

Hamilton Urban Precinct Entertainment Group

— General Issues Committee Update

September 20, 2023

Update Themes

- Who is HUPEG & Value Proposition for Community
- Deal Structure & Tenant Relationships
- OVG Backgrounder, Arena Vision & Plans
- Social Impact Strategy
- Next Steps

HUPEG Consortium



- **Mercanti Management Inc.**
Downtown Investments
- **Vaccarello Investments Inc.**
- **Golden Horseshoe Enterprises**

Project Partners & Associates



Meridian Credit Union

TD Bank

Value Proposition

- \$155M in Taxpayer Savings over 30 Years (E&Y 2019)
- HUPEG Minimum Investment - \$62.5M
- Partnership with OVG - \$100M+ in Arena Alone
- \$20M in Taxpayer Savings from 2013 to 2022 (Carmen's Group & OVG360/Spectra)
- \$500M in Residential Developments
- Total Investment Scope - \$600M +

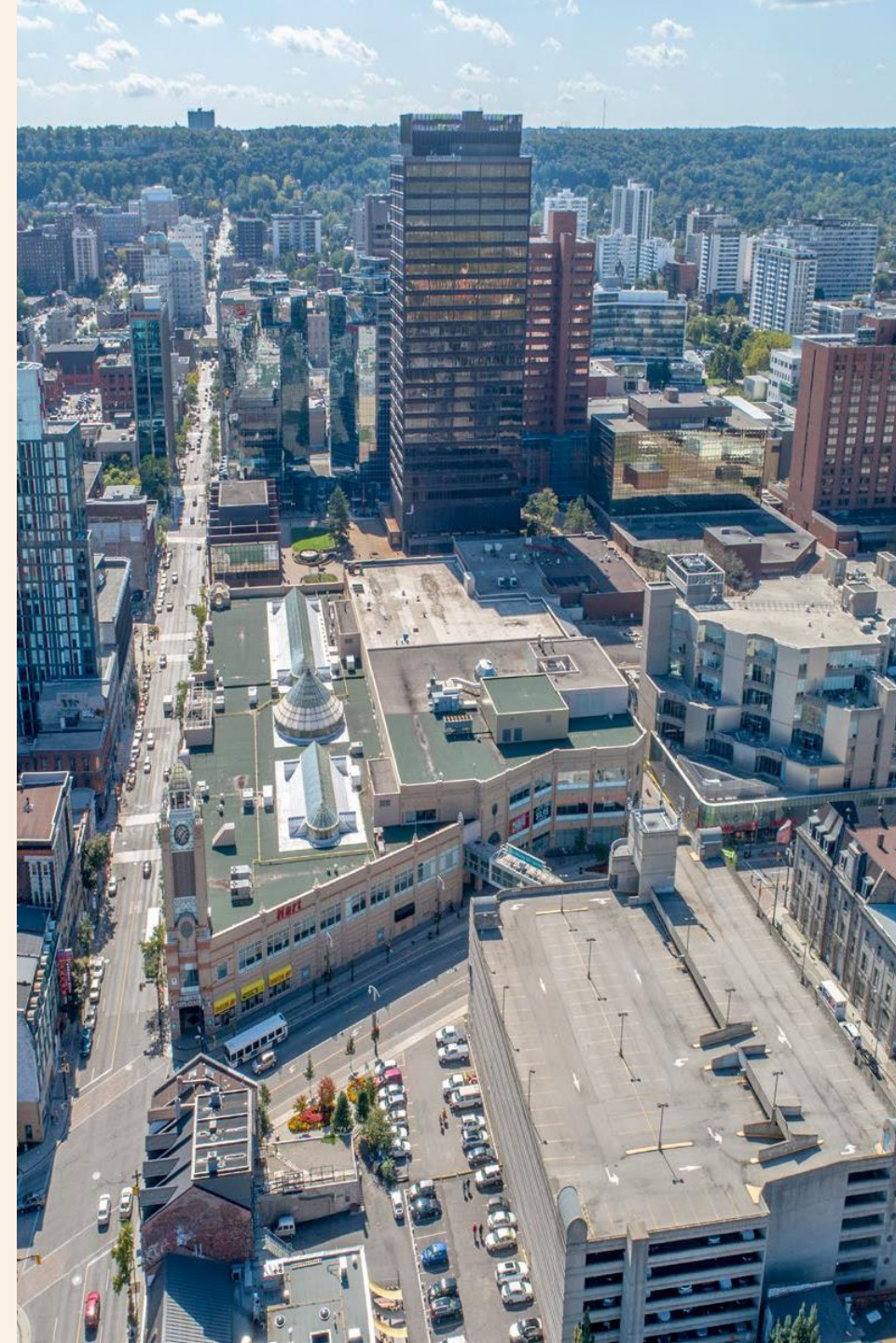
Deal Timeline & Structure

- Master Agreement Ratification & Signing – June & Nov 2021
- OVG Introduced as Arena Partner - Nov 2021 to Present
- Tri-party Agreement (City-OVG ArenaCo / HUPEG-City Delta)
- Mayor's Office & Staff Support to Finalize Agreements
- Arena Lease Signing is a Key Domino
- Baltimore Arena Example

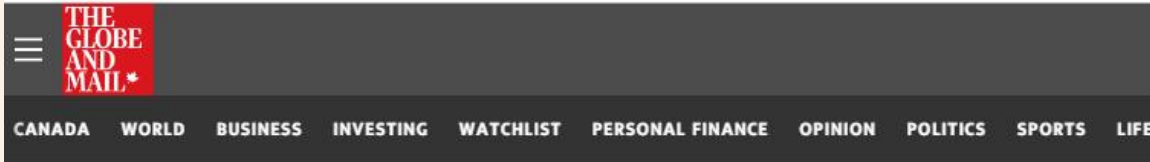


Renovation Impact on Tenants

- Major Venue Projects = Short-Term Disruption (Ticats '13-14)
- July 2022 and Nov 2022 – Spec Article & Tenant Letters
- Accommodation of Grey Cup Festival November 2023
- Offer to Bulldogs to Start OHL Season in Hamilton
- Offer to Rock to Start NLL Season in Hamilton (later start)
- Confidential Provisions in Master Agreement precluded more broad press updates (active negotiations)



OVG – Hamilton Arena Partner



U.S. venue group OVG heads up Hamilton arena renovation in first Canadian project

ANGELA KRYHUL

SPECIAL TO THE GLOBE AND MAIL

PUBLISHED JUNE 14, 2022



When Los Angeles-based [Oak View Group \(OVG\)](#), a global sports and entertainment company, went looking for its first arena project north of the border, it found its sweet spot in Hamilton.

FirstOntario Centre (formerly Copps Coliseum) may have witnessed Canada's 1987 Canada Cup victory against the Soviet Union, but the aging venue will soon be torn back to the studs and brought up to 21st-century standards as part of the City of Hamilton's vision for a new multimillion-dollar sports, entertainment and cultural district.

The privately funded downtown project is driven by the Hamilton Urban Precinct Entertainment Group LP (HUPEG), a regional consortium led by Carmen's Group and the Mercanti Family and Associates working in collaboration with venue operators, industry consultants and development partners, including Laborers' International Union of North America (LIUNA), Meridian Credit Union and Paletta International.

“None [of our projects] looks like they were produced by the same developer. They all have unique elements that are appropriate for their markets.

— Stephen Collins, president, global venue development and special projects at OVG

OVG, which recently launched its Canadian division in Toronto, was brought in for its sports venue expertise and entertainment industry connections; the renovated building will serve Hamilton's hometown teams as well as visiting big-name acts.

OVG is making headlines for its arena projects in the U.S. and Europe. Founded in 2015 by Tim Leiweke, former president and chief executive officer of Maple Leaf Sports and

OVG Leadership

- **Tim Leiweke, Founder & CEO**

- Former President & CEO of Anschutz Entertainment Group (AEG) – LA Kings, LA Lakers, LA Galaxy, LA Live
- Former President, Maple Leaf Sports and Entertainment – Toronto Maple Leafs, Toronto Raptors, Toronto FC
- Partner with Seattle Kraken and New York Islanders

- **Irving Azoff, Founder**

- Former CEO & Chair, Ticketmaster
- Former Executive Chairman, Live Nation
- Owner, Full Stop Management (Eagles, Bon Jovi, Harry Styles)
- #1 on Billboard Power 100 List

- **Tom Pistore, OVG Canada President**

- Former Sr. VP, Maple Leaf Sports and Entertainment
- Former President, UBS Arena, Home of the Islanders



Tim Leiweke & Irving Azoff

- **Peter Luukko, Co-Chair, Facilities**

- Founder, Global Spectrum Venue Management
- Former President, Philadelphia Flyers
- Former Chairman, Florida Panthers

Recently Completed Arena Projects



Climate Pledge Arena (Seattle - \$1B)



UBS Arena (Long Island, NY-\$1B)



Moody Center (Austin - \$330M)



Acrisure Arena (Palm Springs - \$300M)



COLISEUM

SMITH MEXICO

SMITH MEXICO

CONCERT MERCH

SMITH MEXICO

SMITH MEXICO

The Weekly LOVE TOUR
TONIGHT 7PM

BOX OFFICE

CONCERT MERCH

Arena Activation

Live Music & Events Yearly



Lacrosse

Ice Hockey



Renovation Renderings



District Vision



THE COMMONS

The Name

"A piece of land belonging to or affecting the whole community."

The very definition of **Commons** captures the significance and objectives of this vision. This is placemaking done by and for the community that it serves. Yes, its epicentre is the downtown core, but the impact it will have on the city will be felt across all wards and benefit all Hamiltonians.

GET ENGAGED

How will we achieve this?

People-First
Urban Planning & Design

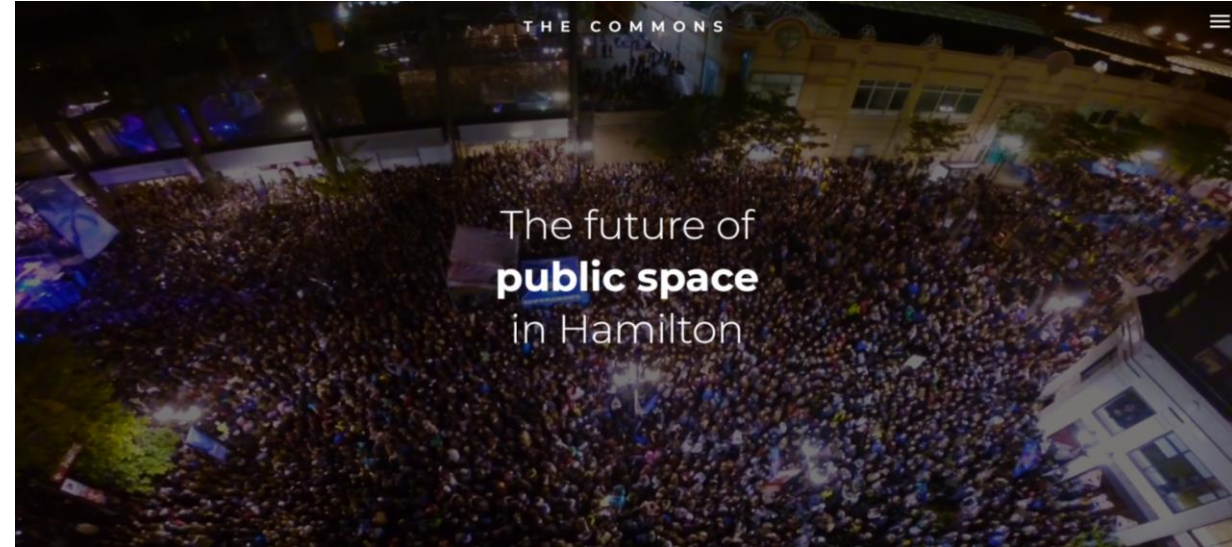


The Commons will take a holistic approach to enhance the places people inhabit - buildings, streets, parks, plazas, terraces and rooftops. This means carefully considering our development initiatives with a view to their accessibility and sensitivity to how people move within and around them. Taking a logical approach to all spatial and design elements of The Commons will facilitate social interaction, promote safety, and improve the community's quality of life.

Sustainable
Initiatives & Investments



The Commons will prioritize sustainability; integrating innovative technologies and design principles to minimize its ecological impact and maximize the benefits it provides to the city for decades to come. With a strong commitment to sustainable initiatives and investments, The Commons will set a new standard for eco-friendly urban environments.



Community Benefits



Universal accessibility

The Commons is committed to removing barriers to access for everyone, supporting an inclusive and equitable environment.



Active transportation

Bolstered by the LRT and West Harbour GO station projects, The Commons will take an active transportation approach to mobility.

 LRT PROJECT



A sense of safety and belonging

The Commons aims to create environments where everyone feels safe and has a sense of belonging.



Greener pastures

We will champion green spaces and sustainable features in our efforts with a view to supporting efforts to promote a healthy environment for Hamiltonians.



A place to gather and socialize

By creating appealing and connected spaces for events and experiences, The Commons will work to bring the community together to gather and interact. The downtown will thrum and thrive with a new wave of programs and activities.



A thriving place to live, work, and play

By helping to restore Hamilton's downtown and putting it on the map as one of North America's top cultural hubs, The Commons will better serve its current residents and attract many more.



Building Better, Together

The renewal of Hamilton's downtown core will only be successful with feedback from the people who live and breathe its air.

In the coming weeks, we will invite feedback from you on our shared vision for **The Commons**. To have your voice heard, sign up below.

Stay in the loop.

Name

First

Last

Email

Act
Go 1

HUPEG

Downtown Activation During Arena Construction

- Concert Hall Remaining Open
- Convention Centre Events & Conferences
- Enhanced Festival Support
- Tourism Hamilton Events
- Canadian Open 2024



GET READY

HAMILTON

CCMA

2023
CANADIAN
COUNTRY
MUSIC
AWARDS

PRESENTED BY TD



COLISEUM

SMITH MEXICO

SMITH MEXICO

CONCERT MERCH

POSTER

POSTER

The Weekly LOVE TOUR
TONIGHT 7PM

BOX OFFICE

CONCERT MERCH