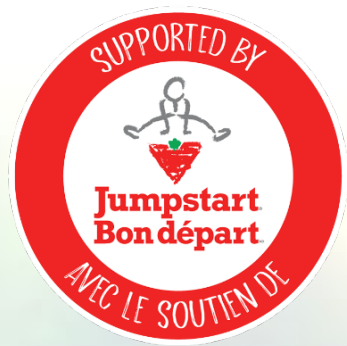
Community Program Schedule



Day	Time	Program/Activity
Monday	9:00 am to 10:00 am	Chi Kinesis Program
	10:00 am to 11:00 am	Seniors Active Living Program
	11:00 am to 12:00 pm	Chi Kinesis Program
	12:00 pm to 1:00 pm	Group Fitness & Conditioning Training
	6:00 pm to 8:00 pm	Youth Program
	7:00 pm to 9:00 pm	Badminton/Pickleball Program
Tuesday	9:00 am to 10:00 am	Chi Kinesis Program
	10:00 am to 11:00 am	Community Fitness Program
	11:00 am to 12:00 pm	Chi Kinesis Program
	12:00 pm to 1:00 pm	Chi Kinesis Program
	1:00 pm to 2:30 pm	Seniors Social Connections Program
	2:30 pm to 3:30 pm	Seniors Active Living
	3:30 pm to 4:30 pm	Seniors Arts Program
Wednesday	9:00 am to 10:00 am	Chi Kinesis Program
	10:00 am to 11:00 am	Seniors Active Living Program
	11:00 am to 12:00 pm	Chi Kinesis Program
	12:00 pm to 1:00 pm	Chi Kinesis Program
	1:00 pm to 2:00 pm	Group Fitness & Conditioning Program
	6:00 pm to 8:00 pm	Youth Program
	7:00 pm to 9:00 pm	Badminton/Pickleball Program
Thursday	9:00 am to 10:00 am	Morning Yoga Program
	10:00 am to 11:00 am	Chi Kinesis Program
	11:00 am to 12:00 pm	Community Fitness Program
	12:00 pm to 1:00 pm	Chi Kinesis Program
	1:00 pm to 2:00 pm	Chi Kinesis Program
	6:00 pm to 8:00 pm	Group Fitness & Conditioning Program
	7:00 pm to 9:00 pm	Badminton/Pickleball Program
Friday	9:00 am to 10:00 am	Chi Kinesis Program
	10:00 am to 11:00 am	Seniors Active Living Program
	11:00 am to 12:00 pm	Chi Kinesis Program
	12:00 pm to 1:00 pm	Group Fitness & Conditioning Training
	1:00 pm to 2:00 pm	Youth Program
	6:00 pm to 8:00 pm	Badminton/Pickleball Program
Saturday	9:00 am to 10:00 pm	Team Training Sessions
Sunday	9:00 am to 10:00 pm	Team Training Sessions



Proposed Ancillary Projects



Economic Impact Analysis

- Construction = \$227 million
- Operations = \$5 million
- Event Hosting = \$3 to \$6 million



Inclusion
Diversity
Equity
Accessibility



SUSTAINABLE
DEVELOPMENT GOALS

Employment Analysis

Community Hub Operations

- Full/Part-time positions: 🧑🧑🧑🧑🧑🧑🧑🧑 = 10
- Community Volunteer positions: 🧑🧑🧑🧑🧑🧑🧑🧑 = 10
- Annual Co-Op Placements: 🧑🧑🧑🧑 = 8

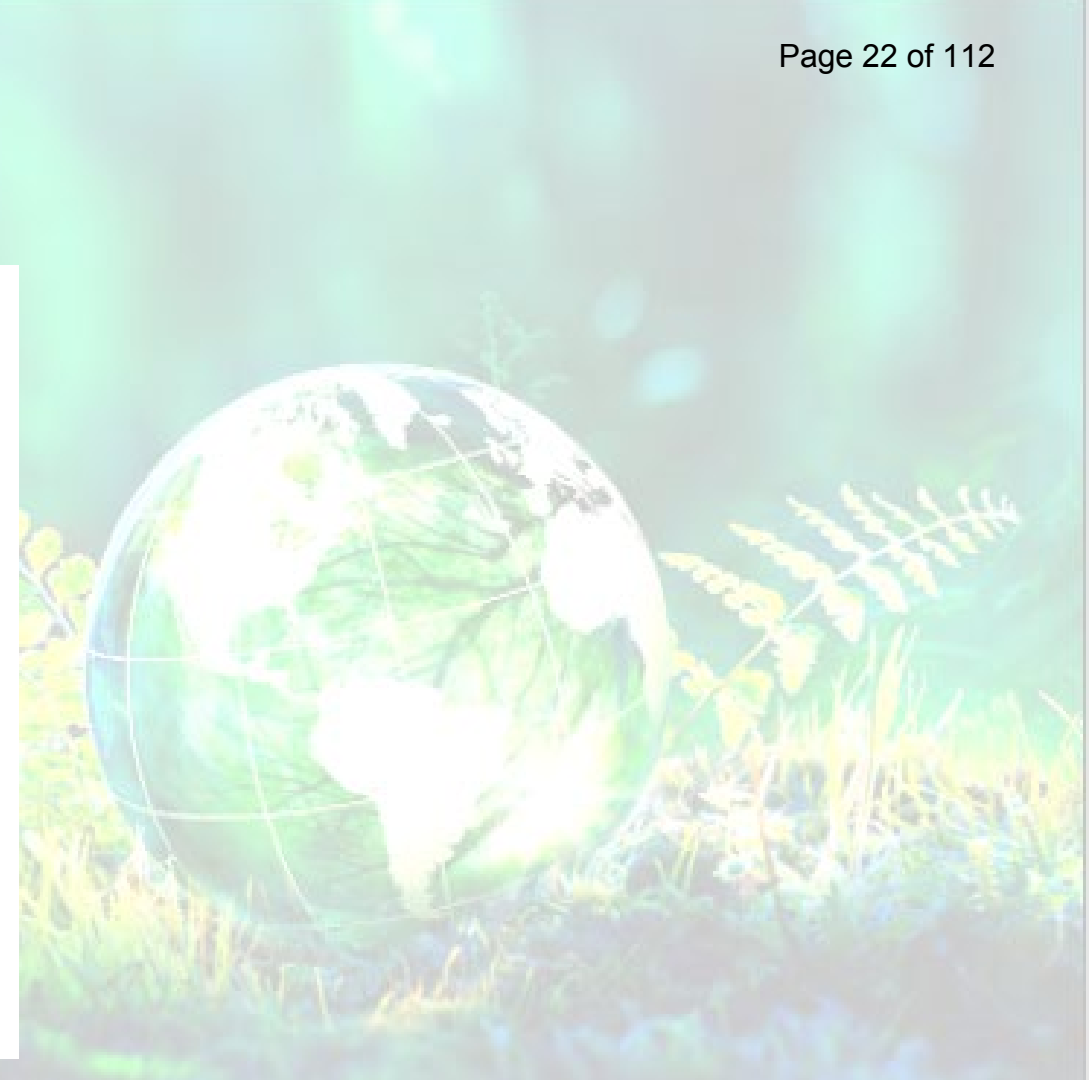
Childcare Centre

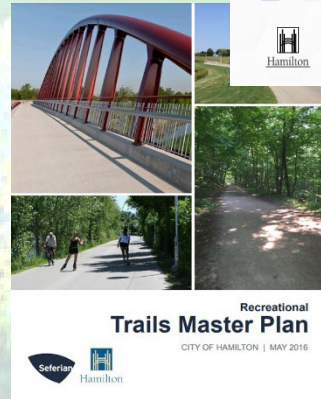
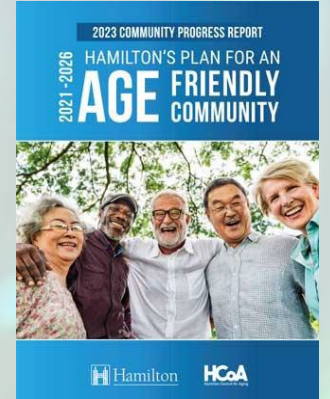
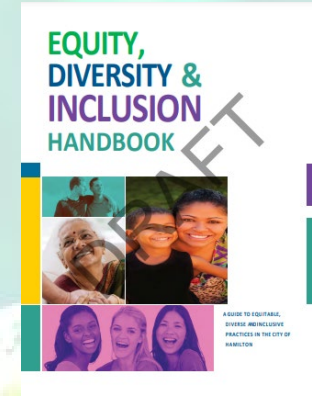
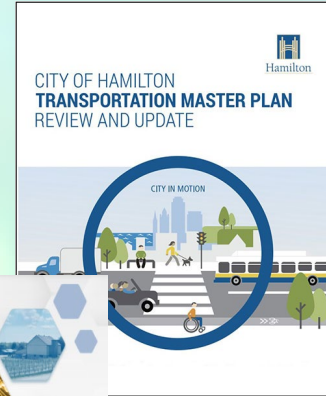
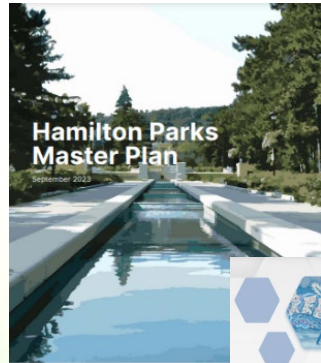
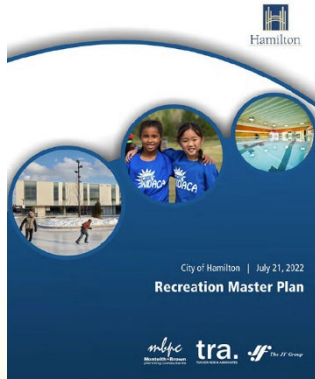
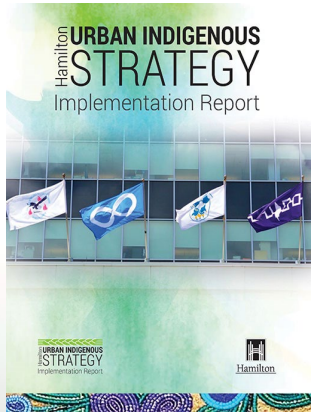
- Capacity: 🧑🧑🧑🧑🧑🧑🧑🧑🧑 = 78
- After School Program: 🧑🧑🧑 = 30
- Full/Part-time positions: 🧑🧑🧑🧑🧑🧑🧑🧑 = 10
- Annual Co-Op Placements: 🧑🧑🧑🧑 = 6

Sports Medicine and Physiotherapy Clinic

- Capacity: 8,600 clients annually.
- Full/Part-time positions: 🧑🧑🧑🧑🧑🧑🧑🧑 = 9
- Annual Co-Op Placements: 🧑🧑🧑🧑 = 5

Mohawk Sports Park
Sports Council





Mohawk Sports Park

Sports Council

Mohawk Sports Park Revitalization Project

Questions?



Canada





Mohawk Sports Park Community Hub Project

Community Engagement Summary

Mohawk Sports Park Council

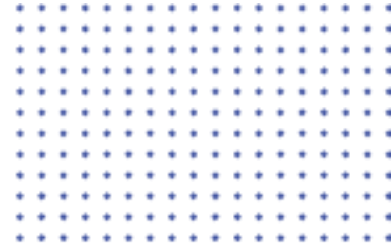
Email: msspportscouncil@gmail.com

Website: msspportscouncil.com

Canada



Table of Contents



1. Land Acknowledgement – Page 3
2. Project Vision – Page 4
3. Guiding Principles – Page 5
4. Canada Healthy Communities Initiative – Page 6
5. Sustainable Development Goals – Page 7
6. Mohawk Sports Park – Page 8
7. Culture & Heritage (Mohawk Trail) – Page 9
8. Executive Summary – Page 10
9. Mohawk Sports Park Council – Page 11
10. Project Background – Page 13
11. Community Hub Model – Page 15
12. Community Engagement – Page 16

Attachments

Attachment 'A' – Community Consultations – Page 17

Attachment 'B' – Public Information Events – Page 20

Attachment 'C' – Community Surveys – Page 26

Appendix

Community Engagement Results – Page 43

Land Acknowledgement

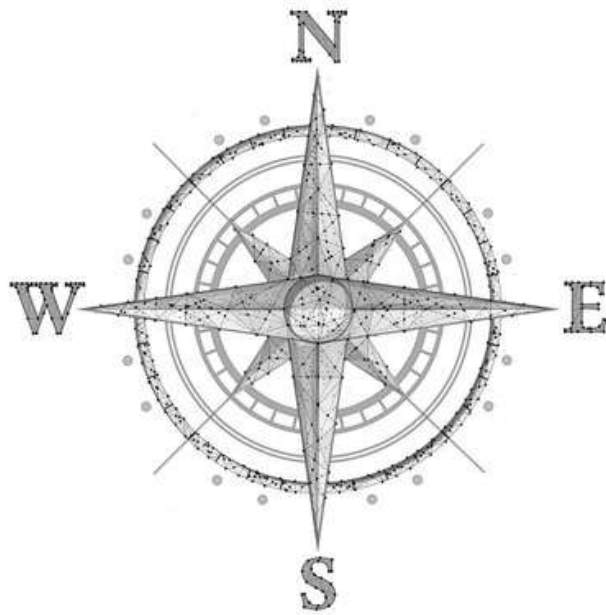
The City of Hamilton is situated upon the traditional territories of the Erie, Neutral, Huron-Wendat, Haudenosaunee, and Mississaugas. This land is covered by the Dish With One Spoon Wampum Belt Covenant, an agreement between the Haudenosaunee and Anishinaabek to share and care for the resources around the Great Lakes. We further acknowledge that this land is covered by the Between the Lakes Purchase, 1792, between the Crown and the Mississaugas of the Credit First Nation.

Today, the City of Hamilton is home to many Indigenous people across Turtle Island (North America). We recognize that we must do more to learn about the rich history of this land so that we can better understand our roles as residents, neighbours, partners, and caretakers.



Project Vision

Our proposed hub is rooted in sport and driven by the community's needs. It builds upon Mohawk Sports Park's existing identity as a destination for outdoor sports and layers it with new, varied, and complimentary uses. Through the vehicles of sport and play, the hub will generate broad social outcomes and city-wide benefits, giving an otherwise seasonal park year-round life.



Guiding Principles



Inclusion

Inclusion is about building cultures and environments in which people with diverse identities feel they belong and can participate meaningfully as part of the whole while retaining authenticity, uniqueness, and autonomy.

Diversity

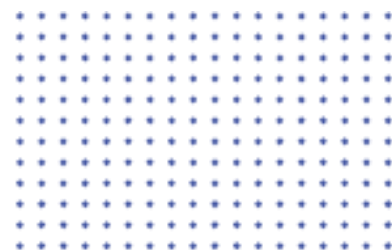
We aim to embody a diverse and inclusive mindset that acknowledges individuals' identities, characteristics, qualities, and experiences, which shape us and contribute to the varied perspectives and approaches we bring to our interactions with others.

Equity

Creating equitable access to programs and services starts with recognizing and acknowledging the existence of systemic social inequalities and acting proactively to reduce or remove barriers to opportunities and inclusion. Equity is about giving more to those who need it, in proportion to their circumstances, to ensure everyone has the same opportunities. Everyone is given the support they need to succeed.

Accessibility

We strive to ensure Accessibility is at the core of our work. It is about designing products, communications, services, and/or environments usable by people with diverse abilities without barriers. We offer equal opportunities for everyone to have autonomy and self-direction in all aspects of life.



The Canada Healthy Communities Initiative was created to help communities adapt to the COVID-19 pandemic and create safe ways for residents to access services and enjoy the outdoors.

Public spaces can offer physical and mental health benefits by providing people with places to be active and connect with others. They can also offer opportunities to help local economies grow.

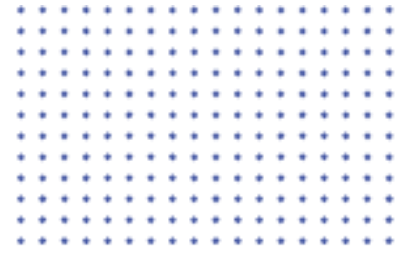
To continue offering these benefits amidst COVID-19 restrictions and beyond, local governments, Indigenous communities, and not-for-profit community partners have had to rethink public spaces and how to deliver services safely and equitably.

From community gardens and activity spaces to digital infrastructure, the Canada Healthy Communities Initiative allows organizations to adapt programs and services to keep residents safe and healthy, support economic recovery, create jobs, and build vibrant, resilient communities.

We are excited to incorporate the principles of the Canada Healthy Communities Initiative into our Project Strategic Vision.



SUSTAINABLE DEVELOPMENT GOALS



The 17 Sustainable Development Goals represent a global call to action aimed at addressing the most urgent social, economic, and environmental challenges we face today.

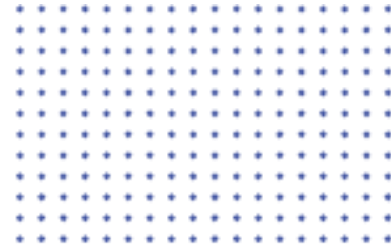
The Government of Canada is actively working to promote these Goals through dialogue, participation, and collaboration. Progress in achieving these Goals is a responsibility we all share.

Building stronger, safer, and more inclusive communities requires a collective effort from both the government and society, ensuring that no one is left behind.

We are committed to integrating the guiding principles of Canada's Sustainable Development Goals to reaffirm our dedication to the community and society as a whole.



Mohawk Sports Park



Location: 1100 Mohawk Road East, Hamilton, Ontario. L8T 2S4.

Size: 39.66 hectares (98 acres).

Features

Football Fields, Playground, Ray Lewis Track & Field Centre, Soccer Fields, Ball Diamonds, Batting Cage, Skateboard Ramp, Cricket Pitch, Bernie Arbour Stadium, Rugby Fields, Mohawk Four Pad Ice Arena, Rail Trail, Nearby Waterfalls.

History

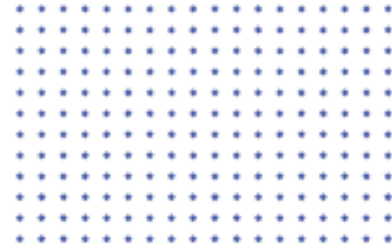
This park was formerly Upper King's Forest Sports Park and Commonwealth Park. It became known as Mohawk Sports Park in 1971 when it was recommended that the old Mohawk Trail, which had once been part of the property, be mentioned. This park is considered the area's finest major sports facility.

The civic baseball stadium was relocated to the site in 1970, and on June 30, 1971, it was officially named Bernie Arbour Stadium to honour Bernie Arbour (1921 - 1967), a former Hamilton police sergeant who directed the police minor sports association when it began in 1948. In 1949, he was appointed secretary of the association, a position he held until his death. He was elected Hamilton's Citizen of the Year in 1966 for his involvement in youth sports in the city.



Culture & Heritage

Mohawk Trail



The original Mohawk Trail began as a First Nations footpath that spanned from the Brant Region to Upper New York State and is believed to have existed since prehistoric times.

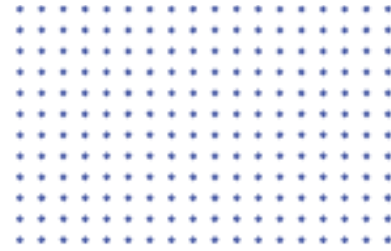
It represents one of the earliest transportation routes across our region and, in turn, supported many of our earlier settlers. This reflects many of today's landmarks (Hess, Rymal, James, Ryckman, Terry Berry, Mount Albion) and historical sites involving homes, Inns, Churches, Schools, and Parks.

The Trail saw significant development under Governor Simcoe's term of office, 1792-96, as a matter of strategic importance. Later, it supported industry growth/commerce and the development of a modern highway system (King's Highway 8) across the region.

In 1953, the Mohawk Trail was renamed Mohawk Road, and today's Mohawk Sports Park was officially named in 1971 in recognition of the Mohawk Trail system.



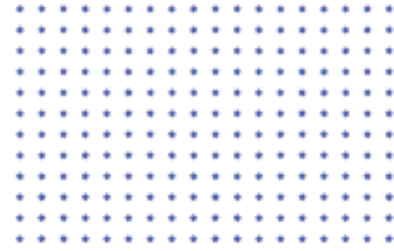
Executive Summary



The Mohawk Sports Park Council is a registered non-profit organization dedicated to inspiring the sustainability of one of our community's largest municipal multi-sport parks. Spanning approximately 98 acres in Ward 6, this remarkable facility serves as a vital resource for the diverse leisure and recreational needs of residents throughout Hamilton, a city home to 597,010 individuals as of 2022. Together, we foster an active community and create lasting memories through sports and social connections.



Mohawk Sports Park Council



Our program and service delivery are founded on three strategic pillars: health and wellness, equity, and conservation. We prioritize activities based on our member organizations'

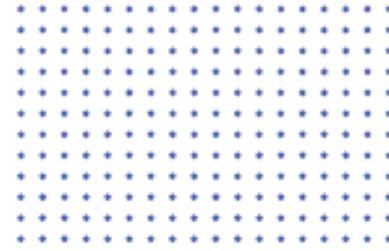
valuable guidance, ensuring that our efforts are tailored to effectively address community needs, with particular attention to underserved populations.

OUR MISSION

We are committed to advancing park, recreation, and environmental conservation initiatives to enhance sustainability and significantly improve the quality of life for all individuals who utilize Mohawk Sports Park. Our initiatives will align with Canada's 2030 Agenda, the Sustainable Development Goals, and the Canada Healthy Communities Initiative.

OUR VISION

We are committed to a future in which the Mohawk Sports Park Council is recognized for its valuable contributions to enhancing the quality of life within our community. Our vision focuses on developing a strong, healthy, resilient community and fostering positive change. This vision is anchored in three core principles: Health and Wellness, Equity, and Conservation.



Health & Wellness

The Mohawk Sports Park Council is actively fostering community health and wellness through various strategic local initiatives. We build collaborative partnerships, develop valuable resources, and implement thoughtful policies to enhance health outcomes. By addressing the unique needs of our residents, we are working collectively to improve individual well-being and to uplift the overall quality of life in our community, creating a more supportive and healthier environment for everyone.

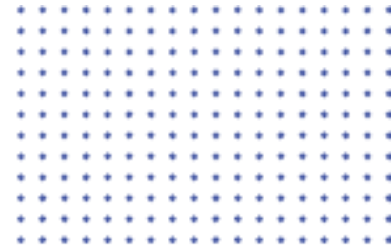
Equity

The Mohawk Sports Park Council is dedicated to advancing the principles of Inclusion, Diversity, Equity, and Accessibility (IDEA). We recognize that many marginalized communities face systemic barriers that hinder their access to safe and welcoming public spaces. To address these challenges, we are committed to improving access to high-quality park and recreation experiences for all. By focusing on equitable opportunities for everyone, we aim to foster community vitality and promote health equity, ensuring that our public spaces serve as inclusive environments for all community members.

Conservation

The Mohawk Sports Park Council envisions the development of a vibrant and sustainable public park designed to combat climate change and ignite community transformation. We will actively engage residents through various immersive environmental initiatives to nurture a flourishing ecosystem while passionately advocating for the numerous benefits of nature through innovative sustainable practices.

Project Background

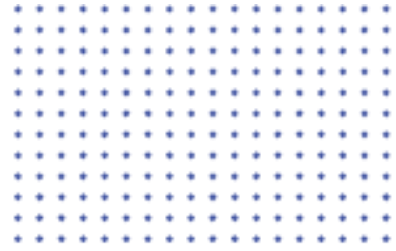


2017 - 2022

From 2017 to 2022, more than \$4 million was invested in upgrading the Ray Lewis Track & Field Centre at Mohawk Sports Park, showcasing the strength of community teamwork with the City of Hamilton.

Thanks to these efforts, different groups within the park came together to create a shared vision for an open and accommodating public space. This vision aims to support current programs and plan for future growth. Following this initial interest, we engaged informally with nearly forty organizations from various fields, including sports, social services, education, health, tourism, culture, and environmental sustainability.

Feedback from this engagement highlighted a strong need for flexible spaces catering to the community's diverse needs. People also urged a complete revitalization plan to make the outdoor area safer, more inclusive, and accessible. This plan will also focus on being environmentally friendly while respecting Mohawk Sports Park's rich history and its importance to local Indigenous communities.

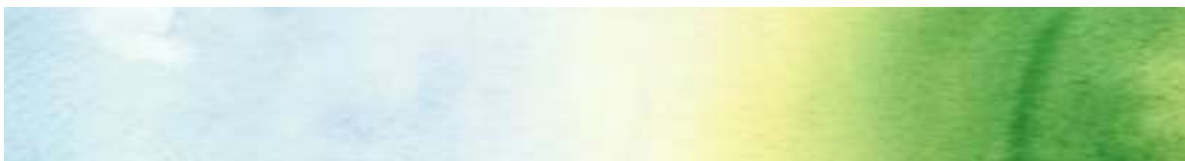


2023

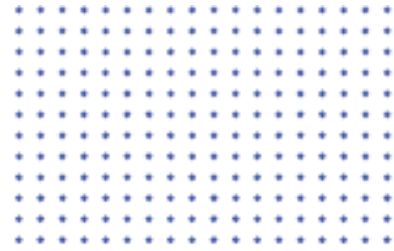
In late 2023, we had constructive talks about our project with federal, provincial, and municipal governments and city staff representatives. They stressed the necessity of conducting a feasibility study to carefully evaluate the project's needs, benefits, and long-term sustainability. This step is crucial to ensure our decisions reflect the community's needs.

2024

Then, in April 2024, the Project Steering Committee, which includes members from the Mohawk Sports Park Council and various stakeholder groups, joined forces with a Hamilton-based design company, Toms + McNally Design. This partnership will allow the firm to conduct a thorough feasibility study incorporating a comprehensive community engagement and consultation process.



Community Hub Model



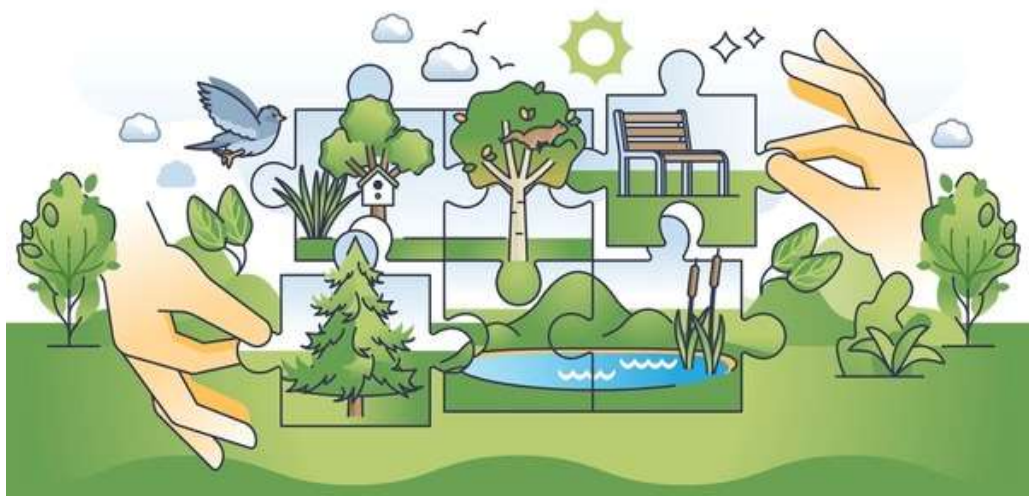
Community hubs act as vibrant centers that bring together a variety of essential health and social services, along with cultural, recreational, and green spaces that truly enrich community life. Whether they exist online or in a physical location—be it in a bustling urban neighbourhood or a tranquil rural setting—each hub is uniquely tailored to meet its community's specific needs, services, and resources. The active participation of community members and forging partnerships are vital elements that contribute to these hubs' ongoing success and sustainability.

Benefits

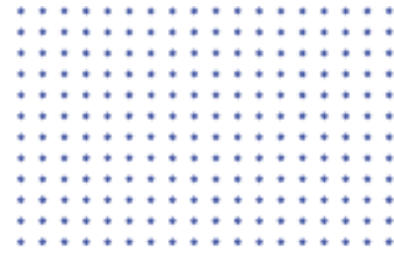
- Enhancing social connections and fostering a sense of belonging.
- Streamlining services to enhance accessibility and cost efficiencies.
- Maximizing use of public spaces which support community engagement.
- Supporting the unique needs and challenges of the local community.

Community hubs are vital for boosting the well-being and connectedness of our neighborhoods and relies on engaging actively with the community through

consultation
as a key to
ensuring the
maximum
success for
fostering a
thriving,
supportive
environment
for everyone!



Community Engagement



We invited community members, organizations, and stakeholders to provide feedback on the proposed development of a Community Hub and the revitalization of Mohawk Sports Park. Their input will directly inform the feasibility study regarding facility features, amenities, programs and services, governance structure, operational model, and sustainability plan.

We employed a diverse range of strategies to gather valuable input. This encompassed hosting online stakeholder meetings, organizing public information events, conducting personal interviews, distributing targeted organizational questionnaires, and implementing community surveys. Each method was thoughtfully designed to capture various perspectives, enhancing our understanding of evolving programming and future facility needs. This comprehensive approach lays a strong foundation for the successful implementation of the project.

Community Consultations (Attachment 'A')

List of organizations engaged in the Community Consultations scheduled between April and December 2024.

Public Information Events (Attachment 'B')

Illustrates the results of two public information events from June 21st to 23rd, 2024 (Hamilton Francophone Festival, Gage Park) and July 6th, 2024 (Hamilton Challengers Accessibility Fair, Inch Park).

Community Surveys (Attachment 'C')

Provides a summary of online survey results, which were received through the online survey platform, "Survey Monkey," between the period of June to September 2024.

Community Consultations

Community

Mohawk Sports Park Council.
 YWCA Hamilton.
 Hamilton/Burlington/Brantford YMCA.
 Professional Aboriginal Advisory Networking Group.
 Hamilton Challengers Sports Association.
 Ron Joyce Children's Centre.
 Catholic Youth Organization.
 Hamilton Special Olympics.
 Boys & Girls Club of Hamilton.
 Hamilton Military Family Resource Centre.
 Hamilton Accessible Sports Council.
 Golden Horseshoe Track & Field Council.
 Steel Town Athletic Club (STAC).
 Hamilton Olympic Club.
 91st Highlanders Athletic Association.
 PACK Running Club.
 Monte Cristo Track & Field Club.
 Thorold Elite Track & Field Club.
 Burlington Track & Field Club.
 Hamilton Hornets Rugby Football Club.
 Hamilton District Cricket League.
 Westdale Fencing Club.
 Hamilton Francophone Inter-Agency Committee.
 Centre Francophone Hamilton Inc.
 Francophone Seniors Federation of Ontario.
 Hamilton/Niagara Community Health Centre.
 Francophone Welcome Committee.

Attachment 'A'

Page 2 of 3

Community Consultations Cont.

National

Athletics Canada.

Minister Filomena Tassi.

Member of Parliament Lisa Hepfner.

Federal Development Ontario.

Heritage Canada.

Provincial

Athletics Ontario.

Ontario Para Sport.

Rugby Ontario.

Francophone Economic Society of Ontario.

Minister of Sport, Neil Lumsden.

Member of Provincial Parliament, Monique Taylor.

Municipal

City of Hamilton Mayor Andrea Horwath.

City of Hamilton Ward 6 Councillor Tom Jackson.

City of Hamilton General Manager Grace Mater.

City of Hamilton General Manager Angie Burden

City of Hamilton Director Steve Sevor.

City of Hamilton Accessibility Committee for Persons with Disabilities

City of Hamilton Built Environment Working Group.

City of Hamilton Indigenous Relations Office.

City of Hamilton Emergency & Community Services Committee.

Attachment 'A'

Page 3 of 3

Education

Redeemer University.
Mohawk College.
Boreal College.
Conseil scolaire catholique MonAvenir.
Conseil scolaire Viamonde.

Private Sector

Canadian Tire Jumpstart Foundation.
Wishbone Athletics.
XCEL Analytic Sport Testing.
Sport-Made-Simple.
ALP Training Institute Inc.
Tarket Sports.
Playteck Enterprises.
Beynon. Sports.
Field Turf Inc.
Ball Construction.
American Buildings (Nucor Corporation).












Public Information Events

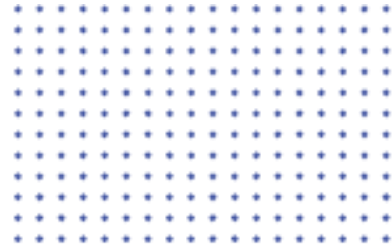
Dot Board Results - Hamilton Francophone Festival.

June 21 to 23, 2024

Gage Park, Hamilton.

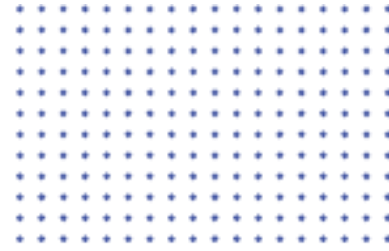
Question: What Indoor Facilities Do You Want at The Community Hub?

Indoor Running Track		10
Indoor Multi-Courts		5
Indoor Turf Field		4
Indoor Pool		13
Retractable Batting Cages		8
Fitness/Conditioning Space		6
Multi-Purpose Activity Spaces		3
Community Meeting Rooms		5
Community Kitchen		4
Changing Rooms		7
Other - Recycling Program		1



Question: What Outdoor Facilities Do You Want at The Community Hub?

Outdoor Multi-Courts	● ● ● ●	4
Turf Multi-Use Field	●	1
Sand Volleyball Courts	-	-
Batting Cage	● ● ● ● ● ●	6
Outdoor Ice Rink	● ● ●	3
Spray/Splash Pad	● ●	2
Outdoor Pool	● ● ● ● ● ●	6
Playground/Accessible Play Area	● ●	2
Fitness Areas	● ● ● ● ●	5
Community Garden	●	1
Secure Bike Locking Stations	● ● ● ●	4
Pavilion/Shade Areas	● ● ● ● ● ● ●	7
Seating	● ●	2
Accessible Pathways	● ● ●	3
Lighting	● ● ● ● ● ● ●	7
Leash-free Dog Zone	●	1
All-Season Public Washrooms	● ● ● ● ● ● ● ● ●	9

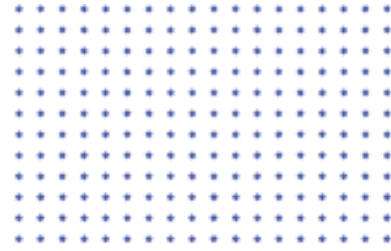


Question: What Programs Do You Want at The Community Hub?

Childcare	● ● ● ●	4
Youth Services	● ● ● ●	4
Seniors Programs	● ● ● ●	4
Veterans Family Support	● ●	2
Newcomer/Immigration Support	● ● ● ● ●	5
Educational Programs	● ● ● ● ● ● ●	7
Cultural/Heritage Programs	●	1
Employment & Skills Training	● ●	2
Housing Services	●	1
Health & Wellness Services	● ● ● ● ●	5
High-Performance Training	● ● ●	3
Athlete & Team Analytic Assessments	-	-
Sports Medicine & Physiotherapy	●	1
Recreational Sports Clubs	● ●	2
Group Fitness Classes	● ● ●	3
Sports Camps	● ● ● ● ●	5

Attachment 'B'

Page 4 of 6



Dot Board Results - Hamilton Challengers Accessibility Fair.

July 6, 2024

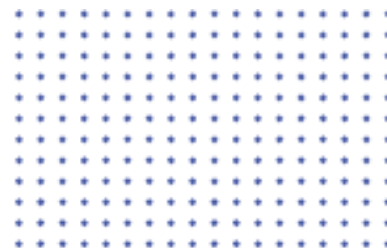
Inch Park, Hamilton.

Question: What Indoor Facilities Do You Want at The Community Hub?

Indoor Running Track	● ● ● ● ● ●	6
Indoor Multi-Courts	●	1
Indoor Turf Field	●	1
Indoor Pool	● ●	2
Retractable Batting Cages	● ● ●	3
Fitness/Conditioning Space	● ● ● ●	4
Multi-Purpose Activity Spaces	● ●	2
Community Meeting Rooms	● ●	2
Community Kitchen	● ● ● ● ●	5
Changing Rooms	● ●	2

Attachment 'B'

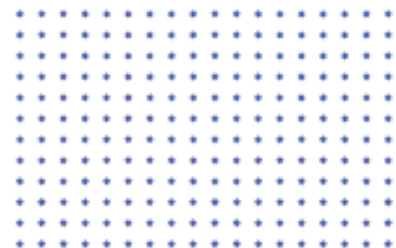
Page 5 of 6

**Question: What Outdoor Facilities Do You Want at The Community Hub?**

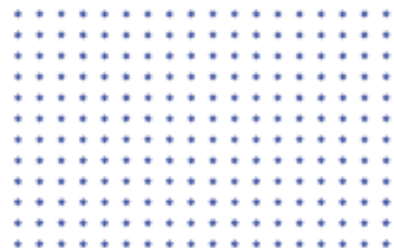
Outdoor Multi-Courts	● ●	2
Turf Multi-Use Field	● ●	2
Sand Volleyball Courts	● ●	2
Batting Cage	● ● ●	3
Outdoor Ice Rink	● ●	2
Spray/Splash Pad	● ● ● ●	4
Outdoor Pool	● ●	2
Playground/Accessible Play Area	● ● ● ● ● ● ●	7
Fitness Areas	● ● ● ● ● ●	6
Community Garden	●	1
Secure Bike Locking Stations	●	1
Pavilion/Shade Areas	● ● ● ● ●	5
Seating	● ● ●	3
Accessible Pathways	● ● ● ● ● ● ●	7
Lighting	● ● ●	3
Leash-free Dog Zone	-	-
All-Season Public Washrooms	● ● ● ● ● ●	6

Attachment 'B'

Page 6 of 6

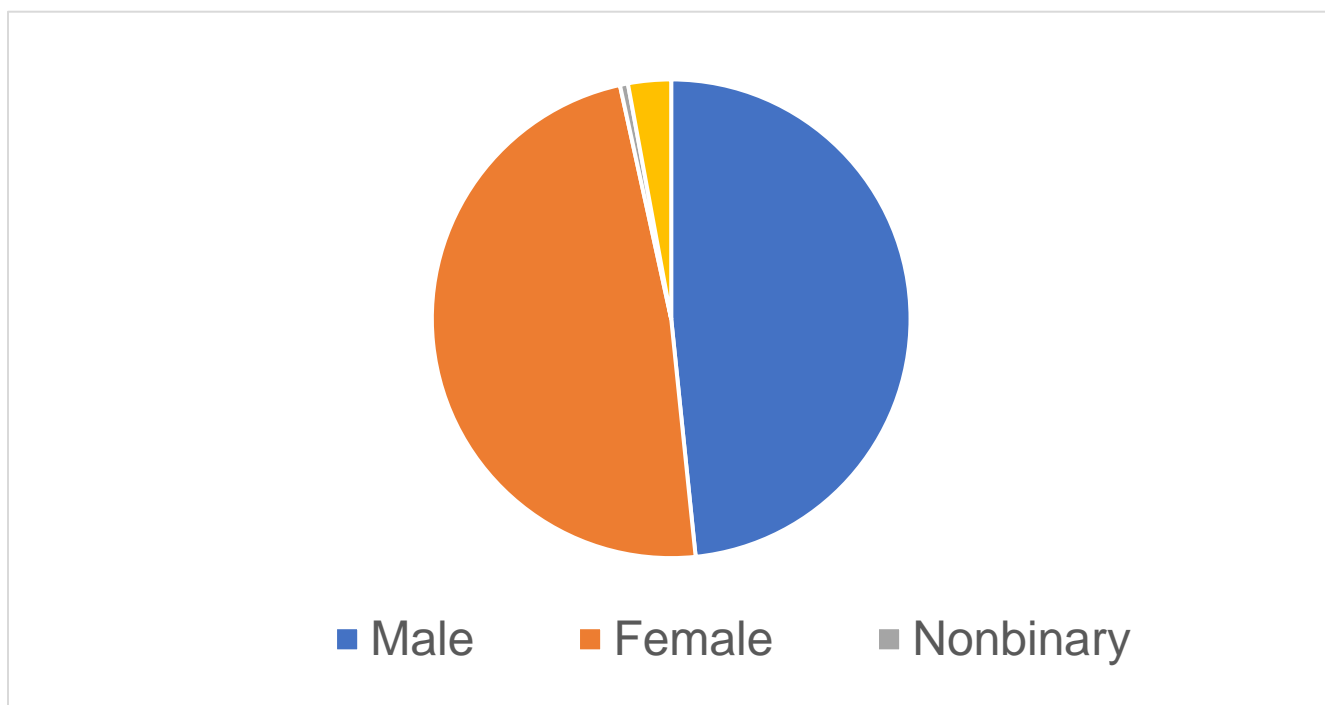
**Question: What Programs Do You Want at The Community Hub?**

Childcare	● ● ● ●	3
Youth Services	● ● ● ●	4
Seniors Programs	● ● ● ●	6
Veterans Family Support	● ●	2
Newcomer/Immigration Support	● ● ● ● ●	2
Educational Programs	● ● ● ● ● ● ●	2
Cultural/Heritage Programs	●	4
Employment & Skills Training	● ●	3
Housing Services	●	3
Health & Wellness Services	● ● ● ● ●	5
High-Performance Training	● ● ●	4
Athlete & Team Analytic Assessments	-	-
Sports Medicine & Physiotherapy	●	1
Recreational Sports Clubs	● ●	5
Group Fitness Classes	● ● ●	6
Sports Camps	● ● ● ● ●	3

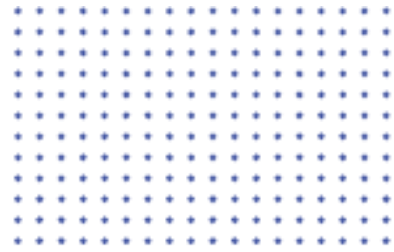


Community Surveys

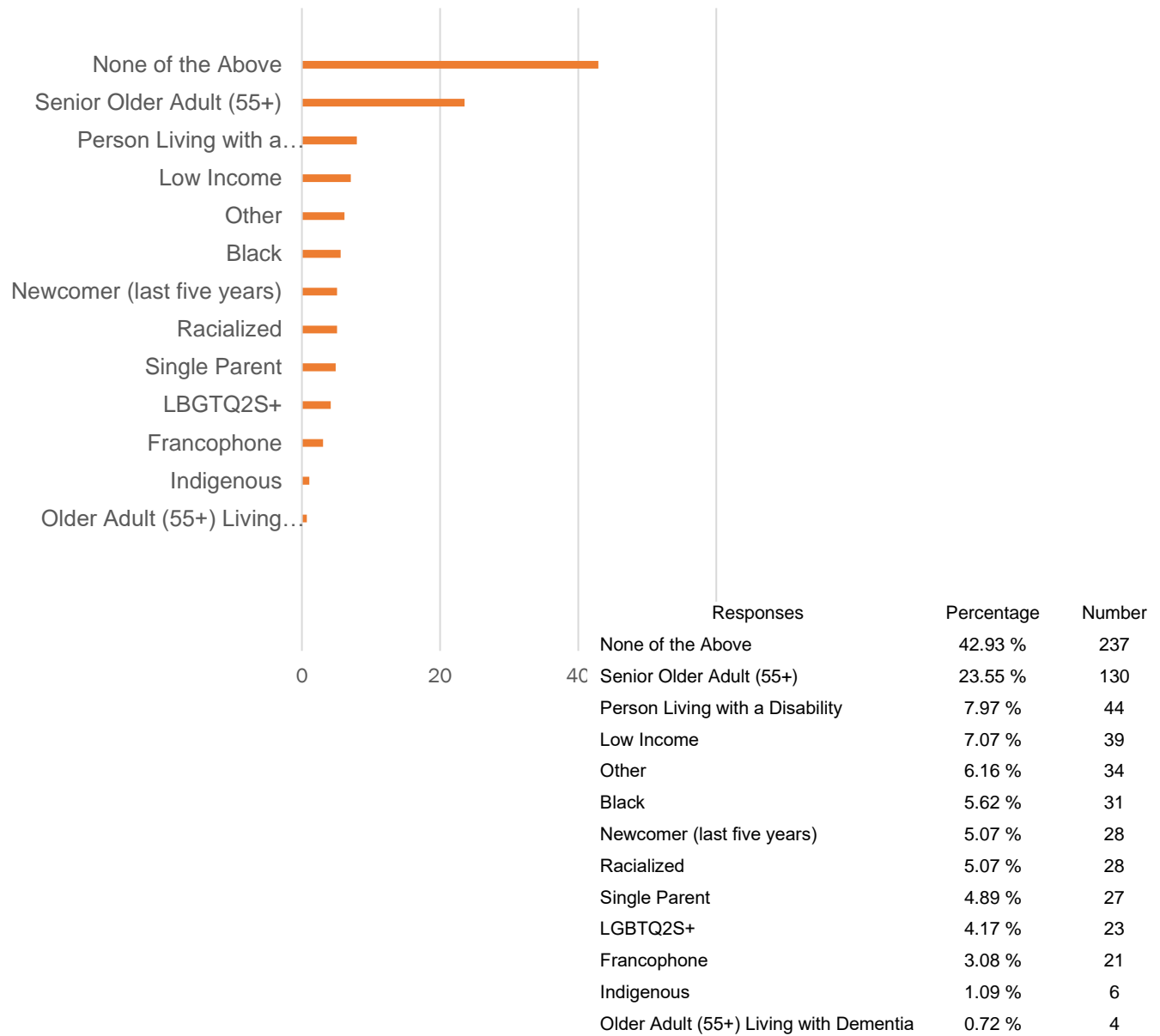
Gender

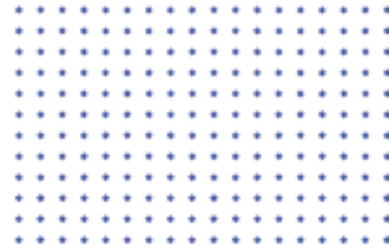


RESPONSES	PERCENTAGE	NUMBER
Male	48.37%	267
Female	48.19%	266
Nonbinary	0.54%	3
Prefer Not to Answer	2.90%	16

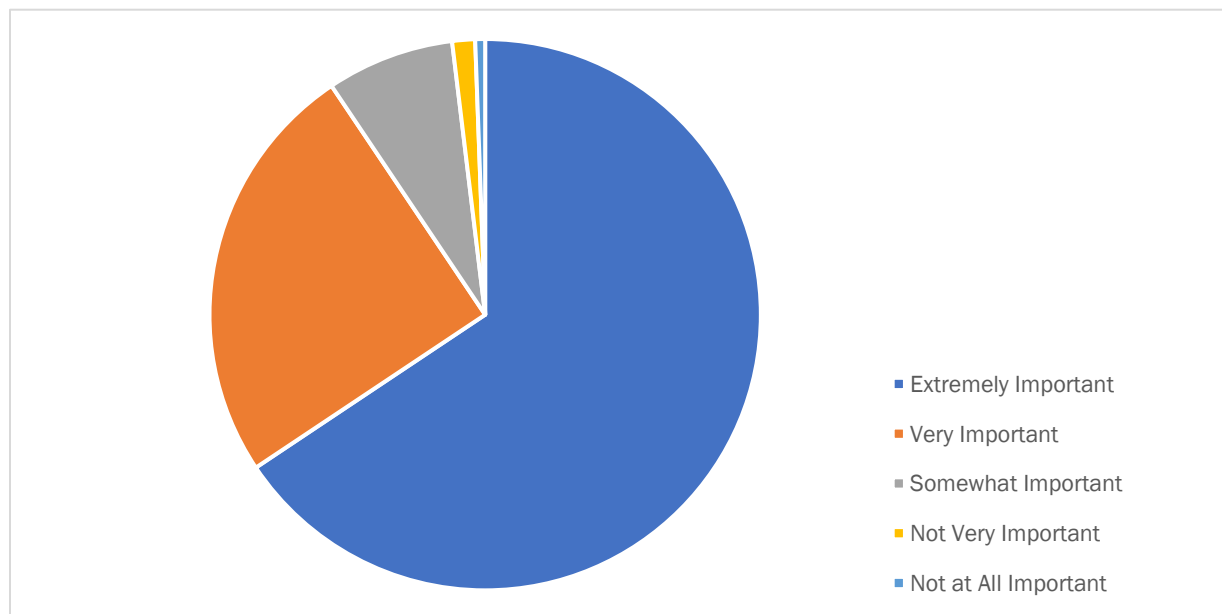


“How Do You Identify?”

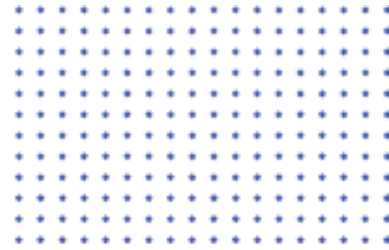




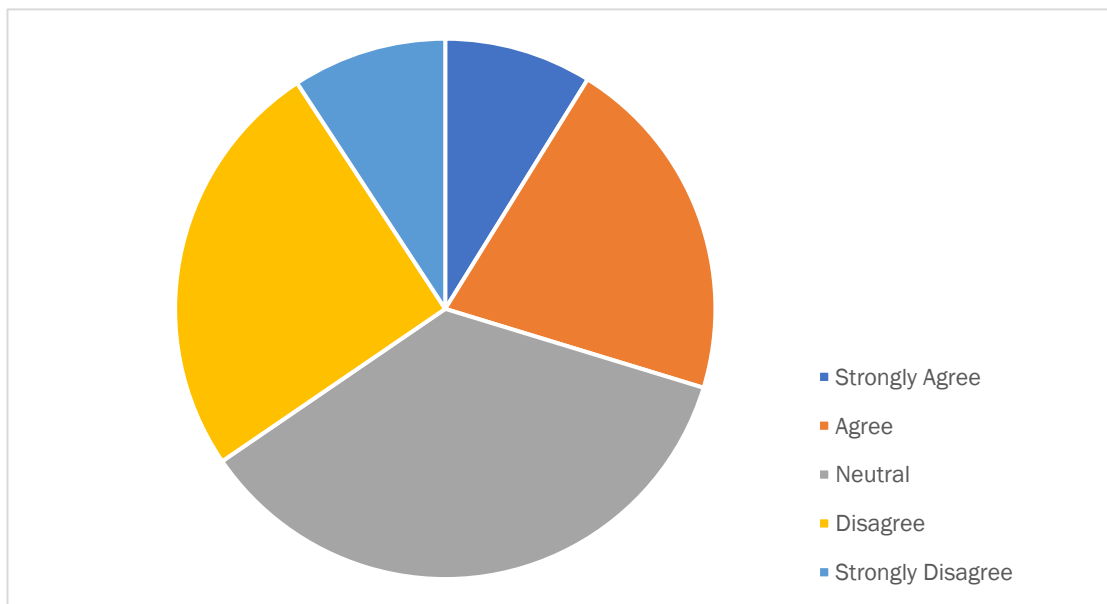
“How Important Are Park and Recreational Facilities to Your Quality of Life?”



RESPONSES	PERCENTAGE	NUMBER
Extremely Important	65.64%	342
Very Important	24.95%	130
Somewhat Important	7.49%	39
Not Very Important	1.34%	7
Not Important at All	0.58%	3

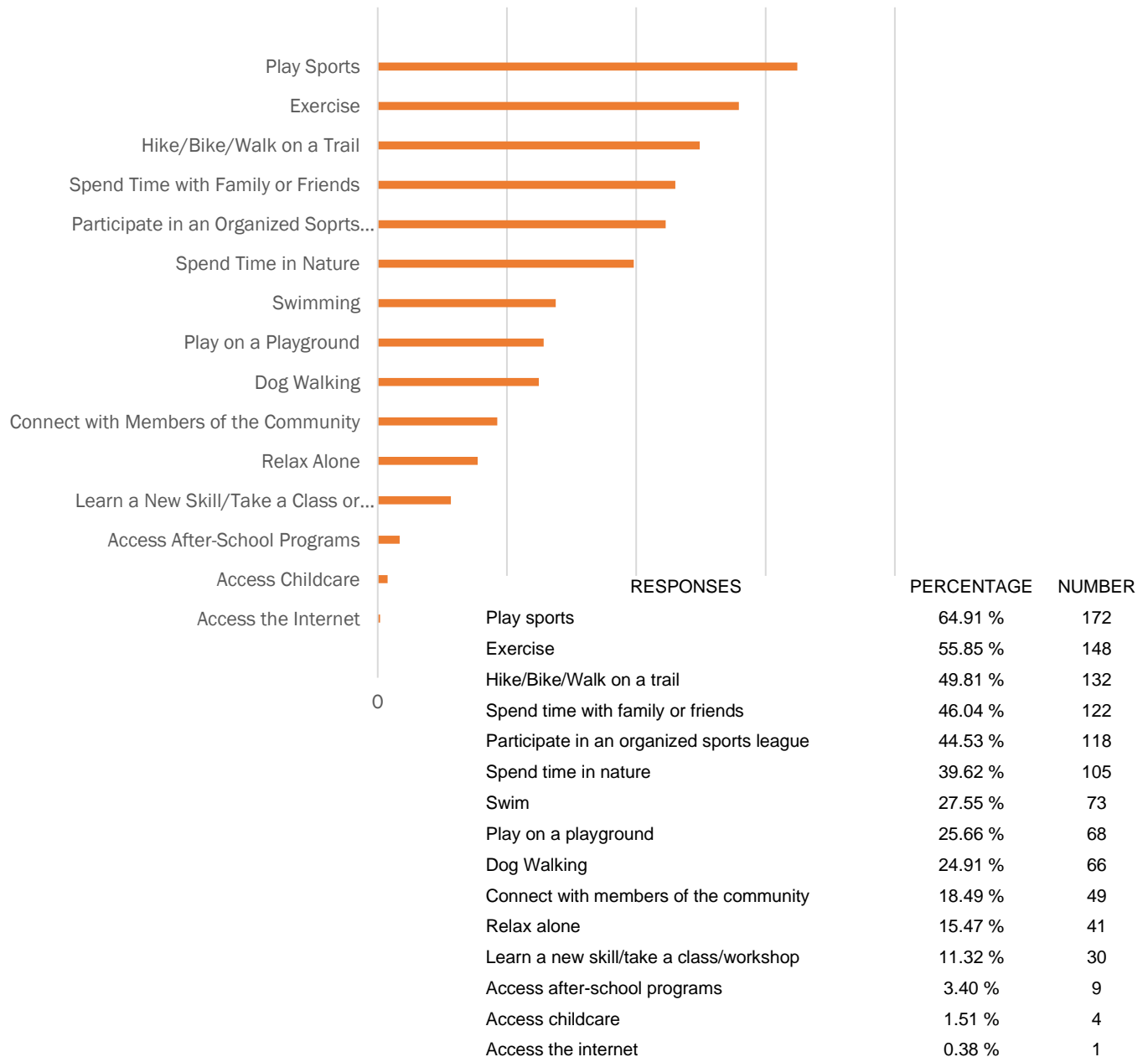


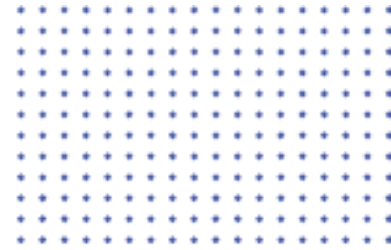
“Local Parks and Recreation Facilities Meet My Needs”



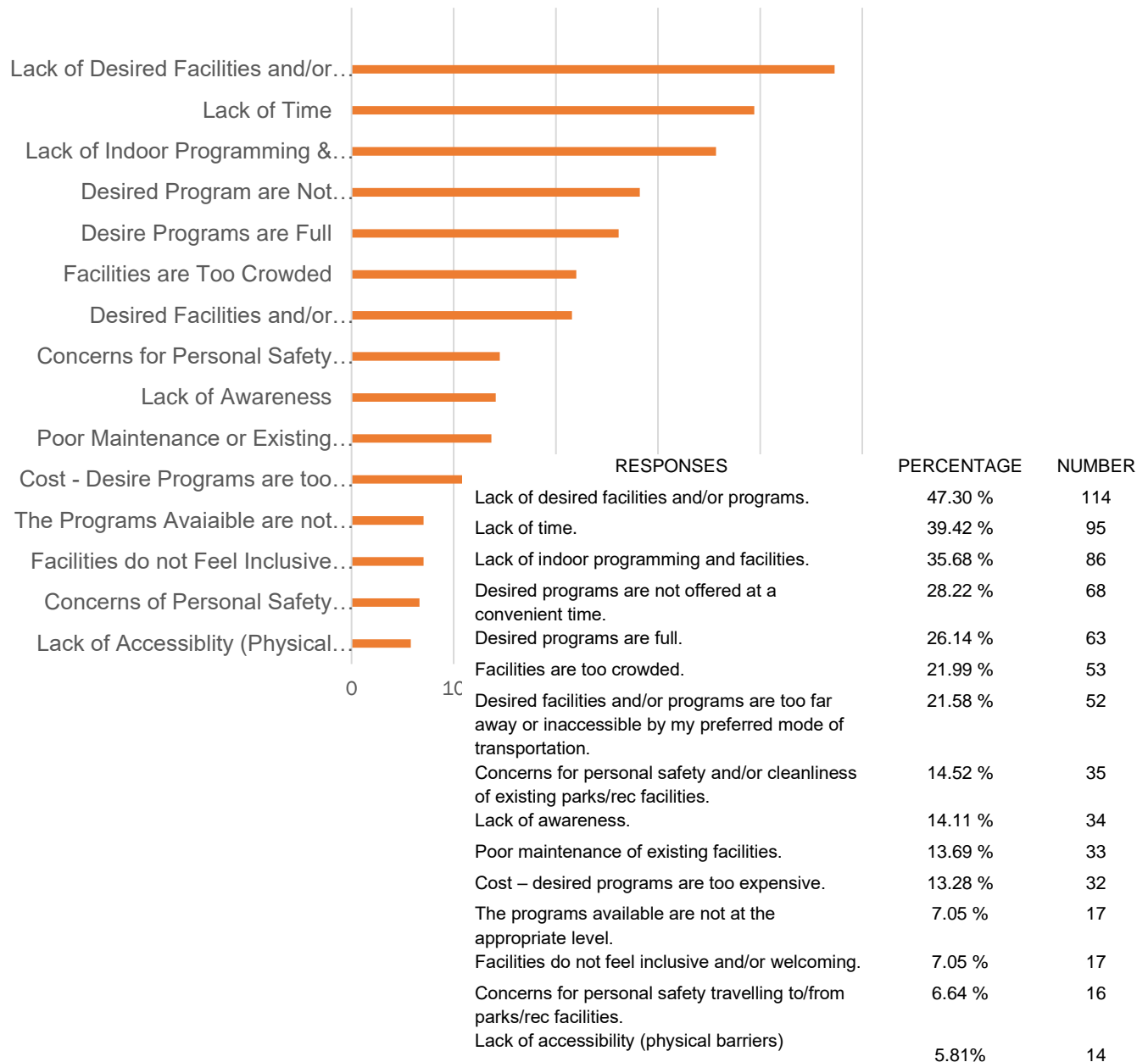
RESPONSES	PERCENTAGE	NUMBER
Completely Agree	8.84%	22
Agree	20.88%	52
Neutral	35.74%	89
Disagree	25.30%	63
Strongly Disagree	9.24%	23

Key Reasons People Visit City of Hamilton Parks & Recreation Centres

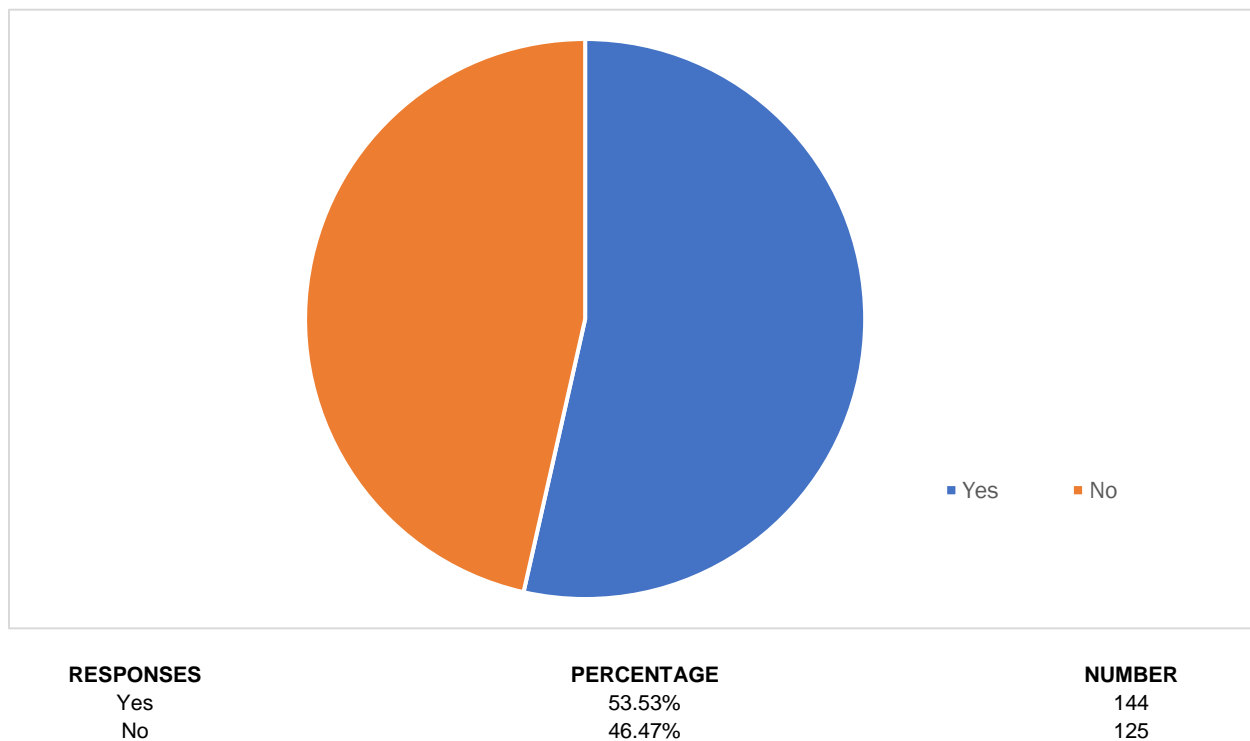


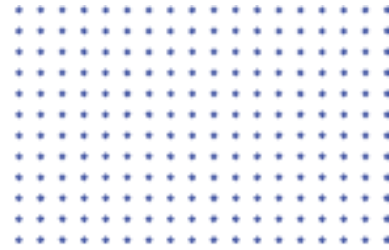


“What Prevents You from Participating as Often as You Would Like?”

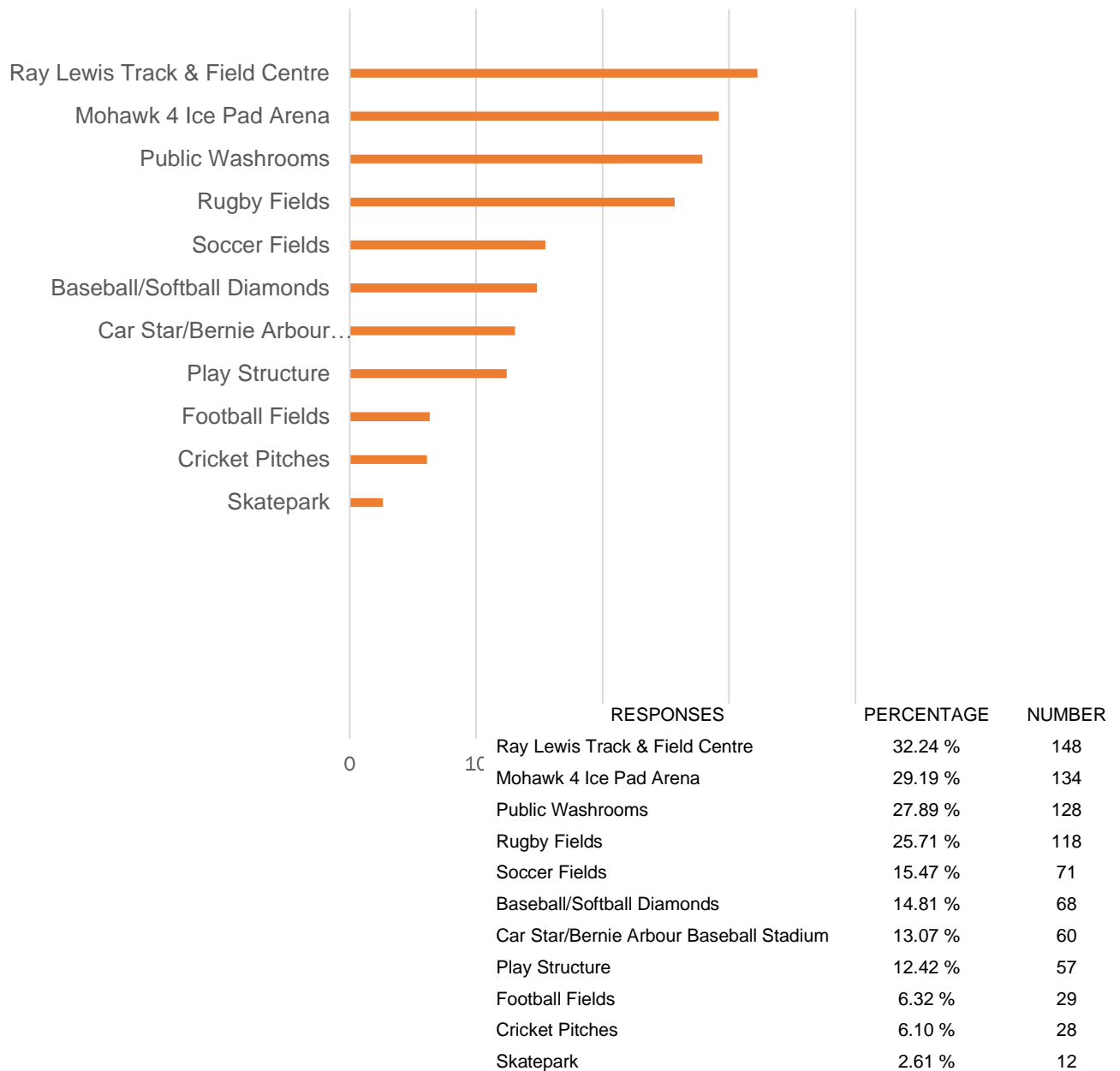


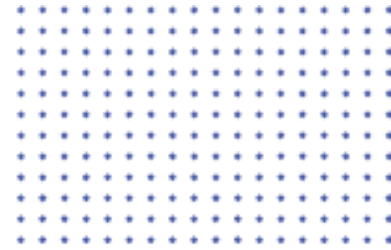
“Do You Travel Outside of Hamilton to Access Facilities Not Available in Your Own Community?”



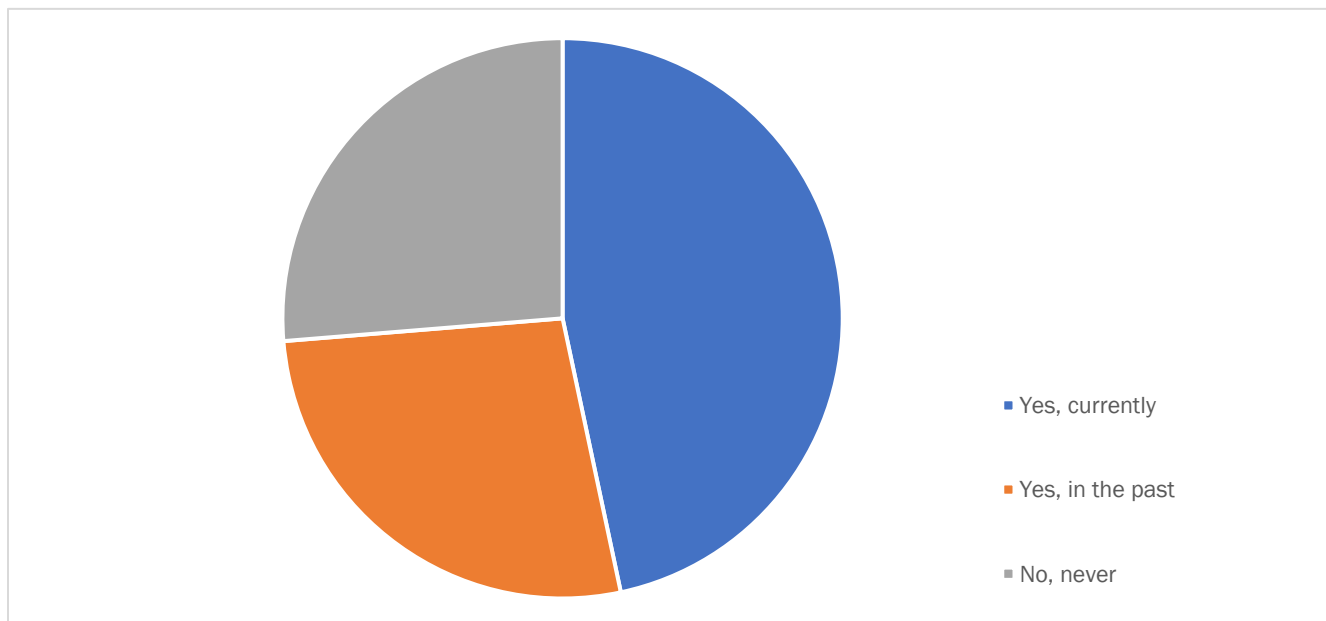


Most Frequently Used Mohawk Sports Park Facilities





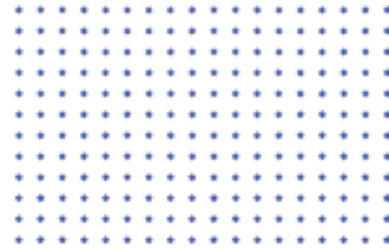
“Do You or Your Family Participate in Any Programming or Activities That Take Place at Mohawk Sports Park?”



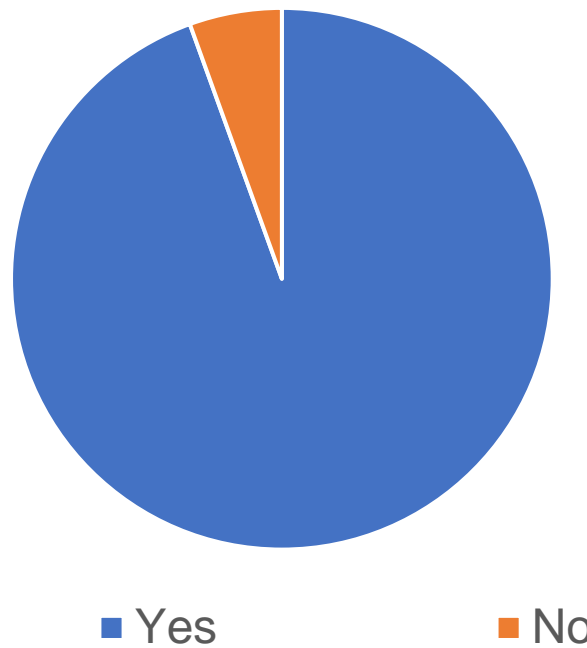
RESPONSES
Yes, currently
Yes, in the past
No, never

PERCENTAGE
46.67%
27.04%
26.30%

NUMBER
126
73
71



“Would You Support a Community Hub Facility at Mohawk Sports Park?”



RESPONSES

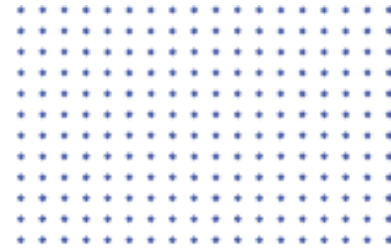
Yes
No

PERCENTAGE

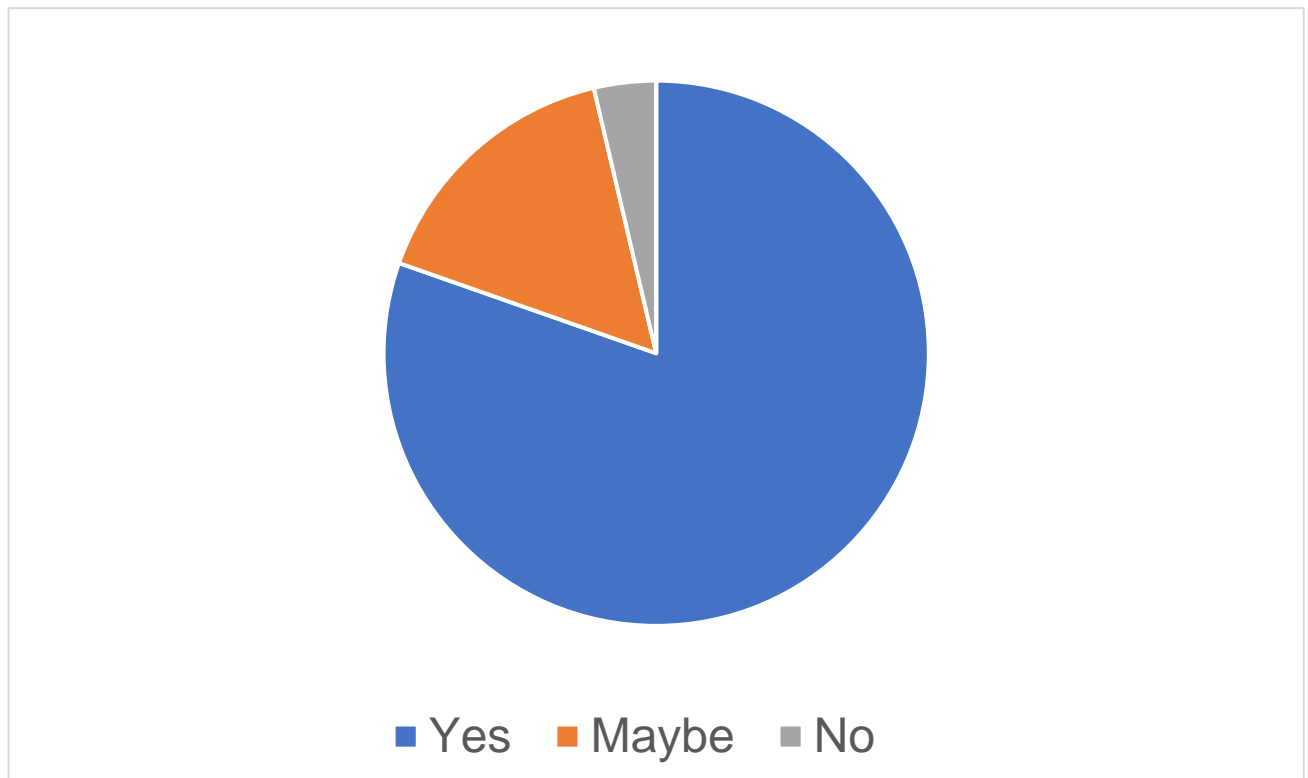
94.48%
5.52%

NUMBER

462
27



“Are You Interested in Utilizing the Proposed Community Hub at Mohawk Sports Park?”



RESPONSES

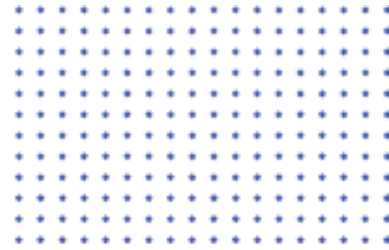
Yes
Maybe
No

PERCENTAGE

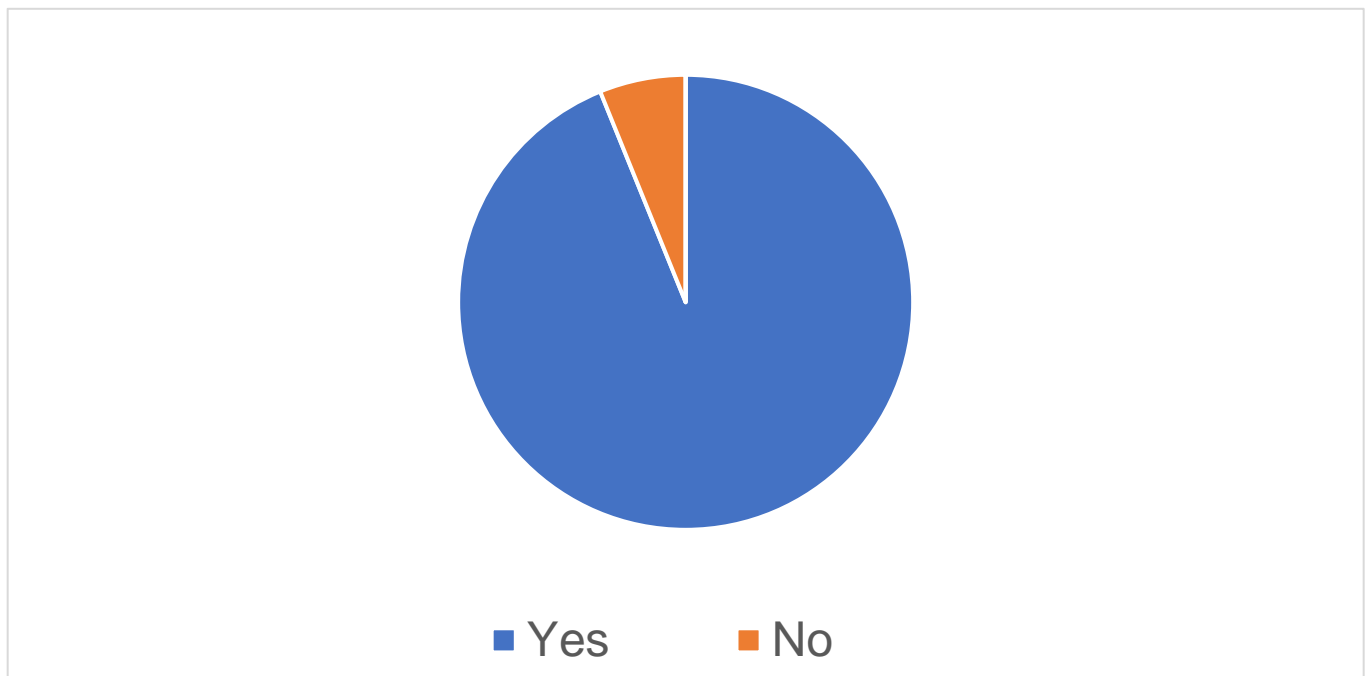
80.37%
15.95%
3.68%

NUMBER

393
78
18



“Would You Support the Use of Municipal Funding Towards the Building of a Community Hub at Mohawk Sports Park?”



RESPONSES

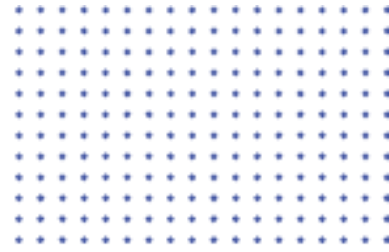
Yes
No

PERCENTAGE

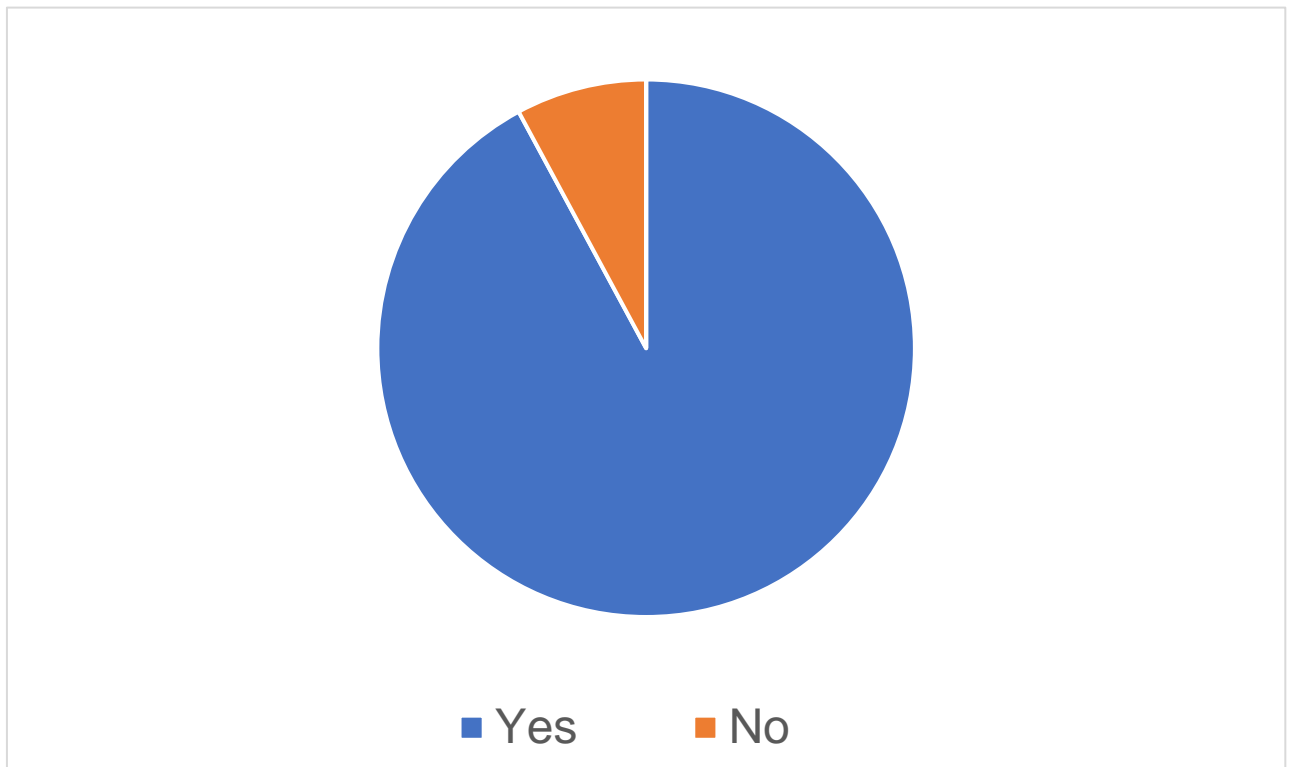
93.87%
6.13%

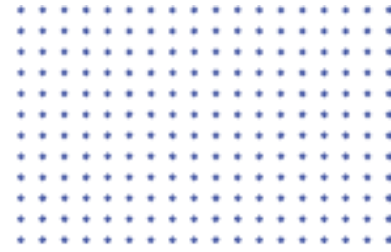
NUMBER

459
30

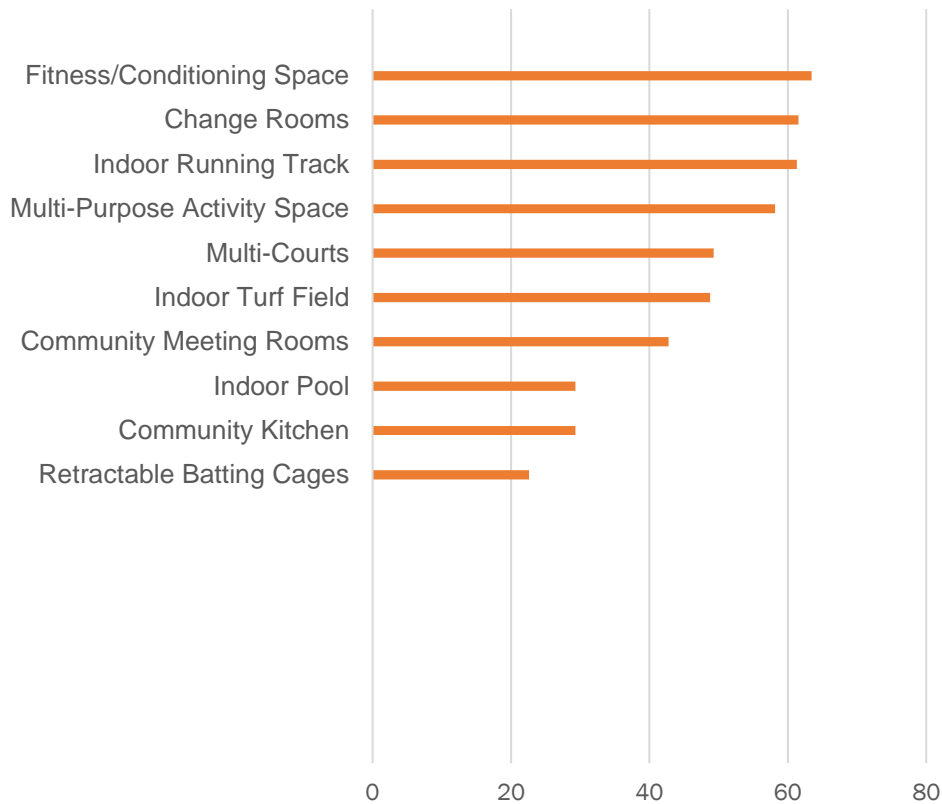


“Would You Support a User-Pay System to Access Facilities-Programs-Services at the Proposed Community Hub?”

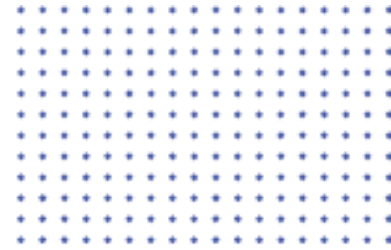
**RESPONSES**Yes
No**PERCENTAGE**71.78%
28.22%**NUMBER**351
138



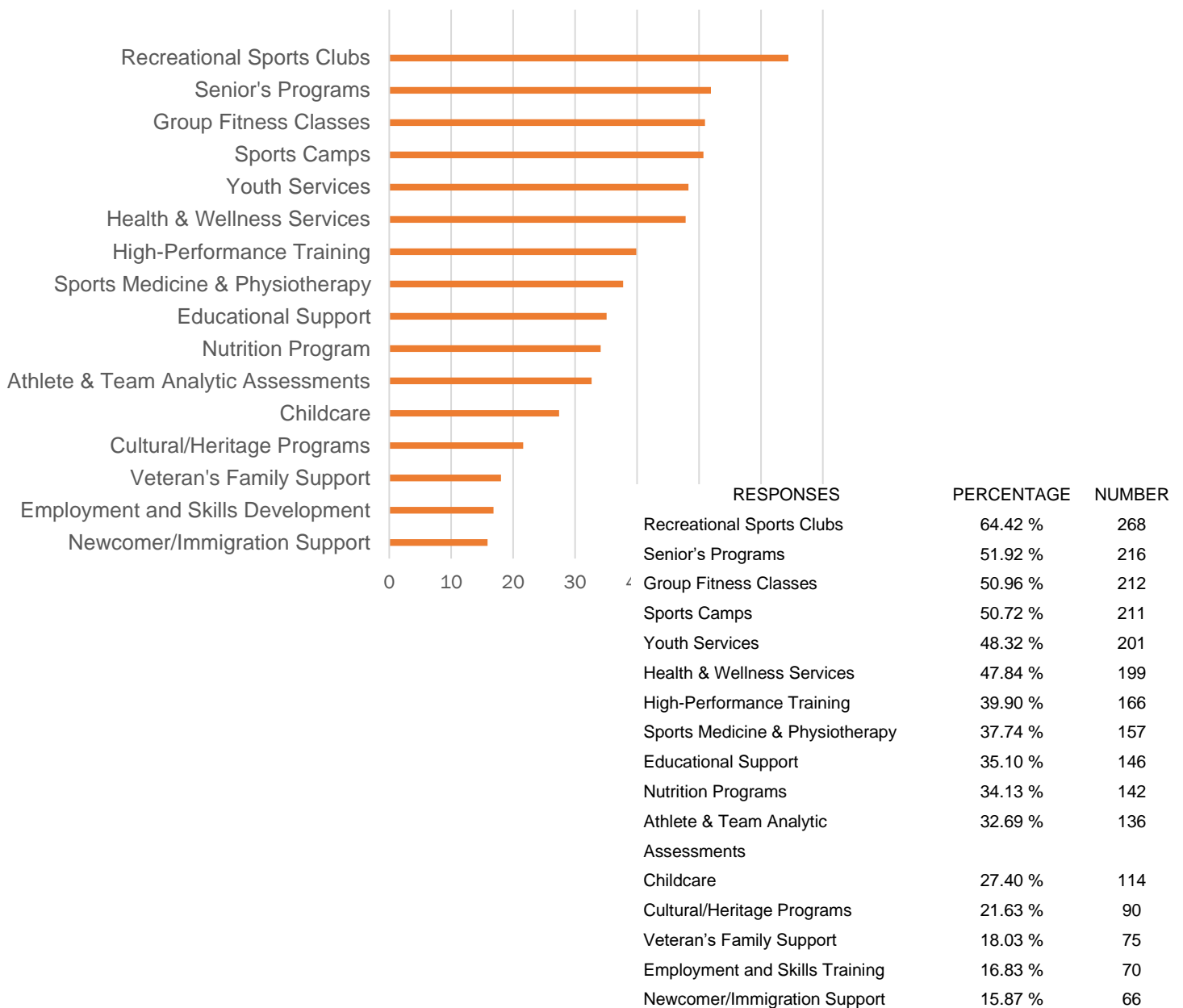
Indoor Facilities and Amenities You Would Like to Include in the Community Hub

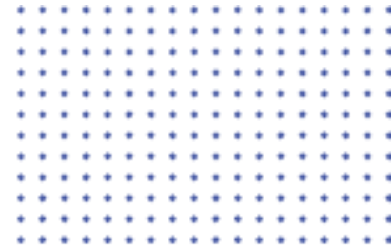


RESPONSES	PERCENTAGE	NUMBER
Fitness/Conditioning Space	63.46 %	264
Change Rooms	61.54 %	256
Indoor Running Track	61.30 %	256
Multi-Purpose Activity Space	58.17 %	242
Multi-Courts	49.28 %	205
Indoor Turf Field	48.80 %	203
Community Meeting Rooms	42.79 %	178
Indoor Pool	29.33 %	122
Community Kitchen	29.33 %	122
Retractable Batting Cages	22.60 %	94



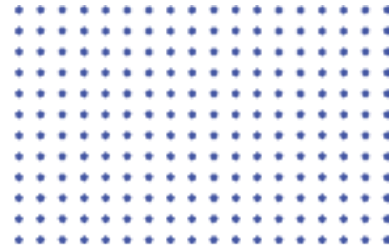
Programs and Services You Would Like to Have in the Community Hub



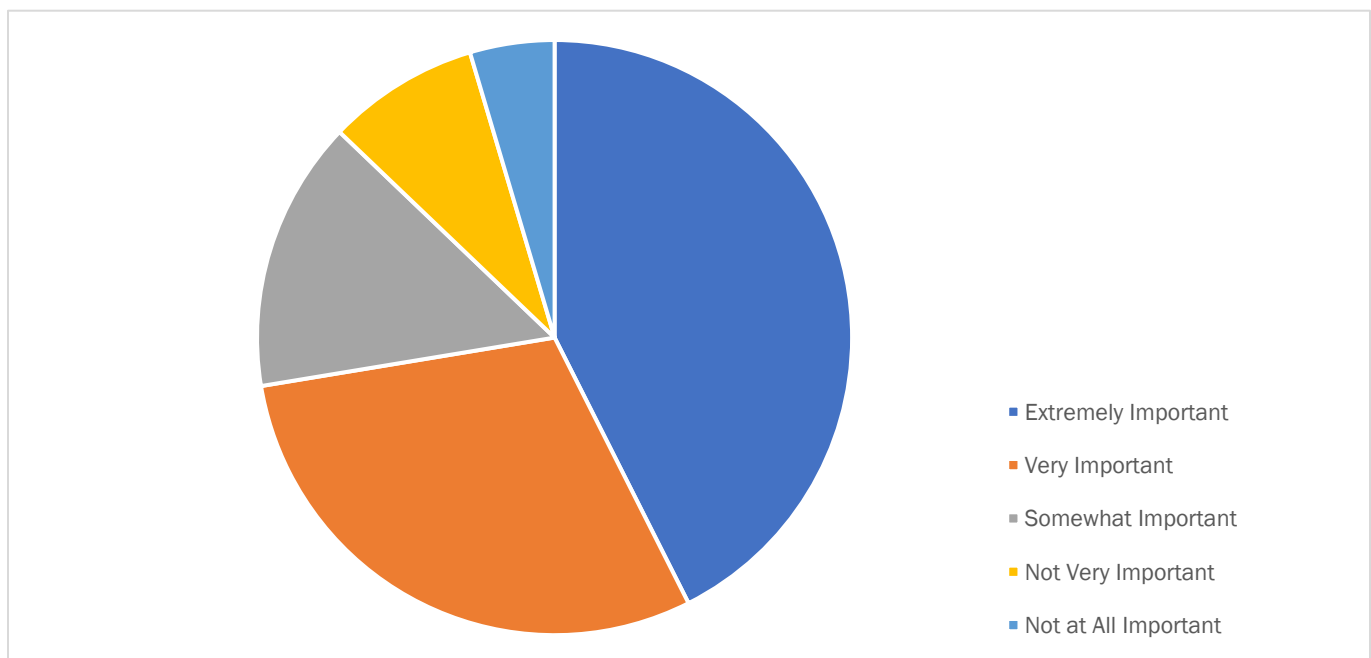


Outdoor Facilities You Would Like to Include at Mohawk Sports Park



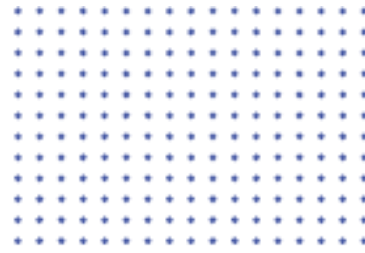


“How Important is Environmental Sustainability to You and Your Family?”



RESPONSES	PERCENTAGE	NUMBER
Extremely Important	46.35%	127
Very Important	32.48%	89
Somewhat Important	16.06%	44
Not Very Important	3.28%	9
Not Important at All	1.82%	5

Appendix



Community Engagement Results

Community Consultations – Page 17

Public Information Events

Hamilton Francophone Festival – Page 20

Hamilton Challengers Accessibility Fair – Page 23

Online Survey Results

Gender – Page 26

"How do you Identify?" – Page 27

"How Important Are Park and Recreational Facilities to Your Quality of Life?" – Page 28

"Local Parks and Recreation Facilities Meet My Needs" – Page 29

"Key Reasons People Visit City of Hamilton Parks & Recreation Centres" – 30

"What Prevents You from Participating as Often as You Would Like?" – Page 31

"Do You Travel Outside of Hamilton to Access Facilities Not Available in Your Own Community?" – Page 32

Most Frequently Used Mohawk Sports Park Facilities – Page 33

"Do You or Your Family Participate in Any Programming or Activities That Take Place at Mohawk Sports Park?" – Page 34

"Would You Support a Community Hub Facility at Mohawk Sports Park?" – Page 35

"Are You Interested in Utilizing the Proposed Community Hub at Mohawk Sports Park?" – Page 36

"Would You Support the Use of Municipal Funding Towards the Building of a Community Hub at Mohawk Sports Park?" – Page 37

"Would You Support a User-Pay System to Access Facilities-Programs-Services at the Proposed Community Hub?" – Page 38

Indoor Facilities and Amenities You Would Like to Include in the Community Hub – Page 39

Programs and Services You Would Like to Have in the Community Hub – Page 40

Outdoor Facilities You Would Like to Include at Mohawk Sports Park – Page 41

"How Important is Environmental Sustainability to You and Your Family?" – Page 42



Mohawk Sports Park Council

Email: msspportscouncil@gmail.com

Website: msspportscouncil.com



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Consulting Services Proposal Economic Impact Assessment

Mohawk Sports Park – Sports Council

January 2025



For more information:

Derek Mager

Economic Impact Lead, Sport Tourism Canada

Managing Partner, The Data Jungle

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About Sport Tourism Canada

Experienced Project Leaders

Sport Tourism Canada (STC) is a non-governmental, member-based, capacity building organization. We promote sport tourism as a grassroots economic development initiative at the community level across Canada. STC serves over 500 members across Canada, including 150 municipalities, 300 national and provincial sport, multi-sport and major games organizations and a variety of other sport and tourism industry partners.

Sport tourism is the fastest growing segment of the tourism industry in Canada with over \$7.4 billion in annual spending by domestic and international visitors. We understand the industry because we work in it and are committed to the growth of business, our communities and Canada from sport and event hosting.

Industry Leading Knowledge and Expertise

In 2014, Sport Tourism Canada established a consulting services program for its members. This program connects client organizations with a network of highly-qualified consultants in sports, tourism and recreation offering strategic advice in areas like:

- COVID-19 Recovery
- Governance and operating models
- Strategy and strategic planning
- Event attraction planning
- Policy development and review
- Community consultation / consensus-building
- Economic impact
- Social impact
- Sustainability planning
- Program monitoring / evaluation
- Revenue diversification
- Organizational development



Why Sport Tourism Canada

Municipalities, provinces, DMO's, venues, and rightsholders of all sizes have entrusted Sport Tourism Canada hundreds of times over the years to utilize their proprietary **STEAM** model in providing reliable and consistent economic impact assessments to demonstrate the economic benefits of event hosting and/or of venue operations / construction.

Experience

Robust

Reliable



Standardized

Current

Canadian

PARTNERS



The Conference Board
of Canada

The Canadian Tourism
Research Institute (CTRI)



Statistics
Canada



Government Revenues
Attributable to Tourism



What is EI and how do we measure it?

Economic Impact Assessment (EIA) studies measure the positive change in economic activity resulting from hosting an event in a specific city/town. There are three factors:

1. the spending of out-of-town visitors while they attend the event(s);
2. the expenditures of the event organizers in producing the event(s);
3. capital construction costs that are directly attributed to hosting the event(s).

An EI study calculates the amount of new money being spent in the host community as a direct result of hosting the event(s), and then the impact these new monies have on the regional, provincial and national economy as a whole.

Sport Tourism Canada has developed three tools called **STEAM**, **STEAMPRO** and **FESTPRO** to predict, collect, measure and analyze event data across the three primary channels.

STEAM is designed specifically as a predictive model to determine the expected economic impact of hosting a sport event, while **STEAMPRO** is utilized to generate the economic impact from actual spending data during the sport event itself.

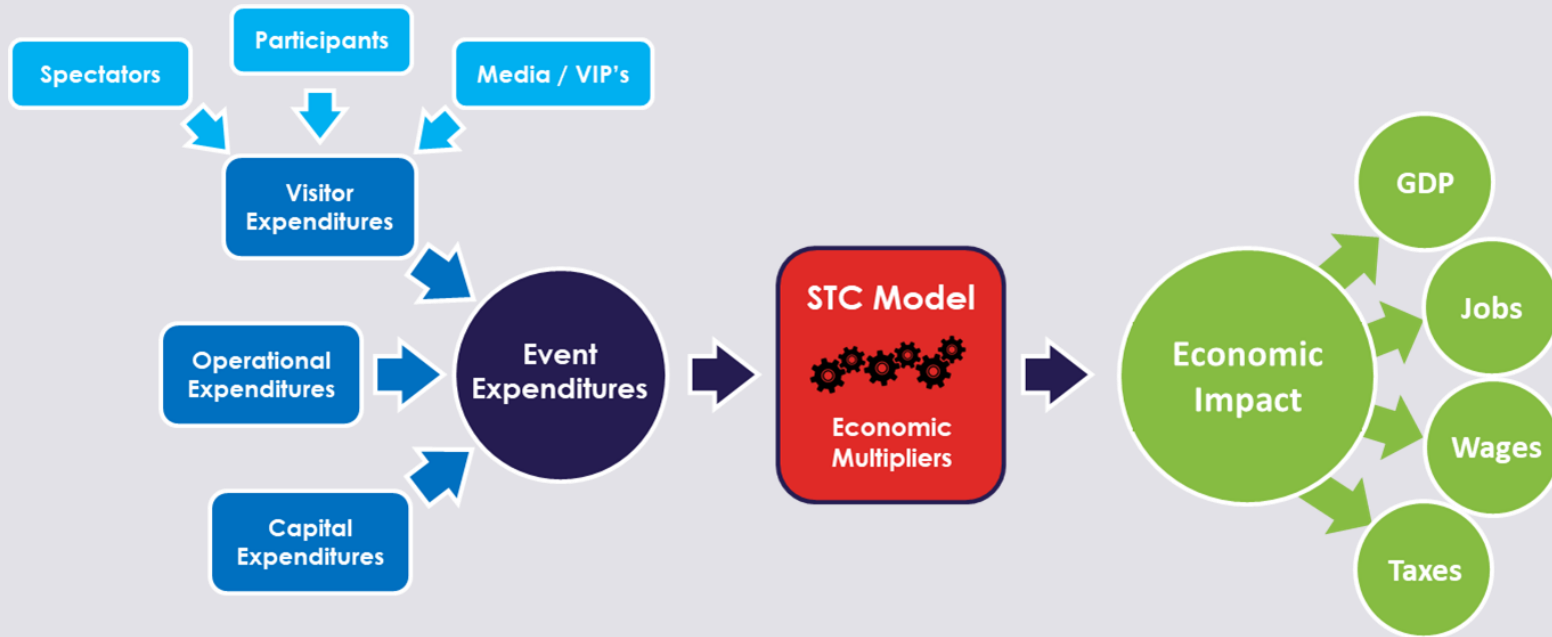
STC's latest tool, called **FESTPRO**, is the sister model to **STEAMPRO**. It measures the economic impact of non-sport events like festivals, exhibitions and fairs using actual spending data collected during the event.

Our economic impact services empower event organizers and host cities to accurately assess economic impact resulting from hosting a specific event in a specific location.

Note: For this project, due to the nature of this project with the number and magnitude of proposed / estimated events taking place at the proposed venue(s), Sport Tourism Canada will utilize a combination of **STEAM** and **STEAMPRO** to calculate the overall economic impact for a typical calendar year.



How It Works (a simplified view)



The STEAM Model

In order to produce economic contribution assessments that are robust and reliable, STC has partnered with the **Canadian Tourism Research Institute (CTRI)** at **The Conference Board of Canada**. The CTRI serves the travel and tourism industry in providing sound economic forecasts and models with timely and insightful interpretation of data specifically relevant to travel.

The findings in our reports make use of the most current and detailed input-output tables and multipliers available from Statistics Canada and leverages the credibility and robustness of sector specific tax data available from Statistics Canada's Government Revenues Attributable to Tourism (GRAT) report.

The inputs required for the STEAM model include:

- Expenditure data across a variety of categories (i.e. accommodations, restaurants, transportation, etc.) for all constituent groups (i.e. participants, spectators, media, VIP's, etc.)
- Travel characteristics such as party size, number of nights stayed, type of accommodation, etc.
- Importance of the event in their decision to travel to the host city
- Operational expenditures to produce the event
- Capital expenditures required to produce the event

The elements (outputs of the model) used to measure the economic impacts are:

- Gross Domestic Product (GDP)
- Wages & Salaries
- Employment
- Taxes
- Industry Output

STC's **STEAMPRO** measures the direct, indirect & induced effects for each of these elements.



Recent Projects

STC conducts economic impact assessments for all types and all sizes of events, venues, and industry sectors each year across Canada.

Some recent large-scale projects include:



Some recent facility, industry, and annual assessment projects include:



Project & Client Information

The main objective of this project is to estimate the overall economic impact the Mohawk Sports Park would have on the city of Hamilton through the construction of the facility, by hosting various events throughout the year, as well as from the overall operation of the proposed facility. The Mohawk Sports Park is currently undertaking a feasibility study which would be instrumental in the completion of this project.

Client Name:	Mohawk Sports Park
Client Contact:	Kevin Gonci, Chairman
Client Phone Number:	905.317.9381
Client Email Address:	mssportscouncil@gmail.com
Name of Project:	Estimated Annual Economic Impact Assessment
Venue Location:	Hamilton, Ontario
Event Date(s):	A “typical” fiscal year
STC Consultant / Contact:	Derek Mager / 604.787.3605 / derek@thedatajungle.com



Services

Considering the objective for this project is to determine the overall estimated annual impact the proposed Mohawk Sports Park could have on the community, our approach will take into account the proposed / estimated events taking place in a typical year, estimated operating expenditures, and the estimated capital expenditures to build out a model that encapsulates all the necessary parameters for input into the STC model.

STC Deliverables

STC will utilize a combination of its **STEAM** and **STEAMPRO** models in conjunction with historical research and logical assumptions to complete this project.

Based on the above, STC will provide the following services:

- Provide an experienced economic impact consultant to work on this project
- Be available for a site visit / working session with key personnel to ensure a comprehensive understanding of the facility, proposed events to be hosted, capital costs of construction, and its proposed annual operations
- Provide Mohawk Sports Park with a list of required information to complete this analysis, which will include capital costs worksheets, operational expenditures worksheets, and an event hosting matrix
- Work with Mohawk Sports Park personnel to make a series of logical assumptions for any required information not accounted for by the completion of the worksheets
- Run all relevant information through STC's proprietary **STEAM** and **STEAMPRO** models
- Prepare an analysis of the data and provide the results in a detailed report of the EI findings which will include initial expenditures, GDP, wages & salaries, employment, taxes at all levels of government, and overall industry output



Services

Considering the approach previously listed, Mohawk Sports Park will be relied upon heavily to work with STC to provide all the necessary plans, financial information, and list of proposed events (by type, size, nature, etc.) to assist in the development of an annual plan and subsequent EI model to determine the positive economic impact related to this facility.

Client Obligations

Based on the above, the client will need to provide the following information which includes, but is not limited to:

- Provide the estimated annual operating expenditures and complete the STC operational expenditures worksheet
- Provide the estimated capital expenditures and complete the STC capital expenditures worksheet
- Provide a list of the proposed annual events and work with STC to divide the events into determined categories
- Provide the estimated attendance and event details (date, type, length, etc.) for proposed events to allow STC to build applicable attendee profiles
- If possible, liaise with event rightsholder and tenants to obtain their operational budgets, attendance figures, and where applicable, the out-of-town staff, participants, media, and VIP numbers
- Provide any other financial / event information that the EI consultant may require for completion of the report
- Provide any insights or research that would assist in determining attendance, place of residence, nights stayed in the local area, importance of the event in trip planning, accommodation rates, etc. pertaining to proposed events hosted and attended by people from out-of-town
- Work with the EI consultant to make reasonable assumptions around any missing variable listed above
- Assist in providing any tourism statistics available (e.g. hotel room nights) that could support the assumptions



Outcomes

The economic impact outcomes from this research can be customized to meet the needs of Mohawk Sports Park – Sports Council and will include both a detailed and presentable report which will include Initial Expenditures and the direct, indirect, and induced impacts for Gross Domestic Product, Wage & Salaries, Employment, Taxes (at all levels of government), and Overall Industry Output for Hamilton, Ontario, and Canada.



Deadlines & Milestones

Project Aspect	Date(s)
Project start date (including kick-off meeting)	To be determined
Submission of estimated capital / construction costs	To be determined
Submission of estimated annual operational expenditures	To be determined
Submission of estimated annual and special events along with relevant event characteristics	To be determined
Agreement on assumptions and other relevant information	Ongoing
Submission of final report to client	Within six (6) weeks upon receipt of all relevant data
Payment schedule	<ul style="list-style-type: none">• 50% due upon signing• 50% due upon delivery of final report



Fees & Agreement

Service Fees

For the economic impact services listed above for the estimated yearly contribution that the Mohawk Sports Park would contribute to the city of Hamilton and the province of Ontario, the total project fees are **\$30,000.00** plus applicable taxes.

Note: If other services are required (i.e. a site visit, on-site research, expanded scope of work, etc.) and mutually agreed upon by both parties, STC will provide quotes for approval and add these fees to the final invoice.

Agreed to by:

Client Signature

Client Title

Date

Client Name (print)

Client Organization



Terms & Conditions

Representations and Warranties

Each Party hereby represents and warrants to the other Party as follows and acknowledges that the other Party is relying on such representations and warranties in entering into this Agreement:

- i. it is an organization duly existing under the laws of its governing jurisdiction and it is duly organized and validly subsisting under such laws;
- ii. it has full power and authority to carry on its business and to enter into this Agreement and any agreement or instrument referred to or contemplated by this Agreement and to carry out and perform all of its obligations and duties hereunder and thereunder;
- iii. that, at the date of entering into this Agreement, no conflict of interest exists or is likely to arise in the performance of its obligations under this Agreement. If, during the term of this Agreement, a conflict or risk of conflict of interest arises, the respective Party undertakes to notify the each of the other Parties immediately in writing of that conflict or risk and take any steps that the Parties reasonably require to resolve the conflict or deal with the risk; and
- iv. that the Deliverables it provides shall be provided fully and diligently in a professional and competent manner by Persons qualified and skilled in their occupations and furthermore that all Deliverables will be provided in accordance with: (a) the Agreement; (b) Industry Standards; and (c) the Applicable Laws.

Relationship

Each of the Parties acknowledges and agrees that it is acting independently in contributing to the Initiative and that it is not an employee, agent, partner or representative of the other Party for any purpose including the purpose of binding the other Party through any contract, communication or action to any third party.

Intellectual Property

Each Party agrees that the STC Intellectual Property and the Client Intellectual Property shall remain the sole property of STC and the Client, respectively, at all times. Each Party agrees that any Newly Created Intellectual Property created in the course of the performance of its obligations under the Agreement will be shared jointly.

Confidentiality

It is agreed that during the STC's engagement with the Client and following the cessation of that engagement for any reason, the Contractor shall not directly or indirectly divulge or make use of any confidential Information without prior written consent of the Client. This Agreement does not limit the remedies available under common or statutory law, which may impose longer duties of non-disclosure.

"Confidential Information" means information about the Client or its members and its employees and/or clients which is not generally known, which STC may learn of in connection through the engagement with the Client, and which would be useful to competitors of the Client or its members. Confidential Information includes, but is not limited to: (1) business and employment policies, marketing methods and the targets of those methods, financial records, business plans, strategies and ideas, promotional materials, education and training materials, research and development, technology and software systems, price lists, and recruiting strategies; (2) the nature, origin, composition and development of the Client's products and services; (3) proprietary information and processes, and intellectual property; and (4) client information and the manner in which the Client provides products and services to its members and/or clients.



Terms & Conditions – Con't

Dispute Resolution

This Agreement shall be in accordance with the laws of Ontario and by signing this agreement, both parties acknowledge that they have read, understood and agree with the above terms. In the case of any dispute concerning any of the terms and conditions of this agreement, both parties agree to pursue third party mediation services in Ontario for resolution of a dispute relative to the terms of the contract.

Changes

The Client may alter the scope of the responsibilities required under this Agreement by giving 10 days' written notice to STC of any such changes. STC will not refuse to accommodate any such reasonable changes to the scope of the Agreement, and the fees associated with any such changes shall be governed by the existing Costs and Payment Terms set out herein, or by separate agreement between the parties.

Amendment

This Agreement may only be amended before its expiry or earlier termination, and any amendment must be evidenced in writing by the Parties to the Agreement.

Assignment

Neither party may assign this Agreement, in whole or in part, without the prior written approval of the other, which approval shall not be unreasonably withheld.

Currency

All references to "\$" and "dollars" shall be deemed to refer to the currency of Canada unless otherwise specifically provided.



Thank You



Derek Mager

Economic Impact Lead, Sport Tourism Canada

Managing Partner, The Data Jungle

derek@thedatajungle.com

604-787-3605

sporttourismcanada.com





City of Hamilton Report for Consideration

To:	Chair and Members Emergency and Community Services Committee
Date:	May 1, 2025
Report No:	HSC18026(b)
Subject/Title:	Group Purchasing Services
Ward(s) Affected:	City Wide

Recommendations

That Council approve the single source procurement, pursuant to Procurement Policy #11 – Non-competitive Procurements, for food, cleaning and related supplies and equipment, for Macassa and Wentworth Lodges, Recreation Division, Kings Forest Golf Club, Sackville Seniors Centre and Red Hill Family Centers and laundry and linen supplies for Macassa and Wentworth Lodges until May 30, 2030, and that the General Manager, Community Services Department be authorized to negotiate, enter into and execute a contract or amendment(s) to the City's existing agreement and any ancillary documents required to give effect thereto with Complete Purchasing Services Inc. and their vendors, in a form satisfactory to the City Solicitor.

Key Facts

- Staff have completed a comprehensive review of the services offered by Complete Purchasing Services Inc. and those offered by other vendors with similar business models and are making the recommendation to maintain Complete Purchasing Services Inc. through this report to Council.
- Complete Purchasing Services Inc. has a Canada-wide purchasing power of over \$2.4B which benefits the City of Hamilton in obtaining competitive pricing.
- Macassa and Wentworth Lodges (the Lodges) have been satisfactorily using Complete Purchasing Services Inc. to procure food and supplies for their food services departments over the past 25 years.

- In addition to food and related services for the long-term care homes, Recreation's Food Services units, Red Hill Family Centre's meal program and the kitchen at Sackville Seniors Centre have also procured products through Complete Purchasing Services Inc.
- The agreement with Complete Purchasing Services Inc. has been a cost effective and efficient arrangement for the City of Hamilton for many years and the current Council report that provides approval to use their services is set to expire May 30, 2025.

Financial Considerations

Food and related supplies, cleaning and related supplies and equipment, are purchased within the allocated operating budgets at each long-term care home. Complete Purchasing Services Inc. has waived the membership fees for the City of Hamilton. The Recreation division, Red Hill Family Centre, and Kings Forest Golf Club would benefit from reduced product costs and would also purchase products within their allocated budgets.

Using their negotiated pricing, the approximate cost of food and supplies purchased through these distributors over the past year was \$2,045,106 (Macassa Lodge - \$1,281,246 and Wentworth Lodge - \$763,860). The approximate cost of cleaning and related supplies purchased at the Lodges over the past year was \$130,250 (Macassa Lodge - \$81,250 and Wentworth Lodge - \$49,000).

Red Hill spent approximately \$95,000 annually on food and beverages over the past year. Several vendors used by Red Hill Family Centre fall under Complete Purchasing Services Inc., for example, Sysco and Agropur.

The Recreation division's 14 arena concessions, Kings Forest Golf Club and a full-service kitchen at Sackville Seniors Centre spent approximately \$190,000 annually on food and beverage products in 2024.

The membership dues have been waived, thus offering annual savings of \$8,400 for all City of Hamilton sites mentioned in this report. In addition, Complete Purchasing Services Inc. offers a rebate program which offers a 3.5% rebate on all purchases increasing to 4% of all purchases in 2025. The Lodges have received approximately \$96,000 in rebates over the past year.

The cost of obtaining a similar service using in-house staff resources for both the Lodges and the City's Purchasing Section would far exceed the Complete Purchasing Service Inc. fee as noted above.

No staffing implications are associated with this recommendation.

Background

The current Council approval for Group Purchasing Services for food and related supplies (HSC18026a) which recommends Complete Purchasing Services Inc. as the single source purchasing agent, is due to expire on May 30, 2025. Council approved the report after the recommendation that up to two additional years were required to complete a comprehensive market scan and explore offerings from vendors that would better support our future purchases, processes and needs throughout the City. In October 2023, the Senior Project Manager Long-Term care obtained a Policy 11 to support a market scan, to contact other purchasing groups and to identify other products offered on the market and to support this consideration report to Council.

Analysis

Founded in Hamilton, Ontario in 1975, Complete Purchasing Services Inc. is a proudly Canadian company serving the senior living market in Canada for 50 years. Complete Purchasing Services Inc. has been the endorsed purchasing group of AdvantAge Ontario for over 25 years. Municipal members of AdvantAge Ontario who use Complete Purchasing Services Inc. include many municipal homes (e.g. Regional Municipality of Niagara, Regional Municipality of Peel, City of Ottawa, Huron County, York Region, Region of Waterloo, Northumberland County, and County of Simcoe). On our behalf, Complete Purchasing Services Inc. leverages their considerable market presence and negotiates with a range of suppliers, both manufacturers and distributors, to obtain best pricing and value for the City of Hamilton taxpayer. The company tenders with 450+ manufacturers through over 75 distributors to establish national and regional contracts. Products available are suited to a long-term care environment that must comply with the standards and regulations set by the Ministry of Long-Term Care. Since 1999, the purchasing arrangement has been very satisfactory and has allowed the Long-Term Care division to control food service costs while maintaining the quality of resident meals. Through the province, the Ministry of Long-Term Care provides \$13.07 per resident per day to provide meals, snacks and supplements to all Long-Term Care residents. Without joining a group purchasing organization, it would be near impossible to cover the costs to feed our Long-Term Care residents.

Vendors and products provided are specific to long-term care needs and businesses that provide food services. Using the Complete Purchasing Services Inc. negotiated pricing, long-term care purchased their food service supplies through four major distributors: Sysco Canada Inc., GFS Canada Company Inc., Agropur Cooperative (Division Natrel) and Canada Bread Company Ltd.

There are additional distributors that the City of Hamilton sites uses to a lesser extent which include: MIP Inc., George Curry Inc., Russell-Hendrix, Partstown Canada, Wood Wyant Canada Inc., Coca Cola refreshments Canada, Abell Pest Control, and Hubert Food Service Equipment.

In addition, CPS provides value-added services in the following areas:

1. Risk Management Protocol
All approved food vendors must be Hazard Analysis and Critical Control Point (HACC) or International Organization for Standardization (ISO) certified. Without exception, only federally inspected meat suppliers are used. There is a stringent re-call system and regular distribution inspections and audits.
2. An on-line, web-enabled menu management and production program is available that allows customization of menus to meet resident preferences. The program includes long-term care specific menus, recipes, therapeutic guidelines, and nutrient and costing information.
3. An on-line, web-enabled ordering and inventory management system is provided.
4. Education resources are available at no additional charge including:
 - Education course modules (video-based).
 - A professional development series focussing on general management and leadership skills of nursing, food services and environmental service managers.
 - A symposium series of workshops on relevant facility operations.
5. Complete Purchasing Services Inc. is committed to offering a variety of products that have been locally sourced (from Ontario producers). Currently 35% of all products purchased by the Lodges are local.

Given the recent political change in the United States, Complete Purchasing Services Inc. has informed us of their mitigation strategies related to the potential impacts of tariffs in Canada. These 5 strategies include:

1. Proactive mitigation strategies: For categories that may experience tariff activity, Complete Purchasing Services Inc, in partnership with their suppliers, are actively identifying alternatives. The decision to transition product lines will depend on the tariff levels and the current premiums of these alternatives. Their sourcing professionals are conducting ongoing discussions within their supplier network to determine the best options.
2. Contractual protections against unjustified price changes: Their contracts safeguard Complete Purchasing Services Inc. members against unwarranted price adjustments. Suppliers must substantiate any tariff-related pricing impacts that may require contract amendments. Complete Purchasing Services Inc. members will be notified in advance of any price modifications due to tariffs.
3. Commitment to price stability and client communication: Complete Purchasing Services Inc. currently source more than 70% of their recommended products from within Canada and do not anticipate immediate price increases. Should material changes occur in specific products or categories, they are committed to addressing them collaboratively and will communicate promptly with Complete

Purchasing Services inc. members to help facilitate seamless transitions to alternatives.

4. Supplier adjustments: Complete Purchasing Services Inc. have partnerships with multiple suppliers in many categories; this diversification provides Complete Purchasing Services Inc, with sourcing options to reduce risk. They will assess opportunities to change the manufacturing locations of current supply partners to help avoid tariff-related costs.
5. Distribution network: Currently, tariffs are not expected to impact the current distribution network. They will continue to monitor and evaluate any changes that could affect distribution logistics.

Through our market scan, it was identified that Silver Group Purchasing Company, which provides a similar business model, was able to provide costs savings of approximately 1.66%. which could relate to an annual savings of \$30,000 to \$35,000. However, this was based on a snapshot in time (October to November 2024) and unable to determine if this would hold for the next 5 years. In addition, Silver Group Purchasing Company claimed a savings on food of 3% - 5% and savings on non-food of 5% - 15%. However, based on our research there was only a 1.66% savings overall. Although there seems to be a potential cost savings, we feel comfortable in recommending Complete Purchasing Services Inc. and their known value and service quality which the City of Hamilton has benefitted from over the last 25 years.

- Legal implications: Macassa and Wentworth Lodges have an obligation under the Fixing Long-Term Care (Act 2021) and Regulations to ensure that the dietary services component of the nutritional care and dietary services program includes the availability of supplies and equipment for food production and dining and snack service. Sec. 76 (d). We also have an obligation to ensure that the homes have institutional food service equipment with adequate capacity to prepare, transport and hold perishable hot and cold food at safe temperatures; and institutional food service equipment with adequate capacity to clean and sanitize all dishes, utensils and equipment related to food production and dining and snack service. O. Reg. 246/22, s. 78 (6).
- Corporate policy implications: City of Hamilton's Procurement Policy By-law, Section 4.11 – Policy for Negotiations (single source) Policy 11 provides for the recommending of a single source vendor for the supply of a particular Goods and/or Service because it is more cost effective or beneficial for the City.

Alternatives

Request for Proposal

There is concern that alternate purchasing groups might not submit for a Request for Proposal resulting in a loss of competitive pricing and ability to receive spending rebates.

The Long Term Care division, Recreation division, Red Hill Family Centre, and Children's and Community Services division would be provided access to tendered pricing with 450+

manufacturers and over 75 distributor relationships including significant participants with Canadian and Ontario food service supply chains. The City of Hamilton would not have the same purchasing power if it negotiated alone.

Relationship to Council Strategic Priorities

See [2022-2026 Council Priorities, Outcomes & Measures of Success | City of Hamilton](#) for more information on Council's Priorities.

1. Sustainable Economic & Ecological Development

1.1. Reduce the burden on residential taxpayers:

On our behalf, Complete Purchasing Services Inc. leverages their considerable market presence and negotiates with a range of suppliers, both manufacturers and distributors, to obtain best pricing and value for the City of Hamilton taxpayer.

Previous Reports Submitted

- Report HSC18026(a)
- Report HSC18026

Consultation

The Directors of Food Services and Supervisors of Housekeeping and Laundry for both Lodges were consulted related to the food product sourcing market, services required, cost and operational issues.

The Recreation division, Red Hill Family Centre, and Children's and Community Services division were consulted and support the recommendations in this report.

Healthy and Safe Communities: Alex Madjeric, Manager Early Years, Karly Brush, Manager Sport Services, Christine Gallagher and Jennifer Young, Supervisors Housekeeping and Laundry services, Rola Shewayhat and Jaimie Journeaux, Directors of Food Service.

Procurement Division was consulted regarding adherence to the procurement policy.

Appendices and Schedules Attached

Appendix A: Complete Purchasing Services Inc. Distribution Network

Appendix B: Tariffs and Mitigation Strategies for Complete Purchasing Services Inc. members.

Prepared by: Brian Bettencourt, Manager, Long Term Care and Seniors
Healthy and Safe Communities, Long Term Care

**Submitted and
recommended by:**

Holly Odoardi, Director, Long Term Care and Seniors
Healthy and Safe Communities, Long Term Care

Appendix "A" to Report HSC18026(b)

Page 1 of 1

Complete Purchasing Services Inc. Distribution Network

vTRAK DISTRIBUTION NETWORK (C.I.P. r10012023 F.'2023 - F%CIIP)			
ABELL PEST CONTROL	COLABOR DISTRIBUTION	HERITAGE FOOD SERVICE GROUP OF CANADA	PEPSI BEVERAGE CANADA (ARCTIC; MB & SK)
ACKLANDS GRAINGER	COSTEK INC.	HOLLAND CLEANING SOLUTIONS	PEPSICO-CANADA - FRITO LAY PRODUCTS
AGROPUR, DIVISION NATREL	DISTOMATIC	HUBERT DISTRIBUTING COMPANY, INC.	PERFORMANCE HEALTH CANADA
ALLSEAS FISHERIES CORPORATION	DIVERSEY CANADA, INC.	INTERCITY PACKERS	PPG ARCHITECTURAL COATING
ATLANTIC GROCERY DISTRIBUTION	DON'S PRODUCE & SANFILIPPOS PRODUCE	ISLANDS WEST MANUFACTURERS LTD.	RED BULL BEVERAGES
BAMFORD PRODUCE CO. LIMITED	DOYON DESPRES	J.G. RIVE-SUD FRUITS ET LEGUMES INC.	RUSSELL HENDRIX
BEN DESHAIES INC.	EDEN TEXTILE	KRISPY KERNELS CANADA LTD.	SAPUTO DAIRY PRODUCTS CANADA G.P.
BIG ERICS INC.	FLANAGAN FOOD SERVICE	MACARTNEY FARMS	SYSCO FOODSERVICE
BONDI PRODUCE CO. LTD.	FRESH CHOICE PRODUCE (NB)	MACGREGORS MEAT AND SEAFOODS LTD.	THE BRICK WAREHOUSE CORPORATION
BROKERHOUSE DISTRIBUTORS INC.	FRESH FORWARD INC.	MAYRAND PLUS	THE BUTCHER SHOPPE
BUNZL CANADA	GEORGE COUREY INC.	MIP INC.	THERMOPATCH (CANADA) INC.
BUNZL CLEANING & HYGIENE	GORDON FOOD SERVICE	NORTH AMERICAN PRODUCE SALES (BC)	TO-LE-DO FOODSERVICE
--- > includes ACME SUPPLIES LTD., WESCLEAN & SNELLING PAPER	GRAND & TOY LTD.	OLD DUTCH FOODS	TOUT PRET (QC)
CAFÉ VITTORIA DISTRIBUTION INC.	GROUPE BEAUDRY (LEVIS et POINT AUX TREMBLES)	ORLEANS FRESH PRODUCE	VENDING PRODUCTS OF CANADA
CANADA BREAD COMPANY, LIMITED	GROUPE BOD INC.	PARTSTOWN (CANADA)	VESTIS (formerly CANADIAN LINEN SUPPLY CO.)
CAPITAL FOODSERVICE	H & E KEDDY BROS. LTD.	PEPSICO BEVERAGES CANADA	VIANDES LAUZON; A COLABOR DIVISION
CENTENNIAL FOODSERVICE PARTNERSHIP (B&C Meats)	HD SUPPLY CANADA INC. FM	PEPSI BEVERAGE CANADA (BROWNING HARVEY; NL)	WONDER BRANDS INC. FRESH)
COCA-COLA REFRESHMENTS CANADA	HECTOR LARIVEE	PEPSI BEVERAGE CANADA (ALEX COULOMBE; QC)	WOOD WYANT CANADA INC.

Potential Impacts of Tariffs in Canada and Mitigation Strategies

February 4, 2025

We are actively monitoring and assessing the impacts of the tariffs implemented by the United States on Canadian goods, as well as the retaliatory tariffs on \$30 billion worth of goods announced by the Canadian government on February 2nd. Although these tariffs were initially expected to take effect on February 4th, a 30-day pause was implemented on February 3rd. As such, we will remain focused on preparing for this evolving situation and providing CPS members with insights on how costs may be impacted in their operations.

Consequences of the Trade War:

- 1. Retaliatory Tariffs:** Goods sourced from the US that are on the list published by the Canadian government may be subject to an up to 25% import tariff. The extent of this impact will depend on where each of our supplier partners sources their goods. We have completed an initial assessment of the key categories relevant to our clients below.
- 2. Supply Chain Disruptions:** Changes in the demand for local versus imported products may impact the availability in the short term. Initially, some prices may decline in Canada due to oversupply, but as Canadian suppliers reduce production because of declines in US exports, prices in Canada could be affected.
- 3. Inflationary Pressures:** As the demand shifts to alternatives, prices for those alternatives may increase. For example, switching from US produce to local or alternatives from Mexico or South America, where supply may be insufficient, could drive up prices.

Mitigation Strategies and Contractual Protections:

- 1. Proactive Mitigation Strategies:** For categories that may experience tariff activity, we in partnership with our suppliers are actively identifying alternatives. The decision to transition product lines will depend on the tariff levels and the current premiums of these alternatives. Our sourcing professionals are conducting ongoing discussions within our supplier network to determine the best options.
- 2. Contractual Protections Against Unjustified Price Changes:** Our contracts safeguard CPS members against unwarranted price adjustments. Suppliers must substantiate any tariff-related pricing impacts that may require contract amendments. CPS members will be notified in advance of any price modifications due to tariffs.
- 3. Commitment to Price Stability and Client Communication:** We currently source more than 70% of our recommended products from within Canada and do not anticipate immediate price increases. Should material changes occur in specific products or categories, we are committed to addressing them collaboratively and will communicate promptly with CPS members to help facilitate seamless transitions to alternatives.

Cautionary Note: Private and Confidential. Please note that the information provided herein is intended to convey general information regarding Complete Purchasing Services current strategies for mitigating the impacts of potential new tariffs and is not intended to provide any legal advice or opinion on the likelihood or magnitude of the imposition of any new tariffs. The contents herein should not be construed as, and should not be relied upon for, legal advice in any particular circumstance or fact situation, and do not alter the terms of any agreements held by any party with Complete Purchasing Services. In addition, as the situation regarding potential new tariffs remains fluid, the information presented may not reflect the most current strategies of Complete Purchasing Services. No action should be taken in reliance on the information contained herein, and Complete Purchasing Services disclaims all liability in respect to actions taken or not taken based on any or all of the contents herein to the fullest extent permitted by law.

4. **Supplier Adjustments:** We have partnerships with multiple suppliers in many categories; this diversification provides us with sourcing options to reduce risk. We will assess opportunities to change the manufacturing locations of current supply partners to help avoid tariff-related costs.
5. **Distribution Network:** Currently, tariffs are not expected to impact the current distribution network. We will continue to monitor and evaluate any changes that could affect distribution logistics.

Assessment of Canadian Retaliatory Tariffs on US Products:

Our sourcing team has completed an initial assessment of the retaliatory tariff categories relevant to our clients. Many of these categories are sourced in Canada, meaning the impact will be limited due to Canadian retaliatory tariffs. However, it is worth noting that some categories may present short to medium-term challenges. Below is our initial review of the relevant categories in the retaliatory tariff list related to our contracted suppliers:

Category	Projected Impact	Estimated % US Sourced
Poultry Products: <ul style="list-style-type: none"> Chicken Turkey 	Low	<10%
Dairy Products: <ul style="list-style-type: none"> Milk, Cream, Buttermilk Butter Yogurt Cheese Ice Cream 	Low	<10%
Eggs and Egg Products	Low	7%
Fruits and Vegetables: <ul style="list-style-type: none"> Tomatoes Cucumbers Citrus Fruits (oranges, lemons, grapefruit) Melons Berries Stone Fruits Snap Peas 	High	25% to 50% (varies by product)
Spices: <ul style="list-style-type: none"> Pepper, vanilla, cinnamon, cloves, nutmeg, mace, cardamoms, anise, fennel, coriander, cumin, ginger, saffron, turmeric, thyme, bay leaves, curry, and other spices. 	Low	7%

Category	Projected Impact	Estimated % US Sourced
Condiments:		
<ul style="list-style-type: none"> Ketchup Mustard Soya Sauce 	Medium to High	30% to 60%
Salad Dressing:		
<ul style="list-style-type: none"> Salad Dressing Mayonnaise 	Low	15%
Coffee	Medium	35%
Tea	Low to Medium	22%
Honey	Low	<5%
Nuts / Peanut Butter	Medium	40%
Soups	High	90%
Water	Low	10%
Salty Snacks	Low	<10%
Orange Juice	Medium	>50%
Confectionery Products		
<ul style="list-style-type: none"> Sugar Syrups Cocoa 	Low	<10%
Prepared Bakery Products		
<ul style="list-style-type: none"> Pizza Pies Cakes Other Pastries 	High	>50%
Oils and Margarine	Low	<10%
Shrimp and Prawns	Low	<10%
Bottled Water	Low	10%
Smallwares		
<ul style="list-style-type: none"> Forks, spoons, knives, cups 	Medium	>25%
Paper and Cardboard Products		
<ul style="list-style-type: none"> Toilet Paper Boxes Bags Food Packaging Plates and Cups 	Low	<10%
Tablecloths, Disposable Napkins, and Facial Tissue	Low	<10%
Blankets, Linens and Other Textiles	Low	<10%
Furniture and Mattresses	Low	<15%
Towels, Dusters, Dish and Cleaning Cloths	Low	<10%
Appliances: Dishwashers, Refrigerators, Freezers and Laundry Machines	High	>50%

Cautionary Note: Private and Confidential. Please note that the information provided herein is intended to convey general information regarding Complete Purchasing Services current strategies for mitigating the impacts of potential new tariffs and is not intended to provide any legal advice or opinion on the likelihood or magnitude of the imposition of any new tariffs. The contents herein should not be construed as, and should not be relied upon for, legal advice in any particular circumstance or fact situation, and do not alter the terms of any agreements held by any party with Complete Purchasing Services. In addition, as the situation regarding potential new tariffs remains fluid, the information presented may not reflect the most current strategies of Complete Purchasing Services. No action should be taken in reliance on the information contained herein, and Complete Purchasing Services disclaims all liability in respect to actions taken or not taken based on any or all of the contents herein to the fullest extent permitted by law.

Summary of the Most Impacted Categories and Suggested Alternatives:

- 1. Orange Juice:** Dispensed juice is imported from the US and some portion and bulk juices are produced in Canada but rely heavily on input from the US. To help mitigate costs, consider managing your current inventory on orange juice, switching to other varieties such as apple, pear, or cranberry where possible, switching to orange blends, and reducing portion sizes where possible.
- 2. Condiments:** Some ketchup and mustard products are imported from the US. CPS members should consider using a Canadian sourced alternative.
- 3. Soup:** Many soup products are sourced from the US; alternatives are possible from other Canadian based suppliers.
- 4. Coffee:** CPS members should continue to use our preferred coffee supplier who is sourced in Ontario. Other coffee brands are imported from the US. Note that coffee prices are at record highs, which is unrelated to tariffs.
- 5. Peanut Butter:** CPS members should continue to use our preferred peanut butter supplier who is sourced in Canada; there are peanut butter suppliers who are importing from the US.
- 6. Prepared Bakery Products:** Pizza is sourced in Canada; pies are imported from the US and cakes and sheet cakes are primarily produced in Canada with some higher end products imported from the US. Pastries such as croissants and Danishes are produced in Canada.
- 7. Fresh Fruits and Vegetables:** Despite the fact that a high percentage of products in the fresh produce category come from the US, the Canadian government has excluded the vast majority. Some high volume/impact items like tomatoes, cucumbers, citrus items, beans and berries are included. We recommend CPS members modify menus and recipes to eliminate or reduce the use of these items over the next few months. Menus can then be re-adjusted to include items like tomatoes, cucumbers and berries as the source for these items will transition to Canadian farms.
- 8. Appliances: Dishwashers, Refrigerators, Freezers and Laundry Machines:** Most dishwashers, laundry, refrigerators, and freezers are sourced from US suppliers who produce all of their products in US plants. We are exploring European and local suppliers for alternative sourcing of goods.

We thank you for your continued trust and support and are committed to ensuring a cost-effective supply chain for CPS members. As the situation evolves, we will provide more details on alternatives when and where required. Over the next few weeks and as the situation evolves, we will communicate further mitigation strategies or alternatives to categories that may be affected.



City of Hamilton Report for Consideration

To: Chair and Members
Emergency and Community Services Committee

Date: May 1, 2025

Report No: HSC25024

Subject/Title: Long-Term Care Delegated Authority

Ward(s) Affected: Ward 7 and Ward 13

Recommendations

- 1) That the General Manager, Healthy and Safe Communities, or their delegate, be authorized and directed to negotiate, enter into, and execute, on behalf of the City, all agreements associated with the long-term care homes and seniors' services including any amendments, extensions, ancillary or associated documents, and reports, including but not limited to agreements respecting funding, research, data sharing, confidentiality, software, medical director/attending physician/dentistry services, professional services, student practicums, supplies and goods, services and professional services, and temporary staffing provided that any associated costs to the City do not exceed \$250,000, are within budget, and are in a form satisfactory to the City Solicitor;

- 2) That the Senior Administrator, Long Term Care – Healthy and Safe Communities or their delegate be delegated the authority to negotiate, enter into, and execute, on behalf of the City, all agreements associated with the long-term care homes and seniors' services including any amendments, extensions, ancillary or associated documents, and reports, including but not limited to agreements respecting funding, research, data sharing, confidentiality, software, medical director/attending physician/dentistry services, professional services, student practicums, supplies and goods, services and professional services, and temporary staffing, provided that any associated cost to the City does exceed \$75,000 and is within budget, and that they are in a form satisfactory to the City Solicitor, and;

- 3) That the Senior Administrator, Long Term Care Division be delegated authority to respond to long-term care associated surveys from various parties and provide feedback on behalf of the City to the Ministry of Long-term Care, the Ministry of Health, Ontario Health, associated Ontario Health Teams, health service providers, professional associations, or other governing body regarding legislative requirements, regulations, guidelines, or policies impacting long-term care.

Key Facts

- The purpose of Report HSC25024 is to request Delegated Authority for the General Manager, Healthy and Safe Communities as well as the Senior Administrator, Lodges to execute and complete agreements and other business matters related to long-term care on a timely basis. Many opportunities in the long-term care industry require quick responses. The ability to enter agreements on an agile basis will increase opportunities for the City to participate in beneficial research, grant, and feedback opportunities that may be lost if there is administrative delay. The Delegated Authority is also requested to secure long-term care needs and that applicable legislative requirements are met
- Operational continuity is critical for our Long-Term Care Division to ensure that necessary changes can be made without interrupting service delivery or creating gaps in care or services for residents.
- These recommendations will support Council's Strategic Priority of Responsiveness and Transparency to continue to prioritize customer service to our residents, staff and other key stakeholders served throughout our Long-Term Care Division.
- These recommendations will allow for optimization of service delivery by the Senior Administrator and Division and ensuring a high-performing public service.

Financial Considerations

No financial implications, as all contracts or otherwise will be within allocated budgets.

Background

Historically, the Senior Administrator has signed off on most agreements with key stakeholders such as the Ministry of Long-Term Care, Ministry of Health, Local Health Integration Network, Educational Institutions, Research Projects, amongst others, as part of the day-to-day operational responsibilities of the position. Through recent review, there is no clear documented Delegated Authority and the recommendations herein are to clarify the delegation and its applications.

With the provincial introduction of the Fixing Long-Term Care Act, there has been an increase in operational, regulatory, and compliance demands for long-term care homes. This request for Delegated Authority will facilitate legislative compliance and responsiveness to our obligations on service delivery and to optimize beneficial opportunities.

Analysis

In order to conduct day-to-day long-term care and services for seniors', , long-term care division staff are required to enter into service agreements, which can include other beneficial agreements such as research, with varied stakeholders such as Ministry of Long Term Care, Ministry of Health, Ontario Health West, Ontario Health at Home, etc. Staff is seeking formal authority to sign agreements that meet the satisfaction of the City Solicitor to ensure that the Long-Term Care division can conduct day-to-day business and provide care and services efficiently.

- Legal implications or legislated requirements – consulted with Legal Services
- Corporate Policy implications – Not applicable
- Staffing Considerations (work priorities) – Not applicable

Alternatives

Not Applicable

Relationship to Council Strategic Priorities

1.0 Responsiveness & Transparency

- 1.1. Prioritize customer service and proactive communication
- 1.2. Get more people involved in decision making and problem solving
- 1.3. Build a high performing public service
- 1.4. Modernize City systems

Previous Reports Submitted

Not Applicable

Consultation

Jennifer Sheryer, Solicitor, Legal Services
Alex Wilson, Ward 13 Councillor, City Council
Esther Pauls, Ward 7 Councillor, City Council

Appendices and Schedules Attached

None

Prepared by:

Holly Odoardi, Director
Healthy and Safe Communities Department, Long-Term Care
Division

**Submitted and
recommended by:**

Angela Burden, General Manager
Healthy and Safe Communities Department, Long-Term Care
Division



City of Hamilton Report for Consideration

To:	Chair and Members Emergency and Community Services Committee
Date:	May 01, 2025
Report No:	HSC25028
Subject/Title:	Sole Source of Solar Panel Ambulance Initiative
Ward(s) Affected:	City Wide

Recommendations

- 1) That pursuant to Procurement Policy #11 – Non-Competitive Procurements, Council **APPROVE** the single source procurement of ACETECH™ SOLAR panels and Vehicle Intelligence Module with optional Automatic Vehicle Location (AVL) for the City's ambulance fleet as identified in Report HSC25028 until December 31, 2032; and that the Chief of the Hamilton Paramedic Service or their designate, **BE AUTHORIZED AND DIRECTED** to negotiate, enter into, and execute , any agreements, amendments, extensions, ancillary documents, and necessary associated documents with FERNO Canada Inc. with content acceptable to the General Manager of Healthy and Safe Communities or designate and in a form satisfactory to the City Solicitor; and
- 2) Ensuring That the Chief of the Hamilton Paramedic Service or their designate, **BE AUTHORIZED** to execute amendments to any Contracts executed and any ancillary documents as required with content acceptable to the General Manager of Healthy and Safe Communities or designate and in a form satisfactory to the City Solicitor if a supplier(s) identified in this Report (HSC25028) undergoes a name change.

Key Facts

- This report seeks approval for the Sole Source procurement of ACETECH™ SOLAR panels and Vehicle Intelligence Module for the City's ambulance fleet.
- ACETECH™ is the only manufacturer offering this integrated solar panel and telematics solution specifically designed for emergency vehicles like ambulances available in the Canadian market.

- FERNO Canada Inc. is the sole Canadian distributor of ACETECH™ products, ensuring direct access to this proprietary technology.
- The project was approved by Council on December 11, 2024, as part of the 2024 City-Led Projects Recommended for Climate Change Reserve Funding.
- The initiative will reduce greenhouse gas emissions, lower operational costs, and improve service resilience and fleet management capabilities.
- The ACETECH™ Vehicle Intelligence Module includes advanced tracking, analytics, and reporting capabilities in a single platform.
- The Vehicle Intelligence Module provides real-time tracking, analytics, and fleet management capabilities, that will ensure Hamilton Paramedic Service meets Ministry of Health standards and regulations under the Ambulance Act.

Financial Considerations

The Solar-Powered Ambulance Fleet Initiative aims to integrate ACETECH™ SOLAR panels and Vehicle Intelligence Modules into the City of Hamilton's ambulance fleet.

Funding for this initiative will be sourced from the Climate Change Reserve #108062 as it directly supports the City's approved climate change goals.

Initial Investment

- **Total Estimated Cost:** The initial investment for the Solar-Powered Ambulance Fleet Initiative is estimated at \$240,000. This cost includes the procurement and installation of solar panels and Vehicle Intelligence Modules for the entire fleet. The budget for this installation is reflected in Project id #7642551104, Ambulance Solar Panels.

Ongoing Maintenance and Operating Costs

- **Source of Funding:** Ongoing maintenance and operating costs (outside the warranty period) will be covered by savings resulting in operational costs savings.
- **Anticipated Costs:** Based on the current pilot, maintenance costs are not expected to be substantial. **Efficiency Measures:** The Vehicle Intelligence Module, is designed to be reused when ambulances are decommissioned, reducing future capital expenditures. New ambulances will be pre-wired for the system from the factory, ensuring quick and seamless installation.

Cost Savings

- **Projected Annual Savings:** The initiative is expected to yield annual cost savings of approximately \$247,726 through reduced fuel consumption and battery replacement costs.
- **Environmental Benefits:** Projected annual CO2 emissions savings of 154,173.62 kg for 57 ambulances, contributing to the City's climate action goals.

Solar Panel Reuse and Replacement Strategy

- **Reuse of Solar Panel Modules:** Most of the solar panel modules, Vehicle intelligence module, will be reused on replacement ambulances, except for the actual solar panels, which will be replaced with new ones with each new ambulance.
- **Cost of New Solar Panels:** The current cost for new solar panels is \$950.00 per unit. This cost will be factored into the replacement process for new ambulances.

Capital Costs Integration

- **Ambulance Replacement Process:** Any additional capital costs associated with this program will be integrated into the new ambulance replacement process, ensuring that future fleet upgrades are efficient and cost-effective.

Background

The Solar-Powered Ambulance Fleet Initiative with Vehicle Intelligence Module was initially approved by Council on December 11, 2024, through the report "2024 City-Led Projects Recommended for Climate Change Reserve Funding (PED24165) (City Wide)". This approval recognized the project's alignment with the City's climate action goals and its potential for significant operational improvements. Hamilton Paramedic Services currently faces several operational challenges:

- 20 fewer indoor garage spaces than operational ambulances, leading to 24/7 idling of vehicles.
- Ambulances are required to idle outside hospitals to maintain equipment and medication temperatures.
- Increased battery replacements, battery drain issues, and vehicles out of service due to constant auxiliary system operations and failures.

These challenges result in increased greenhouse gas emissions, air pollution, and operational costs. The approved project aims to address these issues while enhancing fleet management capabilities through the implementation of solar panels and advanced Vehicle Intelligence Modules.

Analysis

The Solar-Powered Ambulance Fleet Initiative with Vehicle Intelligence Module addresses multiple City priorities:

Environmental Impact:

- Projected annual CO2 emissions savings of 154,173.62 kg for 57 ambulances
- Annual energy savings of 661,257 kWh for 57 ambulances

Operational Efficiency:

- Reduces need for idling to maintain battery charge and equipment temperatures
- Decreases battery replacements and associated downtime
- The Vehicle Intelligence Module provides real-time tracking, analytics, and fleet management capabilities, improving response times and resource allocation

Cost Savings:

- Significant reduction in fuel consumption and battery replacement costs.
- Projected annual cost savings of \$247,726 for 57 ambulances

Service Resilience:

- Enables ambulances to maintain critical systems during extended periods without access to traditional power sources.
- Support better fleet management and improved response to emergencies

Safety and Performance:

- The Vehicle Intelligence Module can offer features such as safe driver coaching, real-time alerts, and monitoring of vehicle activity to reduce aggressive driving
- Customized analytics and reporting provide valuable insights into fleet performance and safety metrics

Sole Source Justification:

- ACETECH™ is the only manufacturer offering this integrated solar panel and telematics solution specifically designed for emergency vehicles like ambulances.
- FERNO Canada Inc. is the sole Canadian distributor of ACETECH™ products, ensuring direct access to this proprietary technology.
- The system's compatibility with existing fleet infrastructure ensures seamless implementation without requiring additional modifications or investments.

The ACETECH™ SOLAR solution with Vehicle Intelligence Module is recommended for sole-source procurement through FERNO Canada Inc. based on its specialized design for emergency vehicles and proven performance. ACETECH™, founded in 2006, is headquartered in Tullamore, County Offaly, Ireland, and is a global leader in Vehicle Intelligence for emergency service fleets, with over 65,000 solutions installed worldwide across more than 100 countries. FERNO Canada Inc., located in Mississauga, Ontario, is the exclusive distributor of ACETECH™ products in Canada.

The technology has demonstrated its ability to maintain battery systems even when vehicles are inactive for extended periods without access to shore power. For example, Ambulance #2545 equipped with ACETECH™ SOLAR panels maintained battery health during a 10-day period without traditional charging sources while parked at a collision centre (Appendix A). The solar panels provided renewable energy to sustain onboard systems, eliminating downtime and costly battery replacements typically required under such conditions.

ACETECH's Vehicle Intelligence Module offers comprehensive features including:

Performance monitoring: Provides data on vehicle utilization, battery health, and operational efficiency.

Safe driver coaching: Reduces aggressive driving behaviours through real-time alerts and feedback.

Customized analytics: Delivers actionable insights into fleet performance and safety metrics.

Sole sourcing both the solar panels and Vehicle Intelligence Module (and associated software and hardware components) across the fleet ensures consistency in operations, maximizes the benefits of staff training, and streamlines maintenance procedures. The integrated system provides a comprehensive solution for energy management, fleet tracking (optional), and performance optimization.

This initiative aligns with the City's commitment to data-driven decision-making and ongoing monitoring of project outcomes. The Vehicle Intelligence Module will facilitate the collection and reporting of crucial operational data, including greenhouse gas (GHG) emission reductions, battery performance, vehicle utilization, and financial savings. Key benefits include projected annual CO₂ emissions savings of 154,173 kg for 57 ambulances and annual cost savings of \$247,726 CAD through reduced fuel consumption and battery replacement costs (Appendix B).

By leveraging ACETECH™'s proprietary technology distributed exclusively by FERNO Canada Inc., Hamilton Paramedic Service will modernize its ambulance fleet while achieving significant environmental and operational benefits.

Alternatives

None

Relationship to Council Strategic Priorities

This initiative aligns with multiple Council Strategic Priorities for 2022-2026:

1. Sustainable Economic & Ecological Development
 - 1.1 Accelerate our response to climate change: The Solar-Powered Ambulance Fleet Initiative significantly reduces greenhouse gas emissions, with projected annual CO₂ savings of 154,173.62 kg for 57 ambulances¹

¹ Appendix "A"

2. Responsiveness & Transparency

- 2.1 Prioritize customer service and proactive communication: Real-time tracking and analytics provided by the Vehicle Intelligence Module enable more responsive and efficient emergency services.
- 2.2. Build a high performing public service: The initiative enhances the performance and efficiency of Hamilton Paramedic Services through improved fleet management and reduced operational costs.
- 2.3. Modernize City systems: The implementation of advanced solar technology and vehicle intelligence systems represents a significant modernization of the City's ambulance fleet.

Previous Reports Submitted

- 2024 City-Led Projects Recommended for Climate Change Reserve Funding (PED24165) (City Wide)

Consultation

- David Trevisani, Manager, Finance and Administration, Corporate Services
- Jennifer Sheryer, Solicitor, Corporate Services
- Tina Iacoe, Director Procurement, Corporate Services
- Cyrus Tehrani, Chief Digital Officer and Director of Innovation, City Mangers Office

Appendices and Schedules Attached

Appendix A: Hamilton Paramedic Service (HPS) Solar Power Pilot

Appendix B: Ireland Solar Power Case Study

Prepared by: Cliff Eggleton, Deputy Chief
Healthy and Safe Committees, Hamilton Paramedic Service

Submitted and recommended by: Russell Crocker, Acting Chief
Healthy and Safe Committees, Hamilton Paramedic Service

Hamilton Paramedic Service: Solar Panel Ambulance Fleet Initiative



Appendix: Supporting Data and Monitoring

This appendix provides supplementary details and data sources that reinforce the need for the proposed Solar-Powered Ambulance Fleet Initiative and highlight the City of Hamilton's commitment to data-driven decision-making and ongoing monitoring of project outcomes.

A. Current Operational Challenges

The challenges outlined in the funding request regarding vehicle idling, lack of station space, and battery replacement issues are substantiated by the following data points:

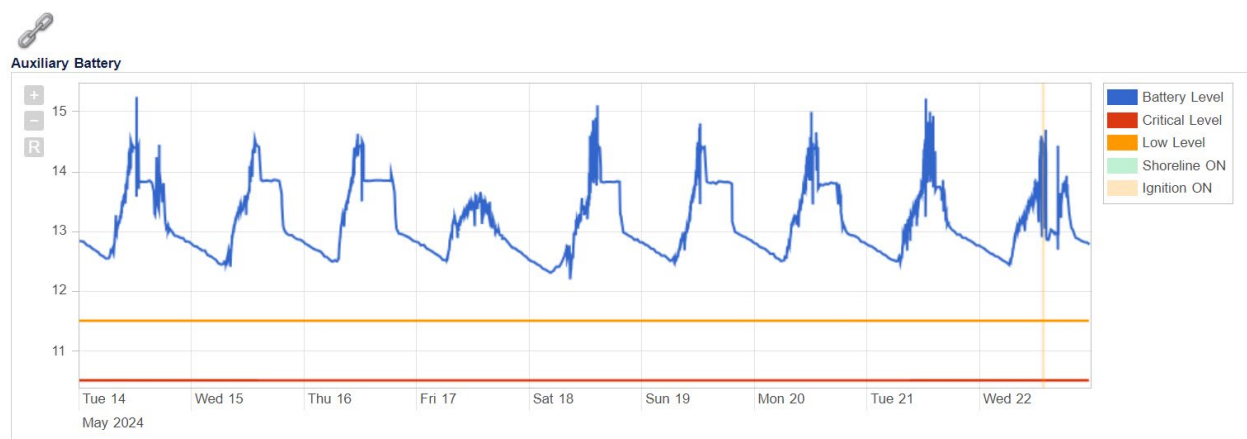
Battery Replacement Rates and Costs:

- Average battery replacement cost: \$500 per battery
- Average battery replacements per ambulance 2- 4 per year
- Average Labor cost for battery replacement: \$95/hour/2 hours
- Average downtime for dead battery replacement: 24 hours to charge dead batteries
- Average time for battery testing per vehicle: 1.5 hours

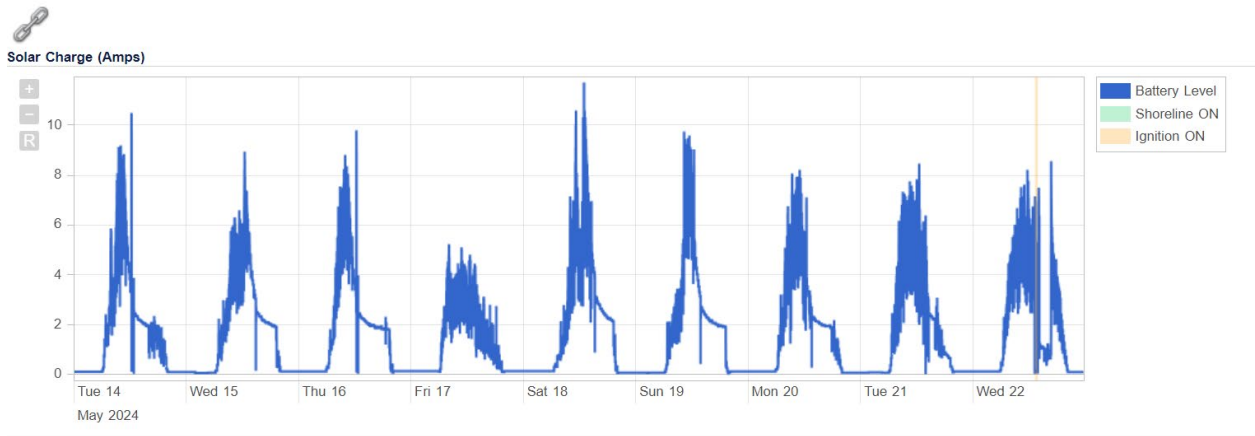
Vehicle Solar Utilization with No Shore Power Availability

The benefits of the solar panel installation are exemplified by the case of Ambulance #2545, which was equipped with the ACETECH™ SOLAR solution. This ambulance was inactive for 10 days while parked in a lot, as it had been sent to a collision center for bodywork repairs. During this period, the ambulance had no access to shore power or traditional charging sources.

Despite the lack of shore power availability for an extended duration, Ambulance #2545 experienced no detrimental impact on its battery system due to the solar panels providing a renewable energy source. The data illustrates the positive impact on battery performance, as shown below:



Hamilton Paramedic Service: Solar Panel Ambulance Fleet Initiative



In contrast, a vehicle without solar panels would typically drain all onboard batteries within two days of being parked without access to charging sources. This would necessitate the replacement of all batteries, incurring significant costs and downtime.

The case of Ambulance #2545 demonstrates the operational resilience and cost-saving potential of the ACETECH™ SOLAR solution, particularly in scenarios where ambulances are temporarily out of service or lack access to traditional charging infrastructure.

Real-time telematics data shows battery health,

- Enabling intervention for critical batteries / This system will alert a supervisor of a potential problem before it becomes critical so the system can be rectified before battery failure.

Current Fleet Battery Report

Select a Division: All

Select a Vehicle Group: All Vehicles

CREATE REPORT

Current Fleet Battery Report							
Group: All company vehicles							
Normal Batteries							
Vehicle	Division	Station	Main Battery	Auxiliary Battery	Comms 1 Battery	Comms 2 Battery	Updated At
2545	Hamilton	-	13.11	12.78	-	0.08 (A)	30/05/2024 08:14:36
2546	Hamilton	-	13.07	13.03	-	1.69 (A)	30/05/2024 08:20:48
2547	Hamilton	-	14.14	14.13	-	-	30/05/2024 08:19:43
Total: 3							

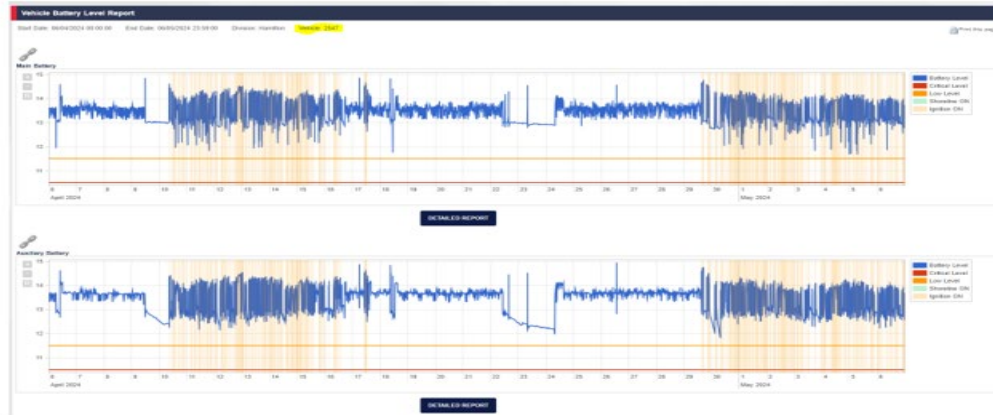
** Vehicle Currently Offline

Hamilton Paramedic Service: Solar Panel Ambulance Fleet Initiative

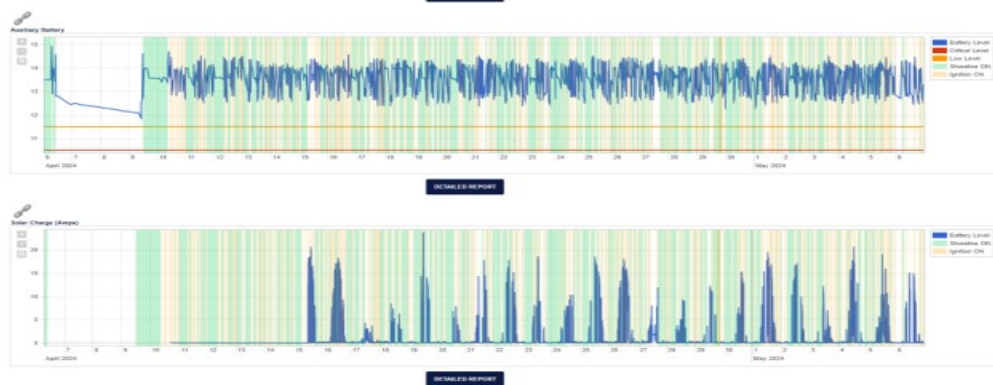


- Comparison of deep cycle data for ambulances with and without solar panels

#2547 NON- SOLAR



#2545 SOLAR



3. • Anticipated Idle Time Reductions

- The ACETECH™ SOLAR solution is expected to significantly reduce idling time by providing a renewable energy source to maintain onboard systems when ambulances are not in service.

The funding request has incorporated these operational data points to quantify the current challenges and highlight the potential benefits of the proposed solar panel installation.

Hamilton Paramedic Service: Solar Panel Ambulance Fleet Initiative



B. Projected Environmental Benefits

The environmental benefits of the Solar-Powered Ambulance Fleet Initiative, as outlined in the ACETECH SOLAR case study, include:

- Greenhouse Gas (GHG) Emission Reductions:
 - For our fleet of 57 ambulances, the projected annual CO2 emissions savings are 154,173.62 kg.
- Energy Savings:
 - For our fleet of 57 ambulances, the projected annual energy savings are 661,257 kWh.
- Cost Savings:
 - For our fleet of 57 ambulances, the projected annual cost savings are approximately \$247,726.00 CAD.

These projections are based on the average values presented in the ACETECH SOLAR case study and can be further refined as the project progresses.

C. Ongoing Data Collection and Monitoring


To ensure transparency and accountability, the City of Hamilton is committed to collecting and reporting ongoing data related to the Solar-Powered Ambulance Fleet Initiative. This includes:

1. Greenhouse Gas (GHG) Emissions Reductions:
 - Actual GHG emission reductions will be calculated using the SSG GHG Calculator for Municipal Projects and verified through the ACETECH™ Vehicle Intelligence Telematics Software
2. Operational Data:
 - Battery replacement rates, costs, and downtime
 - Vehicle utilization and idling times
 - Deep cycle data for ambulances with and without solar panels
3. Financial Data:
 - Actual cost savings from reduced fuel consumption and battery replacements
 - Ongoing operational costs (software subscriptions, maintenance, etc.)

This data will be collected and reported regularly to stakeholders, ensuring that the project's progress and outcomes are closely monitored and evaluated against the projected benefits.

Solar Panels Case Study

This case study presents how much energy is generated by solar panels daily (12 hour period from 6am to 6pm) and annually by one vehicle. This study takes into account various weather conditions. Analysis presents the actual daily as well as potential annual savings made by ACETECH SOLAR solution.



Average Daily Amps Generated

Per one vehicle

237

Average Daily kWh Saved

Per one vehicle

52

Average Daily CO2 Saved (kg)

Per one vehicle

12

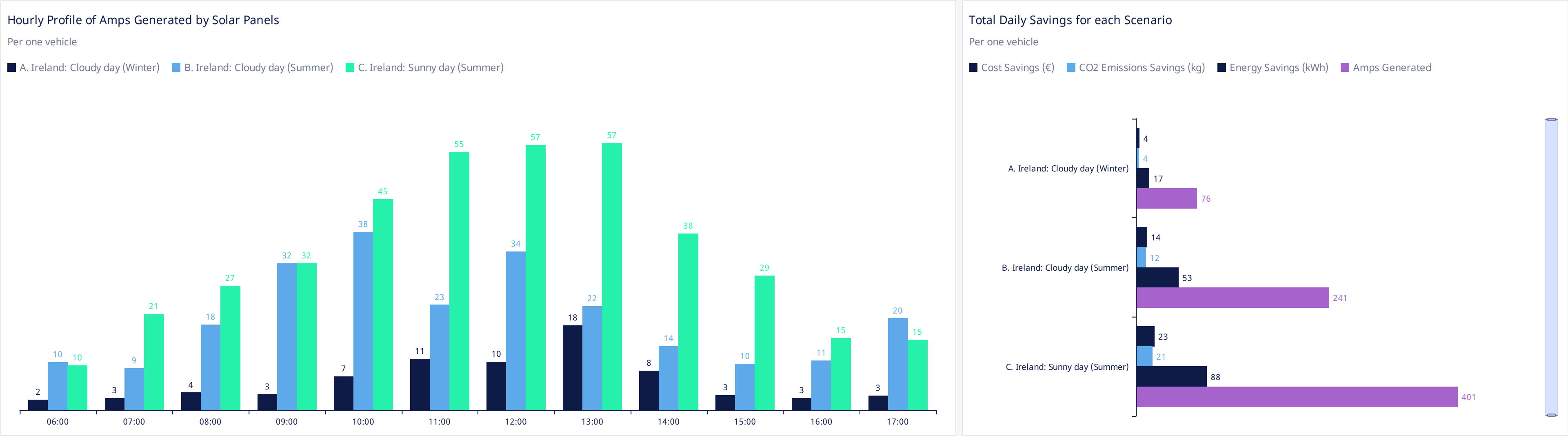
Average Daily Cost Saved (€)

Per one vehicle

14

Note

The conversion factor is 0.23314kg CO2 saved for each kWh produced from a carbon free source



Note

Potential savings below were calculated using average values presented above.

As a default, tiles show annual savings per year for one vehicle. However, user can adjust the size of the fleet using the slider feature.

Fleet Size

506

Solar Energy Utilisation

0.6

Amps Generated per Year

Total for 506 vehicle(s)

26,682,190

kWh Saved per Year

Total for 506 vehicle(s)

5,870,106

CO2 Saved (kg) per Year

Total for 506 vehicle(s)

1,368,629

Cost Saved (€) per Year

Total for 506 vehicle(s)

1,526,228