

**Municipality of Chatham-Kent**  
**Infrastructure and Engineering Services**  
**Parks, Fleet and Facilities**

**To:** Mayor and Members of Council  
**From:** Shaheer Alam, Manager, Fleet Services  
**Date:** May 5, 2023  
**Subject:** Purchase of a Mobile Stage Trailer (Showmobile)

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**Recommendations**

It is recommended that:

1. A Mobile Stage Trailer (Showmobile) be sole sourced to Stageline at a total value of \$256,221.85 including HST.
2. The total project cost of \$256,221.85 be funded from Hydro-One Community Benefit Fund.
3. The Mayor and Clerk be authorized to execute an agreement with Mainstreet Credit Union for sponsorship of the Showmobile, in the total amount of \$100,000 for a ten year term, subject to negotiation of an agreement satisfactory to the Director, Legal Services.

**Background**

A mobile stage is an easily assembled and dismantled portable stage that can be transported and setup in various locations. It is a versatile and practical solution for creating a temporary performance space that can be customized to fit a wide range of events and venues. Mobile stages are already used in many municipalities, including in London and Windsor, and support event organizers and community groups in the delivery of enhanced events.

Across the Municipality of Chatham-Kent, over two hundred special events are hosted on municipal property every year. Some of these events already rent stages and would benefit from access to a Showmobile. A stage enhances the options for an event organizer by offering a focal point for acts to perform and announcements while also enhancing viewing capabilities and appeal for event attendees. A Showmobile stage provides an all-in-one solution that can be taken around the municipality to support events and event organizers in all communities. The portability aspect of the stage provides flexibility and better utilization of a municipal asset.

The Procurement By-law #166-2020 was adopted by Council on December 14, 2020. The Procurement Section 125 – Sole Source states the following:

A direct award of Contract may be used to purchase Deliverables from Municipal funds with a value of over \$100,000 with the prior approval of the Council if there is only one supplier that provides the product.

### **Comments**

It is recommended to sole source a Mobile Stage Trailer to Stageline. The trailer identified for purchase, Stage Line 100, is the best and the most cost-effective solution available on the market. Stageline is the only manufacturer of the Stage Line 100 Mobile Stage Trailer.





The expected date of delivery is October 2023. In the meantime, Administration will discuss internally the operational and logistical aspects of owning the Showmobile. This includes possible revenue generating models such as renting to external users to offset the operational expenses.

The Mayor and administration have worked out a sponsorship agreement with Mainstreet Credit Union for the Showmobile. Mainstreet has generously agreed to provide \$100,000 towards the purchase of the Showmobile. The name of the Showmobile will recognize the Mainstreet Credit Union sponsorship for a period of ten years. Tentatively, the name will be the Mainstreet Credit Union Stage. Certain minimum use of the stage will be guaranteed to ensure Mainstreet gets value for its sponsorship, with a reduction of the sponsorship if these usage minimums are not met. The Municipality will also use reasonable efforts to ensure that Mainstreet will also have the right to set up a tent at events where the Showmobile is used.

The Municipality and/or event organizers will have the right to sell other or event-specific advertising space on the stage, provided it does not conflict with the Mainstreet Credit Union Stage branding and signage. The ability to sell event-specific advertising will help event organizers to generate revenue to offset the cost of organizing an event.

### **Areas of Strategic Focus**

This report supports the following areas of strategic focus:

			
<b>Economic Prosperity</b>	<b>Healthy &amp; Safe Community</b>	<b>People &amp; Culture</b>	<b>Environmental Sustainability</b>
1.1	2.3	3.1,3.3	N/A

### **Consultation**

Fleet Services consulted with Corporate Initiatives and Community Attraction and Promotion on the content of this report.

### **Communication**

Upon Council approval for the purchase, communication and engagement will occur with community event organizers across Chatham-Kent with the goal of ensuring that there is broad awareness of the Showmobile as a community asset that can be rented and utilized to enhance and support events in all communities.

### **Diversity, Equity, Inclusion and Justice (DEIJ)**

This report does not have implications related to diversity, equity, inclusion, or justice.

### **Financial Implications**

The project cost will be funded from Hydro-One Community Benefit Fund. Given the unique function of the vehicle, operating and lifecycle costs would be determined at a future date after utilization of the vehicle and incorporated into the budget.

<b>Purchase of Showmobile Stage Trailer</b>	
<b>Description</b>	<b>Total</b>
<b>A) Project Costs</b>	
Recommended Quote	\$226,745.00
Plus HST 13%	\$29,476.85
<b>Total Costs (Including HST)</b>	<b>\$256,221.85</b>
Less HST Rebate 11.24%	\$25,486.14
Total Project Cost	\$230,735.71
<b>B) Estimated Project Funding</b>	
Hydro One Community Benefit Fund – 100%	\$230,735.71
<b>Total Project Funding</b>	<b>\$230,735.71</b>

The \$100,000 sponsorship provided by Mainstreet Credit Union would be utilized to reduce the funding requirement from the Hydro-One Community Benefit Fund.

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Reviewed by: Robert Pollock, H.B. Comm. SPAD, CIT., Director, Parks, Fleet and Facilities

Reviewed by: Edward Soldo, P.Eng., General Manager, Infrastructure and Engineering Services

Consulted and confirmed the content of the consultation section of the report by:

Amy Wilcox, FCPA, FCMA, PMP., Manager Corporate Initiatives

Audrey Ansell, M.A., Ec.D, Director, Community Attraction & Promotion

Attachment: None

c:     Manager Corporate Initiatives  
       Director, Community Attraction & Promotion