



SMITHS FALLS

RISE AT THE FALLS

Report # 2023-98

To: Mayor and Council

From: Julia Crowder, Manager of Economic Development & Tourism

Date: August 10, 2023

Special Committee of the Whole Date: September 11, 2023

Title: Lease Agreement for Victoria Park Cantina

- ☐ For Direction
- ☐ For Information
- ☒ For Adoption
- ☐ Attachment – N/A

Recommendation: That Council of the Corporation of the Town of Smiths Falls pass a bylaw authorizing the Mayor and Clerk to execute a 15 month lease agreement with the Smiths Falls and District Chamber of Commerce for the operation of a Cantina in Victoria Park.

Purpose:

Staff have worked with Parks Canada to gain approval for the proposed seasonal self-contained mobile cantina to be operate within the Town's leased area in Victoria Park by the Chamber of Commerce. A Lease agreement has been drafted to set out terms related to the food service operations and to outline fees related to land lease and utility usage.

Background:

The Chamber currently has a 5-year agreement with the Town of Smiths Falls for the delivery of visitor information and marina service at Victoria Park. The value of this arrangement equates to a total of \$20,000 per year for these services (\$12,000 fee for service and \$8,000 forgone building lease fee).

The Chamber of Commerce previously submitted an application for a refreshment vehicle licence to operate in Victoria Park. The application was provided for Council's consideration in April 2022, through Corporate Service Report 2022-61. Council passed a resolution in support of the request, which was forwarded to Parks Canada for their review and approval.

At its Committee of the Whole meeting on February 27, 2023, the Chamber [presented a delegation](#) to the new Council that outlined continued interest in operating a cantina at Victoria Park and to further request additional support in seeking Parks Canada approval after the initial request was denied.

Council on March 6th, 2023 provided renewed support to the Smiths Falls and District Chamber of Commerce for a self-contained mobile cantina in Victoria Park and directed staff to assist the Chamber in coordinating a new proposal for Parks Canada approval, through [Report 2023-36](#).

On July 4th, 2023, Parks Canada granted approval of the new proposal for a trial food service operation. The trial would commence as soon as the initial installation of the mobile cantina on the

Victoria Park site has been completed and will end no later than 31 October 2024. The Chamber received final statutory approvals and opened the Cantina on Thursday August 3rd, 2023.

Analysis:

Council previously passed a resolution to permit a Refreshment Vehicle to the Chamber of Commerce, and renewed its support for the food service operations.

The Town currently has a lease agreement in place with Parks Canada for the use of Victoria Park. As the land owner, Parks Canada has final authority to approve or deny request for operations on its lands. Parks Canada has in the past entered into lease agreements with private entities, which provide or enhance experiential tourism offering on the Rideau Canal, and specifically in Smiths Falls with Le Boat. The Town's role in these negotiations with the two parties was that of support and coordination of discussions.

Options:

1. Pass a resolution to execute the lease agreement (Recommended Option)
2. Do not execute the agreement.

Budget/Financial Implications:

The Chamber of Commerce under the proposed lease agreement will be responsible for paying the Town fees associated with the lease of lands and use of utilities (hydro) at a total cost of \$4,175.35 (includes HST) for the duration of the trial lease term.

Link to Strategic Plan: N/A

Existing Policy: By-law 8214-2009, as amended, By-law to Licence, Regulate and Govern Refreshment Vehicles in the Town of Smiths Falls

Consultations:

- CAO
- Clerk
- Director of Community Services

Attachments: N/A

Respectfully Submitted:

Reviewed for Agenda by CAO:

Julia Crowder, Ec.D
Manager of Economic Development and Tourism

Malcolm Morris, CMO
Chief Administrative Officer