

Overview of Proposed Carmen's Group Agreement

Facilities Managed:

Hamilton Convention Centre

Term:

Proposed Guaranteed Term:	5 years + a 6 month transition period commencing July 1, 2019 and expiring December 31 st 2024.
Renewal Option:	None

Capital Contributions:

From Carmen's Group:	<p>A \$500,000 contribution made to capital upgrades in the Hamilton Convention Centre on the following schedule:</p> <p>Guaranteed Term: Year 1 - \$300,000 Year 2 - \$50,000 Year 3 - \$50,000 Year 4 - \$50,000 Year 5 - \$50,000</p>
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Financial Terms:

Guaranteed Term 1:

Year	Capital Investment	Operating Subsidy	Utility Guarantee*
2019	\$0	\$0	\$0
2020	\$300,000	-\$100,000	\$25,000
2021	\$50,000	\$0	\$40,000
2022	\$50,000	\$0	\$50,000

2023	\$50,000	\$0	\$65,000
2024	\$50,000	\$0	\$82,500
Totals	\$500,000	-\$100,000	\$262,500

*In the event that Carmen’s Revenues meet or exceed the \$4,000,000 threshold, a utility fee equal to 2% of sales will be provided to the City (less the utility guarantee).