

Meeting Notes
Spectator Facility Fundraising Advisory Committee

Monday, January 14, 2013

1:00-2:30pm

St. Catharines City Hall, 50 Church Street – Committee Room 1

Attended:

Mayor Brian McMullan ~ ex-officio

Councillor Matthew Harris

David Oakes, Director of Economic Development & Customer Service (EDCS)

John Sim, Manager of Accounting and Payroll (FMS)

George Darte, Chair - Community ~ via conference call

John Bragagnolo, Community

Mark Cherney, Community

Mick Wolfe, Community

Kyle Canter, Superlative Group ~ via conference call

Leanne Kurek, Administrative Support

Regrets:

Rick Lane, Director of Recreation & Community Services (RCS)

Rick Woodward, Community

Meeting Notes:

1. Welcome ~ George Darte, Chair
2. Confidentiality Agreement:
 - a) John Sim supplied the agreement at the meeting. Members had issues with aspects of the Conflict of Interest portion (personal relationship portion due to the nature of the committee). John omitted the Conflict of Interest and committee members signed the Confidentiality agreement.
 - b) Councillor Matthew Harris said he would supply committee members with the confidential agreement package from the NHS Foundation (Board).
 - **ACTION:** Matt to email information to committee members.
3. Local Fundraising Initiative:
 - a) The committee's goal is to get philanthropic donations.
 - b) Goal is for a 3 year pledge period but will do 5-6 years if needed.
4. Potential Donors and ask amount
 - a) George and Jan have been working on a list with potential donors and their ask amount. They will share with committee after confidentiality agreement has been signed.

5. Groundbreaking - Missed opportunity – potential donors not invited:
 - a) Note for future ceremonial events.
6. Final Design of Facility:
 - a) The design is in the latter stages of schematic review.
 - b) Final design is expected to be presented in a couple of months.
 - c) Facility will meet all Facility Accessibility Design Standards (FADS)
~ fully accessible.
 - d) Committee should be able to see the design in 6 weeks.
7. Suites
 - a) Are 24 enough? – Yes that is what the City asked for in their design build guidelines. There will be 22 suites and 2 deluxe suites.
 - b) There is the opportunity to add loge suites in the future.
 - c) Proposed ask amount - The ask amount is being valued by Superlative. The ask amount will not include the cost of tickets. They will be sold in groups of: 3, 5 and 10 year agreements so the renewals will be staggered.
8. Superlative
 - a) How long do they receive their % of commission? – Superlative receives their commission annually over the life of the contract i.e. 10 year payment plan – Superlative receives their % over 10 years.
9. Naming Rights
 - a) 2 arches – 1 arch is spoken for by Rankin (gifted), the other is on the table to sponsorship.
10. Revised Terms of Reference ~ see attached
 - a) All committee members agreed to the new Terms of Reference.
 - b) Advisory group to oversee Superlative's deliverables and implementation and community deliverables and implementation.
 - c) The goal is to receive the maximum potential revenue.
 - d) The Task Force is a sub-committee (informal) of the Advisory Committee – they are the working group and will meet as often as needed.
11. Next Meeting(s):
 - a) The next advisory committee meeting will be a working meeting. Going forward the advisory committee will meet quarterly and the task force will meet as needed. City staff will be available for task force meetings when required.

Next Meeting: Working Group Meeting – Monday, February 25, 2012 at 1:00
Committee Room 1, City Hall