



AMHERST TOWN COUNCIL

RFD# 2023037

Date: March 27, 2023

TO: Mayor Kogon and Members of Council

SUBMITTED BY: Jason MacDonald, CAO

DATE: March 27, 2023

SUBJECT: Canteen Concession Agreement

ORIGIN: Expiration of the current canteen concession agreement at the Amherst Stadium.

LEGISLATIVE AUTHORITY: Municipal Government Act (MGA), Section 51 concerning the sale or lease of municipal property.

RECOMMENDATION: That Council approve of the stadium canteen concession agreement between Dwayne Ripley and the Town of Amherst, and authorize the Mayor and CAO to sign on behalf of the Town.

BACKGROUND: The stadium canteen had not been in service since March 14, 2020. The reason for the closure at that time was due to the Covid 19 pandemic. An RFP for operation of the canteen was issued on two separate occasions and no submissions were received. As no submissions were received staff contacted local community groups and business owners to gauge their interest in operating the stadium canteen. While some groups initially showed interest in operating the canteen only one proposal was received, local business owner Dwayne Ripley.

An agreement was reached and approved by Council for Mr. Ripley to operate the canteen for the remainder of the 2022/23 season as a trial period. The current agreement ends on May 1, 2023.

DISCUSSION: All reports of the canteen operation since Mr. Ripley took over have been favorable. It seems that he is providing quality service and products for which there is a market for at the Stadium. Mr. Ripley has indicated that he wishes to continue to operate the canteen for another year at a rate of \$750 / month, an increase over the current \$500 / month.

Staff are of the opinion that allowing Mr. Ripley to operate the canteen for the 2023/24 ice season is fair and justified. As discussed above the canteen contract has been tendered twice with no responses and Mr. Riley was the only member of the community to 'step up' and take this on as the Town emerges from the COVID-19 pandemic. Our procurement policy states:

"Negotiations with suppliers for the supply of goods and/or services would take place when any of the following conditions exist: (a) Due to market conditions, goods and /or services are in short supply."



Given the repeated lack of response to public tenders as well as lack of interest upon contacting potential operators staff feel a one-year extension of the contract with the current provider is in the best interest of the Town and the Stadium Facility.

FINANCIAL IMPLICATIONS: Mr. Ripley will pay a rental rate of \$750.00 plus HST per month for a period of 12 months, totalling \$9,000.00 plus HST.

SOCIAL JUSTICE IMPLICATIONS: Providing a canteen service at the Amherst Stadium will provide users and spectators a more positive experience while attending events at the facility.

ENVIRONMENTAL IMPLICATIONS: There are no environmental implications to opening the canteen at the Amherst Stadium.

COMMUNITY ENGAGEMENT: If the agreement is approved, staff will prepare a media release and promote the canteen re-opening on social media. During the tendering process the community has been engaged numerous times with little to no interest.

ALTERNATIVES:

1. Do not approve the proposed agreement and direct staff to issue a request for proposals for the canteen contract.
2. Refer the proposed agreement back to staff for further negotiations with Mr. Ripley.

ATTACHMENTS: Proposed Canteen Concession Agreement
