



Partnership Proposal

OFATV and EOTA



Background

- People are frustrated and confused on the different passes
- Municipalities are frustrated and caught in the middle the 2 groups having different plans and competing
- The pass that people buy are for trails they should not have to buy more than one.

Background continued

- Stakeholders and organizations are also frustrated everyone knows it takes money to operate trails whether you are a club municipality or an organization. It is time to stop competing and work together
- All levels of government have invested millions of dollars in trail development over the past few years. Just recently announced government and stakeholders another \$4.1 million will be invested in trail development and enhancement





Operations

Last year OFATV operated from \$1.4 million budget and EOTA operated from \$1.2 million budget

If this could be operated together keeping each others identity this gives us a budget of \$2.6 million to work from as well many other opportunities to receive more funding building on what we both have

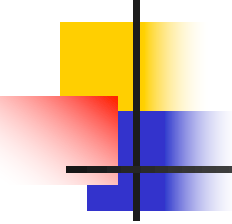


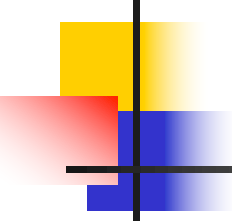
- It is time that we get it together for the betterment of all.
- Trail users, business, stakeholders municipalities and other levels of government. Government and others are interested in assisting us further if we get together.



Together we have come up with the following 20% or 30% to operate

- Self Insurance retention program, printing of passes, printing of map, quad on map, admin for both
- 70 % or 80% trail development and maintenance
- OFATV operates ATV trails with clubs
- EOTA operates shared use with partners
- Trails overlap
- OFATV Pass will have Quad On logo as well as EOTA logo, EOTA Shared use pass will add Quad On logo
- Shared use trail which most of the trails are, maintenance to be calculated at \$823 per km
- \$360.00 grooming and maintenance from snowmobile clubs
- Leaving \$463.00 per km may be required

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- Range between could be anywhere from \$355-\$600 per km for maintenance. (we could put in the maintenance items what it could be used for)
 - Agreements could be reached immediately to allow each others users on the trails.

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- Each club, trail organization and even a municipality would have to identify what trails they have and manage as well provide the agreements for them.
 - Club, trail organization and if it is a municipality where the dollars were spent for maintenance
 - While doing maintenance detailed records need to be kept in case an insurance claim occurs

Before trail improvements





after



Maintained



Maintained





MNRF

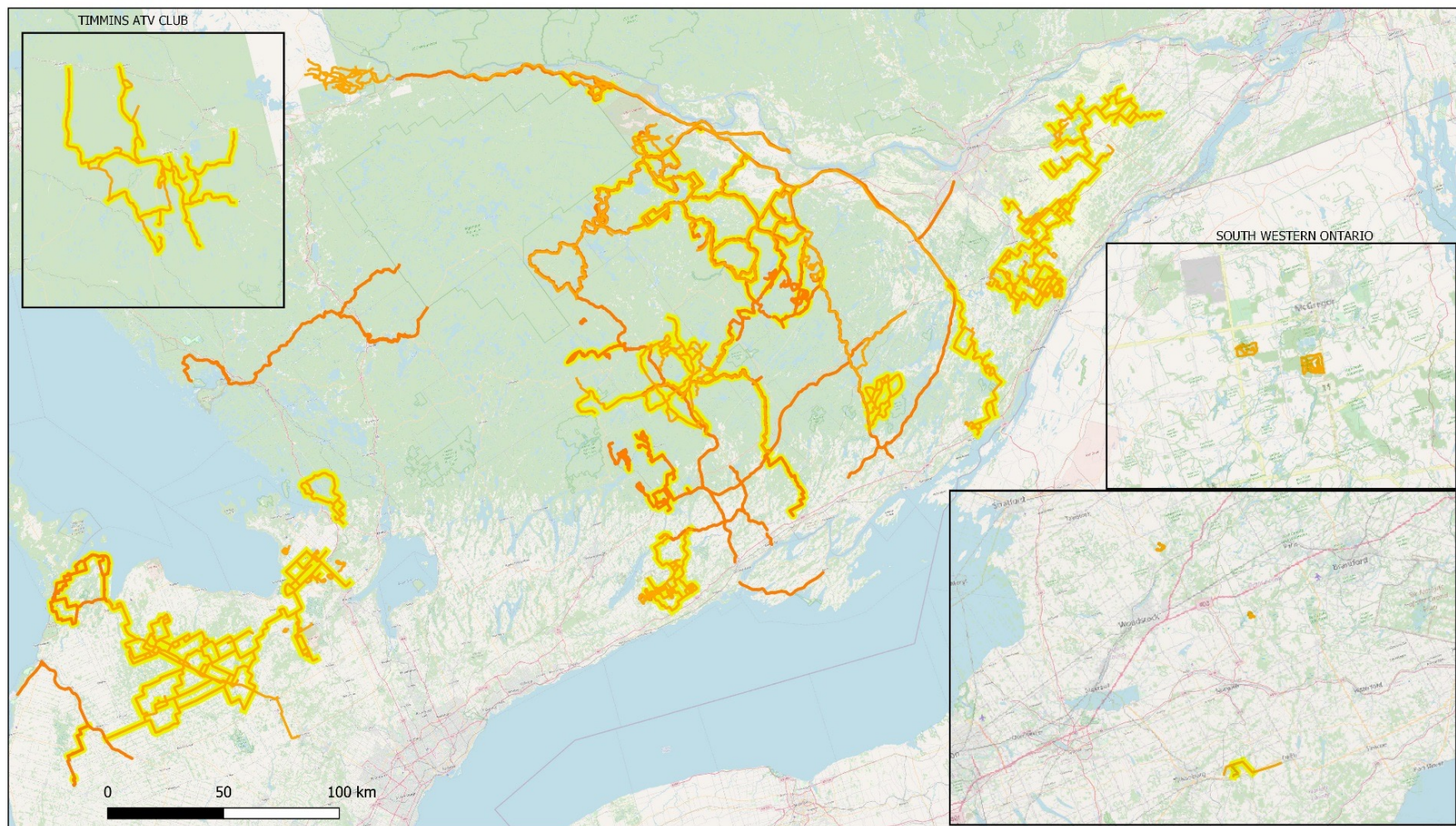
- The partnership will work with MNRF to identify forest access roads that would be part of the network the maintenance budget would also assist to maintenance forest access roads that are required as well could include unopened road allowances
- Trails would all be added to the quad on map as well as EOTA maps



Insurance

- It is only a matter of time with enough claims your insurance can be cancelled. As EOTA found out. But having good plans and strategies helped EOTA get it back.
- The strategy included moving towards a self insurance retention program for the future of sustainable trails, clubs and other stakeholder organizations we need to protect ourselves for the future.
- Learning from the OFSC what we have to do and having the insurance company involved we have now the opportunity to accomplish this

ATV Trails in Ontario – EOTA & OFATV



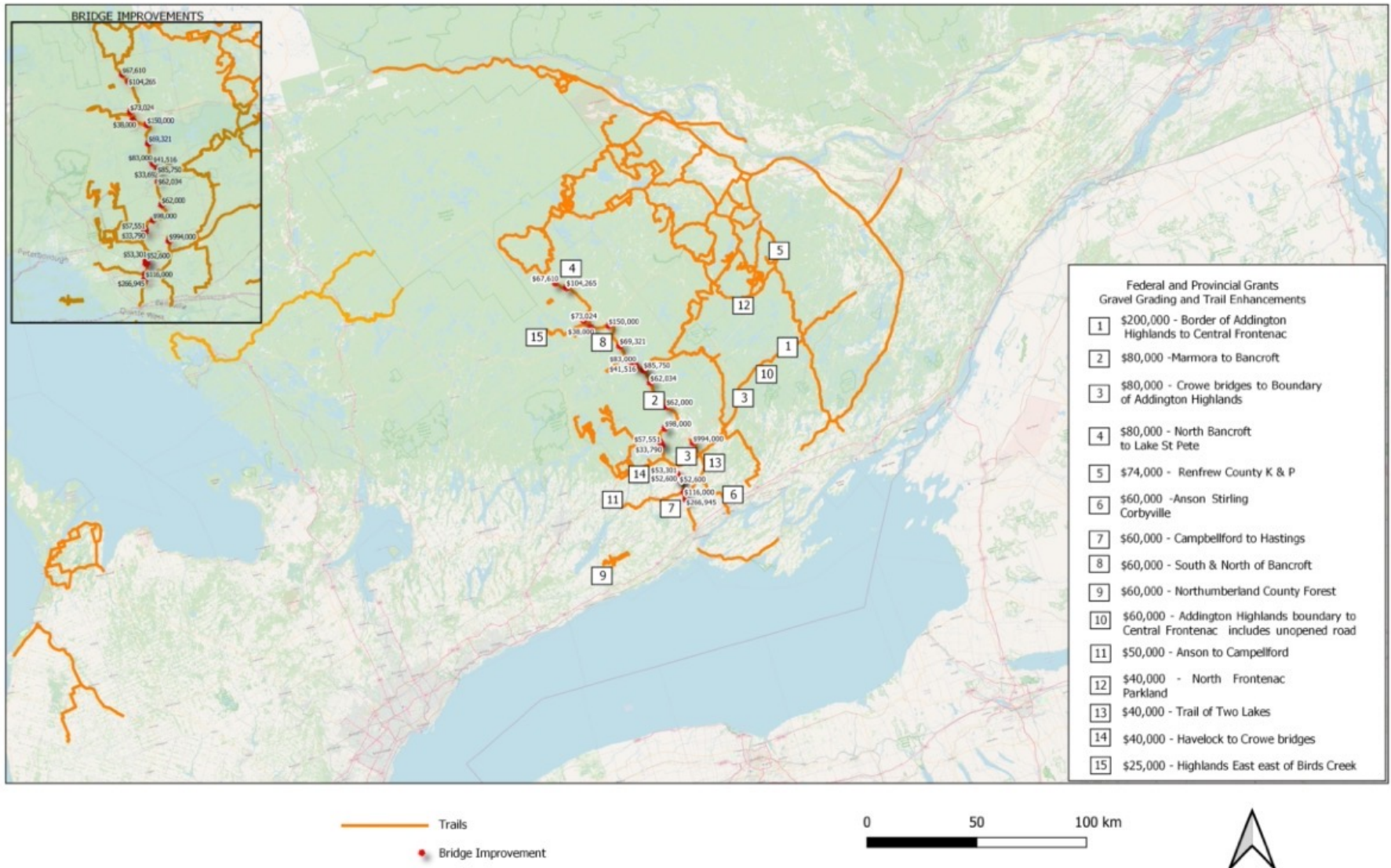
— EOTA & OFATV Trails
— On Road Trails

OFATV and EOTA together the total of km of trails is 3,600 km.
\$444 per km to maintain those trails for a total cost of
\$1,601,517 with our partners.



Grant Map

EOTA PROJECTS





Budget

- The following is our budget
- Insurance
- Trail passes
- Maps
- Quad on map
- Breakdown per km back for maintenance
- Specific development projects

5 year budget

Year 1	\$
Income	
Sales - web ad, signage map	\$5,000.00
Community futures North Hastings	\$10,000.00
Destination Ontario	\$30,000.00
Permit sales	\$1,425,000.00
Municipalities contribution and investment	\$287,650.00
Corporate and other investments	\$35,000.00
COHV	
Government Grants	\$409,842.00
Bridge Grant	\$728,900.00
Total	\$2,931,392

Expenses	
Staff	\$100,000.00
CPP/income tax	\$22,806.00
Benefits	\$10,915.00
Office supplies/phone/rent, postage	\$35,000.00
Travel	\$6,000.00
Marketing-ads trade shows	\$25,000.00
Printing passes 10,000	\$17,950.00
Printing and designing provincial map 30,000 copies	\$11,042.00
Linking to online permits purchase/sales	\$1,700.00
Redesign of online pass purchase form	\$680.00
Web hosting and domain management	\$750.00
Signage	\$10,000.00
D&O insurance	\$1,500.00
Insurance CGL trail program	\$169,100.00
Trail Maintenance and development	\$969,000.00
Legal	\$1,500.00
Accounting	\$8,000.00
Total	\$1,390,943

Specific Trail Development Project	
Moir Lake Bridge	\$1,049,000
Renfrew county area north frontenac parklands Northumberland forest improvements Hastings heritage trail trail of two lakes and the CP line improvements and Corbyville to Hastings trail	\$558,900.00
Park to Park trail and bridges	
Total	(-67,451)

Other opportunities that exist trail links loops and expansions:

Peterborough County Forest Trails
Coe Hill to Havelock trail link
Park to Park expansion of a network of trails
Wolfe Island to connect the K&P
Northern part of the Ottawa Valley Recreation trail
Pembroke Link to Quebec upgrades
And there could be others

Year 2	\$
Income	
Sales - web ad, signage map	\$5,000.00
Community futures North Hastings	
Destination Ontario	
Permit sales	\$1,425,000.00
Municipalities contribution and investment	\$105,000.00
Corporate and other investments	\$35,000.00
COHV	
Government Grants	\$478,148
Bridge Grant	
Total	\$2,048,148

Expenses	
Staff	\$105,000.00
CPP/income tax	\$23,500.00
Benefits	\$10,915.00
Office supplies/phone/rent, postage	\$35,000.00
Travel	\$6,000.00
Marketing-ads trade shows	\$25,000.00
Printing passes 10,000	\$17,950.00
Printing and designing provincial map 30,000 copies	\$11,042.00
Linking to online permits purchase/sales	\$1,700.00
Redesign of online pass purchase form	
Web hosting and domain management	\$750.00
Signage	\$10,000.00
D&O insurance	\$1,500.00
Insurance CGL trail program	\$169,100.00
Trail Maintenance and development	\$969,000.00
Legal	\$1,500.00
Accounting	\$8,000.00
Total	\$1,395,957

Specific Trail Development Project	
Renfrew county area north frontenac parklands Northumberland forest improvements Hastings heritage trail trail of two lakes and the CP line improvements and Corbyville to Hastings trail	\$652,050.00
Park to Park trail bridges	
Total	(+141)

Other opportunities that exist trail links loops and expansions:

Peterborough County Forest Trails
Coe Hill to Havelock trail link
Park to Park expansion of a network of trails
Wolfe Island to connect the K&P
Northern part of the Ottawa Valley Recreation trail
Pembroke Link to Quebec upgrades
And there could be others

5 year budget cont'd

Year 3	\$
Income	
Sales - web ad, signage map	\$5,000.00
Community futures North Hastings	
Destination Ontario permit sales	\$30,000.00
Municipalities contribution and investment	\$1,500,000.00
Corporate and other investments	\$105,000.00
COHV	\$35,000.00
Government Grants	\$478,148.00
Bridge Grant	
Total	\$2,153,148

Expenses	
Staff	\$120,000
CPP/income tax	\$27,000.00
Benefits	\$10,915
Office supplies/phone/rent, postage	\$35,000
Travel	\$6,000.00
Marketing-ads trade shows	\$25,000
Printing passes 10,000	\$17,950.00
Printing and designing provincial map 30,000 copies	\$15,000.00
Linking to online permits purchase/sales	
Redesign of online pass purchase form	
Web hosting and domain management	\$750.00
Signage	\$10,000.00
D&O insurance	\$1,500.00
Insurance CGL trail program	\$169,100.00
Trail Maintenance and development	\$1,020,000.00
Legal	\$1,500.00
Accounting	\$8,000.00
Total	\$1,467,715

Specific Trail Development Project

Renfrew county area north frontenac parklands Northumberland forest improvements Hastings Heritage trail trail of two lakes and the Cp line improvements and corbyville to Hastings trail	\$652,050.00
Park to Park trail and bridges	
Total	(+33,383)

Other opportunities that exist trail links loops and expansions:

Peterborough County Forest Trails
Coe Hill to Havelock trail link
Park to Park expansion of a network of trails
Wolfe Island to connect the K&P
Northern part of the Ottawa Valley Recreation trail
Pembroke Link to Quebec upgrades
And there could be others

Year 4	\$
Income	
Sales - web ad, signage map	\$5,000.00
Community futures North Hastings	
Destination Ontario permit sales	\$1,500,000.00
Municipalities contribution and investment	\$105,000
Corporate and other investments	\$35,000.00
COHV	
Government Grants	\$478,148.00
Bridge Grant	
Total	\$2,123,148

Expenses	
Staff	\$125,000
CPP/income tax	\$28,000.00
Benefits	\$10,915.00
Office supplies/phone/rent, postage	\$35,000
Travel	\$6,000.00
Marketing-ads trade shows	\$25,000.00
Printing passes 10,000	\$19,000.00
Printing and designing provincial map 30,000 copies	
Linking to online permits purchase/sales	
Redesign of online pass purchase form	
Web hosting and domain management	\$750.00
Signage	\$10,000.00
D&O insurance	\$1,500.00
Insurance CGL trail program	\$169,100.00
Trail Maintenance and development	\$1,020,000.00
Legal	\$1,500.00
Accounting	\$10,000.00
Total	\$1,461,765

Specific Trail Development Project

Renfrew county area North frontenac parklands Northumberland forest improvements Hastings Heritage trail trail of two lakes and the CP line improvements and corbyville to Hastings trail	\$652,050.00
Park to Park trail and bridges	
Total	(+9333)

Other opportunities that exist trail links loops and expansions:

Peterborough County Forest Trails
Coe Hill to Havelock trail link
Park to Park expansion of a network of trails
Wolfe Island to connect the K&P
Northern part of the Ottawa Valley Recreation trail
Pembroke Link to Quebec upgrades
And there could be others

5 year budget cont'd

Year 5	\$
Income	
Sales - web ad, signage map	\$5,000.00
Community futures North Hastings	
Destination Ontario	\$30,000.00
permit sales	\$1,600,000.00
Municipalities contribution and investment	\$105,000.00
Corporate and other investments	\$35,000.00
COHV	
Government Grants	\$432,611.00
Bridge Grant	
Total	\$2,107,611
Expenses	
Staff	\$128,000
CPP/income tax	30,000
Benefits	\$10,915.00
Office supplies/phone/rent, postage	\$35,000.00
Travel	\$6,000.00
Marketing-ads trade shows	\$25,000.00
Printing passes 10,000	\$19,000.00
Printing and designing provincial map 30,000 copies	\$15,000.00
Linking to online permits purchase/sales	\$1,700.00
Redesign of online pass purchase form	
Web hosting and domain management	\$750.00
Signage	\$10,000
D&O insurance	\$1,500.00
Insurance CGL trail program	\$169,100.00
Trail Maintenance and development	\$1,088,000.00
Legal	\$1,500.00
Accounting	\$10,000.00
Total	\$1,483,465
Specific Trail Development Project	
Renfrew County area, North Frontenac Parklands Northumberland forest improvements Hastings Heritage trail trail of two lakes and CP line improvements and Corbyville to Hastings trail	\$589,950.00
Park to Park trail and bridges	
Total	(+34,196)
Other opportunities that exist trail links loops and expansions:	
Peterborough County Forest Trails	
Coe Hill to Havelock trail link	
Park to Park expansion of a network of trails	
Wolfe Island to connect the K&P	
Northern part of the Ottawa Valley Recreation trail	
Pembroke Link to Quebec upgrades	
And there could be others	



Who will be in charge Pass Permit \$

- 3 appointed members from OFATV
- 3 appointed members from EOTA

These appointed members would set budget and operate in a separate account the pass/permits trail leveling funding and the percentage sent back to EOTA partners as well the self retention insurance program



Goals

- Partnership would continue to work with government to move towards a legislated pass using the formulas we created they are interested if we get this together.
- The goal is to have adequate funding to sustain the trail system as well as grow it in other parts of Ontario that are interested.
- Discussions will continue if we raise the pass next season to \$180.00 to provide an amount to put in to a development fund for specific projects ie bridges, culverts upgrading a trail
- Questions