

## **TWIN PAD STEERING COMMITTEE**

Downstairs Meeting Room, Paris Office  
Tuesday, October 6, 2009  
6:30 p.m.

**Present:** Mayor Eddy, Councillors Coleman, Schmitt and Powell

**Others:** Marilyn Campbell-Davis and Karen Willson, KCI

**Staff:** Glassford, Ballantyne and Carman

Councillor Coleman in the Chair.

### **APPROVAL OF AGENDA**

Moved by – Councillor Schmitt

Seconded by – Councillor Powell

That the Twin Pad Steering Committee agenda for October 6, 2009 be approved.

.Carried

### **CONTRACT EXTENSION PROPOSAL – KETCHUM CANADA INC (KCI)**

The Committee reviewed a proposal from KCI, to extend their contract until April 30, 2010, at a total cost of \$100,000, plus G.S.T. In response to questions, Karen Willson noted that the fundraising campaign is currently at \$1.6 million, with approximately another \$2.6 million in the cultivation stage. She advised that the Community Campaign is slated to begin in November and noted that December is traditionally a month when donations increase. She suggested that the fundraising goal should be increased by \$100,000 to cover the additional fundraising costs.

Don Glassford, C.A.O., explained that the Committee must consider whether the contract extension will raise more funds than it will cost. He pointed out that KCI's expertise in closing the deals for donations is a benefit that far exceeds the extra costs. The Fundraising Campaign has a number of keen volunteers, and the Campaign may lose momentum without KCI's involvement. Ms. Willson explained that the contract with KCI includes a clause that allows for the County to cancel the contract with thirty days notice. Committee members suggested that this clause may need to be invoked prior to April 30, 2010 if it appears that the funds raised are not increasing in relation to the costs to retain KCI.

Moved by – Councillor Schmitt

Seconded by – Mayor Eddy

That the County of Brant extend its contractual relationship with Ketchum Canada Inc. (KCI) until April 30, 2010, at a total cost of \$100,000, plus G.S.T., as outlined in correspondence from KCI dated September 28, 2009.

.Carried unanimously

The Committee adjourned at 6:40 p.m.

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Secretary