

COUNCIL ADVISORY COMMITTEE

March 12th, 2018

Approved April 09th, 2018

PRESENT

Mayor Sandra Snow, Councillor Eric Bolland, Councillor Cate Savage, Councillor John Andrew, Councillor Craig Gerrard, Deputy Mayor Lynn Pulsifer, Councillor Cathy Maxwell, Solicitor Geoff Muttart, CAO Mark Phillips and Recording Secretary Patricia Gourley.

Also present: Finance Director Debra Crowell, Planning Director Beverly Gentleman, Parks & Recreation Director Rachel Bedingfield, and Police Chief Julia Cecchetto.

CALL TO ORDER AND ROLL CALL

Mayor Sandra Snow called the meeting to order at 6:00 p.m., and CAO Mark Phillips reported that all members of Council were present, with the exception of Councillor Cathy Maxwell who will be arriving shortly, in addition to all current department heads, Solicitor Geoff Muttart, and himself as CAO.

NOTE

“Points from Discussion” below show various comments made by individual councillors during debate. They do not necessarily represent the opinion of the group, nor do they always reflect accurate information.

APPROVAL OF THE AGENDA

It was moved by Councillor Cate Savage and seconded by Councillor Eric Bolland

that the agenda of March 12th, 2018 be approved with the additions of:

- 7. Correspondence (d) Andrew Zebian**
- (e) Dave Reid**

MOTION CARRIED

*Councillors who voted in favour of this motion:
Andrew, Bolland, Gerrard, Pulsifer & Savage*

APPROVAL OF THE MINUTES

(a) Minutes of February 12th, 2018

It was moved by Councillor Cate Savage and seconded by Deputy Mayor Lynn Pulsifer

that the Minutes of February 12th, 2018 be approved as circulated

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MOTION CARRIED

*Councillors who voted in favour of this motion:
Andrew, Bolland, Gerrard, Pulsifer & Savage*

Councillor Cathy Maxwell arrived at this time 6:20 p.m.

DEPARTMENT REPORTS AND RECOMMENDATIONS

(a) Finance

1) Director's Report

Director Debra Crowell presented a report for the period ending February 28th, 2018. Some highlights from this report were:

- The external auditors were on-site in early February to conduct the interim audit;
- The Investment Advisory Committee met on February 14th, 2018 to hear details on the month ended January 31st, 2018;
- Work continues on the Town's various budgets and year end processes.

2) 2017/18 Budget Projections

Director Debra Crowell presented the sixth projection report to March 31st, 2018 (as of February 28th, 2018). This report noted that the Town of Kentville remains in a *deficit* position of \$43,200 (last report-deficit \$67,800).

3) Tax Exemption-Section 69-2018/2019

Director Debra Crowell reported that:

- Every year Town Council provides a partial tax exemption to individual property owners who meet certain requirements;
- Council must pass the necessary resolution annually setting out the maximum exception and the income ceiling;
- As a guideline, the Town sets the income ceiling at a level close to the maximum Old Age Security (OAS) and Guaranteed Income Supplement (GIS) paid to a married couple.

Therefore, it was moved by Councillor Eric Bolland and seconded by Councillor Cate Savage

RECOMMENDATION TO COUNCIL

that the resolution for Low Income Tax Exemption for the 2018/19 year be approved and forwarded to Town Council for ratification

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Exemption amount: \$246 to \$524

Income Ceiling: \$26,507

Deadline for applications: June 29th, 2018

MOTION CARRIED

*Councillors who voted in favour of this motion:
Andrew, Bolland, Gerrard, Maxwell, Pulsifer & Savage*

4) Renewal of TBR Resolution-16/17-03-Robinson Building

Director Debra Crowell stated that the Temporary Borrowing Resolution#16/17-03 expired February 23rd, 2018 and must be replaced with current authorization in order to maintain the short-term financing related to the Robinson Building.

Therefore, it was moved by Councillor Cate Savage and seconded by Councillor Cathy Maxwell

RECOMMENDATION TO COUNCIL

that CAC authorize the renewal of the temporary borrowing resolution noted below and forward to Council for ratification. Following this event the document will be sent to the Minister of Department of Municipal Affairs for Provincial authorization.

TBR 16/17-03 Robinson Building \$182,000

MOTION CARRIED

*Councillors who voted in favour of this motion:
Andrew, Bolland, Gerrard, Maxwell, Pulsifer & Savage*

5) Debenture Funding-Water Purposes (Refinancing) – Spring 2018

Director Debra Crowell stated that as part of the debenture call this Spring, the Kentville Water Utility required the refinancing of a mature issue for the following:

<u>Resolution#</u>	<u>Purpose</u>	<u>TRB Limit Approved</u>	<u>Funding Requested</u>
TBR02/03-4	Water Purpose	\$152,500	\$152,500

TOTAL Water \$152,500

Therefore, it was moved by Councillor Cate Savage and seconded by Councillor John Andrew

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RECOMMENDATION TO COUNCIL

that the resolution for *Pre-approval of Debenture Issuance* be approved and forwarded to the next Council meeting for ratification

<u>Resolution#</u>	<u>Purpose</u>	<u>Funding Requested</u>
TBR02/03-4	Water Purpose(Refinancing)	\$152,500

MOTION CARRIED

*Councillors who voted in favour of this motion:
Andrew, Bolland, Gerrard, Maxwell, Pulsifer & Savage*

6) Debenture Funding-Spring 2018

Director Debra Crowell stated that Paul Wills, Chief Executive Officer of Nova Scotia Municipal Finance Corporation (NSMFC) has informed the Town of Kentville that debenture funds will be issued this spring.

The Town of Kentville requires debenture funding for the following:

<u>Resolution#</u>	<u>Purpose</u>	<u>TRB Limit Approved</u>	<u>Funding Requested</u>
TBR 17/18-02	Various	\$986,900	\$687,900
TBR 17/18-03	Oakdene Park	\$113,100	\$75,600

TOTAL Town **\$763,500**

Therefore, it was moved by Councillor Cathy Maxwell and seconded by Councillor Cate Savage

RECOMMENDATION TO COUNCIL

that the resolutions for Pre-approval of Debenture Issuance be approved and forwarded to the next Council meeting for ratification. After ratification, it will be forwarded to NS Municipal Finance Corporation.

<u>Resolution#</u>	<u>Purpose</u>	<u>Funding Requested</u>
TBR 17/18-02	Various	\$687,900
TBR 17/18-03	Oakdene Park	\$75,600

MOTION CARRIED

*Councillors who voted in favour of this motion:
Andrew, Bolland, Gerrard, Maxwell, Pulsifer & Savage*

7) Resolution Withdrawals-Town Capital Reserve- Draw#2

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Director Debra Crowell reported that the 2017/2018 capital budget provides for partial funding of capital acquisitions from the Town's Capital Reserve Fund. In this second request for withdrawal, several projects require a resolution of council to withdrawal funds. These transfers will partially fund several capital acquisitions, an addition and an overrun during the year 2017/2018.

Therefore, it was moved by Councillor Eric Bolland and seconded by Deputy Mayor Lynn Pulsifer

RECOMMENDATION TO COUNCIL

that CAC approve the resolution for withdrawal of
\$152,710.70 from the following reserves:

- **Town of Kentville Capital Reserve - General Allocation - \$142,884.98**
- **Town of Kentville Capital Reserve – Kentville Futures - \$203.76**
- **Town of Kentville Capital Reserve – Recreation - \$9,621,96**

MOTION CARRIED

*Councillors who voted in favour of this motion:
Andrew, Bolland, Gerrard, Maxwell, Pulsifer & Savage*

8) Sanitary Sewer Account Receivable Write Off- 2014/2015

Director Debra Crowell reported that Council had approved new sanitary sewer rates in 2014/2015 which were applied to the Town of Kentville property owners but also (in bulk) to the Municipality of the County of Kings residential sewer connections:

- An invoice for sanitary sewer connections for the 2014/2015 year, which included the new rate lift, was sent to the County of Kings;
- The County disputed the increase and remitted a lower amount and the shortfall was \$45,344.00;
- Additionally, the Town added interest charges on the outstanding sanitary sewer amounts as per policy. Total interest attached to the above-noted figure is \$25,028.24;
- There has been ongoing dialogue but the issued remains unresolved;
- This outstanding matter is three (3) years old , and with our year-end audit examination looming, it would be appropriate to write off the noted amounts , as it appears collection at this time is not forthcoming;

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- Maintaining this receivable could overstate the Sanitary Sewer Area Service's and ultimately the Town's assets;
- The Sanitary Sewer Area Service Operating Reserve contains \$266,614 and after this withdrawal will contain \$196,242.

Therefore, it was moved by Councillor John Andrews and seconded by Councillor Cathy Maxwell

that an amount of \$70,372.24 be approved for write off

And Further

that the funds (\$70,372.24) are withdrawn from the Sanitary Sewer Area Service Operating Reserve and transferred into the Sanitary Sewer Area Service Operating Fund

**RECOMMENDATION
TO COUNCIL**

MOTION CARRIED

*Councillors who voted in favour of this motion:
Andrew, Bolland, Gerrard, Maxwell, Pulsifer & Savage*

Points from Discussion:

- The Mayor and CAO attended a meeting with Mayor Muttart and the County of Kings' CAO, and this concern was a part of the discussion and will continue to be so until an agreement is reached.
- What is being discussed now is for 2014/15 only. There is still 2015/16, 2016/17 and 2017/18 that need to be resolved.

9) Resolution-Withdrawal-Town of Kentville Operating Reserve

Director Debra Crowell reported that as of today's date the Town of Kentville Operating Fund is projecting a current operating deficit on March 31st, 2018 of \$43,200:

- The Town can mitigate this possibility by the passage of a "blanket" resolution to transfer from the Town's Operating Reserve Fund to offset the year-end deficit position;
- The Town's Operating Fund contains \$851,093 of which \$492,607 is for any purpose.

Therefore, it was moved by Councillor Eric Bolland and seconded by Councillor John Andrew

that CAC approve a blanket resolution for withdrawal from the Town of Kentville Operating Reserve in the amount of a

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RECOMMENDATION TO COUNCIL

current operating deficit, should one occur at March 31st, 2018, and all year-end transactions are quantified. These funds would be transacted only if the Town was facing a current operating deficit end of year

MOTION CARRIED

*Councillors who voted in favour of this motion:
Andrew, Bolland, Gerrard, Maxwell, Pulsifer & Savage*

(b) Planning and Development

1) Director's Report

Director Beverly Gentleman presented her report which included some of the following highlights:

- Seven (7) permits were issued during February for a year total building valuation \$268,000;
- Drafts of the MPS and LUB are ongoing;
- The Affordable Housing Association of NS will be done by March 31st, 2018.

2) Development Agreement for Allen's Motel Site

Director Gentleman noted that Michael Coakley, President of Allen's Motel Limited has applied to enter into a development agreement to convert the twelve (12) unit motel into six (6) apartment units at 384 Park Street, Kentville NS, PID#5518591. Some highlights from Director Gentleman's report were:

- Michael Coakley took over running Allen's Motel site from his parents, and now wishes to retire but still reside on the property;
- The property is zoned Highway Commercial (C-2) and is located in the Residential (R) Future Land Use Designation;
- Policy Z-25 of the Municipal Planning Strategy allows for the change of a non-conforming structure to another non-conforming, or a non-conforming use of land to another non-conforming use subject to certain criteria;
- An approved development agreement to convert the motel commercial use to a residential development meets the future intended use per the residential designation policy of the property;
- The conversion to create small affordable residential units further promotes the intention of the MPS to harmoniously

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integrate a variety of housing types within residential neighbourhood.

Therefore, it was moved by Councillor John Andrew and seconded by Councillor Cathy Maxwell

RECOMMENDATION TO COUNCIL

that Council hold first reading to adopt the Development Agreement for the change of use of a non-conforming structure to another non-conforming structure, and to hold a public hearing (date to be determined)

MOTION CARRIED

*Councillors who voted in favour of this motion:
Andrew, Bolland, Gerrard, Maxwell, Pulsifer & Savage*

3) Community Economic Development Coordinator's Report

CAO Mark Phillips presented CEDC Lindsay Young's report which included some of the following highlights:

- Hiring of VIC staff will begin in March;
- Farmers Market fundraising workshops continue;
- New beautification project planned for Apple Blossom weekend.

4) Robinson Property (374/376 Main Street Kentville)

CEDC Lindsay Young presented the report on the Robinson Property and noted that:

- Kentville purchased the Robinson Property at 374/376 Main Street on April 08, 2015;
- On February 26th, 2018, Town Council declared the property located at 374/376 Main Street as surplus property;
- The site is in the process of being prepared for a fully serviced parcel of land and will be ready for sale;
- The Town looks forward to the redevelopment of the Robinson site, and it is anticipated that there will be a commercial component;
- The C1 (Commercial General) Zone provides for various potential uses and through the RFP process we will be encouraging interested parties to submit mixed and single use proposals;

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- Typically there are a number of ways by which the Town sells property. One way by which the Town sells property is through the RFP process with the sole assistance of the solicitor;
- Another way is sale by RFP process with the assistance of an assigned Realtor or by the support of an assigned Realtor.

Therefore, it was moved by Councillor Cathy Maxwell and seconded by Councillor Cate Savage

RECOMMENDATION TO COUNCIL

that Council elect to sell the Robinson Property at 374/376 Main Street using an RFP process with assistance from the solicitor as outlined in the discussion session of this report

MOTION CARRIED

*Councillors who voted in favour of this motion:
Andrew, Bolland, Gerrard, Maxwell, Pulsifer & Savage*

Points from Discussion:

- Staff will note how the RFP will be scored and bring that back to Council for review and discussion;
- Council can decide some issues to be included in the RFP;
- Church Street will be redefined by adding more set back from the current property line.

(C) Parks, Recreation and Community Development 1) Director's Report

Director Bedingfield's report included some of the following highlights:

- On February 14th, 2018 the arena was evacuated during the evening skate. Three belts on the compressor machines were out of alignment, causing a lot of smoke. Skaters were only off the ice for about one hour;
- The Recreation Department is in the middle of applying for the many grants we use to continue with our work;
- The Recreation Department has received the final funding from ACOA for our skate park, and the facility has been inspected by a representative;
- Cycle Canada has requested that Kentville submit an application to host the Nationals next year.

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2) Webster Street Beautification and Traffic Calming Project

Director Rachel Bedingfield presented this report with the assistance of CEDC Lindsay Young, and they noted that:

- Kentville wants to create a destination space with a revitalization project for Webster Street;
- As part of the Webster Street Traffic Calming and Beautification project, we are proposing that the Town move forward with option one (1) of the WSP Report;
- By proposing this plan, we are recommending that council prioritize the following:
 - people over parking
 - beautification over parking
 - positive retail impact and economic growth
- The creation of a bike lane on Webster Street to connect the trail on either side of downtown, coupled with focused beautification efforts, will achieve the following outcomes:
 1. Traffic calming which will allow for a more people/pedestrian/bike friendly environment.
 2. Connection through downtown for the Kentville Trail System.
 3. Showcase Kentville's commitment to promoting healthy and active lifestyles.
 4. Create a more inclusive and safe environment.
 5. Make downtown Kentville *more* of a destination and *less* of a throughway.

A lengthy discussion took place.

Points from Discussion:

- Cycling is the next industry to take over the province, and our local trail use is increasing.
- Established businesses may not gain but research says that they do not decline in revenue.
- The idea of beautification is great perhaps we should explore the idea of an urban garden.
- The business community spoke with a unified position that they are not in favor and not ready for a bike lane on Webster Street.
- The concept is a great idea but here is very little biking done from December to April.

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- Did not see any letters of support from local businesses.
- If there is a bike lane through Kentville people may not stay to explore or shop.
- More research needs to be done on this subject and feedback from KBC.
- Losing parking all year on Webster Street vs bikers only using the trail for six months of the year.
- Loss of parking and loading zones will be an inconvenience for the local business as well as people trying to park in front of banks etc., perhaps creating chaos instead of calming.
- We need to calm traffic down and make downtown a walking destination instead of a drive through.
- We need to talk about what we would gain and not what we would lose.
- More research needs to be done on this and perhaps another route can be explored.

Therefore, it was moved by Councillor John Andrew and seconded by Councillor Cathy Maxwell

ACTION

that Council refer this agenda item back to staff and their input will be based on direction from Council

MOTION CARRIED

*Councillors who voted in favour of this motion:
Andrew, Bolland, Maxwell, Pulsifer & Savage*

*Councillor who voted against this motion:
Gerrard*

Councillor Cathy Maxwell left the CAC Meeting at this time 9:00 p.m.

(d) Police

1) Police Chief's Report

Police Chief Julia Cecchetto presented her report which included some of the following highlights:

- In February there were 103.5 hours of foot patrol;

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- Four members of the Police Department attended the two day long Trauma Informed Response training in Truro;
- Two Cst. and one civilian have attended the two day Supervisor PROS training in Halifax. These officers are currently assigned to Acting Sgt. Roles and requires the access.

(e) Engineering and Public Works

1) Directors Report

CAO Mark Phillips stated that:

- Effective February 23rd, 2018 Fred Whynot is no longer the Director of Public Works and the Town's appointed Engineer;
- The Town is fortunate to have very knowledgeable staff prepared to support the operations during this modified phase;
- The Capital and Operating Budgets for 2018-2019 are being worked on;
- The Robinson Building Demolition is complete and the Business Park Infrastructure work has started.

(f) Administration

1) Communications Report

CAO Mark Phillips stated that the Communications Report was there for Councils review.

2) Chief Administrative Officer's Report

CAO Phillips presented his report that included some of the following highlights:

- Staff for the Town of Kentville cannot support the approval of the Kings Transit Operating Budget as currently presented, as the current version does not reflect the changes requested by Finance staff;
- Planning for the Spring UNSM Conference is underway as well as the CEO/CAO Forum;
- Dates are being coordinated for the Police Commission, as well as the assignment of an arbitrator to the arbitration regarding the seniority of an officer grievance. A second grievance has been filed regarding pro-rating of staff time

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(vacation/STAT, M-Time) while officers are on extended sick leave.

It was moved by Deputy Mayor Lynn Pulsifer and seconded by Councillor Craig Gerrard

that the Department Reports be received

MOTION CARRIED

*Councillors who voted in favour of this motion:
Andrew, Bolland, Gerrard, Pulsifer & Savage*

Reports attached

PRESENTATIONS

None

BUSINESS ARISING FROM THE MINUTES/OLD BUSINESS

(a) March is Purple Month for Epilepsy

Mayor Sandra Snow reported that at the January 29th, 2018 meeting of Council, the Epilepsy Association requested that the Town of Kentville Councillor's wear purple ribbons during the March Council meeting to raise awareness about epilepsy, and that Council acknowledge March 26th, 2018 as World Purple Day.

ACTION

Letter attached

CORRESPONDENCE

(a) Duston Johnson – Appeal for garbage cans – February 27, 2018

CAO Mark Phillips read the attached letter received from Duston who expressed his concern regarding the littering problem within the Town.

(b) Dr. Howard Wightman (Lifecycle)- Trail Support – March 3, 2018

CAO Mark Phillips read the attached letter received from Dr. Wightman who expressed support for the proposed car free corridor through Kentville.

(c) Margaret VanBlarcom (Kentville Wildcats) – Request for Information about digital sign – March 4, 2018

CAO Mark Phillips read the attached letter requesting an update on the repositioning of the electric sign.

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(d) Andrew Zebian – Webster Street Project

CAO Mark Phillips read the attached email which expressed Andrew's concern regarding the proposed bike lane.

(e) Dave Reid – Proposed Bike Lane

CAO Mark Phillips read the attached email which expressed Dave's concern regarding the proposed bike lane.

NEW BUSINES

(a) Joint Fire Services Operating and Capital Budget Review

CAO Mark Phillips presented the Kentville Fire 2018-2019 Operating Budget and Fire Protection Area Rate and noted that:

- The Joint Fire Services Committee exists to provide governance and oversight for the operation of the Kentville Volunteer Fire Department;
- The Authority receives a budget from KVFD staff, reviews it and approves that it be forwarded to councils;
- The attached budget has been approved by the committee and is before Council for their consideration.

a. JFS Operating Budget 2018-2019

Therefore, it was moved by Councillor Eric Bolland and seconded by Deputy Mayor Lynn Pulsifer

RECOMMENDATION TO COUNCIL

that Council approve the 2018-2019 Kentville Volunteer Fire Department Operating Budget as presented at \$592,000 of which \$175,300 is assigned to the Town of Kentville

MOTION CARRIED

*Councillors who voted in favour of this motion:
Andrew, Bolland, Gerrard, Pulsifer & Savage*

b. JFS Fire Protection Area Rate 2018-2019

Therefore, it was moved by Councillor Eric Bolland and seconded by Councillor Craig Gerrard

RECOMMENDATION TO COUNCIL

that Council approve the 2018-2019 Kentville Volunteer Fire Department Fire Protection Area Rate of 0.0336/\$100 as presented and voted on at the Kentville Rate Payers Meeting held on Feb 28th, 2018

And Further

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that the capital budget for related capital expenses and debt repayment of \$626,000 of which \$166,800 is assigned to the Town of Kentville

MOTION CARRIED

*Councillors who voted in favour of this motion:
Andrew, Bolland, Gerrard, Pulsifer & Savage*

Report attached

B. Kings Regional Sewer Committee Operating and Capital Budgets Review

Councillor Cate Savage presented the Kings Regional Sewer Committee Operating and Capital Budgets and stated that:

- The Kings Regional Sewer Committee exists to provide governance for the operation of Town and County sewer systems;
- The Committee receives a budget from staff, reviews it then approves that it be forwarded to councils;
- The attached budget has been approved by the committee and is before Council for their consideration.

a. Operating Budget 2018-2019

Therefore, it was moved by Councillor Cate Savage and seconded by Councillor John Andrew

**RECOMMENDATION
TO COUNCIL**

that Council approve the Regional Sewer 2018-2019 Operational Budget as presented at \$1,405,400, of which \$703,000 or 50% share is assigned to the Town of Kentville

MOTION CARRIED

*Councillors who voted in favour of this motion:
Andrew, Bolland, Gerrard, Pulsifer & Savage*

b. Capital Budget 2018-2019

Therefore, it was moved by Councillor Cate Savage and seconded by Councillor Eric Bolland

**RECOMMENDATION
TO COUNCIL**

that Council approve the Regional Sewer 2018-2019 Capital Budget as presented at \$550,000 from capital reserves

MOTION CARRIED

*Councillors who voted in favour of this motion:
Andrew, Bolland, Gerrard, Pulsifer & Savage*

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Report attached

(c) Kings Transit Operating and Capital Budget Review

CAO Mark Phillips presented the Kings Transit Operating and Capital Budgets for 2018-2019 and stated that:

- The Kings Transit Authority exists to provide governance for the operation of Kings Transit;
- The Authority receives a budget from KT staff, reviews it then approves that it be forwarded to councils;
- The attached budget has been approved by the Authority and is before Council for their consideration.

As stated earlier in the CAO's report – Staff for the TOK cannot support the approval of the 2018-2019 Kings Transit Operating Budget as currently presented, as the current version does not reflect the changes requested by Finance staff.

Therefore, it was moved by Councillor Eric Bolland and seconded by Councillor Craig Gerrard

ACTION

that the Kings Transit Operating and Capital Budget for 2018-2019 be referred back to staff for additional information and then be returned back to Council for approval

MOTION CARRIED

*Councillors who voted in favour of this motion:
Andrew, Bolland, Gerrard, Pulsifer & Savage*

Points from Discussion:

- There is a discrepancy of information contained in these two budgets;
- The budgets require corrections from KTA before staff can recommend for approval by Council.

PUBLIC COMMENTS

Andrew Zebian – Anderson Blvd.

Andrew remarked that:

- He is not against the bike lane but fully against using Webster Street for it;

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- Kentville does not need a bike lane to beautify Webster Street;
- Send this back to staff for trail to be rerouted.

It was moved by Councillor John Andrew and seconded by Councillor Cate Savage

that Council move into a closed session at 9:44 p.m. to discuss (a) Property

MOTION CARRIED

*Councillors who voted in favour of this motion:
Andrew, Bolland, Gerrard, Pulsifer & Savage*

Only Council, CAO and Solicitor Muttart remained in Chambers at this time

IN CAMERA

(a) Land – Offer of Sale- River Street Property

It was moved by Deputy Mayor Lynn Pulsifer and seconded by Councillor Craig Gerrard

that Council return to open session at 10:15 p.m.

MOTION CARRIED

*Councillors who voted in favour of this motion:
Andrew, Bolland Gerrard, Pulsifer & Savage*

ADJOURNMENT

As there was no further business to discuss, it was moved by Councillor Cate Savage and seconded by Deputy Mayor Lynn Pulsifer

that Council Advisory Committee adjourn

MOTION CARRIED

Adjourned at 10:16 p.m.

*Councillors who voted in favour of this motion:
Andrew, Bolland, Gerrard, Pulsifer & Savage*