

## **STAFF REPORT**

CHOOSE AN ITEM. **REPORT OF THE MUSEUM CURATOR**

### **DESCRIPTION**

**Re: Memorial Brick Purchase**

### **RECOMMENDATION**

**THAT** the Elliot Lake Monuments contract be approved as presented;

**AND THAT** the required funds of \$13,051.50 be withdrawn from the Miner's Memorial Care Fund.

## **BACKGROUND**

A key aspect to the Miners' Memorial Park is the memorial bricks which line the perimeters of the three monuments. These memorial bricks are engraved with the names of those involved with any of the Elliot Lake mines in any working capacity, paying tribute to their dedication and services.

These bricks are sold for \$150 (tax included) with all proceeds added to the Miners' Memorial Care Fund. As of July 26, 2022, we have 52 bricks in reserve with Elliot Lake Monuments, who have prepared the memorial bricks for the City over the past twelve years. As part of this contract, the cost of engraving and delivery is built in to the brick orders.

The bricks have always been purchased one hundred pieces at a time so that stock is available; new orders take between three and six months to fulfill. While they can be purchased in smaller amounts or one at a time, purchasing in bulk is by far the most cost-effective, ensures we have the granite on hand, and guarantees all future bricks will be of the same quality and style.

## **ANALYSIS**

The memorial bricks have been a consistent seller since the Miners' Memorial Park's conception. In 2021, a total of 50 bricks were commissioned, and so far in 2022 a total of 14 bricks have sold.

Brick sales are unpredictable but so is the market for the high-end black granite used for the bricks. When last purchased December 7, 2020, the memorial bricks came to \$104.00 a piece after discounts. Due to scarce product and market increases, Elliot Lake Monuments projected a \$20.00 increase per brick. The manufacturer intended to increase prices by \$23.00 per unit, but Elliot Lake Monuments was able to negotiate that down to an \$11.50 per brick, bringing the total cost to \$115.50. Elliot Lake Monuments is still honouring their initial deal with the City and not raising their costs despite increases in labour, equipment, and fuel.

For reference, an Elliot Lake Monuments project of similar technique (stenciling/sandblasting) and workload would be adding final resting dates to monuments (tombstones), which costs \$385.00 plus tax.

As prices are anticipated to increase further, it would be prudent to order the next round of bricks while the prices remain reasonable. This will also allow for us to forgo raising our fees for the public to purchase memorial bricks.

## **FINANCIAL IMPACT**

The total cost of purchasing memorial bricks through Elliot Lake Monuments is \$13,051.50 (please see attached invoice for breakdown and further details), which comes to \$115.50 per brick (prior to tax). As each memorial brick sells for \$150.00 (tax included), we will now accrue \$34.50 in profit that will go to replenish the Miners' Memorial Care Fund. This cost includes the engraving and delivery service that Elliot Lake Monuments provides.

As of July 27, 2022, the Miners' Memorial Care Fund has a balance of \$66,584.28. If the \$13,051.50 needed for the bricks is approved, the Miners' Memorial Care Fund will be left with a balance of \$53,532.78, pending future brick purchases and donations.

Most of the remaining Fund balance is expected to be extracted for the purposes of installing a fourth column and bronze miner helmet statue; \$42,375 going towards these new monuments, and the remaining \$11,157.78 towards in-house installation labour.

Please note that 50% of the balance will be due upon order, and the remaining 50% due upon arrival of the bricks.

## **LINKS TO STRATEGIC PLAN**

This project aligns with the City's Strategic Plan through its efforts to:

- Support the Arts and Culture Community
  - To maintain and improve arts and cultural facilities

## **SUMMARY**

It would be prudent to purchase another hundred memorial bricks from Elliot Lake Monuments, to be placed in reserve, before market prices increase further. This will also elongate our contract with Elliot Lake Monuments, ensuring the same consistent quality and service we have experienced for the past twelve years.