

OAK VIEW GROUP

City of Saskatoon
222 3rd Avenue North
Saskatoon, SK S7K 0J5

To Whom It May Concern,

As Oak View Group (OVG) continues discussions with the City of Saskatoon, we want to affirm our commitment to partnership, community impact, and long-term success in the market. The following overview highlights our approach and how OVG intends to deliver value beyond venue management:

Oak View Group, through its Canadian entity **Global Spectrum Facility Management, L.P.**, is pleased to submit the following information to the City of Saskatoon. This document summarizes our organizational structure, Canadian presence, economic contributions, and community commitments.

CORPORATE & CANADIAN PRESENCE

- **Registration:** Global Spectrum Facility Management, L.P. is legally registered in Ontario, Canada (Canadian Business Number: 110552486) and has been in existence since 2001.
- **Corporate Taxes:** Our accounting team is finalizing details on corporate tax jurisdiction and revenue allocation; an amended submission will be provided once confirmed.
- **Offices:** OVG maintains Canadian operations through our Toronto office, alongside our international office in London, England.
- **Ownership Structure:** Global Spectrum L.P. (99%) serves as Limited Partner; Global Spectrum Facility Management, Ltd. – Est. 2001 (1%) serves as General Partner. Brian Rothenberg is President & Secretary of the General Partner.

WORKFORCE & SUPPLIER COMMITMENTS

- **Canadian Workforce:** For Saskatoon, our expectation is that **100% of the workforce will be Canadian**, both in citizenship and place of work. This ensures that payroll dollars remain in Canada while leveraging Canadian talent.
- **Canadian Suppliers:** Our goal is to source **100% of goods and services from Canadian businesses** with offices and employees in Canada. While exact percentages cannot be confirmed in advance, OVG is committed to working with the City to align on definitions and maximize local supplier participation.

ECONOMIC CONTRIBUTIONS IN CANADA

- **Revenue Retention:** **100% of all revenues and profits generated in Canada remain in Canada.** No revenue is repatriated to the U.S.
- **Local Economic Growth:** OVG actively reinvests in Canadian communities through employment, local supplier partnerships, and reinvestment in Canadian venues.

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COMMUNITY & INDIGENOUS ENGAGEMENT

OVG has a long track record of charitable, cultural, and Indigenous investments across Canada, including:

- Donating **\$1 per ticket sold** for every concert in 2019 to MusiCounts, supporting music education for Canadian youth.
- Ongoing ticket donations to charitable causes at multiple venues, generating **millions of dollars in charitable support nationwide**.
- Over **20 years of investment**, contributing millions of dollars into local Canadian communities.
- Sponsorship of the **Literacy Circle (formerly F.E.A.T.H.E.R.S.)**, a weekly Indigenous Elders' Literacy Program. Our in-kind contribution of venue space, valued at **\$19,000 annually**, enables free education sessions for survivors of residential and day schools.
- A **Community Rental Rate Program** in Nanaimo, offering reduced rental fees for non-profits. Over the past two years, this has supported ~50 rentals annually (~\$12,500 in investment), now expanding to 60 rentals (~\$15,000 annually).
- **Partnerships with local non-profits and charities** through concession and parking operations, creating fundraising opportunities.

STRENGTHENED INDIGENOUS COMMITMENT – SASKATOON FOCUS

Saskatoon is home to a vibrant and diverse Indigenous population, and OVG is committed to building **authentic partnerships** that ensure Indigenous communities play an active role in the city's venue ecosystem. Our approach includes:

- **Employment Pathways:** Creating dedicated opportunities for Indigenous hiring, training, and advancement within venue operations, event management, and hospitality services.
- **Supplier Inclusion:** Actively seeking Indigenous-owned businesses as vendors, contractors, and partners in all areas of procurement.
- **Cultural Programming:** Working with local Indigenous leaders to incorporate Indigenous culture, arts, and heritage into the event mix and programming calendar.
- **Community Engagement:** Establishing an Indigenous advisory group to provide guidance on how OVG's operations can best reflect the priorities and values of local First Nations and Métis communities.
- **Education & Youth Support:** Developing internship and mentorship programs for Indigenous youth to create meaningful career pathways in live entertainment, sports, and venue management.

We view these commitments not as a checklist, but as a **long-term partnership with Indigenous communities** that will evolve over time. Our goal is to ensure the City of Saskatoon's venues reflect the full richness of the community they serve.

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OVG IN CANADA

- With oversight of **over 200,000 seats** in Canadian venues, OVG is the **leading venue operator and management group in Canada**.
- Our scale enables us to attract world-class events, drive economic impact, and ensure that communities like Saskatoon benefit from increased tourism, cultural vibrancy, and world-class entertainment.

COMMITMENT TO SASKATOON

Through this partnership, OVG will:

- Prioritize Indigenous participation opportunities across employment, supplier inclusion, and programming.
- Ensure **Canadian-led staffing and supplier engagement**.
- Reinforce our **long-term commitment to the Saskatoon market**.
- Elevate the city's event portfolio, generating stronger **economic, cultural, and community outcomes**.

We would be pleased to provide this submission in the form of a **formal letter, appendix to the approval report, or slide deck**, depending on the City's preference.

Sincerely,



Matt Lashoff