



## **Staff Report**

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**To:** Dan Best, Chief Administrative Officer

**From:** Jo-Anne Fields, Community Services Manager

**Date:** June 5, 2017

**Report:** CSD.17.11

**Subject:** Results of Expression of Interest for Concession Operations in South Huron

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### **Recommendation:**

**That** South Huron Council receives the report from Jo-Anne Fields, Community Services Manager re: Results of Expression of Interest for Concession Operations in South Huron;

**And that** Council authorize staff to meet with the two parties that expressed an interest in concession operations at the South Huron Recreation Centre and the Stephen Arena;

**And that** staff bring a report back to Council for consideration.

### **Background and Analysis:**

Through a report to Council, staff were authorized to proceed with preparing an Expression of Interest for the provision of concession operations at both arena facilities for a period of two (2) years subject to approval by both parties.

The Expression of Interest closed on Wednesday, June 21, 2017 at 1:00 pm. Opening was attended by Wayne DeLuca, Sandy Becker and

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Jo-Anne Fields. No formal submissions were received in the format requested and the Expression of Interest was cancelled.

An area business owner contacted staff and has indicated that he would be interested in the opportunity to discuss operating both of the South Huron arena concession facilities.

Under the correspondence section of the July 4, 2017 Council Agenda, a private group has expressed interest in the Stephen Arena concession operation.

Staff request authorization from Council to meet with the two interested candidates to discuss potential operation and service delivery of both concession facilities.

A follow-up report to Council will be required to provide further direction to Staff.

### **South Huron's Strategic Plan:**

#### **7.2.2 Strategic Objective: Administrative Efficiency and Fiscal Responsibility:**

- Demonstrate Commitment to service excellence:
  - Continue to implement corporate wide customer service training at all levels of the organization

### **Financial Impact:**

In past Agreements, the Municipality has provided utilities and equipment for concession operations. Equipment that is presently not operational would be the responsibility of the proponent to replace if required. Utility costs are not broken down to a level of detail to provide adequate costing.

### **Legal Impact:**

There are no legal implications for the Corporation resulting from the proposed recommendation.

### **Staffing Impact:**

Staff will meet individually with both parties that have expressed an interest in operating both facilities to determine if a successful

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proponent can be secured to achieve effective and adequate service delivery.

**Policies/Legislation:**

The proponent will comply with all health codes and regulations for the delivery of food and beverage services.

**Consultation:**

Chief Administrative Officer – Consulted with the CAO to discuss moving forward with securing a suitable proponent to provide effective concession operation at the South Huron Recreation Centre and the Stephen Arena.

Financial Services Manager/Treasurer – Consulted with the Financial Services Manager/Treasurer for review purposes and to discuss next steps in process.

**Attachments:**

- N/A

Respectfully submitted,



Jo-Anne Fields  
Community Services Manager

I concur with this report.

Dan Best MPA, BA  
Chief Administrative Officer