

Trent Lakes Council Meeting  
Tuesday, April 22, 2025

8.1.

Gibson Ingram, Vice President - Growth, GrantMatch  
GrantMatch Introduction

As I understand it, GrantMatch is a company which fills out grant forms for various organizations interested in a specific grant. If GrantMatch is successful in obtaining the grant for the organization then GrantMatch gets 10% of the grant. They started in Kawartha Lakes. Kawartha Dairy was their first customer.

Have 120 municipalities working with them across Canada. Billions of dollars of grants available federally and provincially each year. They use a technology that looks at eligibility and then try to fit clients with grant. They have largest selection of grants in Canada.

Braybrook – questions from Deputy Mayor – 75% success rate – How many is that? Last year we secured over \$200,000,000 in grants. We would have done upwards of 100 grants that we applied for last year.

How many competitors are there? You are right there aren't many. We seem to have found a niche. There are a few but they don't offer the performance contingency, They may not have the number of people that we have. They don't depend on being paid only if they are successful in getting the grant.

Do you work with existing in house grant writer.  
We often rely on the in house person. That is a great internal resource.

Your fee -10% up to a million and greater than a million is 5%. It is just on the grant and not on the project. If we were to get you 2 million grant the subsequent million after one would be at 5%.

Franzen -What other municipalities in this area have employed you?

Kawartha Lakes, Douro Dummer, Municipality of Whitestone Those are the ones that come to my mind at this time. I can give you a more complete list.

Lambshead –We have another project that we are heading into that is quite expensive.  
. Would you be able to help us in looking at the grant we need? Answer - Yes!

Donna Teggart – I did meet him previously. I asked that he come to council. Grants often come up fairly quickly and we may not know about them. We would like to meet with him again.  
Additional questions from staff.

Lambshead – Thank you for coming. Interesting way forward,

Motion to receive report – Braybrook and Franzen

8.2 Natalie Baker, Business Development Manager and Brent Martin, Senior Operations Manager, Ontario Clean Water Agency (OCWA)

## 2024 Regulatory Reporting Requirements and Annual Operational Review for Buckhorn Lake Estates and Alpine Village/Pirates Glen Water Systems

A very complete report of the water systems and regulations was presented. Check out the power point online with the agenda if you have specific interest.

Cadigan – Question about the sodium – Answer - It is naturally occurring in the water and is not coming from the road salt.

Braybrook – Question from data – answer - We have seen an increase in permanent residences since Covid.

Lambshhead - excellent presentation! Your company anticipates the needs of future system.  
Motion to receive – Braybrook, Cadigan seconds

10.5.1.

Donna Teggart, CAO/Treasurer

2025 Water Budgets for Buckhorn Lake Estates and Alpine Village/Pirates Glen Water Systems  
318 users on these two user pay systems. Several water system failures

Buckhorn Lake Estates \$75 increase from 2024

Alpine/Pirates Glen \$50.00 increase

Increase due to water system failures and the systems are now in deficit. Is there any insurance that can cover increased instead of downloading these increases to users.

Cadigan moves to approve report including increases. Braybrook seconds. Carried