



**STAFF REPORT TO COUNCIL**

**Report No: CS-2024-08**

**April 8, 2024**

From: Anne Leduc – Director of Community Services

RE: Proposed changes to ice start-up date and tournaments

**Recommended Motion:**

THAT Council receives staff report CS-2024-08 for discussion;

THAT Council approves of a start-up date at the Glengarry Sports Palace of September 13, 2024; and

THAT Council approves the modification of the ice rental contracts to include the option of one (1) tournament per association.

**Background / Analysis:**

In this report, staff is addressing two situations: 1) Ice Start up and 2) Tournaments.

**1) Ice Start up and associated costs/revenues**

The Township of North Glengarry has traditionally issued its ice requests to user groups in May with a return date the first week in June. In the past, the Glengarry Sports Palace has been available for ice rentals between the 23<sup>rd</sup> and 25<sup>th</sup> of August and the Maxville and District Sports Complex has been available between the 13<sup>th</sup> and 15<sup>th</sup> of September.

Staff has calculated usage at both facilities as part of the start-up for the 2023/2024 season based on early ice available at the Glengarry Sports Palace as of August 25, 2023, and regular ice available at the Maxville & District Sports Complex as of September 15, 2023.

Ice Rented vs potential revenues

**Glengarry Sports Palace (start up date August 25<sup>th</sup>)**

Period	Ice hours rented	Revenue
August 25 <sup>th</sup> to the September 9 <sup>th</sup>	41	\$7325.00
September 10 <sup>th</sup> to the 30 <sup>th</sup>	93.83	\$16,368.68

**Maxville & District Sports Complex (start up date September 15<sup>th</sup>)**

Period	Ice hours rented	Revenue
September 15 <sup>th</sup> to the 30 <sup>th</sup>	72	\$13,790.50

In the table below, rental hours are calculated at 3 hours Non-Prime-Time per weekday, 4 hours Prime-Time per weekday and 8 hours Prime-Time per weekend day. These are extremely conservative hours of operation.

Prime-Time is usually priced at \$203.00. Since Prime-Time user rates vary, the Minor Hockey Prime-Time Rate of \$168.00 was used to calculate potential revenue.

Non-Prime-Time is usually priced at \$173.00. Since Non-Prime-Time user rates vary, the lowest school rate of \$92.00 was used.

**Glengarry Sports Palace**

Rate	Ice hours rented	Revenue
Prime-Time - \$168.00	192	\$32,256.00
Non-Prime-Time - \$92.00	78	\$7,176.00

**Maxville & District Sports Complex**

Rate	Ice hours rented	Revenue
Prime Time - \$168.00	84	\$14,112.00
Non-Prime-Time - \$92.00	33	\$3,036.00

- Potential revenues at the GSP are \$39,432.00 vs actual revenues of \$23 693.68 which is a difference of \$15 738.32.
- Potential revenues at the MSC are \$17,148.00 vs actual revenues of \$13 790.50 which is a difference of \$3 357.50.

Staff reached out to other arenas in SDG for their ice rental dates:

- South Glengarry – No earlier than September 9, 2024, possibly a few days later
- North Stormont – No earlier than September 7, 2024
- South Stormont – No earlier than September 9, 2024
- North Dundas – No earlier than September 4, 2024
- South Dundas – No earlier than September 13, 2024

These facility operators cite the difficulty of putting in ice in older buildings during the warmest summer month and the high cost of utilities as a reason to offer ice rentals only after these dates. In the case of North Dundas, they have advised that they will not be putting ice in when the weather is too warm. They actually had to remove and reinstall the ice in December 2023 at the Sam Ault Facility because of a bonding issue which is an extremely costly exercise.

Glengarry Sports Palace - Staff proposes to delay the ice rentals to Friday, September 13, 2024. The start up would occur after the Labour Day Weekend, which results in a savings in staff salary

as no overtime would be incurred over the holiday weekend. This would have a significant positive impact on the utilities and staffing costs, keeping them in line with the 2024 Operating Budget.

In the event ice is in a few days earlier public skating and shinny would be offered to the community and is an ideal way to break in the ice.

Maxville & District Sports Complex - Ice start up would remain the same as in previous years with a target rental date of September 13, 2024.

## 2) Tournaments

Each year in May, staff sends out ice reservation requests to the Glengarry Sports Palace and Maxville & District Sports Complex ice users. At that time, the users can list their preferred hours of play as well as any tournaments they are planning. During the 2022/2023 season, several tournaments were cancelled at both facilities and return to play after COVID was cited as a reason for low attendance. In 2023, major user groups booked multiple tournaments which were either cancelled or hours were decreased (see table below).

Association	Hours/Dates reserved	Hours/Dates cancelled	Initial value of contract	Revised value of contract
NGS	50 hours - Nov, Dec, Jan, Feb & Mar - 5 days @ 10 hours each	20 hours cancelled - Nov & Mar	\$8 400	\$5 040
AMHA	60 hours - Nov, Dec, Jan, Feb & Mar - 6 days @ 10 hours each	23.5 hours cancelled - Nov, Dec & Mar	\$10 079.00	\$6 131.00
GGHA	24 hours - Feb	24 hours cancelled - Feb	\$4 031.00	\$0.00
		<b>TOTAL</b>	\$22 510.00	\$11 171.00
			<b>LOSS</b>	<b>\$11 339.00</b>

Staff regularly deals with one-off cancellations from the user groups by selling the ice to another organization. This is easier to do with a small block of 1 or 1.5 hours of ice. If we are unable to place the ice, it is turned into public skating or shinny ice and advertised on Facebook and posted to the website.

Larger blocks such as the ones in the table above are nearly impossible to place once the season is underway. Other ice users have already planned out their season's ice allotment according to their budget. This leaves whole weekend days open where staff will add in public skating and shinny.

To diminish the impact of tournament ice cancellations, staff proposes that each association be permitted to book one tournament (see Ice Request Form attached). If an association still wishes

to book additional tournaments, it could contact staff and have the option to do so by pre-paying a portion of ice to ensure that the tournament is not cancelled.

**Alternatives:**

**Option 1 – Recommended** - THAT Council approves of a start-up date at the Glengarry Sports Palace of September 13, 2024; and

THAT Council approves the modification of the 2024/2025 ice rental contracts to include the option of one (1) tournament per association.

**Option 2 – Not Recommended** – THAT Council does not approve of the proposed start up date for the Glengarry Sports Palace and the change to the 2024/2025 ice rental contracts.

**Financial Implications:**

Recreation staff is working diligently to remain within the Council-approved budgetary envelope for each facility.

Postponing the start-up date at the Glengarry Sports Palace would have a significant positive impact on the utilities and staffing costs, keeping them in line with the 2024 Operating Budget.

Limiting each association to one tournament during the 2024/2025 season would allow staff to perform a more consistent booking exercise by placing ice right from the start with user groups that are presently denied times during those “booked” tournament dates. This would reduce the chance of having organizations return large blocks of unsellable ice mid-season which leads to a loss in revenue for that facility.

**Attachments & Relevant Legislation:**

Attached – Tables on ice usage and potential revenues

Attached – Ice Request Form

Attached – Facilities Cancellation Policy

**Others Consulted:**

Zoe Bougie – Director of Finance

Nicholas Hansen – Facilities Lead Hand

Melissa Dubeau – Community Services Assistant

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Reviewed and Approved by:  
Sarah Huskinson, CAO/Clerk