

**ALBERTA BEACH  
REGULAR COUNCIL MEETING  
BEING HELD IN THE ALBERTA BEACH COUNCIL CHAMBERS  
AND BEING HELD ELECTRONICALLY VIA ZOOM  
APRIL 18, 2023 AT 7:00 P.M.**

**AGENDA** Additions

1. CALL TO ORDER
2. LAND ACKNOWLEDGEMENT
3. AGENDA ADDITIONS
4. ADOPTION OF AGENDA
5. CONFIDENTIAL – CLOSED MEETING SESSION
6. ADOPTION OF PREVIOUS MINUTES
  - a. Regular Council Meeting of March 21, 2023
  - b. Municipal Planning Commission Meeting of March 21, 2023
7. DELEGATIONS
  - a. Miles Hunt & Rick Bell – Hard Surfacing of 51 Avenue
  - b. Allen Lee, Doyle & Company – Presentation of the Draft 2022 Financial Statements (Agenda Item 11.a)
8. PUBLIC HEARINGS
9. MUNICIPAL PLANNING COMMISSION
10. OLD BUSINESS & CAO REPORT ACTION LIST
11. FINANCIAL REPORTS
  - a. Audited Financial Statements for December 31, 2022 (Draft)
  - b. Financial Report of March 31, 2023
12. BYLAWS & POLICIES
13. COUNCIL, COMMITTEES & STAFF REPORTS
14. CORRESPONDENCE – INFORMATION ITEMS
  - a. Alberta Municipal Affairs – Recall Petition Updates
  - b. Alberta Public Safety & Emergency Services – 2022-23 Police Funding Model Chargeback
  - c. Alberta Recreation & Parks Association – ARPA & Lieutenant Governors Awards & Scholarships
  - d. Alberta Seniors, Community & Social Services – Budget 2023 Increase to FCSS Programs
  - e. Alberta Treasury Board & Finance – Borrowing Notice 2023
  - f. Federation of Canadian Municipalities – Retroactive RCMP Costs
  - g. Hon. Rebecca Schulz, Minister, Alberta Municipal Affairs – Joint Use & Planning Agreements (JUPAs)
  - h. Next Gen Men – Supporting the Men Mental Health, Wellbeing & Relationships of Boys & Men in Alberta
  - i. School Age Care Directors Association of Alberta – Annual Lights On Afterschool Alberta Initiative
  - j. Town of Barrhead – Letter of Support – EPR Exemption for Newspaper Media
  - k. Wellspring Alberta Cancer Support – Introductory Letter
  - l. Alberta Municipal Affairs – Time Extension for Review of Intermunicipal Collaboration Frameworks
  - m. Rural Charities Alberta – Camrose Casino Relocation Townhall & Rural Charities Revenues
15. CORRESPONDENCE – ACTION ITEMS
  - a. Alberta Public Works Association – National Public Works Week Proclamation
  - b. Alberta Treasury Board & Finance – Submission of Estimated Borrowing Amounts 2023-24
  - c. Community Futures Yellowhead East – Northern Alberta Lemonade Day
  - d. Honourable Shane Getson, MLA Lac Ste. Anne-Parkland – Tour of McCullough Centre
  - e. RMA Insurance – Genesis Reciprocal Insurance Exchange AGM Proxy 2023
  - f. WILD Alberta Visitors Guide – Advertising Opportunity
  - g. Alberta Municipalities – Update on RCMP Retroactive Salary Costs and Draft Resolutions
  - h. Ed Gallagher, President, Onoway Royal Canadian Legion – Mayor’s Invitation to Veterans Dinner
  - i. Tim Rosadiuk, Great Escape Kayaks – Game-Changing Kayak/SUP Rental System
16. NEW BUSINESS
  - a. Alberta Beach & District Museum & Archives Society – Heritage Village Lease
  - b. 2022/23 Alberta Community Partnership Strategic Initiatives Component Conditional Grant Agreement
17. QUESTION PERIOD
18. ADJOURNMENT

P. 2-4  
P. 5-34

added  
added

P. 35-38  
P. 39-40  
P. 41-79

added  
added  
added

**Alberta Beach Village Office**

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**From:** municipalservicesdivision@gov.ab.ca  
**Sent:** April 14, 2023 2:11 PM  
**To:** Kathy Skwarchuk  
**Subject:** Timeline Extension for Review of Intermunicipal Collaboration Frameworks  
**Attachments:** 111331\_Letter.pdf; 111331\_MO.pdf

Attention: All CEOs / cc: CAOs

Please see attached Letter and MO:MSD:024/23

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ALBERTA  
MUNICIPAL AFFAIRS

*Office of the Minister  
MLA, Calgary-Shaw*

AR111331

April 11, 2023

Dear Chief Elected Official:

Intermunicipal Collaboration Framework agreements (ICFs) between municipalities with shared boundaries are designed to provide for integrated and strategic planning, delivery, and funding of intermunicipal services.

ICFs are created with the understanding that things change over time, and there is a requirement to review those frameworks regularly to ensure they are current and meet the needs of the municipalities that are parties to the framework.

I have heard from some municipalities that it will be challenging to meet the review period of "at least every five years" from the date that their original ICF was signed while the ministry is concurrently reviewing the ICF provisions within the *Municipal Government Act*. Given those concerns, I have signed Ministerial Order No. MSD:24/23, extending the review period from five to seven years.

For clarity, this does not impact the obligation to have an ICF in place and current agreements are still in effect. In other words, the time extension does not mean municipalities can forfeit their obligations within their agreement, including cost-sharing, shared services, and any agreed-upon review period. We recommend municipalities hold off on renegotiation discussions in light of the potential for further amendments.

In addition to this extension, my ministry can provide additional supports to assist with mediation or facilitation services if needed. Questions regarding ICFs can be directed to a Municipal Collaboration Advisor at [icf@gov.ab.ca](mailto:icf@gov.ab.ca) or toll-free by first dialing 310-0000, then 780-427-2225.

Sincerely,

Rebecca Schulz  
Minister

Attachment: Ministerial Order No. MSD:024/23

cc: Chief Administrative Officers

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ALBERTA  
MUNICIPAL AFFAIRS

*Office of the Minister  
MLA, Calgary-Shaw*

MINISTERIAL ORDER NO. MSD:024/23

I, Rebecca Schulz, Minister of Municipal Affairs, pursuant to Section 605(2) of the *Municipal Government Act*, make the following order:

The date by which a municipality must review an intermunicipal collaboration framework, as required by Section 708.32(1) of the *Municipal Government Act*, is amended from at least every five years to at least every seven years.

This order expires March 31, 2027.

Dated at Edmonton, Alberta, this 10<sup>th</sup> day of April, 2023.

Rebecca Schulz  
Minister of Municipal Affairs

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## Alberta Beach Village Office

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**From:** Rural Charities <ruralcharitiesalberta@gmail.com>  
**Sent:** April 15, 2023 12:31 PM  
**To:** Rural Charities  
**Subject:** Fwd: Camrose Casino Relocation Townhall & Rural Charities Revenues  
**Attachments:** Camrose Casino Relocation Information Memo Feb 2023.docx; Camrose Casino Relocation Presentation to Rural Leaders Feb 2023.pdf

Please find below further information on the proposed Camrose Casino Relocation and its impact on rural charities revenues in Alberta.

Our group will be holding a town hall in person at the Camrose Casino on Monday, April 17<sup>th</sup> at 7:00 PM which will also be broadcasted on Teams via this link:

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Microsoft Teams meeting

[Click here to join the meeting](#)

Meeting ID: 229 829 655 294

Passcode: unhBZc

[Download Teams](#) | [Join on the web](#)

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This issue affects and sets a precedent for **all Rural Communities and Charitable groups in Alberta** to provide equality and fairness for the allocation of AGLC charitable gaming revenues.

We would appreciate if you could please forward this invitation to your contacts in rural Alberta.

As most of you likely are aware, in 2022 the Camrose Casino applied to Alberta Gaming, Liquor and Cannabis (AGLC) to relocate to Edmonton; AGLC subsequently denied the request. You are receiving this email because some or all of your municipality may be located within the Camrose or St. Albert charitable gaming region (or you are in a rural Alberta region), and would be directly impacted by the AGLC's decision to not allow the relocation, which may result in the closure of the Camrose casino in the near future.

Under Alberta's current charitable gaming model, rural charitable organizations are significantly disadvantaged compared to their urban counterparts due to lower per-event revenues at rural casinos, and longer wait times between charitable event opportunities for individual charities. In 2018, RMA developed a report and recommendations for a more equitable charitable gaming model, which was submitted to the AGLC. No meaningful response was provided to the report.

While relocating the Camrose casino to Edmonton would not address province-wide issues with the current model, it would benefit charitable organizations currently within the Camrose and St. Albert casino regions (funding is pooled between the regions) as a move from Camrose to Edmonton is projected to significantly increase per-event revenues at the casino, which would likely continue to be the “home casino” for charitable organizations currently in the Camrose region. Camrose and St. Albert regions currently produce among the lowest per-event revenues and have among the highest wait times in the province, while Edmonton’s five casinos currently produce the highest average per event revenues in the province and have among the shortest wait times. Moving the Camrose casino to Edmonton would be a small step in shifting towards a more equitable system, at least for charities in those regions. Despite this, one of the main reasons that the move was rejected was due to advocacy by Edmonton charitable organizations and the City of Edmonton Mayor & Council opposed to potentially losing a small portion of the revenues they currently receive due to the addition of another casino within the city for the benefit of rural organizations. It should be noted that Calgary currently has one casino reserved exclusively for the surrounding rural region charitable groups, whereas Edmonton does not.

The owners of the Camrose casino are appealing the AGLC’s decision and are seeking support from impacted municipalities, community groups, and rural residents. I have attached a presentation and memo developed by the casino owners, both of which provide a more detailed overview of the issue and impacts on rural communities. The best way to weigh in on this issue is by submitting a letter directly to the AGLC. Letters can be sent to Nadja Lacroix, Senior Manager, Inspections Gaming, at [nadja.lacroix@aglc.ca](mailto:nadja.lacroix@aglc.ca), as well as AGLC CEO Kandice Machado at [kandice.machado@aglc.ca](mailto:kandice.machado@aglc.ca) or AGLC Board Chair Len Rhodes at [len.rhodes@aglc.ca](mailto:len.rhodes@aglc.ca). The deadline to submit a letter on this issue is **May 1<sup>st</sup>, 2023**. The owners of the Camrose Casino have also developed a website with further information and ideas on how to make your voice heard on this issue: <https://ruralcharities.ca/>.

**IMPORTANT  
ANNOUNCEMENT**  
FOR THE PUBLIC

**TOWN HALL**  
**APRIL 17TH AND 18TH**  
**7PM TO 9PM**  
**AT THE CAMROSE RESORT CASINO & HOTEL**  
**REGAL 1 CONFERENCE ROOM**

**REGARDING THE  
CAMROSE RESORT  
CASINO LICENCE  
RELOCATION**



**LIVE Q&A SESSION  
WITH PRESIDENT  
JASON PECHET**



**FREE  
COFFEE  
AND  
PASTRIES!**





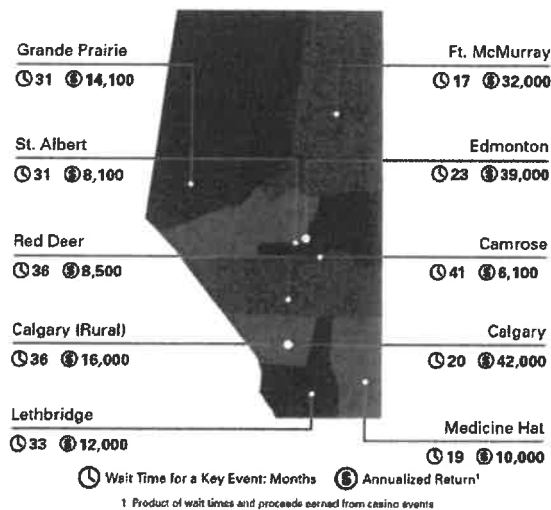
## Alberta Rural Charities Set to Lose Out, Again

**Edmonton** – The Alberta Gaming, Liquor & Cannabis Commission (AGLC) has handed down a decision that will further shortchange rural charities. Already at a distinct disadvantage compared to their urban counterparts, rural charities are set to lose out once again thanks to the AGLC Board’s refusal to let the Camrose Resort Casino relocate to South Edmonton.

The disparity between urban and rural charitable event revenue is significant. It doesn’t matter if an event is held in a major urban centre or a rural community; the volunteers work the same number of hours. At the end of the night, however, a charitable event in the urban centre will bring in up to six times more revenue. What’s more, the average wait time for a gaming event is generally lower, too.

“AGLC’s unfair treatment of rural charities has been going on for decades, shortchanging rural communities hundreds of millions of dollars. Rural communities and their leaders should be alarmed by their mistreatment by AGLC and the failure by the AGLC Board to approve a relocation that would help to resolve this disparity,” said Jason Pechet, president of Capital City Casino, which owns the Camrose Resort Casino.

**Proceeds from Casino Events and Wait Times by Regions**



The proposed relocation would ensure revenues would continue to flow to rural charities. Given the pooling mechanism used by AGLC for the Camrose and St. Albert AGLC-defined regions, the proposed relocation would have benefitted hundreds of thousands of rural Albertans living in communities spanning from the B.C. border to the Saskatchewan border. According to AGLC’s own data, these two regions have the lowest revenues per gaming event (Camrose: \$6,100/event, St. Albert: \$8,100/event) and some of the highest event wait times (Camrose: 41 months, St. Albert: 31 months) in the entire province. By way of comparison, an event in Edmonton will generate \$39,000 in revenue and has a wait time of only 23 months.

“The AGLC Board’s decision is as frustrating as it is perplexing, especially given that AGLC management

approved the relocation,” said Pechet. “One of the key recommendations that came out of AGLC’s extensive Charitable Gaming Model Review was to designate a casino in Edmonton to serve rural charities exclusively, just like Calgary has. We offered AGLC the perfect project – one that would create jobs, drive economic development, increase revenues for the province, and provide parity for rural charities. In a baffling move, the AGLC Board rejected our proposal citing concerns that its own management did not feel were issues.”

As the Camrose Resort Casino struggled to generate a sustainable amount of charitable revenues, AGLC made two decisions that effectively doomed the casino’s financial viability. In 2019, AGLC approved the relocation of the Century Mile Race Track Casino from Edmonton to just 60 km away from the Camrose Resort Casino. Then, in 2022, AGLC also green-lit the construction of a new Louis Bull First Nations Casino, which is just 55 km away. The local market isn’t large enough to support a single gaming facility, let alone three. What’s more, none of the revenue from the First Nations Casino or Race Track Casino will support rural charities in the Camrose and St. Albert regions.





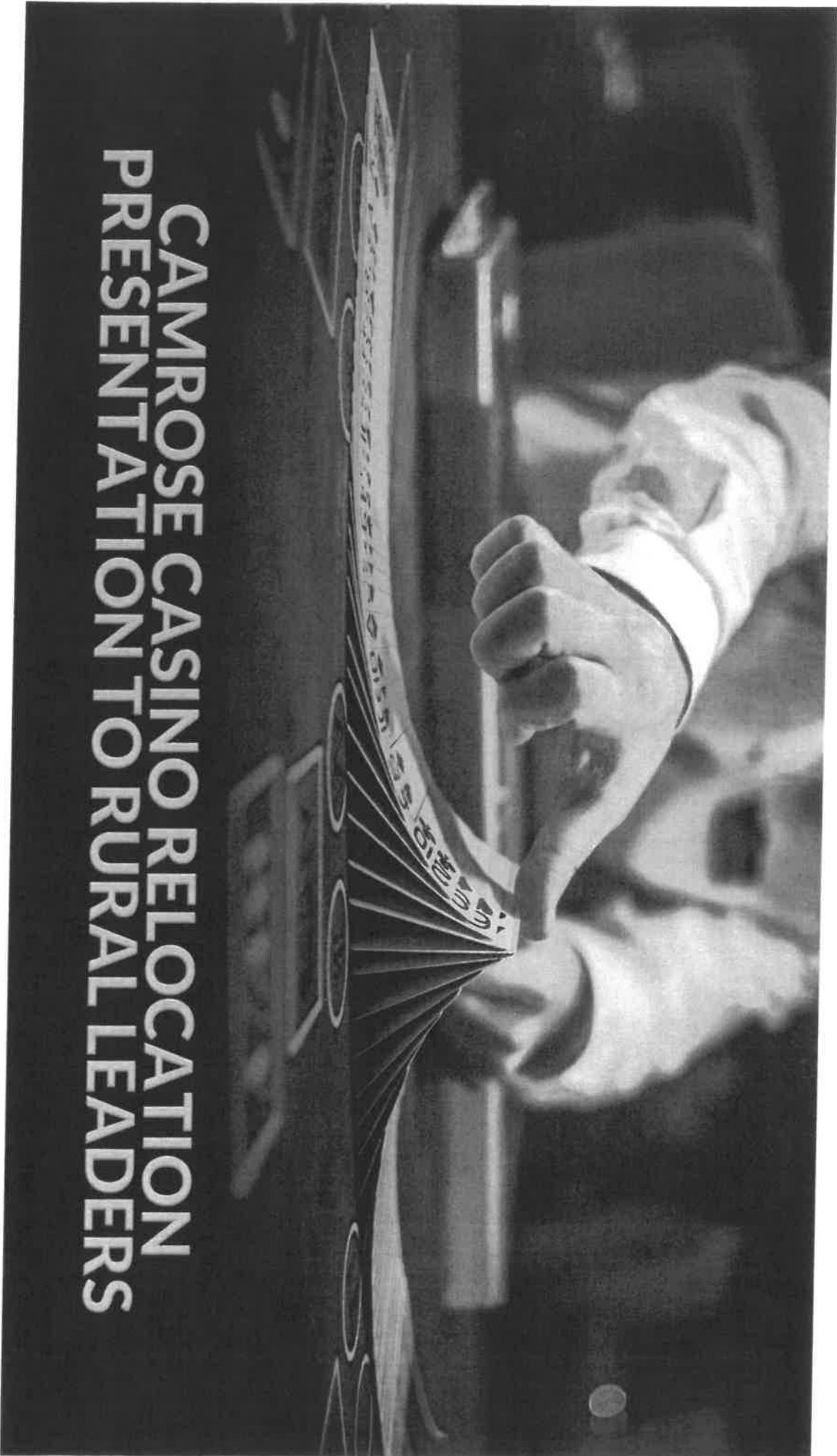
The Camrose Resort Casino is asking Albertans upset with the unfair treatment of rural charities to let AGLC know they support the relocation of the Camrose Resort Casino.

275 Edmonton Charities wrote to AGLC to block the Camrose Casino relocation and deny rural charitable groups the opportunity to receive a fair and equal share of charitable gaming revenues.

Please send your message of support by calling or emailing AGLC at: 780-447-8847 / [nadja.lacroix@aglc.ca](mailto:nadja.lacroix@aglc.ca).

### **Background Facts and Figures**

- In June 2021, Capital City Casino hired HLT Advisory Inc., a consulting firm specializing in the gaming sector (and one that AGLC regularly uses), to review its relocation proposal. HLT Advisory Inc. determined relocating the Camrose Resort Casino would generate \$28 million of new, incremental AGLC revenue.
- AGLC estimates that relocating the Camrose Casino to South Edmonton would result in \$8.8 million in new, incremental revenues for charitable groups.
- St Albert and Camrose gaming regions are the only AGLC gaming regions in the province that pool revenues together. The relocation will increase the amount of charitable revenues for both the Camrose and the St Albert regions, improving parity with large urban charitable revenues. The relocation would improve the financial disparity issue for the two rural gaming regions, not just one.
- If the relocation application is unsuccessful, the Camrose Resort Casino will need to close its doors, and 650 regional charities will lose desperately needed revenues.
- In the event that the Camrose Casino relocated to Edmonton, AGLC estimates the decline in Edmonton Urban Charity revenue as \$8,438 per Urban Charity event, which is far less than if the Camrose Casino closed and all 650 regional charities were reallocated to Edmonton casinos, which would result in a decline of approximately \$14,000 per annualized event. In short, Edmonton Urban Charities have more to lose by opposing this relocation.



**CAMROSE CASINO RELOCATION  
PRESENTATION TO RURAL LEADERS**

# Camrose Casino Relocation

- The Camrose Casino applied to AGLC to relocate to South Edmonton in September 2021, however, the AGLC Board denied the application in November 2022. An AGLC Appeal Hearing is scheduled for March 13<sup>th</sup>.
- The physical relocation of the Camrose casino would have allowed the Rural casino license to continue generating charitable gaming revenues for Rural communities, while increasing the Rural revenues by more than 4 times.
- AGLC's relocation denial blocks this opportunity and materially, financially affects over one thousand Rural charitable groups and hundreds of thousands of Rural Albertans (from Lloydminster to Jasper).
- Rural Alberta charities in the Camrose and St Albert regions have been short changed over \$250 MM since the inception of charitable gaming in Alberta, versus their Urban peers.

# Camrose Casino Relocation

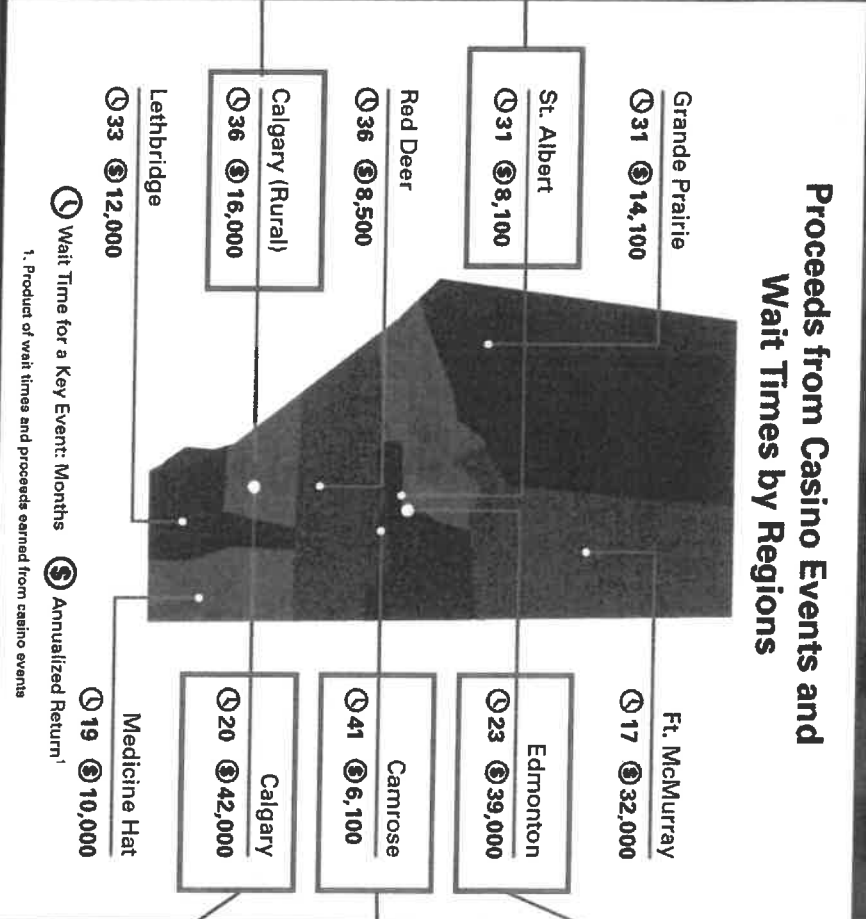
- There is a precedent in Calgary that allows a single Rural casino license to operate inside the City of Calgary and address Rural needs. The Rural casino license in the City of Calgary provides a level playing field, equality and fairness to Rural charities surrounding Calgary.
- However, 650 Rural Charitable groups in Camrose are now on the brink of losing all of their charitable revenue with the impending closure of the Camrose Casino.
- Opposition to the casino relocation is lead by Edmonton Municipal Mayor and Councilors, Edmonton Urban Charitable Groups that currently receive 5x - 6x the revenue of Rural Charities and non-Alberta owned casino operators.
- We are asking for your assistance to provide fairness and equality to Rural Albertans and this is why...

# AGLC Urban vs Rural Regions

- AGLC Charitable Gaming model is outdated and unfair. Charitable groups generate casino revenues by working a 2 day event. Average revenues are paid on a quarterly basis pooled by region.
- The current model's revenue distribution highly favours urban charities versus rural charities. In all other provinces with private casino operators (BC and Ontario), charitable funds are pooled across the province and distributed on a grant/needs basis by the government regulator – not by regions or municipality.
- Considerable revenue distribution inequality between rural and urban charities. AGLC indicates that Camrose and St Albert regions wait the longest and earn the least amount of revenue:
  - Revenue: \$39,000 Urban Edmonton Charities versus \$6,100 Rural Camrose Charities and \$8,100 Rural St Albert Charities, per two day gaming event (annualized revenue).
  - Wait Time: 23 months in Edmonton versus 41 months in Camrose and 31 months St Albert.

# AGLC Gaming Regions Revenues

Proceeds from Casino Events and Wait Times by Regions



Source: AGLC

Pooled with Camrose. Second lowest revenue.

Precedent Rural License in an Urban Market. Not dilutive to Urban Calgary Charity Revenues

Second highest revenue and fourth shortest wait time. 5 Urban and 0 Rural Charitable Casinos.

Pooled with St Albert. Lowest revenue and longest wait time. 1 Charitable Casino.

5 Urban and 1 Rural Charitable Casinos.

1. Product of wait times and proceeds earned from casino events

# Impact on Charities

- 2021 AGLC *Charitable Gaming Review* "Consensus Recommendation" to locate a casino license in Edmonton that solely serves rural charities.
- In the City of Calgary there is a dedicated rural casino license at ACE Casino Blackfoot that solely serves rural charities outside of Calgary (all rural communities west to Banff).
- In 2022, ACE Casino Blackfoot relocated and expanded in Calgary, yet received no opposition from Calgary Urban Charities.
- Relocating the Camrose Casino is in line with AGLC's own Charitable Gaming Review recommendations, provides the same fairness as the Calgary region and helps to solve the revenue inequity between Rural and Urban charities.

# Impact on St Albert Region

- St Albert and Camrose gaming regions are the only two AGLC gaming regions in the province that pool revenues together. Based on AGLC data, these two regions have the lowest revenues per gaming event and some of the highest event wait times in the entire province.
- As a result of the AGLC regional pooling mechanism, the proposed relocation will increase the amount of charitable revenues for both the Camrose and the St Albert regions, improving parity with large urban charitable revenues. Effectively the relocation improves the financial disparity issue for two rural gaming regions, not just one region.
- A dollar for Camrose is a dollar for St Albert, and vice versa.



# AGLC Charitable Gaming Review

Proposed Improvements to CASINOS: continued

EXCERPT PAGE

### Consensus

- ✦ More reporting on the impact of \$ from casinos and where the money goes.
- ✦ No longer requiring volunteers to be bonafide members.
- ✦ Allow more Casinos to be built.
- ✦ Designate a Casino in Edmonton area that serves rural areas (like is set up in Calgary). = if this helps balance access/distribution
- ✦ More flexibility for 1 or 2 day events.



### Non-Consensus

- ✦ Greater equity to groups with larger geographic
- ✦ Provincial pooling of proceeds.
- ✦ Limiting the # of new applications based on categories / how the pie is / relevance / phase out some.



# AGLC Charitable Gaming Review

## Proposed Improvements to CASINOS:

EXCERPT PAGE

### Example: Equity Pool Redistribution

Red Tape Reduction - Wait Time and Proceeds Remove Edmonton/Calgary Restriction				
Immediate - Move 150 Greater Edmonton Charities at Camrose to 5 Edmonton Casinos				
Charities	Change	Wait Time	Change Proceeds	Change
<b>Before Move</b>				
Camrose	650	42	6,400	
Edmonton	360	23	40,000	
<b>After Move</b>				
Camrose	500	-150	8,400	+31%
Edmonton	390	+30	36,800	-8%
<b>150 Moved</b>				
Before	150	42	6,400	
After	150	25	30,400	+475%
<b>Immediate - Move 150 Calgary Rural Charities to 5 Calgary City Casinos</b>				
<b>Before Move</b>				
Rural	550	36	14,000	
City	320	20	41,000	
<b>After Move</b>				
Rural	400	-150	19,385	+38%
City	350	+30	37,275	-9%
<b>150 Moved</b>				
Before	150	36	14,000	
After	150	22	37,275	+166%

Annual Proceeds and Wait Times from Chart on page 27 Charitable Gaming Review 2021  
 Number of Charities from AGLC O&A Board  
 Historical analysis only, future is unknown  
 Greater Edmonton: Devon, Beaumont, Ft Saskatchewan, Sherwood Park, Nisku, Leduc

### Consensus / Non-Consensus

- Support as a concept for pooling resources as improved equity and reduced wait times across the province
- Further analysis needed

### Consensus

- Allow licensed group to choose casino location throughout province
- Pool and distribute funds provincially for all organizations, not just by region
- Do not eliminate volunteer positions and licensed group responsibility during casino events
- Provide accessible and on demand ratings and review system for the Casino Advisors Volunteer groups must hire
- Do not make this a grant program
- Ensure AGLC have good understanding and experience with the different types of nonprofits and their licensing

### Non-Consensus EXCERPT PAGE

- Require 3 volunteers at casino event, only if little or no money is taken away from licensed group by the operator
- Remove advisor role for Volunteer Groups
- Do not want to see a new system; just some tweaks

# Proposed Improvements to Casinos

# PROPOSED IMPROVEMENTS TO CASINOS

## PROPOSED IMPROVEMENT

## RATIONALE

- 1) Redistribution/Removal of Regional Boundaries

Creates a more equitable distribution of funds traveling to St. Albert vs Edmonton is 10 minutes but funds and wait times are significantly different

- 2) Reduce Volunteer Requirements

Roles and number of volunteers are no longer necessary due to technological advances

- 3) Keep current Advisor structure

It is working well

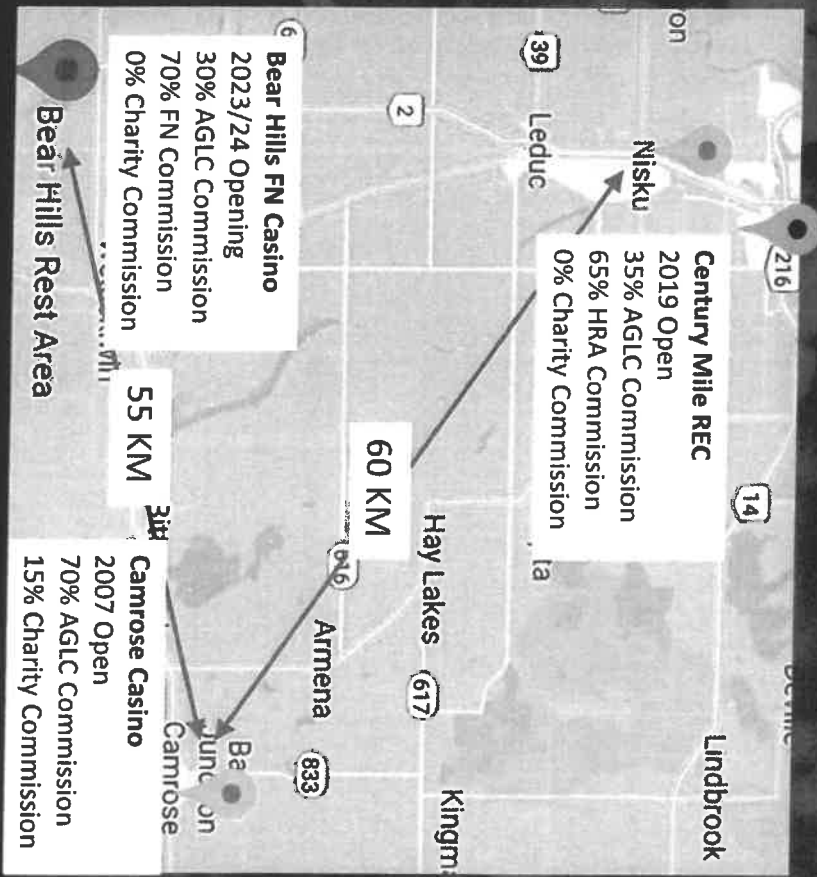
- 4) Remove 100 km Rule

Reduces financial barriers for smaller and rural organizations

# How Did This Happen?

- The Camrose Casino opened in 2007 serving the local rural community in the Camrose AGLC Gaming Region.
- In 2019, AGLC approved the relocation of the Northlands REC to the AGLC Camrose Gaming Region (Nisku) which is 60 KM from the Camrose property. The Camrose property has 208 EGMs while the Century Racino opened with 600 EGMs. This relocation greatly impact the financial viability of the Camrose Casino and redistributed charitable revenues to the REC/HRA.
- In 2022, AGLC approved the Louis Bull First Nations Bear Hills Casino which is 55 KM from the Camrose property. This new FN casino license, which is approved for 200 EGMs and up to 15 table games, will greatly impact the financial viability of the Camrose Casino given that Camrose's second largest player market in Wetaskiwin will be located only 17 KM from the new First Nations casino and will offer players the opportunity to smoke on premises. There will also be a very significant redistribution of charitable revenues to the HFN Charity, further exacerbating the difference in charitable revenues generated by Rural Camrose Charities and Urban Edmonton, HRA and HFN Charities.
- The unviable financial outlook for the Camrose Casino is of great and growing concern to the local community, its employees and the local charitable partners that it serves. An amount of return of charitable gaming revenues to Rural Camrose Charities through the proposed relocation is fair and reasonable given that Rural Camrose Charities have already lost or are expected to lose such a significant portion of their Camrose Region revenues to HRA and HFN Charities.

# How Did This Happen?



# What If?

- Regrettably, the Camrose Casino is not financially viable. The business generates a meaningful financial loss each year and with the proliferation of the recently relocated Century Mile REC and soon to open Bear Hills First Nations Casino, the Camrose Casino will have to either relocate or close in order to cease financial losses.
- 
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- In 2021, the Camrose Casino unsuccessfully attempted to relocate to Sherwood Park/Strathcona County, the only community within the AGLC Camrose Region with a sufficient customer population to restore financial viability. The municipality rejected reforming its bylaws to permit a casino.
- In the event that the proposed relocation application is unsuccessful, the Camrose casino closure will displace approximately 650 Camrose region charities. These rural Camrose charities will either be without an opportunity to generate any charitable revenues or will presumably be absorbed by the Edmonton AGLC Region casinos, as the St Albert and Red Deer AGLC regions currently have much longer wait times.

# Urban Charities Still Further Ahead

- Post Camrose Casino relocation to Edmonton, AGLC management forecasts:
  - Rural Charities to increase their earnings from \$25,000 to \$51,000 per event.
  - Urban Edmonton Charities to decrease their earnings from \$75,000 to \$68,000 per event.
- 
- Urban charities will still earn a superior amount, 34% more, over rural charities, but also avoid the need for prospective sweeping legislative changes to pool AGLC charitable funds across the province instead of by region, in order to provide fairness and equality amongst rural and urban charities.
- However, if Camrose Casino closes, Edmonton Urban Charities and Politicians are already advocating for several Camrose Rural Charities to be redistributed to St Albert and Red Deer AGLC regions which would further exacerbate the disparity in revenues and wait times between these rural and the Edmonton regions.

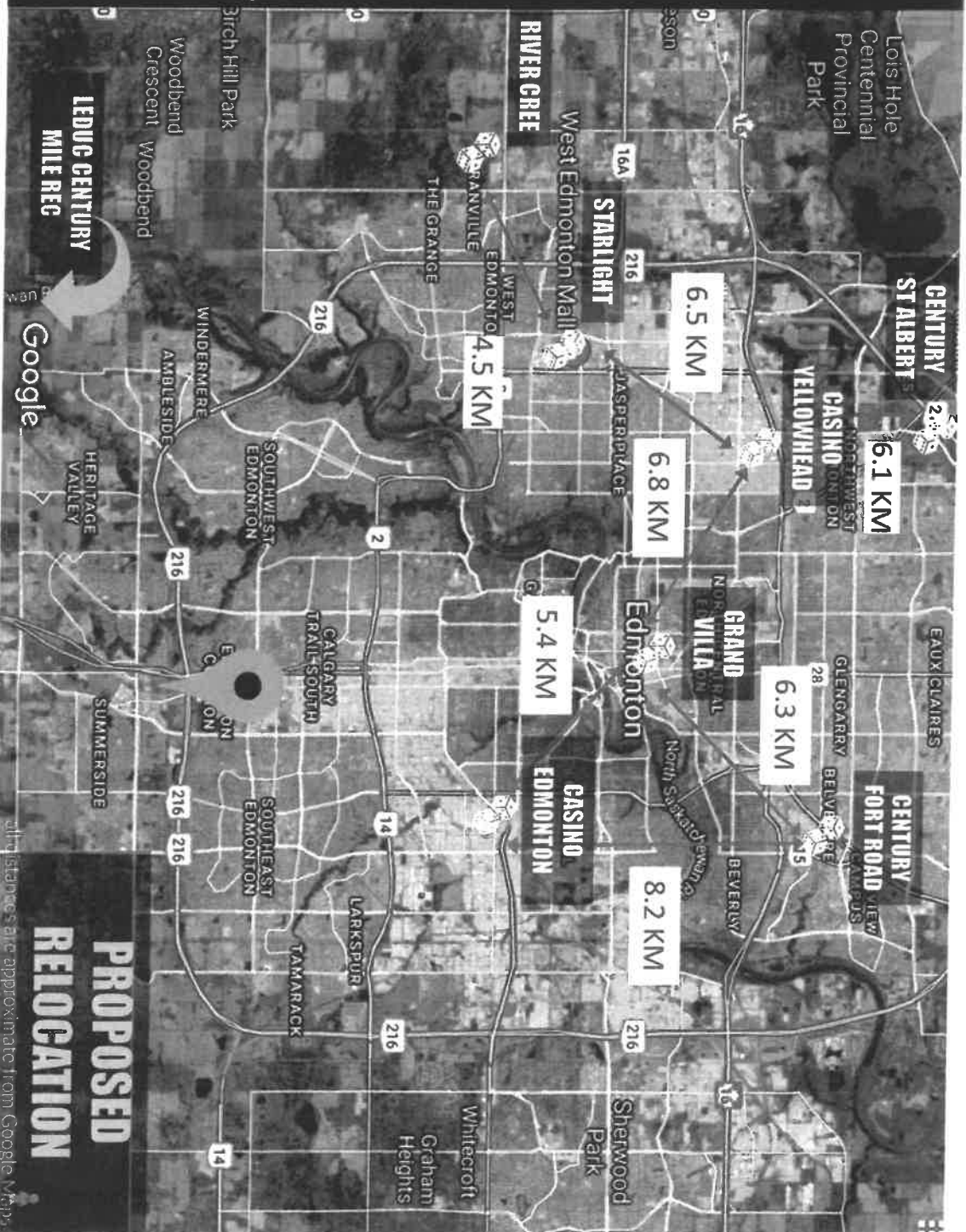
Source: AGLC, non annualized data



# Edmonton Casinos

## Distance From Proposed Site:

- 9.7 KM to Casino Edmonton
  - 13.8 KM to Leduc Century Mile REC
  - 14.0 KM to Starlight Casino
  - 16.9 KM to River Cree FN Casino
- Every casino in Edmonton's city limits has a different casino located closer to it than the proposed relocation site
  - Recent ACE Casino Calgary relocated to Airport location 8.4 KM from nearest charitable casino, 7.8 KM from nearest REC and 16.5 KM from FN casino



# Impact on Community & Municipality

- Camrose Region political leaders understand that the Camrose Casino license has to move to Edmonton in order to generate a fair and equitable amount of revenue for rural charities, as well as be financially viable.
- The employees of the Camrose Casino who live in the Camrose region will still have employment opportunities with the new relocated facility with improved compensation. The Camrose Hotel will backfill the casino with another entertainment facility which will continue to provide employment opportunities to existing Camrose staff.
- The majority of the rural charities in the Camrose region are located in Edmonton bedroom communities, including: Sherwood Park, Leduc, Beaumont, Devon, etc. These charities would have a shorter drive to volunteer at a casino located in Edmonton than Camrose.

# Impact on Community & Municipality

- City of Edmonton Councilors reviewed and approved the rezoning of the casino lands in April 2021. City of Edmonton Planning Department reviewed the file and advertised the development permit approval for public appeal simultaneously with the AGLC public consultation. The development permit was approved with no appeals in August 2022.
- The Mayor of Edmonton and Edmonton Federation of Community Leagues wrote to the AGLC Board asking to block the relocation in order to prevent an equitable redistribution of gaming revenues to Rural Charities.
- The AGLC Board needs to hear that there is support for the casino relocation and a more equitable split of gaming revenues in the Capital City Region.

# What Are AGLC's Issues?

The AGLC Board incorrectly denied the relocation application based on the following reasons:

1. **Lack of Community Support.** We need your support by writing to AGLC.

Approximately 250 Edmonton Charities and Community Groups wrote to AGLC to oppose sharing Edmonton Charitable Gaming Revenues with Rural Alberta. Edmonton is the only AGLC gaming region in Alberta that doesn't invite rural charities into its casinos.

Please contact AGLC to support the relocation of the Camrose Casino to South Edmonton and ensure Rural Charities receive a fair financial deal.

# What Are AGLC's Issues?

- The AGLC Board incorrectly denied the relocation application based on the following reasons:
  - **2. Cannibalization of Existing Casino Operator Revenues.** AGLC's own data confirms that no other casino operator will be materially affected by the relocation.
  - **3. Limited New Gaming Revenues.** AGLC market assessment and a third party consultant confirmed that the relocation would generate \$7 - \$28 MM of new revenue for AGLC each year. This is a material amount of funds that could be used for schools, hospitals and roads. AGLC confirmed its own investment would be repaid in less than 2 years.

# What Are AGLC's Issues?

- The AGLC Board incorrectly denied the relocation application based on the following reasons:

- **4. Negative Impact to Horse Racing Alberta and First Nations Development Fund.**

**FNDF:** AGLC's own analysis demonstrates that the impact on the First Nations Development Fund will be less than 0.9%, which is not material.

The FNDF receives \$117 MM per year, while each of Camrose and St Albert regions receive \$4.6 MM.

# What Are AGLC's Issues?

- The AGLC Board incorrectly denied the relocation application based on the following reasons:

- 
- 
- 
- **4. Negative Impact to Horse Racing Alberta and First Nations Development Fund.**

**HRA:** AGLC's own analysis demonstrates that the impact on the HRA Fund will be 4.3% which is not material. The HRA receives \$34 MM per year, while each of Camrose and St Albert regions receive \$4.6 MM.

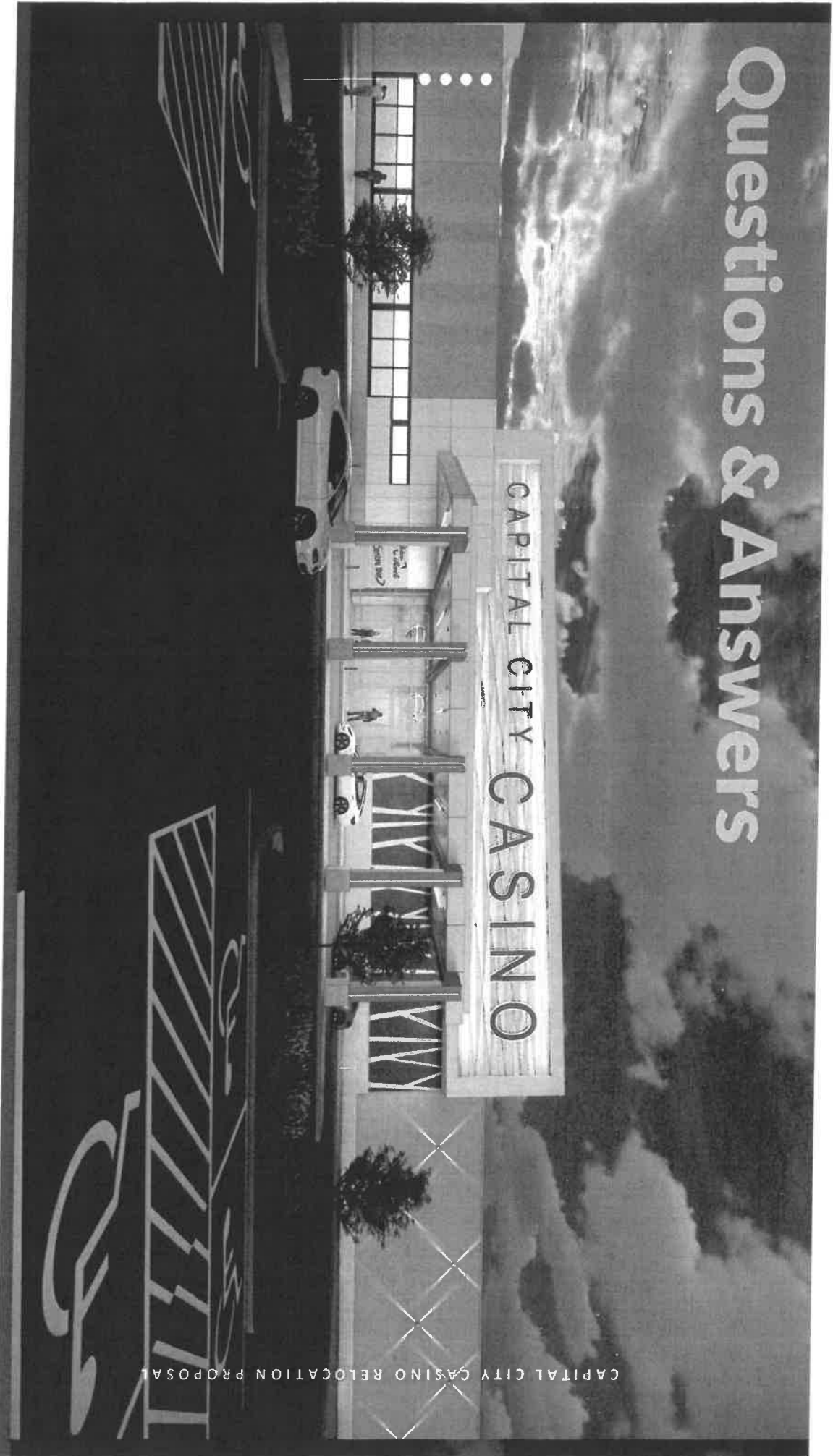
AGLC's approval to relocate the Century Mile Racetrack from Edmonton to the Camrose region is a major factor why the Camrose Casino is financially impaired and rural charitable revenues have declined. The Camrose casino must now relocate in order be financially solvent and earn a reasonable amount of revenue for rural charities.

# Next Steps

- Contact the following AGLC Board and Management leaders and your MLA to express your support for the project prior to the March 13<sup>th</sup> AGLC Appeal Hearing:
  - Kandice Machado, AGLC CEO.
    - Email: [kandice.machado@aglc.ca](mailto:kandice.machado@aglc.ca)
    - Phone: 780-447-7433
  - Len Rhodes, AGLC Board Chair.
    - Email: [len.rhodes@aglc.ca](mailto:len.rhodes@aglc.ca)
    - Phone: 780-447-8668
- Please share this information with your community and ask them to contact AGLC & MLA.



# Questions & Answers



CAPITAL CITY CASINO RELOCATION PROPOSAL

Let's work together to build  
a better Alberta!



Thank You

**From:** Cathy Heron <president@abmunis.ca>  
**Sent:** April 17, 2023 4:15 PM  
**To:** Kathy Skwarchuk  
**Subject:** Update on RCMP Retroactive Salary Costs  
**Attachments:** Email to Mayors and CAOs re update on RCMP retroactive salary costs - Attachment 1 - FCM Draft Resolution.docx; Email to Mayors and CAOs re update on RCMP retroactive salary costs - Attachment 2 - FCM Draft News Release.docx

Dear Municipal Colleagues:

With the release of the federal budget in March 2023, Public Safety Canada confirmed that the federal government is passing along the costs of RCMP retroactive salary increases to contract partners. ABmunis has received several inquiries about how this decision affects Alberta municipalities, so I am pleased to share the following information with you.

### ***Municipalities with Populations over 5,000***

If you are a municipality with a population over 5,000 and you contract the RCMP directly as your municipal police service, you should have received an invoice for the total amount owing, as well as a letter from Public Safety Canada enclosing a Confirmation of Intent document. Public Safety Canada has requested that contract partners complete and submit the Confirmation of Intent document by April 15, 2023 to indicate whether they will:

1. Pay the invoice in full within the 45 days stated in the Municipal Police Service Agreement (MPSA); or,
2. Request an extended payment schedule with up to two years to pay in full (i.e. until March 31, 2025).

**Note that the April 15, 2023 deadline for submitting the Confirmation of Intent document has been extended to May 15, 2023.**

If you have not received an invoice or letter from Public Safety Canada, please contact Ministry staff at [ps.cmcsec-cgesec.sp@ps-sp.gc.ca](mailto:ps.cmcsec-cgesec.sp@ps-sp.gc.ca).

### ***Municipalities with Populations under 5,000***

If you are a municipality with a population under 5,000, your community will in all likelihood receive your police services from the RCMP, under the Provincial Police Service Agreement (PPSA). Accordingly, your municipality is not an RCMP contract partner and is not directly affected by this retractive pay settlement. Your municipality pays for its policing costs to the Government of Alberta, under the police funding that was introduced in 2020. The Government of Alberta has committed to maintaining the police funding model for PPSA communities and has verbally communicated to ABmunis that it will not be passing their RCMP retroactive salary costs onto municipalities.

### ***Going Forward***

ABmunis will focus on the current round of collective bargaining to help ensure contract partners are provided with more accurate cost estimates and timelines as bargaining progresses. We also encourage members to support FCM's continuing advocacy on this topic by using the attached documents:

- A draft resolution, which can be adopted and used to ensure a resolution opposing this decision can be swiftly passed at your next municipal council meeting.

- A draft press release, which affected municipalities can use to articulate their position on this important development in line with FCM's ongoing advocacy. This resource may be useful in engaging with local media or local MPs on this important issue.

As always, please feel free to reach out to me directly if you have other questions or concerns.

Sincerely,

**Cathy Heron** | President

E: [president@abmunis.ca](mailto:president@abmunis.ca)  
300-8616 51 Ave Edmonton, AB T6E 6E6  
Toll Free: 310-MUNI | 877-421-  
6644 | [www.abmunis.ca](http://www.abmunis.ca)



This email and any files transmitted with it are confidential and intended solely for the use of the individual or entity to whom they are addressed. If you have received this email in error please notify the sender. This message contains confidential information and is intended only for the individual named. If you are not the named addressee, you should not disseminate, distribute or copy this email.

*We respectfully acknowledge that we live, work, and play on the traditional and ancestral territories of many Indigenous, First Nations, Métis, and Inuit peoples. We acknowledge that what we call Alberta is the traditional and ancestral territory of many peoples, presently subject to Treaties 4, 6, 7, 8 and 10 and Six Regions of the Métis Nation of Alberta.*

[DRAFT TEMPLATE response to RCMP retroactive costs decision]  
FOR IMMEDIATE RELEASE

[DATE], 2023

## **[MUNICIPALITY] responds to update from the Government of Canada on the issue of retroactive RCMP costs**

**[CITY/TOWN, PROVINCE]** – The [MUNICIPALITY] responded today to the federal government’s disappointing decision to pass unbudgeted and unaccounted for costs on to municipalities.

Despite months of municipal advocacy led by the Federation of Canadian Municipalities (FCM), provincial-territorial associations and local leaders across Canada, the federal government has indicated in the most recent federal budget it will not be meeting the request to absorb the retroactive costs associated with the latest RCMP collective bargaining agreement.

Tuesday’s budget further confirmed that communities across Canada that are dependent on RCMP services for local policing, including [MUNICIPALITY], are expected to cover these costs—a decision falling well short of the call from municipalities to fully absorb the costs.

“[Quote from local representative]”

Local governments were not at the table for these negotiations. And while cost estimates were provided to some municipalities, these turned out to be far below the final agreement’s increase over six years, with retroactive pay going back to 2017. The cost to [MUNICIPALITY] associated with these retroactive payments is expected to be [COST ESTIMATE IF AVAILABLE].

This decision is an example of a federal commitment that deeply impacts municipalities, without municipalities being properly consulted or involved. Municipal governments are paying a growing share of policing costs, but they cannot run deficits and have limited revenue tools.

FCM has clearly reiterated the need for municipalities to be actively involved in any future processes regarding contract policing, calling this recent decision unacceptable. This is a position supported in full by [MUNICIPALITY].

-30-

***For more information:***

Municipality Media Relations if available, inc. phone number and email  
FCM Media Relations, (613) 907-6395, [media@fcm.ca](mailto:media@fcm.ca)

**Template Resolution – Prioritizing Municipal Input in Future RCMP Contract Policing Decisions**

**WHEREAS**, The Government of Canada has made the decision in Budget 2023 to make municipalities responsible for all retroactive costs stemming from the latest RCMP collective bargaining agreement; and

**WHEREAS**, These extraordinary one-time costs, which in some jurisdictions amount to millions of dollars, will cause significant hardship for communities and residents across the country, and were negotiated without meaningful consultation or a seat at the table for the municipalities responsible for paying the bill; and

**WHEREAS**, Municipal governments are already paying a growing share of policing costs, but unlike other orders of government, cannot run deficits to spread out the impact of these extraordinary one-time sums, and have limited revenue tools; and

**WHEREAS**, Local governments will now be forced to make difficult decisions that will impact residents, such as cutting essential services, reducing policing levels, raising property taxes significantly, and/or cancelling work on local infrastructure, at a time when Canadians' concerns about community safety and the cost of living are already rising; and

**WHEREAS**, Going forward, it is critical that municipalities be proactively engaged in any forthcoming processes related to contract policing to prevent this occurring again; therefore be it

**RESOLVED**, That [insert municipality's name] joins the Federation of Canadian Municipalities in calling on the federal government to commit to ensuring that local governments are meaningfully consulted, fully informed, and at the table on issues related to policing costs given the municipal role in keeping our communities safe; and be it further

**RESOLVED**, That [insert municipality's name] conveys this support in writing to local Members of Parliament.

**Alberta Beach Village Office**

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**From:** Ed Gallagher (Onoway Legion President) <president@onowaylegion132.com>  
**Sent:** April 17, 2023 7:35 PM  
**To:** Kathy Skwarchuk  
**Subject:** Invitation to Onoway Legion Veterans Dinner - Saturday, 13 May 23  
**Attachments:** 220417 - Invite to Alberta Beach - Onoway Legion.pdf

Hello Kathy,

I am attaching an invitation to the Mayor to attend our Veterans Dinner on May 13.

Regards,

Edward (Ed) Gallagher  
President  
**Onoway Branch No. 132, Royal Canadian Legion**  
Mobile: 780-297-2203





## Royal Canadian Legion Branch No. 132 (Onoway)

4808 – 50 Street, Onoway, Alberta T0E 1V0

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### **BY EMAIL**

April 17, 2023

Alberta Beach  
Box 278  
Alberta Beach AB T0E 0A0

Attention: Chief Administrative Officer

Dear Ms. Skwarchuk,

**Re: Veterans Dinner – Saturday, May 13, 2023**

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On behalf of Branch 132 (Onoway) of the Royal Canadian Legion, it is my privilege to invite your Mayor or another member of Council to attend to our Veterans Dinner, to be held at the Onoway Legion on Saturday, May 13, 2023, commencing at 3:00 pm.

Rather than a somber reflection on those who gave their lives for Canada and for freedom in past wars and other conflicts, this is a day to renew our thanks to those veterans who still live among us.

This is our first Veterans supper in a few years, having navigated the limitations imposed by COVID restrictions, and then moving into our recovery phase. This year's event will include recognition of our current veterans, presentation of long service and other awards to Legion members, and a supper.

We would also be grateful if the attendee would say a few words of welcome. Please have a member of your staff confirm with us at the number or email below.

Yours truly,

Edward Gallagher  
President  
[president@onowaylegion132.com](mailto:president@onowaylegion132.com)  
780-297-2203



**Alberta Beach Village Office**

---

**From:** Tim Rosadiuk <kayakomat@greatescapekayaks.com>  
**Sent:** April 15, 2023 8:56 AM  
**To:** development@albertabeach.com; development@albertabeach.com  
**Cc:** angeladuncan@albertabeach.com; taraelwood@albertabeach.com  
**Subject:** Game-changing Kayak/SUP Rental System  
**Attachments:** Rental equipment 2023.pdf; KAYAKOMAT info.pdf; PDF FOR OPERATOR CANADA .pdf

Hello Angela, Tara and the Alberta Beach admin

I'm contacting you to see if we could obtain a vendor permit to operate an online kayak/SUP rental station in Alberta Beach. These stations are proving to be an excellent way to provide ecologically friendly recreational opportunities to the local population while stimulating economic development and tourism!

I have provided some explanation on how the service works, and it requires no hookups or connections like electricity or wifi. Just a relatively flat patch of ground near the water will do. The kiosk which measures only about 12'x8' is not removed every night, but would remain on site through the season to permit early morning and later evening paddling, which are the most popular times. We were hoping we could place the unit on Village property if possible.

KAYAKOMAT a brand new, exciting concept for kayak/SUP rental that is a real game-changer in the industry! Many municipalities have found this automated rental system to be an excellent addition to their community, providing a healthy, interesting activity to local citizens and tourists that is super easy to operate.

KAYAKOMAT is a self-service rental kiosk, open for bookings 24 hours a day. Clients can rent kayaks and stand-up paddleboards easily, smoothly, anytime, from anywhere on the KAYAKOMAT.COM world-wide website. Online visibility is excellent due to the size and international aspect of the online presence.

**How does it work?**

The client goes on to the KAYAKOMAT.COM website, books and pays online, reviews usage and safety instructions, then receives a code to unlock the unit of their choice of equipment (incidentally, insurance companies favor online safety instructions and waivers as users have more opportunity to read them over carefully). SUPs as well as solo and tandem sit-in and sit-on-top kayaks are available. All necessary equipment, including life jacket(s), paddle(s), spray skirt(s), etc is provided.

What are some of the advantages of having a KAYAKOMAT serving your community?

- Proven, trusted, convenient online rental system.
- Allows prepaid and pre-booked rentals, guaranteeing the paddler his/her reservation.
- A variety of available activities makes a location more attractive and enjoyable for the public.
- Lower overhead costs allow this service to be offered in locations where a manned station wouldn't be feasible.
- Dedicated equipment eliminates the possibility of transferring invasive species.
- Makes a pleasant paddling experience easily and affordably available to many who have no equipment.
- Your site will be put on the map **world-wide** through the KAYAKOMAT international kayak rental website.

- KAYAKOMAT's safety record with over 45,000 bookings to date has had **zero incidents** and is **superior** to the industry average!
- Alerts tourists planning visits in your area to YOUR location and rental availability.
- Extends rental availability for users to early morning and later evening rentals beyond the hours of a manned rental station.
- Leveraged internet visibility through KAYAKOMAT's international advertising and social media optimization programs.
- Easy kiosk set up, no electricity or WIFI needed. Just a flat patch of ground is all that's needed!
- 24/7 booking availability to clients with no staff required.
- Bad weather? – no problem! Instant availability for rentals the moment the weather improves -- without staffing issues!

What does the operator do?

The operator is always available (by phone, text or email) to help clients with the occasional question about bookings, equipment etc. So it's important to note that although the station is not **physically** manned, someone is always available to assist with any problems or questions that may arise.

Aside from that, the operator will check on their station periodically (according to usage) to be sure the equipment is as it should be, clean and in place. This normally takes only a few hours a week even in the busy season. We have a community member keenly interested to operating a station in Alberta Beach.

The system has been running successfully for some time in Sweden with over 80 successful stations, and is now being offered in several European countries and Canada!

For this upcoming season we will be operating on several Alberta Provincial Park and Wetaskiwin County park sites here in Alberta. In Ontario we have agreements in place with Innisfil, St. Catherine, as well as the townships of McNab/Braeside, Brock, Tweed and others. We are finalizing arrangements with a number of other municipalities and townships.

Note what Kristian from Sweden found when he added a KAYAKOMAT to his campground: "The best thing about running a KAYAKOMAT? Making the campsite more attractive!" New clients found out about his location via the digital marketing efforts of KAYAKOMAT. Bookings were fast and easy thanks to the user friendly online booking system. What became clear is that many clients prefer the convenience of the booking app and the 24H self-service to paddle when they want.

Another campground chain in Sweden added 35 KAYAKOMATS to their campgrounds located on good paddling sites!

**Hear what some park operators said about Kayakomat:**

*"Having Kayakomat kayaks at our municipal campgrounds enhanced our visitors experience with an easy online process. We are definitely having Kayakomat in our campgrounds next year"* **Geoff Lynch, Director of Leisure & Community Services - County of Wetaskiwin**

*"Having a Kayakomat kiosk located at the Buck Lake campground was an amazing addition to the day use area. Many campers, daytime visitors, as well as us attendants, thoroughly enjoyed the opportunity to rent out the kayaks and enjoy the nice summer weather on the lake. We heard many good reviews from locals, as well as people coming from afar to camp. Families, couples, and groups of friends were given a fun activity to do together while*

spending time at the campground. (The operators) were excellent to work with, from the day they brought in the kayaks. Having the Kayakomat kiosk was a great addition to not only the campground, but the community as a whole." **Buck Lake campground attendant**

One operator informed us that having a Kayakomat present increased traffic to the day use area by at least 20% in the first month and allowed people new to the activity to enjoy it in a safe manner with good quality equipment.

Here are some reviews from delighted paddling clients here in Canada:

**Michael on Google (5 stars)** (July 14, 2022, 12:43 pm)

"Amazing! New gem that's only an hour away from the city. Easy to book online and super affordable. The SUP and kayak we rented were brand new and loved that it came with lifejackets as some of us weren't too comfortable in the deep water. Would definitely do this again or maybe try the other location."

**Ashley h on Google (5 stars)** (August 15, 2022, 4:00 am)

"It's really fun and easy to use. And its super convenient. And Twin lakes, where it's set up at, is a very beautiful lake to paddle at."

**Ang E on Google (5 stars)** (August 30, 2022, 5:13 pm)

"Beautiful lake and the kayak rentals are super easy to use and sturdy."

**Marli Dorie on Google (5 stars)** (August 19, 2022, 9:02 pm)

"... We had such a fun day, we definitely recommend. Everything was simple to use and getting out on the lake was easy and quick. We will definitely be back!"

**chrls on Google (5 stars)** (5 months ago)

"I must say this was the most relaxing kayak experience ever... the kayaks were really easy to use and very sturdy. Highly recommended."

Please check out the booking website at [www.kayakomat.com](http://www.kayakomat.com). I've attached some information on the rental kiosk and the rental system, the equipment available and a brochure meant for operators so that you can see their involvement in operations.

We are very excited to be introducing this exciting new concept to Canada. I look forward to chatting with you more! Please click on the link to schedule a meeting where I can provide more details and answer any questions you may have. See my schedule and [book a time here](#). If none of the times on my calendar are convenient, please email me with your preferred times. I look forward to chatting soon!

Warm regards

Tim Rosadiuk  
Great Escape Kayaks Inc.  
KAYAKOMAT Canada  
1-833-URKAYAK  
[www.greatescapekayaks.com](http://www.greatescapekayaks.com)





# KAYAKOMAT<sup>®</sup>

BY POINT 65 SWEDEN

THE WORLD'S LEADING  
SELF-SERVICE RENTAL SYSTEM  
FOR KAYAKS AND SUPS

# START A KAYAKOMAT STATION

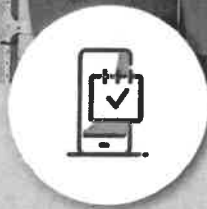


**START YOUR OWN  
SELF SERVICE  
S.U.P. AND KAYAK RENTAL**

**INVESTMENT  
10 000 CAD**

- KAYAKOMAT is the world's leading unmanned kayak and SUP rental company.
- KAYAKOMAT is now present at 105 locations in six countries.
- KAYAKOMAT has had over 30,000 satisfied paddlers from 52 countries.
- We have received over 1,668 Google reviews with ratings of 4.4/5.
- Over 70% chose KAYAKOMAT because it was easy, convenient and available in great locations.

# HOW DOES IT WORK?



## BOOK

Reservations are made through our booking system on the website [kayakomat.com](http://kayakomat.com)



## UNBLOCK

After a completed booking, a code is sent via SMS and email to the customer to unlock the equipment



## PADDLE

After use, the equipment is returned to the same location within the rental period.

# OUR HISTORY



1996

**POINT 65 SWEDEN IS FOUNDED BY BROTHERS  
TOMAS AND RICHARD ÖHMAN**

2000

**POINT 65 BECOMES THE LEADING PADDLE SPORTS  
BRAND IN SCANDINAVIA**



**POINT 65 DEVELOPS SWEDEN'S FIRST ONLINE  
BOOKING SERVICE FOR KAYAK RENTAL**

2003

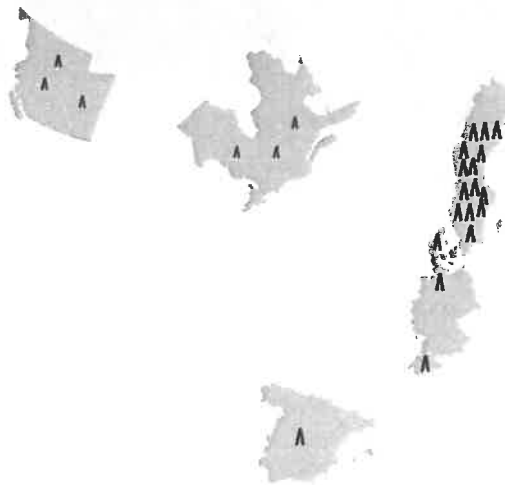
2006

**POINT 65 ESTABLISHES 15 MANNED RENTAL STATIONS IN SWEDEN. THIS HAS GIVEN US INSIGHTS AND EXPERIENCE VALUABLE FOR KAYAKOMAT**



2021

**TEST OF THE KAYAKOMAT CONCEPT WITH 15 STATIONS IN SWEDEN**



2020

**KAYAKOMAT BY POINT 65 SWEDEN LAUNCHES ITS FIRST PILOT STATION IN SWEDEN**

**KAYAKOMAT BECOMES THE WORLD'S LEADING SELF-SERVICE SUP AND KAYAK RENTAL COMPANY WITH 30 000 USERS, 84 STATIONS IN SWEDEN AND 21 ABROAD.**

**INTERNATIONAL EXPANSION:**

**CANADA, DENMARK, GERMANY, SWITZERLAND AND SPAIN.**

2022



# BECOME A KAYAKOMAT OPERATOR



## A PROFITABLE SIDE JOB

Who can manage a kayakomat?

Almost everyone!

Employees, entrepreneurs or students looking for a fun and rewarding part-time job. Parents with teenage children looking for a cool summer job.

For campgrounds, hotels and seaside restaurants, KAYAKOMAT can provide extra income and the opportunity to add value to their guests.

## COMMUNITY AND MANAGEMENT

The KAYAKOMAT concept includes mentoring, training, a management system for operators and regular meetings with network members with whom you can share your knowledge and experience.

Can't find a suitable location for your KAYAKOMAT? No problem!

With our experience, we will help you by cooperating with the authorities to find the perfect location.



## **START KAYAKOMAT - A HASSLE-FREE AND PROFITABLE HOBBY BUSINESS!**

Paddling is an activity that is quickly becoming mainstream. Seeking the outdoors and its sustainable activities is something that many people appreciate.

Renting a kayak or a SUP with the help of the KAYAKOMAT system is a sustainable, cost effective and a fun seasonal activity with a low investment cost.

KAYAKOMAT is the world's leading kayak and SUP rental company. We are present in Spain, Germany, Denmark, Switzerland, Sweden and Canada.

We are looking for those who want to be part of this journey and want to run one or several stations.

When you join our concept as a franchisee, you get the benefit of a ready-made website, a booking system, access to an established and modern concept and finally a leading brand in paddle sports.



# CENTRALIZED MARKETING



In today's market, the purchasing process is mainly done online, which is also the case for renting a SUP or kayak.

Therefore, it is important to be visible and available when customers are looking for experiences, products and services. For these reasons KAYAKOMAT continuously invests in extensive marketing programs.

Thanks to the great number of rental sites in the KAYAKOMAT franchise, we have an impressive visibility and credibility on

Google, along with cohesive content, all under one umbrella organization with its own website.

Centralized marketing tools allow for a greater reach and drive traffic to the central reservation system, which generates bookings for your KAYAKOMAT.

This provides much greater visibility than running a rental business completely on your own.

## WELL-KNOWN BRAND

Thanks to the successful work of our marketing team, the expertise of our PR specialist and the PR training we give our operators, we have gained a lot of national and local media attention.

As a result, we are a known and trusted service that encourages clients to return to the destinations.

## TOGETHER WE ARE STRONG

Another advantage of being part of an international network is that your customers will recognize your company and will be able to rent a quality kayak or SUP in many locations using the same platform and process.



# SAFETY POLICY



## A SAFE ACTIVITY

KAYAKOMAT offers the client a safe experience from start to finish.

Life jacket, paddle and more are always included in the booking.

Safety instructions and paddling tips are available on our web application:  
[www.kayakomat.com](http://www.kayakomat.com)

The paddler must view and accept safety instructions to complete the booking process.

## SECURE AND EASY PAYMENT

Customers demand an online payment that is

- Secure
- Professional
- Reliable
- Easy to use.

These criteria are met by our booking platform offering payments by credit card and PayPal.

# QUALITY RANGE



High quality is an important factor for all customers which it is not obvious when renting a kayak or SUP.

The KAYAKOMAT concept ensures the equipment is replaced regularly to maintain high quality.

This assures the customer they are guaranteed to have new and fresh kayak or SUP at all locations.

Selling used equipment is an excellent way to generate additional income, as the demand for used kayaks and SUPs from

Point 65 Sweden is very high. Second hand sales for used equipment is done online and is quick and easy. The operator earns 50% from the sales.

Since it is an unmanned equipment concept, you don't have to be on site every time a customer picks up and returns a kayak or SUP.

The self-service concept of KAYAKOMAT is an excellent hobby business to run alongside full time work, studies or other projects as it is convenient and does not require any staff.

# KAYAKOMAT SPECS



**KAYAKOMAT**  
BY PAULERIS SWEDEN

KAYAK

UNLOCK

PADDLE

**PADDLE ANYTIME - KAYAKS & SUPS**  
Self serve rental at [www.kayakomat.com](http://www.kayakomat.com)



**A KAYAKOMAT HAS 12 SLOTS THAT CAN HOLD BOTH KAYAKS AND SUPS.**

Considering the location, the operator can decide together with us which equipment is best for their KAYAKOMAT.

On our dedicated operator website, the operators can order their own equipment and have access to all details regarding the kayaks.



**THE KAYAKOMAT NEEDS NEITHER ELECTRICITY OR WATER**

The Kayakomat is easy to set up and dismantle.

The kayaks and SUPs are secured with chains and Smart Locks.

The Smart Locks are connected to our digital booking system.



**DESIGNED AND MADE IN SWEDEN**

The main material for the frame and cover, is zinc-plated steel of corrosion class 2.

The cover withstands a snowfall of 1.5 kN/m<sup>2</sup> and a wind speed of 25 m/s.

On both long sides there is an informative banderole made of printed perforated PVC.



**THE KAYAKOMAT IS A VENDING MACHINE FOR KAYAKS AND SUPS.**

This allows anyone to conveniently rent equipment at any time of day.

The rental system is completely self-service thanks to the digital booking system and Smart Locks.



# KAYAKOMAT

BY POINT 65 SWEDEN

CONTACT SWEDEN

AXEL BERGER

AXEL.BERGER@KAYAKOMAT.COM

+46 703 87 38 70

CONTACT DENMARK

FREDERIK LAURSEN

DANMARK@KAYAKOMAT.COM

+45 80 72 39 00

CONTACT FRANCE

LOLA LE FICHANT

LOLA.LEFICHANT@KAYAKOMAT.COM

+33 6 31 94 46 83

CONTACT SPAIN

HUGO PEDROSA

HUGO.PEDROSA@KAYAKOMAT.COM

+34 819 50 57 83

CONTACT GERMANY

STEFANIE SAUTER

STEFANIE.SAUTER@KAYAKOMAT.COM

+49 151 72 40 97 18

CONTACT CANADA

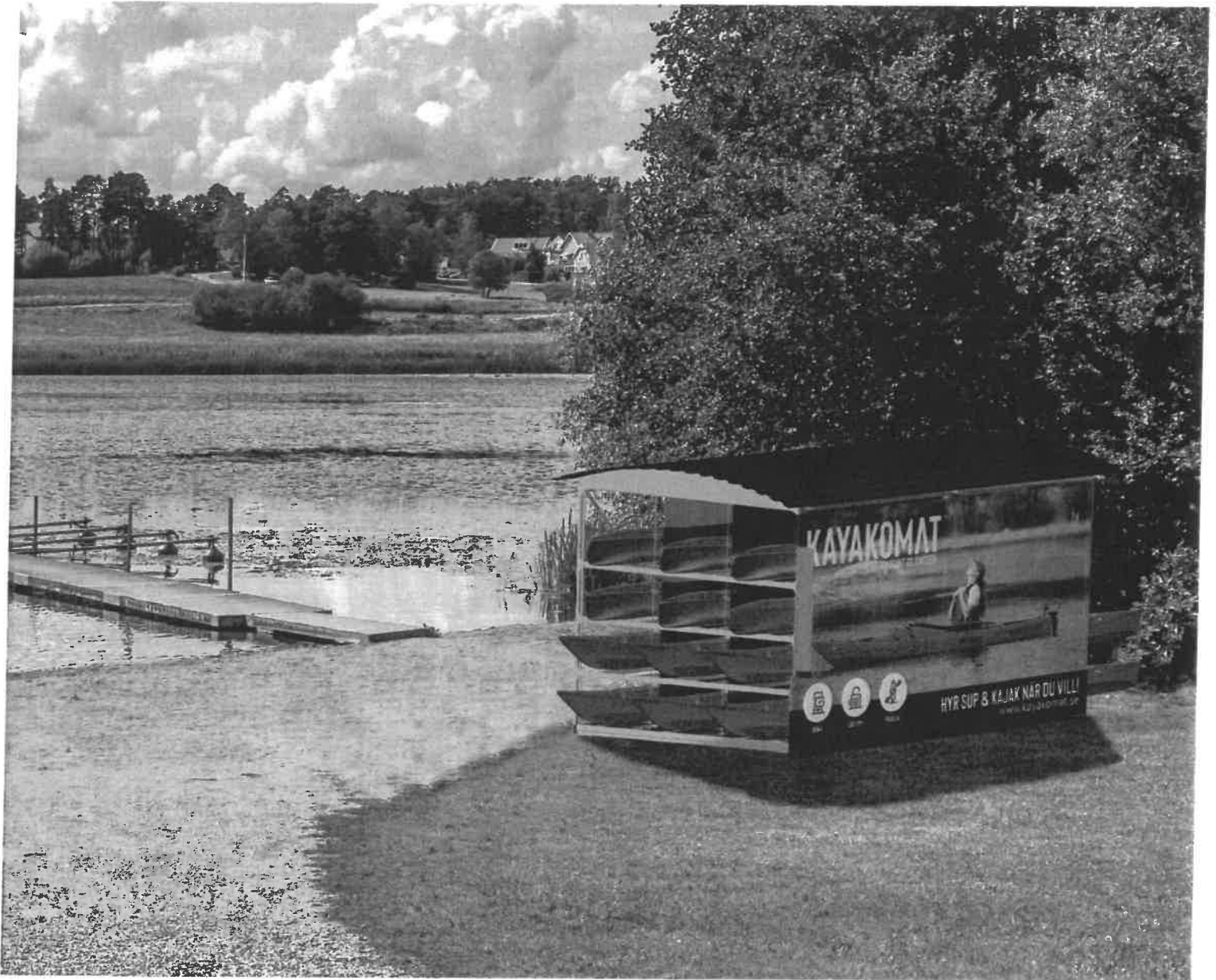
TIM ROSADIUK

CANADA@KAYAKOMAT.COM

+1 833-875-2925

[WWW.KAYAKOMAT.COM](http://WWW.KAYAKOMAT.COM)

# KAYAKOMAT - A RACK FOR SELF-SERVICE KAYAK & SUP RENTAL



**KAYAKOMAT**<sup>TM</sup> 58  
BY POINT 65 SWEDEN



# KAYAKOMAT™

BY POINT 65 SWEDEN



## WHAT IS A KAYAKOMAT?

A KAYAKOMAT is an independent rack for kayaks and Stand-Up Paddle boards that enables locals and visitors to rent the equipment conveniently at any time of day. The rental system is entirely self-service thanks to the digital booking system and the attached smart locks. When customers book their equipment, they automatically receive a code that unlocks the kayak.

The KAYAKOMAT enables easy access to nature through the increasingly popular activity of kayaking and S.U.P-paddling. The kayaks are stable and beginner friendly. PFDs (life vests) are included in all units.

Point 65 Sweden, the company behind KAYAKOMAT, is the leading paddle sport company in Scandinavia and has been renting out kayaks in multiple locations throughout Sweden since 2006. KAYAKOMAT by Point 65 Sweden launched in 2020 and will launch in several European countries during 2022 thanks to high local demand.

A KAYAKOMAT is always taken care of by a local Point 65 partner. The partner makes sure it is neat and

tidy and is engaged with the local community.

### The KAYAKOMAT = A kayak rack

The kayak rack is manufactured in Sweden. The main material, such as poles and cover, consists of galvanized steel, corrosion class 2.

The cover is constructed for snow fall of 1.5kN/m<sup>2</sup> and wind speed of 25m/s.

The longer sides are each covered with an informative banderoll made of perforated PVC.





# KAYAKOMAT™

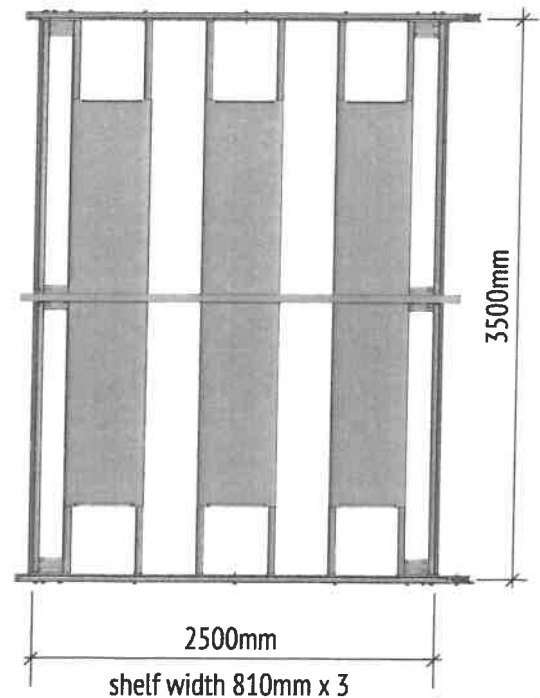
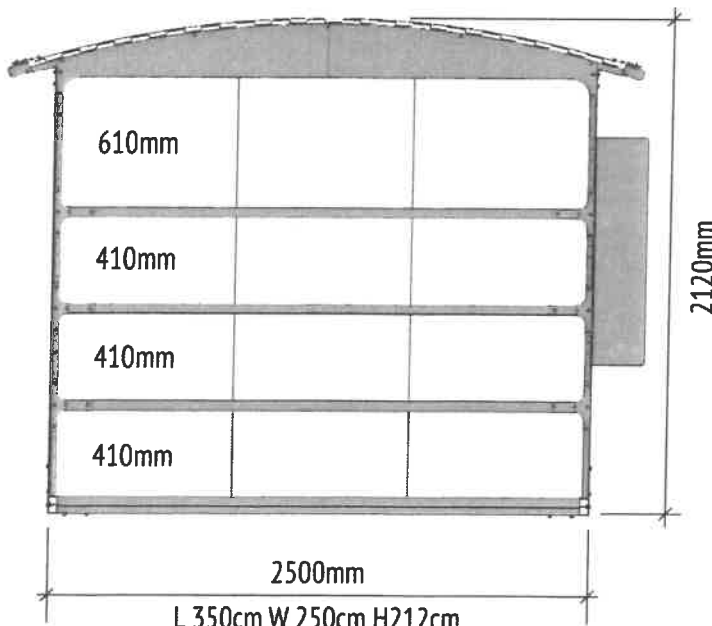
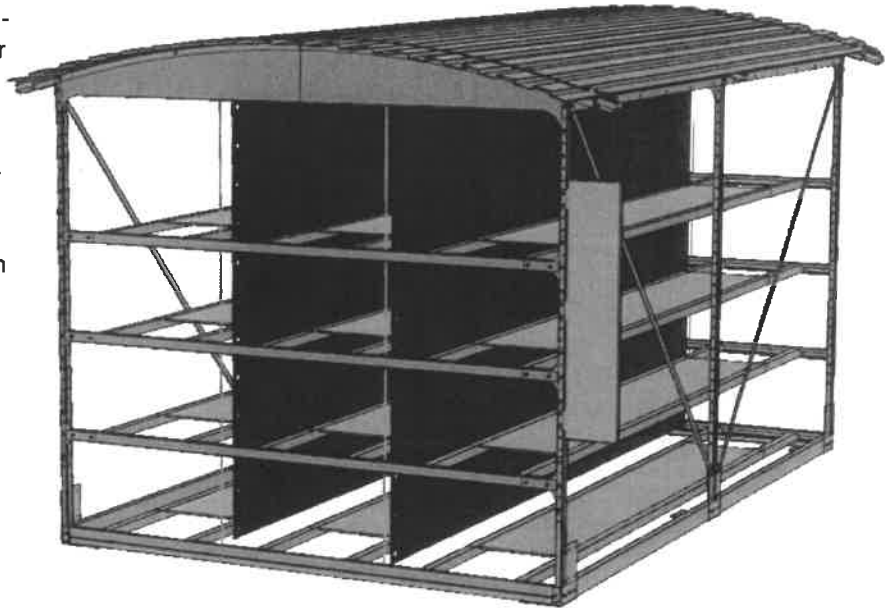
BY POINT 65 SWEDEN

The KAYAKOMAT can be placed on its own on solid ground or sand, or, if needed, with the help of stabilizing wood or plinths.

The KAYAKOMAT is delivered in a packed, flat package and will be assembled on site within a few hours. There is no need to attach it to the ground. It can easily be demolished or moved with a trailer.

KAYAKOMAT needs neither electricity nor water.

The kayaks and Stand-Up Paddle Boards inside the KAYAKOMAT are attached with chains and Smart Locks. The Smart Locks are connected to Point 65 digital booking system.



Surface 8,75sqm  
Weight empty: 575kg / Weight full: 960kg

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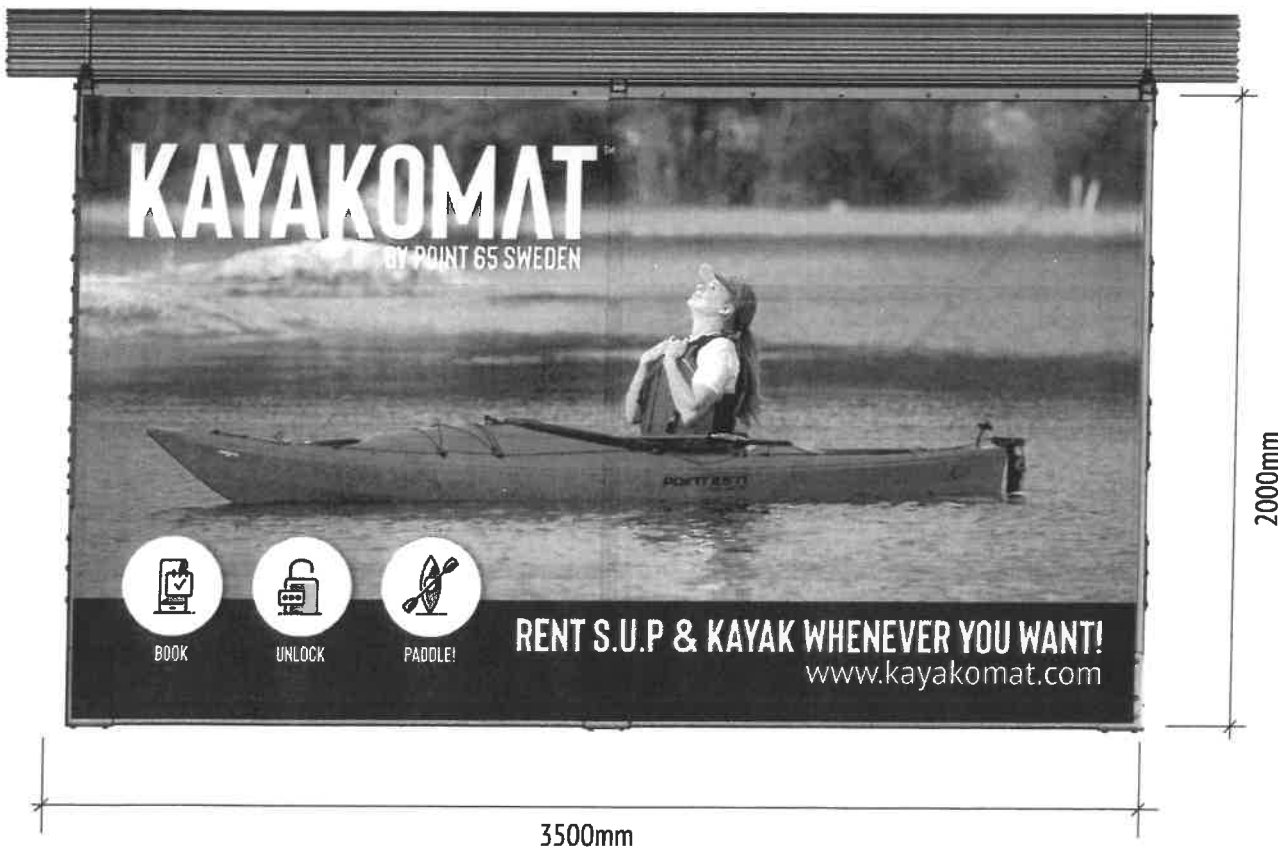


# KAYAKOMAT™

BY POINT 65 SWEDEN

## BANNER KAYAKOMAT 12

Two printed light-weight banners are attached on both sides of the KAYAKOMAT L: 350cm H:200cm









# KAYAKOMAT<sup>®</sup>

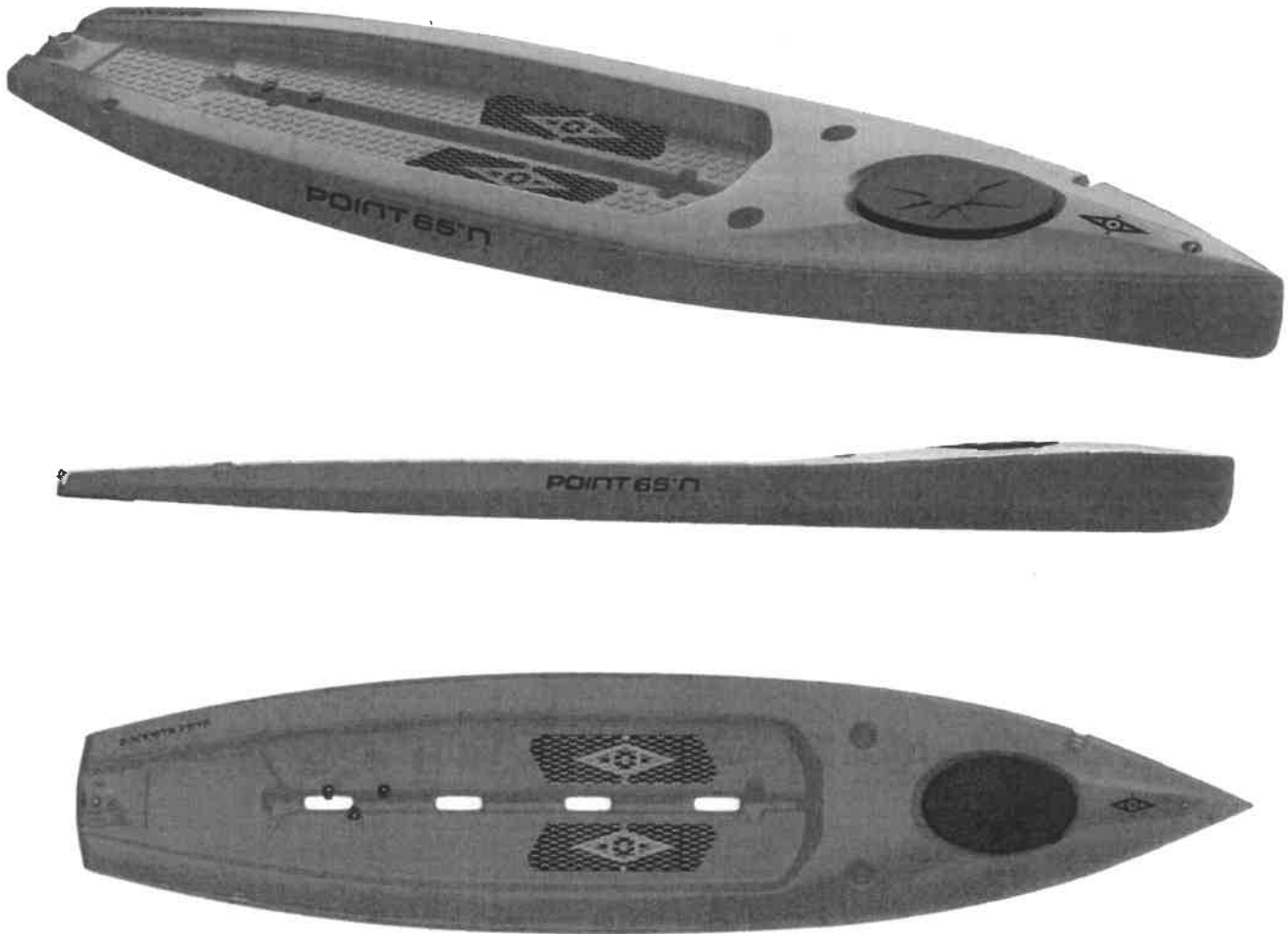
BY POINT 65 SWEDEN

WORKBOOK 2023

# SUPS & SIT ON TOPS



# RUM RUNNER



## Point 65 Rum Runner

The Point 65 Rum Runner is an innovative, high-performance, touring SUP with a displacement hull. The hull makes for a fast, stable and straight-tracking board. This is a great advantage as, unlike with a flat bottom board, you can take several paddle strokes before having to shift sides.

The RumRunner, featuring a dry hatch, is great to explore and exercise with. It is extremely sturdy and stable, making it ideal for rental. Its looks are defined by distinct lines making it a fast ride and a head turner – both on and off the water.

The 350cm Rum Runner has a carrying capacity of 265lbs.

### Performance SUP

The Rum Runner is fast and fun, yet comfortably stable and straight tracking. The rotomolded polyethylene construction provides a combination of strength and

impact resistance that most other materials can't match.

Point 65's Rum Runner also features lots of dry storage space with a watertight hatch in the front.

### Highly versatile

The deck of the Rum Runner is partly covered with a structured EVA foam padding for paddling comfort and grip. The front of SUP has two built-in cup holders and sports a large oval hatch for easy loading into the powder dry storage.

The Rum Runner features a recessed area on deck where the paddle can be attached.

The Rum Runner features a recessed area on deck where the paddle can be attached.

The Rum Runner is also stackable and features keel plate at the back of the hull for protection which doubles as fin for improved tracking.

## Features Rum Runner

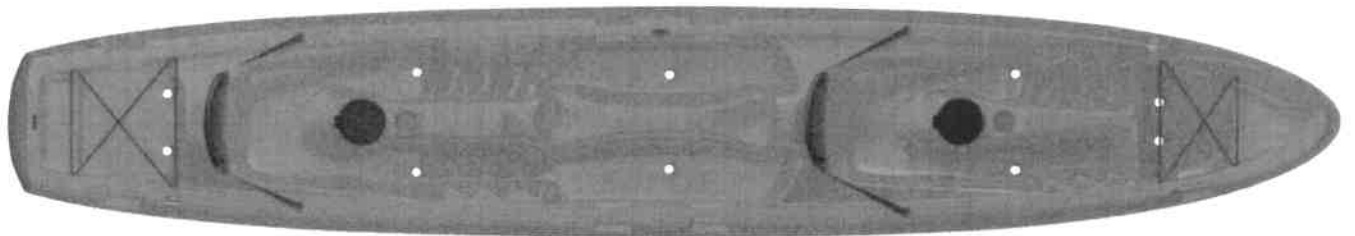
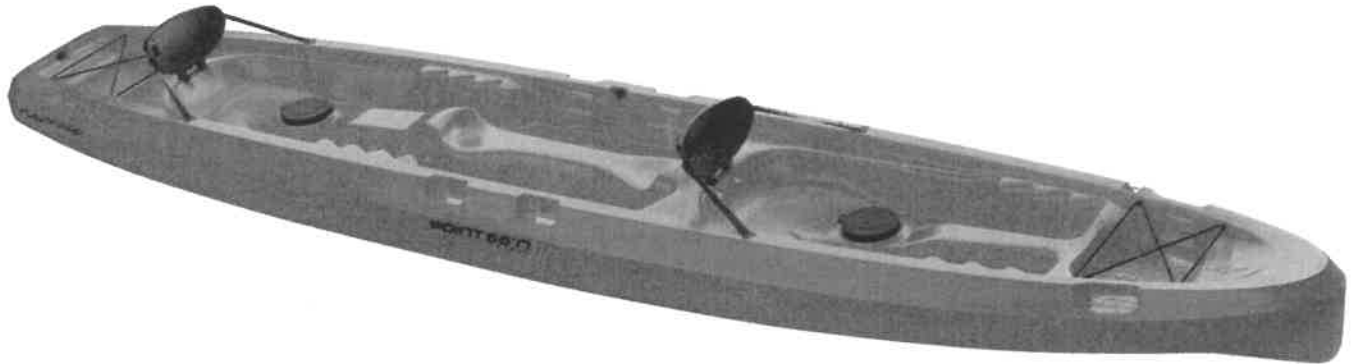
- Strong & durable 1-layer PE (polyethylene)
- Great tracking & performance
- Watertight compartment front with oval hatch
- Structured EVA padding on deck for comfort and grip
- Recess in deck for paddle fastening
- 2 cupholders in front
- Bungy on aft deck
- Carrying handle front and aft
- Locking pins front and aft

## Parts & Measurements

Length.....	365cm / 12'
Width.....	81cm / 31.9"
Weight.....	20kg / 44 lbs
Capacity.....	126kg / 277 lbs
Front Hatch.....	44x26cm / 17x10"
Colors.....	■

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# PUNCH DUO



## The Punch Duo sit-on-top kayak

The Punch Duo offers a new level of innovation for rental sit-on-top kayaks. A fun and versatile kayak which is easy to carry and paddle.

### Performance kayaking

With its protected keel plate fin the Punch Duo tracks straight as an arrow and is a breeze to maneuver.

### Ultimate seat comfort

The Punch Duo is equipped with super-comfortable seats and backrests which fold down for easy storage on the KAYAKOMAT rack. Each seat has a built-in cup holder as well as a day hatch compartment for dry storage of small items.

### Double child seat

The Punch Duo is designed with an elongated jockey seat between the front and aft seat which can fit up to two children which allows the whole family to go out and explore the waters.

The Punch Duo features cargo areas front and aft as well as multiple scuppers in the cockpit and cargo recesses. The Punch Duo is also stackable and features keel plate at the back of the hull for protection which doubles as fin for improved tracking.

## Features Punch Duo

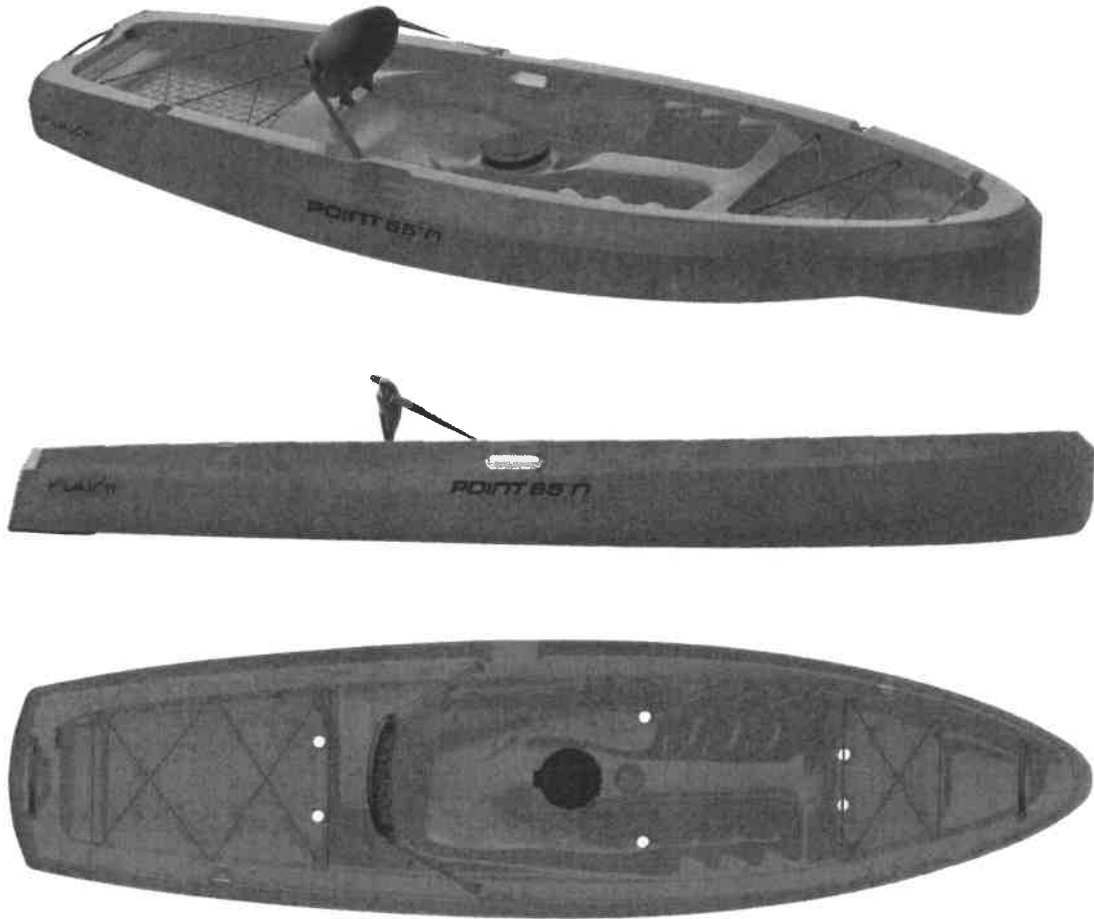
- Strong & durable 1-layer PE (polyethylene)
- Jockey seats between cockpits for one youth or two small children
- 15cm day hatch in front of each seat
- Recessed cup holder in front of each seat
- Front and rear cargo areas with bungees
- Drainage in storage and foot wells
- Ultra comfortable seat & foldable back rest
- Multiple grab handles for easy carrying
- Keel plate
- Stackable design
- Locking pins front and aft

## Facts & measurements

Length.....	480cm / 15'9"
Width.....	74cm / 29.2"
Weight.....	39kg / 86 lbs
Capacity.....	270kg / 600 lbs
Colors.....	

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# PUNCH



## The Punch Solo sit-on-top kayak

The Punch offers a new level of innovation for rental sit-on-top kayakers. A fun and versatile kayak which is easy to carry and paddle.

### Performance kayaking

With its protected keel plate fin the Punch tracks straight as an arrow and is a breeze to maneuver.

### Ultimate seat comfort

The Punch is equipped with a super-comfortable seat and backrest which folds down for

easy storage on a storage rack. Each seat has a built-in cup holder as well as a day hatch compartment for dry storage of small items.

The Punch features cargo areas front and aft as well as multiple scuppers in the cockpit and cargo recesses. The Punch Duo is also stackable and features keel plate at the back of the hull for protection which doubles as fin for improved tracking.

## Features Punch

- Strong & durable 1-layer PE (polyethylene)
- 1.5cm day hatch in front of seat
- Recessed cup holder in front of seat
- Front and rear cargo areas with bungees
- Drainage in storage and foot wells
- Ultra comfortable seat & foldable back rest
- Multiple grab handles for easy carrying
- Keel skid plate
- Stackable design
- Locking pins front and aft

## Facts & measurements

Length.....	330cm / 10'10"
Width.....	74cm / 29.2"
Weight.....	22kg / 48 lbs
Capacity.....	150kg / 330 lbs
Colors.....	■

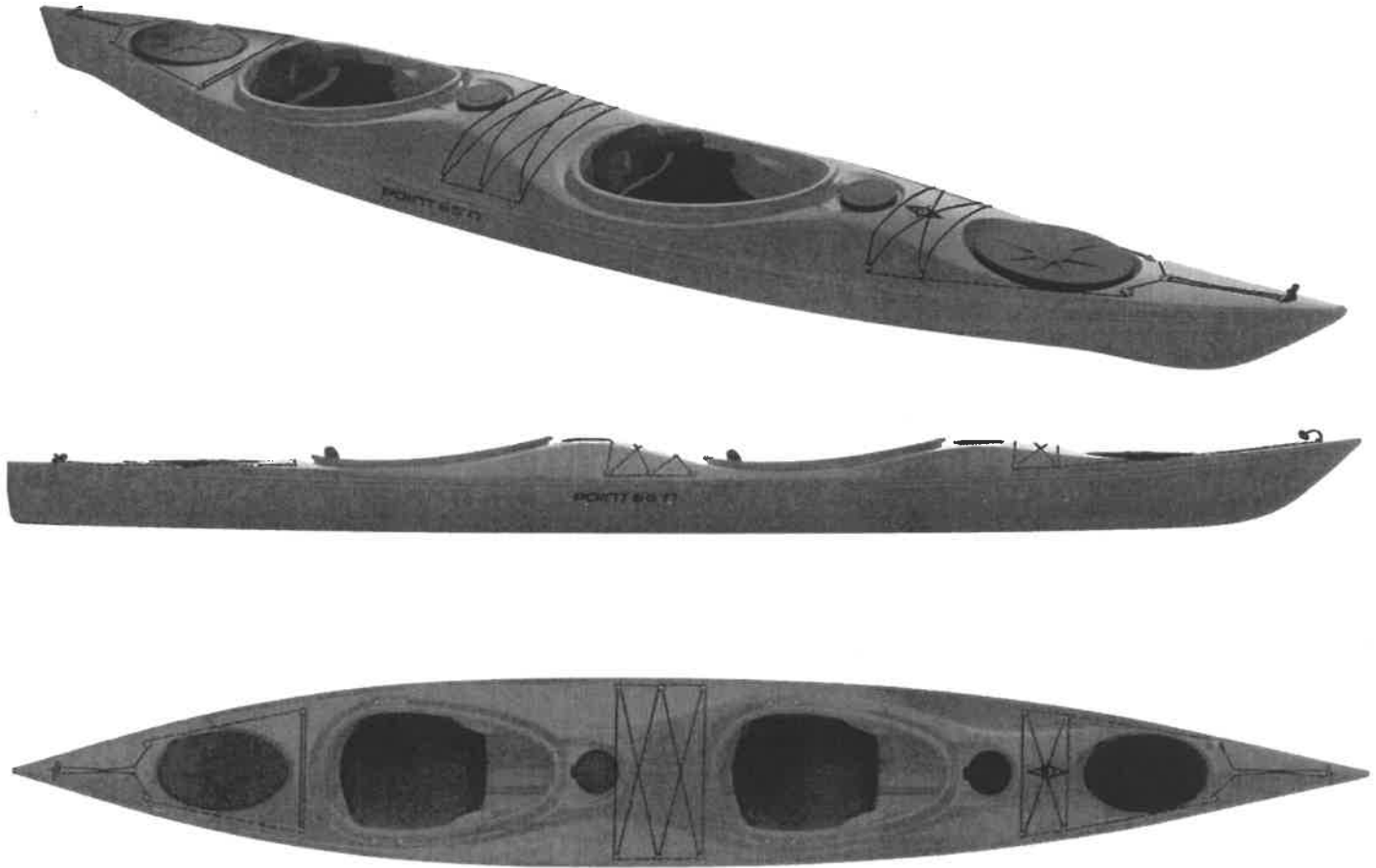
70

# SIT INSIDE KAYAKS



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# XO17



## Double Happiness

Why do our customers love the XO-series? Partly for their looks. We have yet to find a better-looking 518 cm / 17' tandem kayak. They also love the XO-series' performance - the XO17 is probably the best-performing boat in its class on the market today.

The XO17 is prepared with rudder sleeve in the back and rudder line tubes drawn into the cockpit to enable easy conversion into a rudder kayak. The cockpits include comfortable seats with adjustable backrests and thigh braces.

A great recreational kayak for day excursions, fishing, photographing, and just having fun, there is a perfect XO17 for everyone. The cockpit, designed for easy entry/exit, is large enough to suit all types of paddlers. The ergonomically designed seat provides leg support and a comfortable paddling position. Great looks, superb handling.

### Features XO17

- Great tracking & performance
- Great fun for expert and beginner alike
- Foot pegs without need for adjustment
- Comfortable Seat with back rest
- Oval 44x26 cm hatch front & aft for easy storage
- Cockpit designed for easy entry/exit
- 15cm day hatch in front of each cockpit
- Deck bungees for securing deck bags or other items on front and aft deck
- Deck safety lines with reflective threads for higher visibility
- Carrying toggles front and aft
- Keel skid plate for protection
- Molded-in locking pins front and aft
- Ultra durable 1-layer HDPE for stiffness and strength

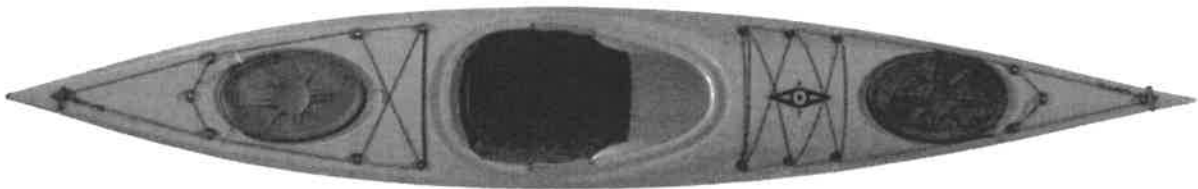
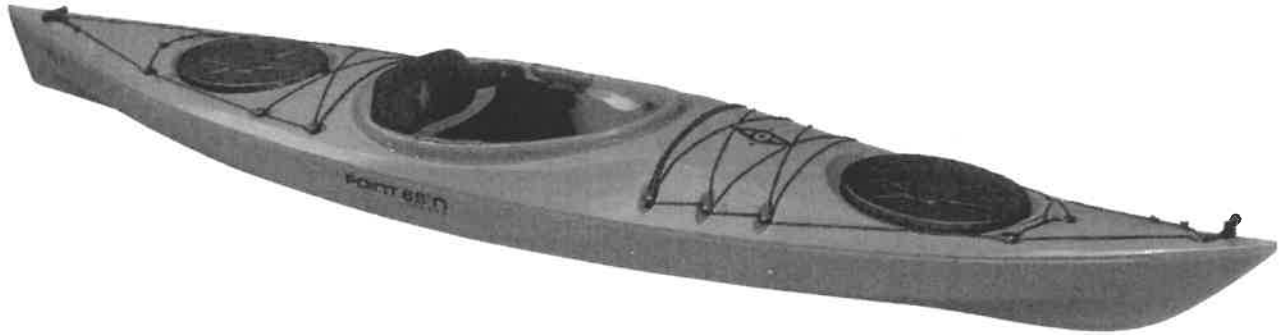
### Facts & measurements

Length .....	518cm / 17'
Width .....	84cm / 33"
Weight .....	39 kg / 86 lbs
Capacity .....	250 kg / 550 lb
Cockpit .....	83x46cm / 33x18"
Aft & Front Hatch .....	44x26cm / 17x10"
Day Hatches .....	15x15cm / 5,9x5,9"
Rudder .....	Optional
Warranty .....	2 years
Colors .....	

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# XO13



## A day boat for explorers

The XO13 draws attention in any environment! At 400cm / 13' this high-performance day boat with obvious touring capabilities which fulfill our customers' expectations for great performance, still gets high marks for storage, handling, comfort, and safety.

The XO13's hull is designed for stability, maneuverability and excellent tracking in most waters from coastal areas, to lakes and rivers. The cockpit, designed for easy entry/exit, is large enough to suit all types of paddlers. The ergonomically designed seat provides

leg support and a comfortable paddling position. The XO13 is equipped with footbraces, and storage compartments both front and aft for storage and added safety. The cockpit includes a comfortable seat with adjustable backrest, thigh braces and soft, ergonomically designed carrying grip pads on the cockpit rim for easy carrying by hand or on your shoulder.

A great recreational kayak for day excursions, fishing, photographing, and just having fun.

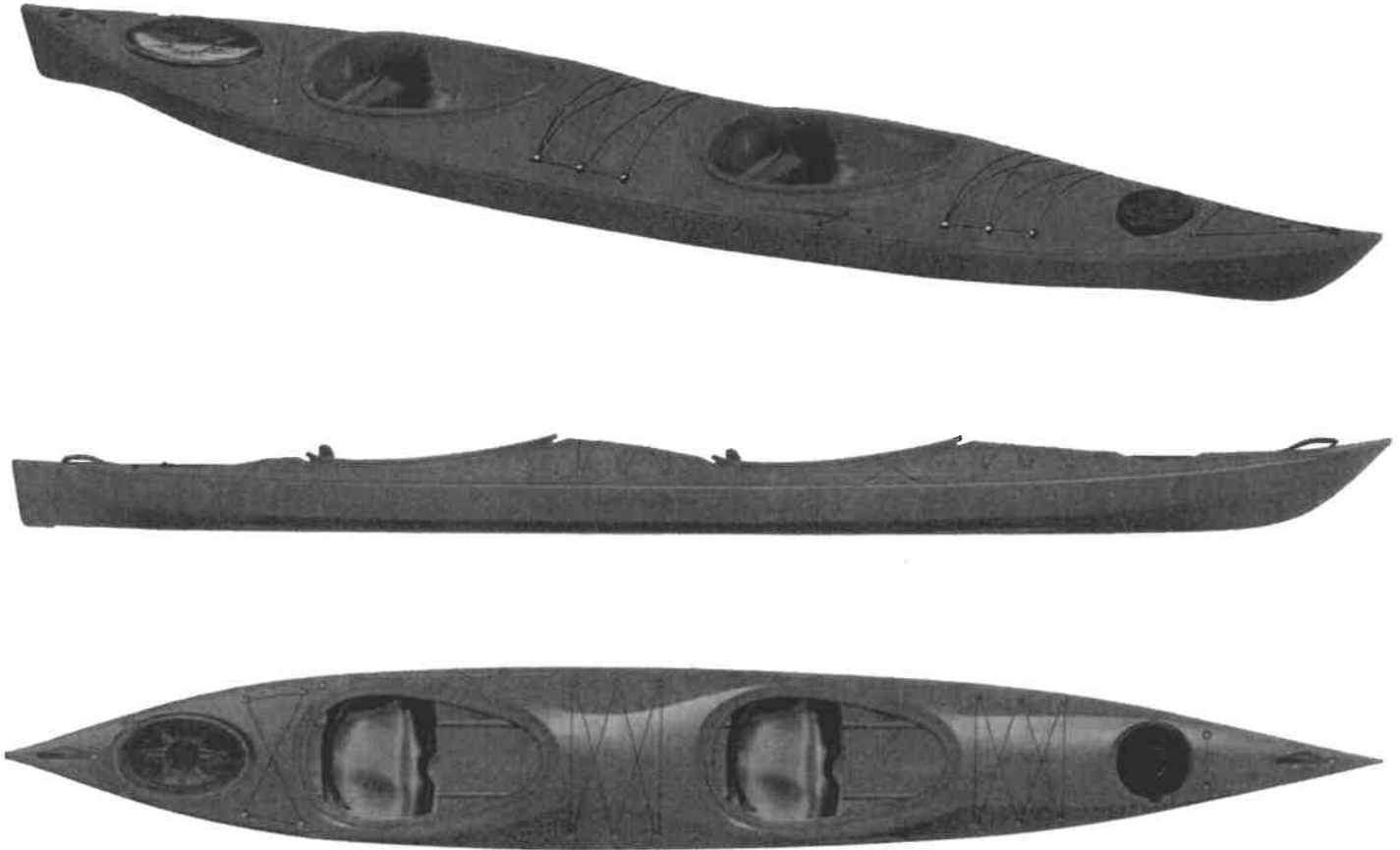
## Features XO13

- Great tracking & performance
- Great fun for expert and beginner alike
- Easy to adjust footrests
- Comfortable Seat with back rest
- Oval 44x26 cm hatch front & aft for easy storage
- Cockpit designed for easy entry/exit
- Deck bungees for securing deck bags or other items on front and aft deck
- Deck safety lines with reflective threads for higher visibility
- Carrying toggles front and aft
- Locking eyelet at front
- Ultra durable 1-layer PE for stiffness and strength

## Facts & measurements

Length .....	400cm / 13'
Width .....	63cm / 25"
Weight .....	25kg / 55 lbs
Capacity .....	155kg / 342 lbs
Cockpit .....	83x46cm / 33x18"
Front Hatch .....	44x26cm / 17x10"
Aft Hatch .....	44x26cm / 17x10"
Rudder .....	Optional
Warranty .....	2 years
Colors .....	■

# DOUBLOON



## A compact and fun tandem kayak

This compact tandem kayak is both a practical and stable at 510cm/16'8". The hull design is optimized both for performance and stability to allow a fun and safe experience for paddlers. The Doubloon is equipped with footbraces and a comfortable back rests. The Doubloon converted into a rudder version.

The Doubloon is made of 3 Layer PE which will make the kayak lighter while being stiffer which improves the kayaks performance.

The cockpits, which are designed for easy

entry and exit, are large enough to suit all types of paddlers. The ergonomically designed seats provide leg support and a comfortable paddling position. Both seats have comfortable back rests.

The Doubloon is a great recreational kayak for day excursions, fishing, photographing, and just having fun. It's the perfect tandem kayak for everyone - from beginners to expert paddlers.

## Features Doubloon

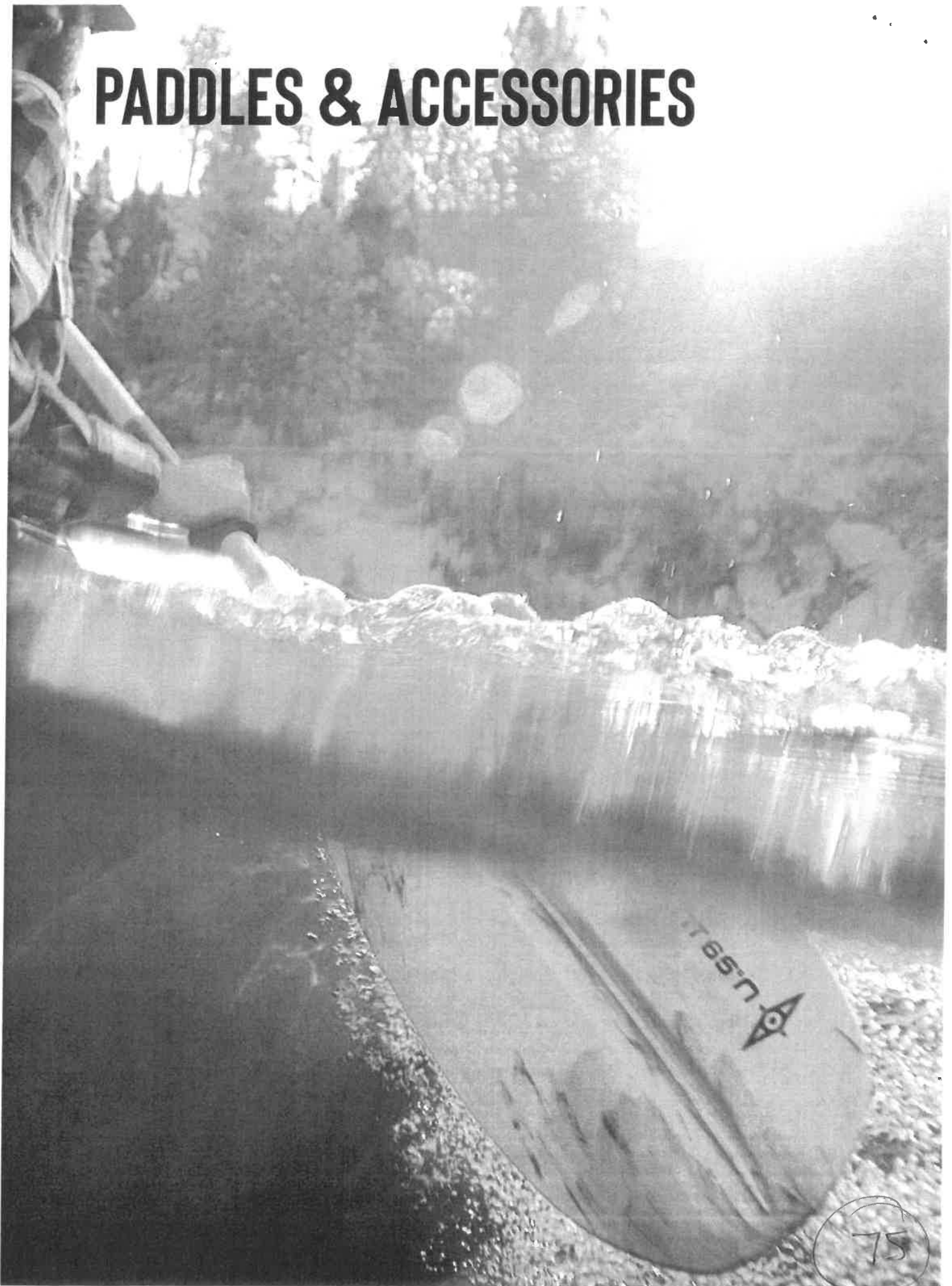
- Great tracking & performance
- Great fun for expert and beginner alike
- Easy to adjust footrests
- Comfortable Seats with back rest
- Oval 44x26 cm aft for easy storage
- Round 24 cm at front for easy storage
- Cockpits designed for easy entry/exit
- Deck bungees for securing deck bags or other items on front and aft deck
- Deck safety lines with reflective threads for higher visibility
- Carrying toggles front and aft
- Locking eyelet at front
- Ultra durable 3-layer PE for stiffness and strength

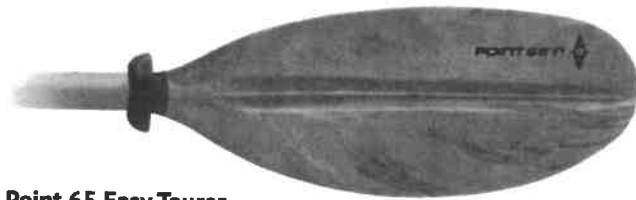
## Facts & Measurements

Length .....	510cm / 16'8"
Width .....	68cm / 26.8"
Weight 3-layer.....	33kg / 72.8 lbs
Capacity .....	235kg / 518 lbs
Cockpits .....	83x46cm / 33x18"
Front hatch.....	24cm / 9.5x9.5"
Rear hatch.....	44x26cm / 17x10"
Rudder.....	Optional
Colors.....	■

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# PADDLES & ACCESSORIES





### Point 65 Easy Tourer

While the aluminum shaft and glass reinforced nylon blades are very durable, the paddle is surprisingly lightweight. The adjustable shaft allows 3 separate angles.

Weight: 1.130g

2-piece aluminum shaft, adjustable angle, glass reinforced nylon blades

Adjustable length: 220cm

### Point 65 SUP Tourer Vario

While the aluminum shaft and glass reinforced nylon blade are very durable, the SUP paddle is surprisingly lightweight. The adjustable shaft allows for maximum flexibility in length to fit most paddlers.

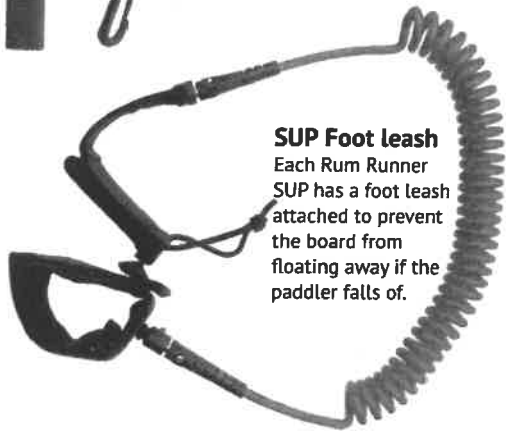
Weight: 1.130g

2-piece aluminum shaft, adjustable length, glass reinforced nylon blade



### Point 65 Paddle Leash

This basic safety product will ensure that you keep the paddle at hand at all times. The coiled elastic bungee is fastened with a high-quality snap hook to the paddlers PFD, while the other end has a swivel snap hook which avoids the leash from tangling itself if rotated.



### SUP Foot Leash

Each Rum Runner SUP has a foot leash attached to prevent the board from floating away if the paddler falls of.



### PFD KAYAKOMAT

The KAYAKOMAT PFD, is a one size-fits-all personal flotation device for paddlers between 40-120kgs



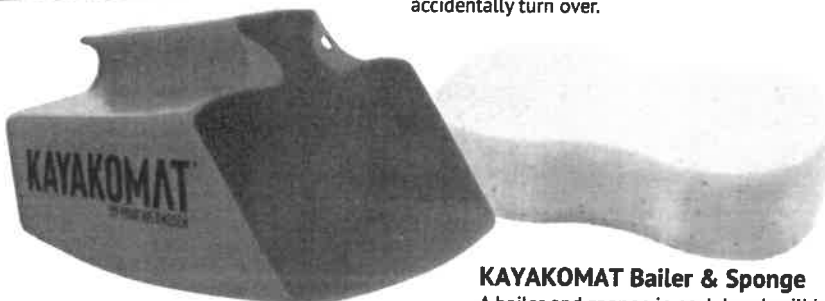
### Storm Spray deck

The Point 65 Storm is a simple, durable, and tough Nylon spray deck which fits all sit-inside kayak models.



### KAYAKOMAT Paddle Float

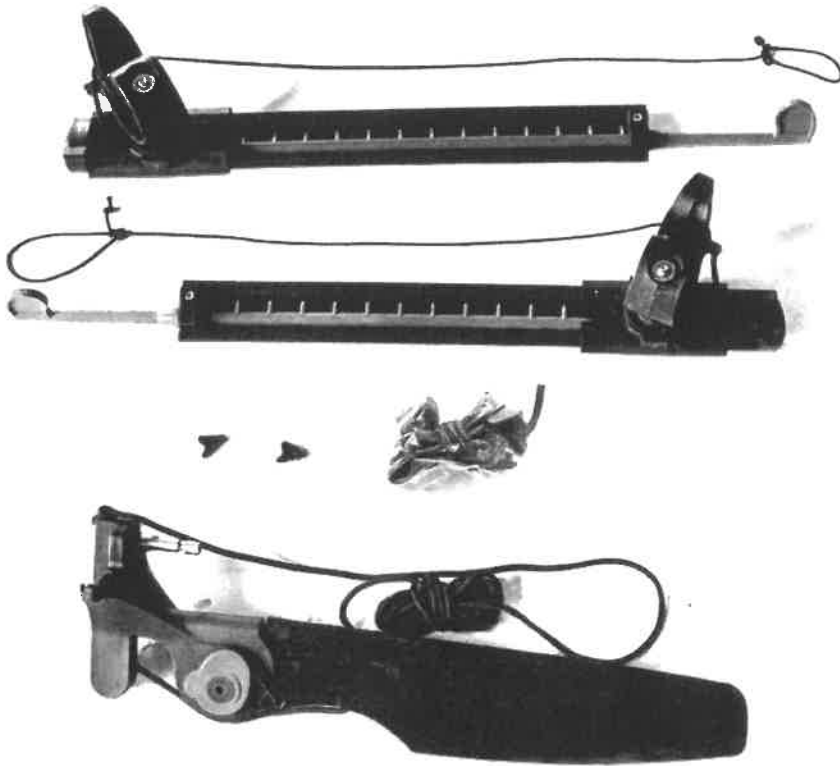
Each sit-inside kayak should be equipped with a paddle float - a basic safety device which helps the paddler to get back on board if they accidentally turn over.



### KAYAKOMAT Bailer & Sponge

A bailer and sponge in each kayak will help the user clean up the kayak after each usage - less maintenance for the Operator.

# AFTER-MARKET SALES



## Point 65 Rudder Kit

Increase the sales and profit by offering a Rudder Kit when selling your used rental kayak.  
85% of kayak owners prefer their kayak to be equipped with a Rudder. Easy to install and adds great value to your end of season sales. The Rudder Kit will fit on all sit inside kayaks\* which are already equipped with a stainless Rudder Steeve and Rudder line tubes.  
\*XO13 / XO14 / XO16 / XO17 / Doubloon



## Ø30mm Scupper plugs

The Punch Duo & Punch Solo feature 30mm scuppers in the cockpits and cargo areas.



## Waterproof Hip bag

A waterproof hip bag is a great way to bring along your valuables, phone wallet etc while keeping them dry.



## Seal transport deck

In addition to the simple, tough Nylon deck "Storm", Point 65 offers the Transport Deck Seal, which can be added for after-market sales

# WORKWEAR



## **KAYAKOMAT Cap**

High quality caps branded with embroidered KAYAKOMAT logo



## **KAYAKOMAT T-shirt**

High quality T-shirts with printed KAYAKOMAT logo, available in Medium, Large & X-Large

## **KAYAKOMAT Jacket**

High quality padded jacket with embroidered KAYAKOMAT logo, available in Medium, Large & X-Large

An aerial, black and white photograph of a kayaker navigating a river with rapids. The kayaker is positioned in the upper left quadrant, moving towards the center. The water is turbulent, with white foam from the rapids creating a complex, organic pattern that resembles a map or a topographical relief. The surrounding water is dark and textured. The overall composition is centered and framed by a dark border.

**KAYAKOMAT**<sup>®</sup>  
BY POINT 65 SWEDEN

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