

Corporate Services Committee

Report

17th Meeting of the Corporate Services Committee
October 3, 2023

PRESENT: Councillors S. Lewis (Chair), H. McAlister, S. Stevenson, S. Trosow, Mayor J. Morgan

ABSENT: D. Ferreira

ALSO PRESENT: Councillors J. Pribil; S. Franke; L. Livingstone, A. Barbon, I. Collins, S. Corman, K. Dickins, A. Job, K. Murray, J. Paradis, C. Smith

Remote Attendance: E. Bennett, B. Card, M. Daley, A. Howard, V. Morgado, M. Schulthess, B. Westlake-Power

The meeting is called to order at 12:00 PM.

1. Disclosures of Pecuniary Interest

It BE NOTED that no pecuniary interests were disclosed.

2. Consent

Moved by: S. Stevenson
Seconded by: H. McAlister

That consent items 2.1 to 2.4, BE APPROVED.

Yeas: (4): S. Lewis, H. McAlister, S. Stevenson, and S. Trosow

Absent: (2): D. Ferreira, and Mayor J. Morgan

Motion Passed (4 to 0)

2.1 City of London's Credit Rating

Moved by: S. Stevenson
Seconded by: H. McAlister

That, on the recommendation of the Deputy City Manager, Finance Supports, the City of London's Credit Rating Report, providing a summary of Moody's Investors Service Credit Opinion of the City of London, BE RECEIVED for information.

Motion Passed

2.2 2023 Mid-Year Operating Budget Monitoring Report

Moved by: S. Stevenson
Seconded by: H. McAlister

That, on the recommendation of the Deputy City Manager, Finance Supports, the report dated October 3, 2023, with respect to the 2023 Mid-Year Operating Budget Monitoring Report, BE RECEIVED; it being noted that the year-end positions could fluctuate based on factors beyond the control of the Civic Administration:

- Property Tax Supported Budget projected surplus of \$18.0 million;
- Water Rate Supported Budget projected surplus of \$5.5 million;
- Wastewater and Treatment Rate Supported Budget projected surplus of \$3.7 million;

it being further noted that Property Tax, Water, and Wastewater & Treatment Budget surplus will be allocated in accordance with the Council Approved Surplus/Deficit Policy.

Motion Passed

2.3 2023 Mid-Year Capital Budget Monitoring Report

Moved by: S. Stevenson

Seconded by: H. McAlister

That, on the recommendation of the Deputy City Manager, Finance Supports, the following actions be taken with respect to the 2023 Mid-Year Capital Budget Monitoring Report:

a) the 2023 Mid-Year Capital Budget Monitoring Report BE RECEIVED for information, it being noted that the life-to-date capital budget represents \$3.4 billion with \$1.9 billion committed and \$1.5 billion uncommitted; it being further noted that the City Treasurer, or designate, will undertake the housekeeping budget adjustments identified in the Report, in accordance with the Multi-Year Budget Policy adopted by amending by-law No. CPOL.-45(b)-239;

b) the completed capital projects, totaling \$3.4 million of net surplus funding, included in Appendix “B” as appended to the staff report dated October 3, 2023, BE CLOSED;

c) the funding associated with the rate supported capital projects approved for closure in b) be discharged as follows:

i) pay-as-you-go funding of \$15 thousand BE TRANSFERRED from capital receipts;

ii) authorized debt financing of \$2 thousand BE RELEASED resulting in a reduction of authorized, but unissued debt;

iii) uncommitted reserve fund drawdowns of \$169 thousand BE RELEASED back into the reserve funds which originally funded the projects;

d) the funding associated with the non-rate supported capital projects approved for closure in b) be discharged as follows:

i) uncommitted reserve fund drawdowns of \$2.5 million BE RELEASED back into the reserve funds which originally funded the projects;

ii) other net non-rate supported funding sources of \$758 thousand BE ADJUSTED in order to facilitate project closings.

Motion Passed

2.4 SS-2023-252 New Fibre Network Service Installation for Fire Station No. 15

Moved by: S. Stevenson

Seconded by: H. McAlister

That, on the recommendation of the Deputy City Manager, Finance Supports, the following actions be taken with respect to the new fibre network service installation required for the new Fire Station No. 15 at

2340 Old Victoria Road:

- a) approval BE GIVEN to execute a Single Source purchase as per section 14.4 (d) and (e) of the City of London's Procurement of Goods and Services Policy;
- b) Single Source negotiated price BE ACCEPTED to secure the installation of the new fibre network service required for the operation of the new Fire Station No. 15 for a total price of \$113,850.00 (excluding HST) from Rogers Communications Canada Inc.;
- c) the Civic Administration BE AUTHORIZED to undertake all the administrative acts that are necessary in connection with this purchase;
- d) approval hereby given BE CONDITIONAL upon the Corporation entering into a formal contract or having a purchase order, or contract record relating to the subject matter of this approval in accordance with Sections 14.4(d)(e) and 14.5(a)(ii) of the Procurement of Goods and Services Policy; and
- e) the funding for this purchase BE APPROVED as set out in the Source of Financing Report as appended to the staff report dated October 3, 2023 as Appendix "A".

Motion Passed

3. Scheduled Items

None.

4. Items for Direction

4.1 Budweiser Gardens Proposed Expansion - Additional Information and Proposed Amending Agreement

Moved by: H. McAlister

Seconded by: S. Stevenson

That, on the recommendation of the Deputy City Manager, Finance Supports, the following actions be taken:

- a) the report providing additional information on the proposed Budweiser Gardens Expansion BE RECEIVED for information;
 - b) the proposed by-law as appended to the staff report dated October 3, 2023 as Appendix "A" BE INTRODUCED at the Municipal Council meeting on October 17, 2023 to execute the proposed amending agreement to the Participatory Occupancy Lease (Schedule "A") related to the Budweiser Gardens Expansion project;
 - c) the source of financing for the proposed expansion BE APPROVED as set out in the Source of Financing Report as appended to the staff report as Appendix "B"; and
 - d) the Civic Administration BE DIRECTED to confirm concurrence in writing for the contract extension with Ovations Food Services, L.P.;
- it being noted that the attached questions were submitted by Councillor S. Trosow.

Yeas: (4): S. Lewis, H. McAlister, S. Stevenson, and Mayor J. Morgan

Nays: (1): S. Trosow

Absent: (1): D. Ferreira

Motion Passed (4 to 1)

4.2 Application - Issuance of Proclamation - National Day of Awareness (Economic Abuse Awareness Day)

Moved by: S. Stevenson
Seconded by: S. Trosow

That based on the application dated September 18, 2023 from the Canadian Centre for Women's Empowerment, the request BE RECEIVED.

Yeas: (4): S. Lewis, H. McAlister, S. Stevenson, and S. Trosow

Absent: (2): D. Ferreira, and Mayor J. Morgan

Motion Passed (4 to 0)

4.3 (ADDED) Application - Issuance of Proclamation - Turkish Republic Day

Moved by: S. Trosow
Seconded by: S. Stevenson

That based on the application dated September 29, 2023 from the Federation of Canadian Turkish Associations, October 29, 2023 BE PROCLAIMED Turkish Republic Day.

Yeas: (4): S. Lewis, H. McAlister, S. Stevenson, and S. Trosow

Absent: (2): D. Ferreira, and Mayor J. Morgan

Motion Passed (4 to 0)

5. Deferred Matters/Additional Business

None.

6. Confidential (Enclosed for Members only.)

Moved by: S. Stevenson
Seconded by: H. McAlister

That the Corporate Services Committee convenes In Closed Session to consider the following:

6.1 Land Acquisition/Disposition / Solicitor-Client Privileged Advice / Position, Plan, Procedure, Criteria or Instruction to be Applied to Any Negotiations

A matter pertaining to the proposed or pending lease of office space by the municipality, including communications necessary for that purpose; advice that is subject to solicitor-client privilege; commercial and financial information, that belongs to the municipality and has monetary value or potential monetary value and a position, plan, procedure, criteria or instruction to be applied to any negotiations carried on or to be carried on by or on behalf of the municipality.

Yeas: (5): S. Lewis, H. McAlister, S. Stevenson, S. Trosow, and Mayor J. Morgan

Absent: (1): D. Ferreira

Motion Passed (5 to 0)

The Corporate Services Committee convenes In Closed Session from 1:28 PM to 1:35 PM.

7. Adjournment

Moved by: S. Stevenson

Seconded by: S. Trosow

That the meeting BE ADJOURNED.

Motion Passed

The meeting adjourned at 1:40 PM.

Questions Regarding Budweiser Garden Expansion Proposal

- 1) There is some overlap in the descriptions which are included under Phase I and Phase II. Could further detail be given as to exactly what is anticipated under Phase 1 and Phase II?
- 2) What is the East Bowl Loge, and can it be moved into Phase II items? Ca
- 3) Could the report more precisely state what are the “General Food and Beverage Concessions Upgrades”?
- 4) Could the report more precisely state what is included under the “Knights Locker Room Renovation”? Are there other sources of funding for these improvements and can any any of them be moved to Phase II?
- 5) Could more detail be provided regarding “Club Lounge Expansion” ? Can any of these be moved to Phase II?

Questions Regarding Analysis of Expansion and Renovation Proposal

- 1) Can any of the expenses anticipated under Phase I be deferred to Phase II?
- 2) How is the 80% / 20% split derived. Can the City seek to lower its share through a negotiation process?
- 3) First paragraph on page 66 says proposal was already scoped down from original cost of \$39.8 million. Can any of the parts of the proposal be further scope down?
- 4) The work in Phase II is aligned with the 2024-27 multi-year budget. Can any of the expenditures in Phase I be similarly aligned with the multi-year budget and be considered along with Phase II?
- 5) 5th paragraph on page 66 says KPMG did not audit the figures or assumptions. What were the assumptions, and could further information be provided about the effect of these not being audited?
- 6) Same paragraph refers to a “handful of variables”. What are these variables?
- 7) Use of terms “appears to be” and “may have” seem to be very loose and speculative. Can more precision be given before the city undertakes the Phase I expenditures?
- 8) First paragraph of page 67 speaks of indirect financial benefits or additional economic spin-offs Can more precision be given as to what these are? If they include local restaurant revenue, how is this affected by the food service expansion?
- 9) References to improving the user experience seem vague, can more precision be given as to what they are and how they will improve revenue?
- 10)

Questions Regarding Sensitivity Analysis

- 1) On Page 67, first paragraph of 2.2 refers to “assumed revenue increases...”. What are these “assumptions” and upon what are they based?
- 2) Reference is made in the second paragraph of 2.2 on page 67 to KPMG’s sensitivity analysis”. Could more detail be provided about how these ROI estimates were based and what were its underlying assumptions?

Questions Regarding Funding of Phase I Improvements:

- 1) All of the funding is proposed to come from the City's 50 share of revenues from the Municipal Accommodation Tax (MAT), the other 50% going to Tourism London. Is Tourism London able to make any contributions to the overall costs of Phase I from its 50% share of the MAT? To the extent they are able to make any contributions, how would this reduce the corresponding debt servicing costs to the city over the 10 year or 20 year debentures?
- 2) How will the financing of the Phase I improvements, which will deplete the existing TIRF balance affect the ability of other potential applicants of this fund to obtain Tourism related funding over the life of the 10 or 20 year loan?
- 3) The report indicates that the City's uncommitted TIRF balance is approximately \$3.6 million. What is the current uncommitted balance of Tourism London's share of MAT proceeds?
- 4) Can anything be done to reduce the estimated cost of the debt servicing under either the 10 or 20 year option?
- 5) Are other funds available to support Phase I costs, such as LEDC reserve funds?

Questions Regarding Food Service Expansion:

- 1) Regarding the "Commission based model", what is the commission and what have the commission-based revenue been? Is this likely to change with the proposed expansion?
- 2) What is the relationship between OVG 360? Is it arms length or does OVG 360 have a controlling interest in the food service operator?
- 3) The last extension was for a five-year period. Why would another five-year extension not suffice.
- 4) Page 69 (6th paragraph down) says "...a variety of sources were used." What were these sources and what did each of them show? Does "confidentiality" claim preclude further inquiry into the food service extension?
- 5) Next paragraph on page 69 starts with "Based on the various information sources review", could you specify what these sources were and whether they could be shared with the committee? Were these in the KPMG report or were there other sources?
- 6) Last sentence on page 69 says "generally falls in the range..." Could more specificity be given as to the nature of that range and its sources?
- 7) First sentence on page 70 says "slightly longer" extension? The extension to 2051 seems very long, what is meant by slightly.
- 8) What effect will the expanded food services have on the available menu options, and how will this affect local restaurants?
- 9) Can the immediate need for expansion / upgrade be accomplished with a shorter extension?

Prepared by Sam Trosow (October 3, 2023)