

## Increasing in Value: Your MNL

On behalf of the Board of Directors, I am honoured to table the membership report for Municipalities Newfoundland and Labrador Inc. I wish to thank the Membership Committee, the MNL Management Team, our partners and sponsors, for their continued support in helping towns derive value from their membership. The past year was a tremendous success, and we look forward to a bright and more prosperous future.



Mayor Brian Keating  
Membership Chair

### Membership Services

Municipalities Newfoundland and Labrador (MNL) takes immense pride in representing 275 municipalities across the province, with 274 active and engaged members contributing to a vibrant and thriving community. In 2023, MNL successfully collected nearly \$470,000 in membership fees, demonstrating the unwavering commitment of its members to the organization's goals and initiatives. Following the fee increase approved at the last Annual General Meeting, MNL is projected to surpass \$515,000 in the current fiscal year, showcasing a robust trend of financial growth.

This success is further amplified by the promptness with which members are paying their invoices, reflecting their dedication to supporting MNL's mission. This year, MNL has secured approximately 99% of its membership fees before the fourth quarter, a remarkable achievement that underscores the trust and collaboration between MNL and its members. Such steadfast commitment not only enhances MNL's cash flow but also fortifies its stable financial position, allowing the organization to continue delivering valuable services and support to municipalities across the province.

MNL sincerely appreciates the dedication and engagement of each member, which play a crucial role in fostering a prosperous future for all municipalities in Newfoundland and Labrador.

### Partnerships

In 2023 and 2024, MNL once again maintained close partnerships and strong working relationships with the following external organizations to deliver its programs and services. (see following page)

### Programs

In 2023 and 2024, MNL continued to maintain a suite of programs and services to benefit its members. A full listing is available on our website [www.municipalnl.ca](http://www.municipalnl.ca). Some of the more commonly used services are listed to the right.

### Conclusion

As we reflect on 2023 and look ahead into 2024 and beyond, it's clear that MNL's programs and services have made a significant impact on communities of all sizes. We have not only strengthened our existing initiatives but also expanded our reach, ensuring that both large municipalities and small communities benefit from our efforts.

I am particularly excited about the new opportunities and partnerships that are on the horizon. These collaborations promise to enhance the municipal sector in meaningful ways, providing both financial benefits and invaluable time savings. As we navigate the challenges and opportunities that lie ahead, I believe that our collective efforts will lead to innovative solutions that serve our communities better.

I want to take a moment to express my heartfelt gratitude to the Membership Committee and the MNL Staff for their unwavering support and dedication over the past year. Their insights and guidance have been instrumental in shaping our initiatives and driving our success. It is through their commitment that we have been able to achieve so much, and I look forward to continuing this journey together.

Together, let us strive to foster an environment of growth and collaboration, ensuring that our municipalities are well-equipped to meet the needs of their residents. Here's to another year of progress and partnership!



## Programs

- Canoe Procurement Group of Canada – Group Procurement and Purchasing Services (Over \$4.1 million in purchasing in 2024)
- Cal LeGrow – Municipal General Insurance
- belairdirect – Home, Auto and Travel Insurance
- Stewart McKelvey - Legal Referral Service
- Telus Business – Telecommunications and Internet Services
- Steele Hotels, Province-wide – Corporate Room Rates
- Enterprise Rent-A-Car – Corporate Vehicle Rates
- JAG Hotel in downtown St. John's – Corporate Rates and Room Discounts
- LeGrow's Travel – Corporate Booking Service
- Career Beacon – Job Posting Services
- TXTSquad – Urgent Message Notification Services
- dependbuild – Risk Management Software

## Partnerships

- College of the North Atlantic
- Memorial University
- TRIO Benefits
- Municipal Assessment Agency
- Multi-Material Stewardship Board
- Municipal Mental Health Task Force
- Federation of Canadian Municipalities
- Atlantic Canada Opportunities Agency
- Government of Newfoundland and Labrador
- Government of Canada

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