



MARKHAM LIVE (MISTA) COMMITTEE

Friday, December 7, 2012 – 2:00 pm
Markham Convergence Centre
7271 Warden Avenue, Markham, Showcase Room

MINUTES

<p><u>Attendance:</u></p> <p><u>Members:</u> Mayor Frank Scarpitti (ex-officio) Deputy Mayor Jack Heath (ex-officio) Regional Councillor Jim Jones – Chair Councillor Howard Shore Councillor Don Hamilton Councillor Colin Campbell Councillor Logan Kanapathi</p> <p><u>Regrets:</u> Regional Councillor Gord Landon Regional Councillor Joe Li Councillor Valerie Burke Councillor Carolina Moretti Councillor Alan Ho Councillor Alex Chiu</p>	<p><u>Staff:</u> Andy Taylor, CAO Jim Baird, Commissioner of Development Services Brenda Librecz, Commissioner of Community Services Gary Adamkowski, Director, Asset Management Mary Creighton, Director, Recreation Services Isabel Leung, Assistant to Councillor Alex Chiu Joel Lustig, Treasurer Alex Moore, Manager, Purchasing Rino Mostacci, Director of Planning and Urban Design Don Taylor, Manager, Executive Operations Kitty Bavington, Council/Committee Coordinator</p>
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The Markham Live Committee meeting convened at 2:10 pm with Regional Councillor Jim Jones as Chair.

On November 20, 2012, General Committee appointed all members of Council to the RFI Respondents Interview Committee.

The following background information was provided:

- a) MISTA Presentation to Markham Live Committee, July 4, 2012
- b) MISTA Presentation to Markham Live Committee, November 1, 2012

1. Introduction

The Chair welcomed everyone and summarized the purpose of the meeting.

Alex Moore explained the meeting process and reviewed the questions that had been provided to the respondents in advance. The timeline listed on the agenda will be followed as closely as possible.

2. Dominus Capital Group

Alex Moore welcomed the firm and introduced Markham Council and Staff in attendance. Mr. Joe Cordiano, President of Dominus Capital Group, introduced his team.

Rino Mostacci and Brenda Librecz provided a brief overview of the Site Area Context and Programming Concept, discussing the densities and wide range of uses envisioned by the established Markham Centre framework, as well as project timelines and constraints.

The Dominus Capital Group presentation responded to the following questions:

Company Overview

The Company overview must include your understanding and role in the MISTA project and how your company's demonstrated experience will lead to a successful outcome.

- City Centres need to create economic growth
- Urban centres are drivers of global economies
- Promotes public/private partnerships
- Suggest province be approached for support
- International centre of excellence for sports and health industry
- Partner with a post-secondary institution to create a research entity
- This company is uniquely qualified to lead a P3 project
- Described similar ongoing project in Brampton
- Propose to lease back to City for 25 years
- Propose to generate revenues from the facility to help offset costs for the City, but will not completely offset the costs
- Programming to be determined

Standard Questions

- a) *Please identify the financial backing and resources available to you to construct and operate the facility including all programme elements.*
- b) *Describe how you will be able to deliver (construct & operate) the programme elements at no cost to the City of Markham? If not, what municipal, government (Provincial and/or Federal) or other investments will be necessary? (Note: Markham did not receive a favourable response from the Federal Government related to the P3 Canada Fund)*
- c) *Do you feel the MISTA structure as set out in the RFI document is commercially viable? If not, what adjustments (if any) in the sports facilities and/or what increase in development latitude would be required to achieve a workable mix?*

Open Forum Questions/Respondent Questions - Opportunity for City of Markham and Respondent to ask questions.

The presenters responded to questions regarding components that would produce the most revenue-generation (i.e. food service and retail opportunities); financial viability; public/private financing; more viable as a P3 model; correlation of land value, and offset of capital costs.

3. BSIX

Alex Moore welcomed Mr. Thomas Bertrand Principle of BSIX, and introduced Markham Council and Staff in attendance.

The staff presentation on the Site Area Context and Programming Concept was deemed unnecessary by Mr. Bertrand.

The BSIX presentation responded to the following questions:

Company Overview

The Company overview must include your understanding and role in the MISTA project and how your company's demonstrated experience will lead to a successful outcome.

- Mr. Bertrand's background in the athletic and entertainment fields
- Various proposals for projects around the world
- BSIX Corp sports village concept video presentation, Odyssey Sports Centre
- Similar to the MISTA concept
- Potential strategic financial partners: educational institution, hospital, P3, broadcast rights

Standard Questions

- a) *Please identify the financial backing and resources available to you to construct and operate the facility including all programme elements.*
- b) *Describe how you will be able to deliver (construct & operate) the programme elements at no cost to the City of Markham? If not, what municipal, government (Provincial and/or Federal) or other investments will be necessary? (Note: Markham did not receive a favourable response from the Federal Government related to the P3 Canada Fund)*
- c) *Do you feel the MISTA structure as set out in the RFI document is commercially viable? If not, what adjustments (if any) in the sports facilities and/or what increase in development latitude would be required to achieve a workable mix?*

Open Forum Questions/Respondent Questions - Opportunity for City of Markham and Respondent to ask questions.

The presenter responded to questions regarding the fit of his concept into the MISTA space; creating a brand to create sports and wellness facilities around the world; ice rinks could be included; traffic issues and transit requirements; financial relationship of municipality with other partners; the Odyssey model is viable and will be adapted to fit in Markham and to attract capital; ideally will be privately funded using tools such as tax incentives and provision of land; operated by a management team as a tenancy similar to a mall structure; population and area draw; competition with community centres; potential national and international competitions; an option on the land would be a requirement to proceed with feasibility of the project.

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Moved by: Deputy Mayor Jack Heath
Seconded by: Councillor Don Hamilton

That the Markham Live Request for Information (RFI) Respondents Interview presentations be received.

CARRIED

Adjournment

The Markham Live Committee meeting adjourned at 4:30 p.m.