

**From:** [Web NoReply](#)  
**To:** [City Council](#)  
**Subject:** Comments - Sherry Tarasoff - Downtown Event and Entertainment District - Private Partner Agreement Framework - Additional Information - March 2026  
**Date:** Monday, March 23, 2026 6:40:54 AM  
**Attachments:** [2026 03 25 Regular re Private Partner OVG.pdf](#)

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--- Replies to this email will go to [REDACTED]

Submitted on Monday, March 23, 2026 - 06:40

Submitted by user: Anonymous

Submitted values are:

**I have read and understand the above statements.:** Yes

**I do not want my comments placed on a public agenda. They will be shared with members of Council through their online repository.:** No

**I only want my comments shared with the Mayor or my Ward Councillor.:** No

**Date:** Monday, March 23, 2026

**To:** Her Worship the Mayor and Members of City Council

**First Name:** Sherry

**Last Name:** Tarasoff

**Email:** [REDACTED]

**I live outside of Saskatoon:** No

**Saskatoon Address and Ward:**

**Address:** [REDACTED] Peterson Cres

**Ward:** Ward 4

**Name of the organization or agency you are representing (if applicable):** Not applicable, representing myself

**What do you wish to do ?:** Submit Comments

**What meeting do you wish to speak/submit comments ? (if known)::** REGULAR BUSINESS MEETING OF CITY COUNCIL - March 25, 2026

**What agenda item do you wish to comment on ?:** 10.1.1 Downtown Event and Entertainment District – Private Partner Agreement Framework – Additional Information – March 2026

**Comments:**

Please see my comments and questions in the attached PDF. Thank you.

**Attachments:**

- [2026 03 25 Regular re Private Partner OVG.pdf](#) 319.46 KB

**Will you be submitting a video to be vetted prior to council meeting?:** No

I do not support OVG's framework as a private partner.

I will layout my concerns below of what OVG is offering (and taking), recognizing that:

- we already have local, proven operators of SaskTel Centre and TCU Place;
- the process to amalgamate the facilities is already underway (resulting in financial savings and other positive impacts); and
- there is no urgency for this partner, as the funding opportunities for the project are not materializing.

### Incentive fee structure wording

Under the incentive fee structure, it should be clearly stated that event profit is determined annually, and not by each individual event. The updated framework in October 2025 only states "event profit", while the report today states "annual event profit."

*Report in front of City Council:*

The Incentive Fee is calculated in accordance with the Incentive Fee Structure provided in the "Downtown Event and Entertainment District – Updated Private Partner Agreement Framework, October 2025" report and is based on the **annual Event Profit**, which represents total **annual event revenue** (rental, food and beverage, and novelties revenue minus expenses) less the Food and Beverage Hospitality Fee. The **annual Event Profit**, which is used to calculate the Incentive Fee, does not include sponsorship and premium seating revenue or expenses, nor does it include the Base Management Fee. Therefore, the Incentive Fee calculation discounts all other fees and commissions to OVG under the other line items, resulting in no "double-dipping." Table 3 provides a sample calculation to demonstrate how the food and beverage fee, sales commission, and incentive fee are derived.

*Updated framework from October 2025, the word "annual" is not present:*

- e. OVG would receive a percentage of event profit at the event centre/arena in accordance with the following table:

Event Profit	Percent to OVG	Percent to City
\$0.00 to \$2,000,000	10%	90%
\$2,000,000 to \$3,000,000	20%	80%
\$3,000,000 to \$4,000,000	30%	70%
Greater than \$4,000,000	40%	60%

Event Profit	Percent to OVG	Percent to City
\$0.00 to \$2,000,000	50%	50%
\$2,000,000 to \$4,000,000	0%	100%
\$4,000,000 to \$6,000,000	5%	95%
\$6,000,000 to \$8,000,000	10%	90%
Greater than \$8,000,000	15%	85%

- f. OVG would receive twenty percent (20%) of event profit at the theatre.

I raise this point because in the recorded meeting video, starting with Councillor Parker's question at timestamp 3:13:55 (<https://pub-saskatoon.escribemeetings.com/Players/ISISStandAlonePlayer.aspx?id=c7f23b93-452a-4190-b2d3-f0e566cc0927>), Peter Zingoni, Senior Vice President of Business Development at OVG, stated: "you will see event settlements after shows, so you could see the profitability of each event."

### **Renegotiation of the incentive structure**

The “incentive structure is designed to motivate OVG to maximize profits, not just reach a minimum threshold”, according to the October 2025 report. Theoretically, this is a good plan. I would have expected this updated framework would have increased OVG’s profits. Running the numbers, though, shows that annual event profits over \$5M generate less than OVG’s original framework. This updated structure no longer offers an incentive to maximize profits.

The October 2025 report also stated that an “incentive fee structure was negotiated as part of the agreement as opposed to using only a management fee.” Remember, the monthly base management fee for the two venues is \$50K, subject to inflationary increases.

### **Costs**

The details for projected CBCM contributions are not provided, nor is the formula for them. There are also no details about the projected insurance costs and capital improvement contributions. The report only states “annual contributions will be refined as the project continues to develop.”

### **Performance criteria**

There are no details shared about the benchmarks, KPIs or performance criteria that OVG is expected to meet. The report states that “should the Administration determine OVG’s operations are not meeting performance criteria and standards commensurate with best-in-class event centre, convention facilities, and theatres, the Administration would inform OVG of the concerns and request a performance improvement plan.” The management analysis that was provided to the City by Hunden (<https://pub-saskatoon.escribemeetings.com/filestream.ashx?DocumentId=179472>) states:

- “key performance indicators (KPI’s), such as revenue, expense, room nights, customer service, and others” and
- “Increased management fees, though should be tied to improved performance metrics”

### **Operating costs between venues**

Under this proposed framework, OVG will benefit from event profit at both the arena and the convention centre. However, they would only be responsible for operating losses at the arena. Any losses at the convention centre are not their responsibility. To operate and maintain both facilities, the same services and supplies will likely be used between them. It is not mentioned how the potential shared services will be split or what type of reporting mechanism will be used to demonstrate that expenses are being properly applied to each facility.

### **Capital Project P.02627 – Event Venue Business Plan**

If I recall correctly, SaskTel Centre and TCU Place have made contributions to this Capital Project to allow all this planning work to be done. At the October meeting, it was mentioned that OVG’s consulting fees of \$6K/month would be paid from the existing capital project that still has funding. I assume that this is the capital project referenced. No details have been provided about it’s budget, expenditures or balance.

### **Capital Project for DEED**

The report states:

“subject to OVG having the rights to approval of the overall design as it relates to the revenue generating capacity of the venues and recognizing the capital budget established by the City.”

I have not seen that a Downtown Event and Entertainment District capital project or budget have been established. The auxiliary DEED property purchases have been funded through the Property Realized Reserve (PRR) and I have seen a new Capital Project P.10115 (DEED Auxiliary Properties – Repair and Maintenance) has been established recently, funded again from PRR.

If OVG were selected as the private partner and if City Council’s approved budget for the arena was insufficient to meet their design needs, could OVG terminate their agreement?

### **Questions on the report format**

Why is this an information report instead of an approval report? The updated framework report in October 2025, upon which this current report was requested, had recommendations from Administration to execute the Master Agreement. If this is received as information, is there any commitment inferred to OVG? Will a future approval report still be required? At some point in the future, if this Agreement Framework is approved and used to finalize the Master Agreement, can City Council request that the negotiated final agreement be presented to them for review?

All previous Administrative reports regarding a private partner arrangement have been approved by the City Manager. The reports before you today are now only reviewed by the City Manager, with the GM of Transportation and Construction approving them. Why is the City Manager not approving this time?