



ANNUAL

REPORT  
2019

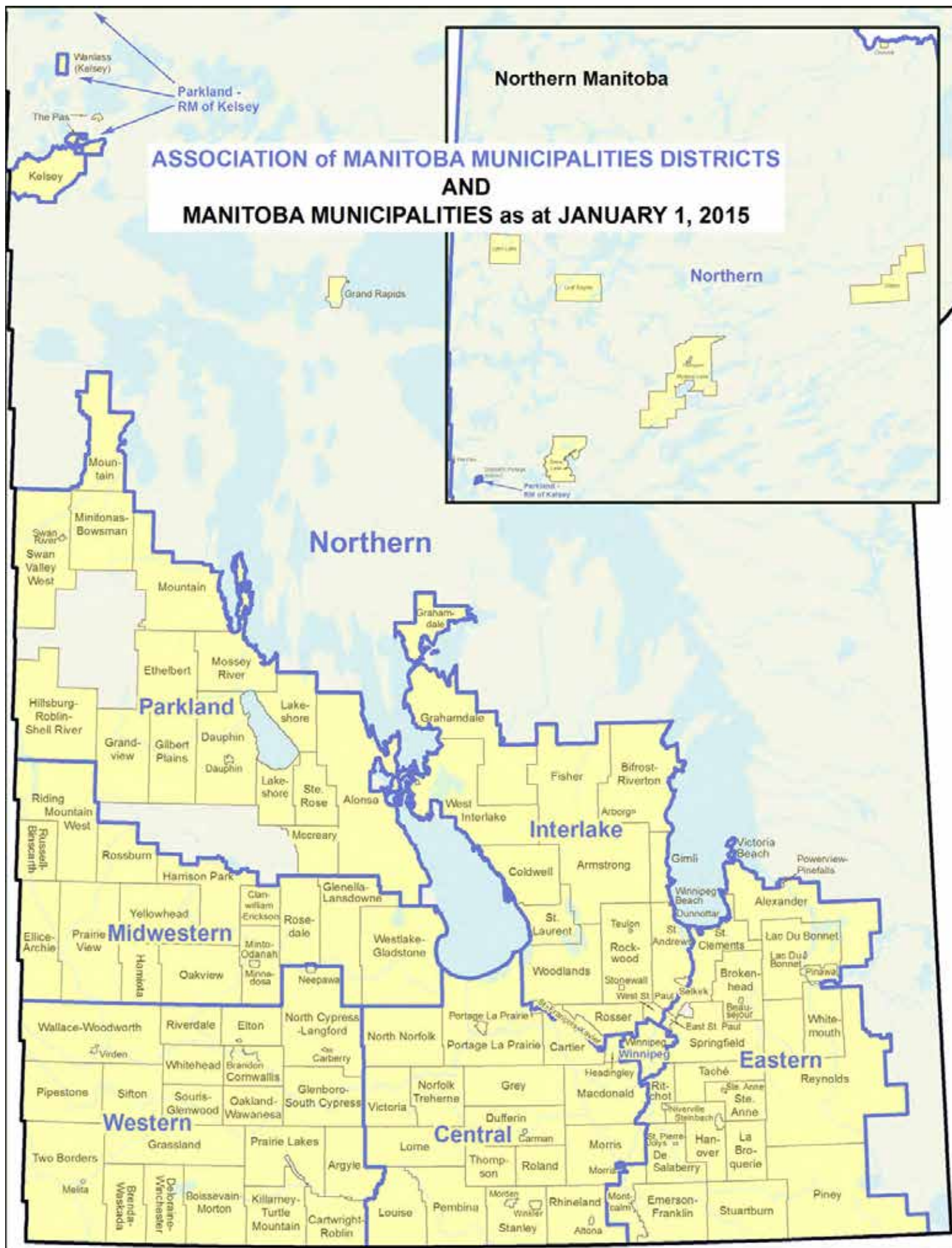




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# AMM Members

Alexander, RM	Headingley, RM	Rockwood, RM
Alonsa, RM	Kelsey, RM	Roland, RM
Altona, Town	Killarney-Turtle Mountain, Municipality	Rosedale, RM
Arborg, Town	La Broquerie, RM	Rossglen Municipality
Argyle, RM	Lac du Bonnet, RM	Rosser, RM
Armstrong, RM	Lac du Bonnet, Town	Russell-Binscarth, Municipality
Beausejour, Town	Lakeshore, RM	Selkirk, City
Bifrost-Riverton, Municipality	Leaf Rapids, Town	Sifton, RM
Boissevain-Morton, Municipality	Lorne, Municipality	Snow Lake, Town
Brandon, City	Louise, Municipality	Souris-Glenwood, Municipality
Brenda-Waskada, Municipality	Lynn Lake, Town	Springfield, RM
Brokenhead, RM	Macdonald, RM	St. Andrews, RM
Carberry, Town	McCreary, Municipality	St. Clements, RM
Carman, Town	Melita, Town	St. François Xavier, RM
Cartier, RM	Minitonas-Bowsman, Municipality	St. Laurent, RM
Cartwright-Roblin, Municipality	Minnedosa, Town	St. Pierre-Jolys, Village
Churchill, Town	Minto-Odanah, RM	Ste. Anne, RM
Clanwilliam-Erickson, Municipality	Montcalm, RM	Ste. Anne, Town
Coldwell, RM	Morden, City	Ste. Rose, Municipality
Cornwallis, RM	Morris, Town	Stanley, RM
Dauphin, City	Mossey River Municipality	Steinbach, City
Dauphin, RM	Mountain, RM	Stonewall, Town
De Salaberry, RM	Mystery Lake, LGD	Stuartburn, RM
Deloraine-Winchester, Municipality	Neepawa, Town	Swan River, Town
Dufferin, RM	Niverville, Town	Swan Valley West, Municipality
Dunnottar, Village	Norfolk Treherne, Municipality	Taché, RM
East St. Paul, RM	North Cypress-Langford, Municipality	Teulon, Town
Ellice-Archie, RM	North Norfolk, Municipality	The Pas, Town
Elton, RM	Oakland-Wawanesa, Municipality	Thompson, City
Emerson-Franklin, Municipality	Oakview, RM	Thompson, RM
Ethelbert, Municipality	Pembina, Municipality	Two Borders, Municipality
Fisher, RM	Pinawa, LGD	Victoria, RM
Flin Flon, City	Piney, RM	Victoria Beach, RM
Gilbert Plains Municipality	Pipestone, RM	Virden, Town
Gillam, Town	Portage la Prairie, RM	Wallace-Woodworth, RM
Gimli, RM	Portage la Prairie, City	West Interlake, RM
Glenboro-South Cypress, Municipality	Powerview-Pine Falls, Town	West St. Paul, RM
Glenella-Lansdowne, Municipality	Prairie Lakes, RM	WestLake-Gladstone, Municipality
Grahamdale, RM	Prairie View Municipality	Whitehead, RM
Grand Rapids, Town	Reynolds, RM	Whitemouth, RM
Grandview, Municipality	Rhineland, Municipality	Winkler, City
Grassland, Municipality	Riding Mountain West, RM	Winnipeg, City
Grey, RM	Ritchot, RM	Winnipeg Beach, Town
Hamiota, Municipality	Riverdale Municipality	Woodlands, RM
Hanover, RM	Roblin, Municipality	Yellowhead, RM
Harrison Park, Municipality		



## Message from the President



Ralph Groening

On behalf of the Board of Directors of the Association of Manitoba Municipalities (AMM), it is my pleasure to submit the 2019 Annual Report.

In a year with numerous highlights, none stands out more for me than the AMM's own 'Partners in Growth' campaign.

We called on the next government to:

- Ensure long-term, stable and predictable funding;
- Provide funding tied to Manitoba's GDP;
- Rebate the PST municipalities pay;
- Move to multi-year budgeting.

By sending a strong message to those running for provincial office, we ensured our government is well aware of the need for a partnership going forward. The AMM looks forward to working with the provincial government as Partners in Growth.

I am equally proud of our membership for coming together to request the reinstatement of the Municipal Road and Bridge Program. The result will be, I believe, a stronger program that will benefit our membership over the long run.

Overall, my first year as your President was an eventful, exciting learning experience. Visiting AMM members in each corner of our great province is indeed a privilege. Whether newly elected or returning members of council, you all have a vision for your communities that is inspiring.

I look forward to continuing this work alongside you in the year to come.

**Ralph Groening, President**

Overall, my first year as your President was an eventful, exciting learning experience.



## Message from the Executive Director



Joe Masi

I am pleased to provide the Executive Director's message for the 2019 Annual Report of the AMM.

The AMM Trading Company underwent significant changes, not the least of which was becoming trade compliant. We also continued to add new and exciting programs by again expanding our successful partnership with the Rural Municipalities of Alberta (RMA) trade division, resulting in even bigger discounts on products and services you use.

Our membership events are always a highlight, but this year truly stood above the rest. With 852 delegates coming together in Winnipeg last November to celebrate the AMM's 20th

anniversary, it was a spectacular event for all.

As I am retiring in December 2019, I must thank a number of people:

To President Chad Davies, Executive Director Mel Nott, and members of the Manitoba Municipal Administrators' Association, thank you for your contributions each and every year.

To the dedicated, hard-working staff of the AMM, you are truly invested in our Association and deeply committed to our members. I have greatly appreciated working alongside you over the years.

To the Board of Directors, your dedication to the AMM while also being leaders in your own communities is admirable. I thank you for your efforts to make Manitoba better for all.

And finally, to the members of the AMM, your friendship will always remain with me, and will not be forgotten.

**Joe Masi, Executive Director**

Your friendship will always remain with me, and will not be forgotten.

## Our Directors

The AMM was created in January 1999 as a result of a merger between the Union of Manitoba Municipalities (UMM) and the Manitoba Association of Urban Municipalities (MAUM). Representing all of Manitoba's incorporated municipalities, including the City of Winnipeg, the AMM is funded solely by its members and its business arm, the AMM Trading Company.

The AMM is divided into seven districts. Two Directors represent each of the following districts: Parkland, Interlake, Midwestern, Central, Western, Eastern and Northern. The City of Winnipeg is represented by one Director. AMM Directors are elected every second year during June District Meetings.



**Reeve Cheryl Smith**  
Interlake District



**Councillor Kelly Cook**  
Interlake District



**Mayor Stuart Olmstead**  
Western District



**Councillor Rhonda Coupland**  
Western District



**Mayor Martin Harder**  
Central District



**Reeve Morris Olafson**  
Central District



**Reeve Stan Toews**  
Eastern District



**Councillor Melanie Parent**  
Eastern District



The Association of Manitoba Municipalities' mission is to identify and address the needs and concerns of its members in order to achieve **strong and effective municipal government.**



**Councillor Karen MacKinnon**  
Northern District



**Councillor Kathy Valentino**  
Northern District



**Councillor James Manchur**  
Parkland District



**Reeve Ron Kostyshyn**  
Parkland District



**Mayor Mervin Starzyk**  
Midwestern District



**Councillor Murray Parrott**  
Midwestern District



**Councillor Jeff Browaty**  
City of Winnipeg



**President Chad Davies**  
MMAA

## Our Executive Team

Every two years at the annual convention, members elect a president and two vice-presidents who serve as the association's executive.



**Reeve Ralph Groening**  
President



**Reeve Kameron Blight**  
Vice-President



**Reeve Brad Saluk**  
Vice-President

Below: President Ralph Groening (foreground, centre) presides over the first meeting of the Association of Manitoba Municipalities following the municipal general election of October 24, 2018.



## Our Staff



**Joe Masi**  
Executive Director



**Linda Hargest**  
Director of Administration and Marketing



**Denys Volkov**  
Director of Advocacy and Communications



**Nick Krawetz**  
Senior Policy and Communications Analyst



**Donna Belbin**  
Events Coordinator



**Patti De Baets**  
Finance Coordinator





## Provincial Election Campaign

The AMM unveiled its 2019 election campaign on July 23 at Easton Place Medical Centre in the City of Selkirk. The six-week campaign was based on the fact that Manitoba municipalities continue to achieve landmark levels of growth, contributing over \$16 billion annually to the provincial economy.

However, with growth comes not only opportunities but also challenges and financial pressures often caused by municipalities having to contribute more than their share of funding –

sometimes up to 50 % to build the roads, water and wastewater facilities needed to move growth projects forward.

The AMM called on the next provincial government to work with the Association to fuel further economic development with a new PARTNERS IN GROWTH initiative, including a Growing Manitoba Together Memorandum of Understanding (MOU).

The AMM looks forward to working with the provincial government as Partners in Growth.

# Manitoba Municipalities **UNDER PRESSURE**



**Frozen operating funding**



**\$25+ million in PST paid to  
Manitoba Government annually**



**Investing unfair share  
in growth projects**

## Partners in Growth

During the 2019 provincial election campaign, the AMM called on the next government to work as "Partners in Growth" by committing to these four pillars:

1

**Ensure long-term, stable and predictable funding after a three-year funding freeze.**

2

**Provide funding tied to Manitoba's GDP to support more municipal growth.**

3

**Rebate the PST municipalities pay, consistent with the federal rebate of the GST.**

4

**Move to multi-year budgeting to assist with long-term planning and priority setting.**

**Growth Costs Money.**  
***Fair Funding Needed.***

**WE ARE**



**PARTNERS  
IN GROWTH**

*Association of Manitoba Municipalities*

In a public opinion poll conducted for the AMM, Manitobans **overwhelming agreed** that the Province should more fairly support municipalities given that the growth they generate fuels Manitoba's economic strength.

A total of 751 live calling interviews were conducted province-wide by NRG Research from August 22- 27, 2019. Results represent a margin of error of +/- 3.7%, 19 times out of 20. Results show:

- **85%** of Manitobans agreed, with 52% in **strong** agreement, that the Manitoba government should support municipalities with a fair share of funding given that their growth benefits the entire provincial economy.
- In a second question, **75%** of Manitobans also agreed that the provincial government should rebate municipalities on the PST they pay, similar to the rebate they receive from the federal government on the GST paid.





4

funding streams

**\$1.17  
Billion**

in federal funding

**\$451  
Million**

in green infrastructure funding



# Policy Highlights

## Investing in Canada Infrastructure Program (ICIP)

Under the auspices of the ICIP, the federal and provincial governments announced the signing of the Canada-Manitoba Integrated Bilateral Agreement in June 2018 that provides more than \$1.17 billion in federal funding to support infrastructure projects in Manitoba over the next decade.

Phase 2 investments in Manitoba will focus on four priority areas: public transit; green infrastructure; community, culture and recreation infrastructure; and infrastructure in rural and northern communities. The long-term goals of the ICIP are to increase economic growth, improve environmental quality, improve mobility, and manage public infrastructure in a more sustainable way.

The AMM was pleased to see this agreement come to fruition last year as the impacts of these investments will significantly benefit all municipalities and build stronger communities. The AMM also conveyed its appreciation to the provincial government, and Municipal Relations Minister Jeff Wharton in particular, for ensuring the AMM will have a seat at the table to provide valuable input during the intake and selection committee process.



Phase II investments will focus on four priority areas: public transit; green infrastructure; community, culture and recreation infrastructure; and infrastructure in rural and northern communities.

The AMM is committed to working with the provincial government to ensure municipalities receive their fair share of these cost-shared infrastructure dollars. A fair balance must be struck between municipal and provincial projects, especially under the green infrastructure funding stream which totals \$451 million.

The AMM has also urged the Province of Manitoba to act as quickly as possible so municipalities can take full advantage of our short construction season and growth opportunities.

**The AMM is committed to working with the provincial government to ensure municipalities receive their fair share of these cost-shared infrastructure dollars.**

# Policy Highlights

## \$10M for Municipal Roads and Bridges

In response to AMM advocacy efforts and a resolution co-sponsored by 102 municipalities – an AMM record – Budget 2019 committed \$10 million in flexible funding to enhance support for municipal roads and bridges outside of Winnipeg. This funding was distributed to all municipalities via their operating baskets and allocated based on population thresholds mirrored after the old Municipal Road and Bridge Program.

There is ZERO red tape associated with these funds as municipalities are no longer required to apply for funding. This funding is totally unconditional which provides greater flexibility and more 'fair say' to municipalities. These funds are complementary to federal funding and can be used towards municipal contributions for ICIP projects. Funds may also be used on an annual basis or accumulated over a number of years to complete larger infrastructure projects – it is totally up to local Councils how to spend these funds to benefit their communities.

The AMM is proud to have worked together with Manitoba municipalities to protect investments in municipal roads and bridges – they are vital for our local communities and our provincial economy.



### 102 AMM Members

Co-sponsored a resolution calling for the reinstatement of the Municipal Road and Bridge Program.

### \$10 Million in flexible funding

To enhance support for municipal roads and bridges outside of Winnipeg.

### ZERO red tape

The funding is totally unconditional which provides a 'fair say' to Manitoba municipalities.

## Policy Highlights

### Modernizing Education Funding

In January 2019, the Province of Manitoba established a new Commission to undertake a comprehensive, independent review of our province's elementary and secondary education system. The AMM welcomed the establishment of the Manitoba Commission on K-12 Education, and President Ralph Groening (pictured at right) had the opportunity to make a formal presentation on May 13, 2019. The presentation focused on how the education system is currently funded and prospects for sustainability going forward.



As the Commission's public consultation Discussion Paper rightly recognizes, Manitoba has experienced several changes over the years but the main structures underpinning the K-12 education system have remained unchanged. Therefore, when examining how to improve the system, all factors must be considered, including how the system is funded. The current funding model in Manitoba is both antiquated and inadequate given the ever-increasing demands on municipalities. That is why the AMM has repeatedly urged the Province of Manitoba to provide new sustainable long-term funding to reduce school division reliance on property taxes. The Commission's review is long overdue, and the AMM is anxiously awaiting its report and recommendations.

### Patient Transfers under The Mental Health Act

In regards to patient transfers under The Mental Health Act, a new hub system was formally announced on May 30, 2019. Allowing trained personnel at healthcare facilities, rather than a police officer, to supervise an individual who's awaiting a mental health assessment should significantly reduce policing costs and help ensure police service coverage in local communities.

These changes are very positive and address the issues raised in several AMM resolutions over the years dating back to 2010.

The current funding model in Manitoba is both antiquated and inadequate given the ever-increasing demands on municipalities.



# Policy Highlights

## AMM-Provincial Disaster Financial Assistance (DFA) Review



Pictured at right: Greg Nesbitt, MLA for Riding Mountain; the Honourable Jeff Wharton, Minister of Municipal Relations; President Ralph Groening; and the Honourable Ron Schuler, Minister of Infrastructure.

In 2017, the Manitoba Emergency Measures Organization (EMO) committed to undertake a review of the provincial DFA program. The main objectives of the review were to modernize the DFA program; reduce red tape and administrative burdens; and minimize financial risk to the Province of Manitoba and municipalities while maximizing recovery through the federal Disaster Financial Assistance Arrangements (DFAA).

The review was coordinated by Manitoba EMO's Recovery and Mitigation Branch and was led by a Steering Committee co-chaired by the provincial Acting Assistant Deputy Minister of Emergency Management and Public Safety and the AMM.

In May 2019, the AMM joined Minister of Infrastructure Ron Schuler in publicly releasing the review's final report. The recommendations in the final report identify several opportunities to streamline the provincial DFA program and make it more responsive to local needs during times of emergency.

For example, stakeholders throughout the consultations highlighted the need for additional training and education when it comes to clarifying DFA requirements and providing templates and tools to DFA clients to improve and streamline the program.

Manitoba EMO also committed to develop clear criteria and eligibility requirements for the establishment of a DFA program. This is a very positive step forward as uncertainty surrounding eligible and ineligible costs has often led to confusion and frustration among AMM members.

Additionally, provincial commitments to speed up municipal site inspections and create an online platform to check on the status of a DFA claim and other digital methods for submitting documentation should also significantly reduce red tape and streamline the DFA program.

The recommendations in the final report identify several opportunities to streamline the provincial DFA program and make it more responsive to local needs during times of emergency.

Modernize  
DFA  
programs

Reduce  
Red tape

Minimize  
Risk





# Policy Highlights

## Cannabis Taxation Revenue-Sharing

Regrettably, the 2019 provincial budget contained no commitment to share cannabis taxation revenues with municipalities despite the federal government allocating an additional 25% of cannabis excise tax revenues to the Province of Manitoba, specifically for municipalities. Across Canada, only governments in Ontario and Quebec have committed to sharing revenues with municipalities thus far.

A revenue-sharing model must be co-developed that respects municipal authority and recognizes increased municipal policing and administration costs. These costs must be fully covered and not downloaded to local governments.

Throughout the year, the AMM discussed the issue of taxation revenue-sharing with Premier Brian Pallister, Minister Scott Fielding and Minister Jeff Wharton, and all have stressed the importance of monitoring and tracking costs at the local level.

Overall, costs must not be downloaded to municipalities while they should receive funds intended for them by the federal government.

## Municipal Code of Conduct Consultations

The AMM takes the issues that were brought forward by our members which prompted Bill 2: The Municipal Amendment Act (Strengthening Codes of Conduct for Council Members) very seriously and we are committed to promoting respectful workplace policies and practices for all of our members. Harassment and bullying have no place in the workplace, including in and outside Council chambers and municipal offices.

The AMM wishes to thank Manitoba Municipal Relations for extensively consulting with our members over the last 18 months. The AMM will continue to consult closely with the Manitoba Municipal Administrators' Association (MMAA) and Manitoba Municipal Relations on this legislation.





# Policy Highlights

## AMM Cities Caucus

The AMM Cities Caucus is made up of all Manitoba's cities. Modelled after the Federation of Canadian Municipalities (FCM) Big City Mayors' Caucus, the AMM Cities Caucus provides opportunities for representatives from each city in Manitoba to share ideas about how to tackle common concerns and key priorities.

The Cities Caucus meets three times annually. During the 2018/19 meetings, discussions focused on helping to advance the Partners in Growth advocacy campaign as well as critical infrastructure needs, cannabis taxation revenue-sharing and policing costs.

Mayor Brian Bowman hosted the annual fall meeting on September 4, 2019 at Winnipeg's City Hall.

Below, L to R: Deputy Mayor Nancy Penner, City of Morden; Mayor Al Dowhan, City of Dauphin; Councillor Henry Siemens, City of Winkler; Councillor Jeff Browaty, City of Winnipeg; Mayor Brandon Burley, City of Morden; Vice-President Brad Saluk; President Ralph Groening; Mayor Colleen Smook, City of Thompson; Mayor Brian Bowman, City of Winnipeg; Mayor Rick Chrest, City of Brandon; Mayor Larry Johannson, City of Selkirk; Mayor Earl Funk, City of Steinbach; and Mayor Irvine Ferris, City of Portage la Prairie.



# Policy Highlights

## Meeting with Provincial Cabinet

On November 27, 2018, the AMM Executive and Board of Directors met with Premier Brian Pallister and the entire Provincial Cabinet during the 20<sup>th</sup> Annual Convention.

President Chris Goertzen began the meeting by thanking Premier Pallister and all ministers for participating in the Ministerial Forum, which was co-chaired by the Honourable Jeff Wharton, Minister of Municipal Relations. President Goertzen also thanked the provincial government for taking significant steps to provide ‘fair say’ for Manitoba municipalities on various fronts and underscored the importance of continued dialogue between the AMM and the provincial government on existing and emerging municipal priorities. In response, Premier Pallister stated that the provincial government greatly values the AMM’s input and advice while emphasizing the positive working relationship with the AMM is vital to the Province of Manitoba.

The AMM is the only municipal association in Canada to be at the table helping to review and select projects for cost-shared infrastructure investments in local communities. While investments under Phase 2 of the *Investing in Canada* infrastructure program (ICIP2) will significantly benefit all Manitoba municipalities and build stronger communities, the fact that the AMM has a seat at the table is testament to our strength and credibility as an organization as well as our willingness to partner to grow Manitoba. President Goertzen explicitly thanked Minister Wharton for ensuring the AMM has an opportunity to provide input throughout this process in partnership with the provincial government.

Next, President Goertzen commended the provincial government for continuing to reduce red tape and streamline processes to benefit municipalities. Granting greater autonomy to local councils to determine local



## Premier Pallister acknowledged the vital services municipalities provide to all Manitobans.

speed limits in their communities was a very welcomed change over the past year as well as the increasing of the objector threshold related to zoning by-laws. The Highway Traffic Board approval process for speed limit changes is cumbersome. Previously one person could object to the adoption or amendment of a zoning by-law which could significantly delay the zoning process and the development of land and buildings within a municipality. The increasing of the threshold to 25 people is a very positive and long overdue change.

In addition, President Goertzen highlighted the Province of Manitoba's plans to replace the decades-old FleetNet emergency communications system and the announcement made by Bell MTS to extend wireless service in southeastern Manitoba. These upgrades are essential for improving public safety, increasing competitiveness of businesses and maximizing job opportunities in local communities. The AMM has been calling for these upgrades and investments for many years, and it is gratifying to see the Province of Manitoba and the private sector taking these important steps toward enhanced safety in several communities.

In regards to the legalization and regulation of recreational cannabis, President Goertzen stressed that costs cannot be downloaded onto municipalities. He also called for a fair revenue-sharing model that respects municipal authority and recognizes rising policing costs. In turn, Premier Pallister encouraged municipalities to continue tracking costs to inform revenue-sharing discussions in the future.

Lastly, President Goertzen underscored the importance of the Municipal Road and Bridge Program. President Goertzen thanked Minister Wharton for acknowledging the concerns raised by AMM members and stated the AMM is willing to work with the Province of Manitoba to ensure this essential municipal program, which has very little red tape and generates value-for-money, continues to benefit local communities.

President Goertzen also reaffirmed the AMM's commitment to raise the need for a 'fair share' for municipalities, particularly since the 2018 provincial budget maintained municipal operating and public safety grant funding again at the 2016 levels. This two-year freeze does not recognize inflationary increases and puts greater financial and administrative pressures on municipalities. While the AMM is fully aware of provincial fiscal challenges, municipalities also fully understand and appreciate value for money. President Goertzen clearly stated operating funding support for municipalities must be increased in the next budget as 2016 dollars for 2018 challenges restricts the delivery of municipal services and hinders much-needed investments and economic development in local communities. In response, Premier Pallister acknowledged the vital services municipalities provide to all Manitobans.

In closing, President Goertzen and Premier Pallister expressed their joint desire to continue the open and productive relationship between the AMM and the Province of Manitoba. Both parties also reaffirmed their willingness to continue to partner to strengthen and grow local communities across the province.

Facing page, L to R: Ministers Kelvin Goertzen, Eileen Clarke, Ron Schuler, Blaine Pedersen, Colleen Mayer, Ralph Eichler, Scott Fielding, Rochelle Squires, Premier Brian Pallister, President Chris Goertzen, and Ministers Jeff Wharton, Cathy Cox, Cliff Cullen and Cameron Friesen.



## AMM Events

### AMM Pre-Conference - November 26, 2018

Municipal Service Officers of Manitoba Municipal Relations provided 440 newly-elected and returning council members with an overview of the roles and responsibilities of municipal governments.

### Once Elected, What is Expected?

In early 2019, the AMM and Manitoba Municipal Relations offered six seminars and four webinars for elected officials. Topics included presentations from Municipal Service Officers, Manitoba Office of the Fire Commissioner, Manitoba Growth, Enterprise and Trade, Manitoba Ombudsman, and Manitoba Sustainable Development.

### AMM Education Program

On March 18, 2019 100 municipal officials attended the Governance Training for Elected Officials workshops facilitated by Fort Group Chartered Professional Accountants

On May 9 (Winnipeg) and May 10 (Brandon), 2019 86 municipal officials attended the Managing the Employee Relationship: HR Fundamentals for Leaders workshops, facilitated by People First HR Services.



Mayors, Reeves and CAOs meetings were held on March 18, 2019 in Winnipeg, followed by the Municipal Officials Seminar on March 19-20.

District Meetings were held June 5 to 20, 2019. Hosts were Municipality of North Norfolk (Central); Municipality of Deloraine-Winchester (Western); Gilbert Plains Municipality (Parkland); Municipality of Russell-Binscarth (Midwestern); City of Selkirk (Interlake); RM of Taché (Eastern) and City of Flin Flon (Northern, pictured)



The AMM meets with each municipal council at least once a term. In 2018/19, the AMM visited a total of 52 municipalities, including the Town of Stonewall.





Former AMM Vice-President Melvin Klassen received the Honourary Life Membership Award during the AMM's 20th Annual Convention. He was honoured during the AMM Gala. The event attracted 852 delegates over three days at the RBC Convention Centre.

852  
Delegates

20  
Years

1  
Association

*AMM 20TH ANNUAL  
CONVENTION -  
NOVEMBER 26-28, 2018*

TWO  
DECADES,  
ONE  
VOICE

## AMM Trading Company

The AMM Trading Company allows AMM members to purchase products and services at lower prices through the power of bulk buying. The AMM Trading Company provides a major source of revenue for the AMM and allows the AMM membership dues to remain one of the lowest in Canada.

In the past three years the AMM has expanded our relationship with our sister associations in three provinces in Canada (to date). This has increased our members' purchasing power.

The AMM has continued to partner with a broad range of organizations to provide members access to a variety of beneficial products and services to help keep your municipality operating as efficiently as possible. Below is a sample of some of our current trading programs.



AMM members can purchase products and services at **lower prices** through the power of **bulk buying**.



### Fleet Management

AMM members are able to access a program with Enterprise Fleet Management to provide fleet management services tailored to your budget. After analyzing your fleet, they will develop a replacement strategy and schedule designed to drive down your total costs. They will look at the total cost to hold each vehicle and, taking a number of factors into consideration, make recommendations based on the most cost-effective time to replace and upgrade a vehicle.



### Capital Purchasing Program

The AMM has partnered with Sourcewell to make capital purchasing easier. The program offers members hundreds of equipment models – including graders, loaders, and dozers – spread over a wide range of established and trusted brands, all available at preferred pricing. The program is fully compliant with the CFTA and the New West Partnership Trade Agreement (NWPTA), with transparent and consistent pricing, and a reduction of administration hassle.



### Fuel

RMA Fuel is responsible for offering and managing the AMM's fuel program for its members. In operation for over 15 years, RMA Fuel works with major fuel and lubricant suppliers to secure preferential pricing and service for municipalities, school divisions, and other public sector entities across Canada. RMA Fuel was founded on the idea of group buying power and has partnered with municipal associations to increase volumes, thereby decreasing costs for members.





**PEOPLE FIRST**  
HR SERVICES  
People First HR Services is a People Corporation company

People First

The AMM partners with People First HR Services to provide professional human resource services to our members through the @Your Service ON CALL program. This program provides on-demand professional HR advice to members by telephone/email to support people management and decision-making at the municipal level. In 2019 to date, there have been 189 unique requests for support through the 'On-Call' service. Municipalities are encouraged to take advantage of this service as needed.

 **SAFETYCARE**

Safetycare Program

Safetycare is the provider of Safetyhub online Safety Training video content, a giant leap forward in how safety training is delivered. Safetycare videos can be streamed and viewed on any device. The program can save countless hours in time and energy managing training. Safetyhub has helped modernize safety training programs while saving on training costs. It also allows communities to build and share a common library of training materials for everyone's benefit.

The AMM  
Trading  
Company  
helps keep  
membership  
dues among  
the lowest in  
Canada.

# Trading Company

## Insurance

Over 135 AMM member municipalities outside Winnipeg participate in the AMM's property/casualty "protected self-insurance" program, administered by Western Financial Group Insurance Solutions.

This industry-leading program allows members to gain partial ownership of their program, through an \$11,125,000 annual self-insurance loss pool used to pay out a portion of claims. Insurance is then purchased from various insurance providers for coverage in excess of the \$11,125,000 annual loss pool amount, to provide municipalities with complete insurance protection. This keeps premiums much lower than if individual municipalities purchased their own coverage, and provides the opportunity for significant refunds in low-claiming years.

With over \$8.9 million in funds returned to municipalities since 2009, this form of protected self-insurance structure provides municipalities with funds that otherwise would be insurer profit, and is only made possible through the participation of municipalities as a whole in partnership with the AMM and WFGIS.

For the last number of years, insurance companies across Canada in our sector were paying out more in claims than they were collecting in premiums. As a result municipalities were facing up to a 50 % increase in premiums.

Rather than provide a rebate from the AMM Trading Company to municipalities, the AMM Board felt it was necessary to redirect those funds, as well as AMM reserves and premium dollars out of our insurance program to buffer the increase on the 2019/20 municipal insurance renewal.

By taking this action and providing a total of \$1.4 million to help offset the increase, the AMM was able to, on average, reduce the insurance increase from a potential 50 % to a 12 % increase. This increase was used primarily to increase the self-insurance fund from \$6 million to \$11 million so there will be less reliance on outside insurance in future years. Not only will this limit future increases to municipalities, it will result in more returns back to municipalities out of the self-insurance fund in future years.

The AMM was able to do this due to the unique structure of our insurance program, which has been classified by outside consultants as "best in class" across Canada.

**\$1.4M**

Amount the AMM provided to offset a potential increase in insurance premiums to members.

**12%**

Actual increase in premiums, down from a potential 50% increase before AMM investment.

**\$11M**

Amount in self-insurance fund, up from \$6M, to ensure less reliance on outside insurance in the future.

## Trading Company

### Trade Compliance Issue

The new regulations by the Canadian Free Trade Agreement (CFTA) and the Northwest Partnership Trade Agreement (NWPTA) require any buying group, such as the AMM Trading Company, to complete Request for Proposals (RFP) for any supplier with sales over \$75,000. The RFP is posted on Merx.

By ordering through the AMM Trading Company, you will NOT have to complete another RFP as the AMM Trading Company is already trade compliant. This means no red tape and no paperwork for our members.

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**The unique  
structure of the  
AMM's insurance  
program has  
been called "best  
in class" across  
Canada.**



**Group Insurance Solutions**

### Trading Company Official Suppliers

- 49 North Lubricants
- Alcom Electronics Communications Ltd.
- Armtec/Canada Culvert
- ATS Traffic
- Corix
- Coverco
- Everest Supply & Services Inc.
- Evergro Horticulture Supplies Inc.
- Flag Shop
- Fort Distributors Ltd.
- Goodyear
- Grand & Toy
- Kal Tire
- Macmor Industries
- Michelin
- NAPA
- PCO-Orkin
- Shippam & Associates Inc.
- Staples
- Supreme Basics Office Products Ltd.
- Tirecraft
- Valley Blades
- Western Financial Group Solutions



# Financial Report

## ASSOCIATION OF MANITOBA MUNICIPALITIES

### Statement of Financial Position

August 31, 2019

The following information is an excerpt from the audited financial statements which can be found at [amm.mb.ca](http://amm.mb.ca).

	2019	2018
<b>ASSETS</b>		
<b>CURRENT</b>		
Cash and short term deposits	\$ —	\$ 162,984
Accounts receivable	455,086	440,114
Due from Municipalities Trading Company of Manitoba Ltd.	683,790	141,237
Prepaid expenses	35,233	56,792
	<b>1,174,109</b>	<b>801,127</b>
<b>SEGREGATED FUNDS</b>		
General Reserve	1,061,548	1,080,912
<b>PROPERTY AND EQUIPMENT</b>	<b>313,391</b>	<b>334,540</b>
<b>RESTRICTED CASH</b>	<b>47,285</b>	<b>46,118</b>
	<b>\$ 2,596,333</b>	<b>2,262,697</b>
<b>LIABILITIES</b>		
<b>CURRENT</b>		
Bank indebtedness	\$ 21,115	—
Accounts payable and accrued liabilities	28,338	29,857
Goods and services tax payable	15,056	19,962
Deferred income	472,785	493,670
Due to reserves	742,515	449,315
	<b>1,279,809</b>	<b>992,804</b>
<b>FUNDS HELD FOR OTHER ENTITIES</b>	<b>47,285</b>	<b>46,118</b>
	<b>1,327,094</b>	<b>1,038,922</b>
<b>NET ASSETS</b>		
Unrestricted	(53,347)	(142,220)
Invested in property and equipment	313,392	334,540
General reserve	1,009,194	1,031,455
	<b>1,269,239</b>	<b>1,223,775</b>
	<b>\$ 2,596,333</b>	<b>2,262,697</b>
<b>LEASE COMMITMENTS</b>		

# Financial Report

## ASSOCIATION OF MANITOBA MUNICIPALITIES

### Statement of Income - Unrestricted Operations

#### August 31, 2019

	2019	2018
<b>REVENUE</b>		
Convention	\$ 461,339	\$ 388,599
Membership dues	414,590	405,017
Seminar	99,190	98,663
Trade show	78,294	76,930
Asset Management grant	77,746	88,853
Education	24,775	31,020
Rental	20,940	20,940
Magazine	10,355	9,534
Associate membership	9,050	9,075
Corporate membership	8,213	11,293
Investment income	7,882	6,055
Miscellaneous	1,924	281
Advertising - bulletin	600	400
Merx	—	500
	<b>1,214,898</b>	<b>1,147,160</b>
<b>EXPENSES</b>		
Schedule of Expenses (Schedule I)	<b>2,032,789</b>	<b>1,955,363</b>
<b>DEFICIENCY OF REVENUE OVER EXPENSES FROM OPERATIONS</b>	<b>(817,891)</b>	<b>(808,203)</b>
<b>OTHER ITEMS</b>		
Unrealized gain (loss) on investments	5,616	1,281
Management fees	880,000	806,922
	<b>885,616</b>	<b>808,203</b>
<b>NET ANNUAL SURPLUS (DEFICIT)</b>	<b>\$ 67,725</b>	<b>—</b>

# Financial Report

## AMM TRADING COMPANY LTD.

(Operating as Trading Company)

### Statement of Financial Position

August 31, 2019

	2019	2018
<b>ASSETS</b>		
<b>CURRENT</b>		
Cash	\$ 113,771	\$ 282,614
Accounts receivable	1,712,210	1,525,894
Inventory	23,154	33,776
	<b>1,849,135</b>	<b>1,842,284</b>
<b>SEGREGATED FUNDS</b>		
Self-insurance Loss Pool	<b>21,077,003</b>	<b>19,329,296</b>
	<b>\$22,926,138</b>	<b>21,171,580</b>
<b>LIABILITIES</b>		
<b>CURRENT</b>		
Accounts payable and accrued liabilities	\$ 866,941	\$ 799,995
Goods and services tax payable	—	1,600
Provincial sales tax payable	37,319	29,113
Due to Association of Manitoba Municipalities	<b>683,790</b>	<b>141,237</b>
	<b>1,588,050</b>	<b>971,945</b>
<b>SELF-INSURANCE LOSS POOL</b>	<b>17,470,031</b>	<b>16,331,578</b>
	<b>19,058,081</b>	<b>17,303,523</b>
<b>NET ASSETS</b>		
Unrestricted	<b>1,704,493</b>	<b>1,637,492</b>
Accumulated unrealized gains	<b>2,163,564</b>	<b>2,230,565</b>
	<b>3,868,057</b>	<b>3,868,057</b>
	<b>\$ 22,926,138</b>	<b>\$ 21,171,580</b>



# Financial Report

## AMM TRADING COMPANY LTD.

(Operating as Trading Company)

### Statement of Income

August 31, 2019

	2019	2018
<b>SALES</b>	<b>\$ 14,874,365</b>	<b>\$ 15,728,986</b>
COST OF SALES	<b>14,619,388</b>	15,442,271
GROSS PROFIT (1.71%; 2018 - 1.82%)	<b>254,977</b>	286,715
INSURANCE ADMINISTRATION FEES	<b>(130,560)</b>	306,049
INVESTMENT INCOME	<b>1,138,105</b>	444,725
	<b>1,007,545</b>	750,774
<b>EXPENSES</b>		
Advertising and promotion	<b>14,863</b>	12,751
Bank charges	<b>489</b>	420
Inventory write-off	<b>231</b>	—
SafetyCare		30,000
	<b>15,583</b>	43,171
<b>OPERATING INCOME</b>	<b>1,246,939</b>	<b>994,318</b>
OTHER EXPENSES		
Management fees	<b>880,000</b>	<b>806,922</b>
Contributions to (from) Association of Manitoba Municipalities reserves	<b>299,938</b>	<b>229,315</b>
	<b>1,179,938</b>	<b>1,036,237</b>
<b>NET ANNUAL SURPLUS (DEFICIT)</b>	<b>\$ 67,001</b>	<b>\$ 41,919</b>







## **Association of Manitoba Municipalities**

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