



HAMILTON FARMERS' MARKET CORPORATION STALLHOLDER AGREEMENT RENEWAL PROCESS

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Overview of Market Governance

- The City of Hamilton is the sole shareholder of the Hamilton Farmers' Market Corporation (HFMC).
- The HFMC is overseen by a board, made up of citizens and stallholders. The board has oversight of market operations in accordance with an operating agreement and bylaws.
- Day-to-day operations, including contract management and renewal, is the responsibility of the Market Manager.
- The current HFMC operating agreement requires board operations to adhere to the Municipal Act as well as several City policies.
- A third party consultant will be conducting a review of the HFMC governance and operating model.

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Renewal Process:

- Stallholders operate at the Hamilton Farmers Market in line with a contractual agreement that is renewed annually.
- The contracts are between the HFMC Board and individual stallholders.
- The renewal process is typically initiated in mid-December each year and the process has not substantially changed in the past four years.
- As part of the renewal process, Stallholders can choose to renew their agreement with the HFMC on an annual basis.
- The logistics of the renewal process are overseen by the Market Manager.

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2021 Renewal Process:

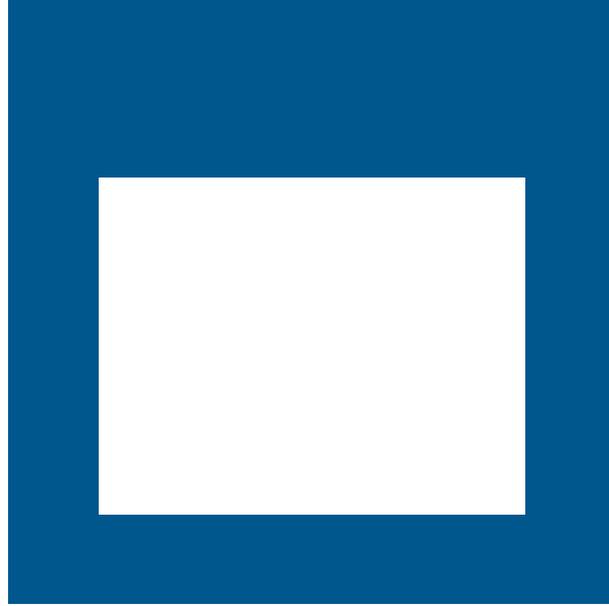
- Renewal process initiated by Market Manager in December 2020
- The Hamilton Farmers Market Stallholders Association sent a letter in late December to Stallholders encouraging them not to sign a 2021 contract as group.
- The Market was closed for ventilation upgrades from January 5 to January 20 for HVAC upgrades. Stallholders were not charged fees during the closure.
- As of January 18 - with only 27% (12 of 45) of vendor contracts renewed - Market Manager provided Stallholders with letter advising to be able to have legal standing with the HFMC, the Stallholders needed to have signed their 2021 agreements by January 22.
- As of January 21, 84% (38 of 45) of Stallholders had renewed their agreement.
- On January 11, the HFMC Board chair resigned in protest citing a lack of Stallholder financial supports.

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Shareholder approved support for HFMC in 2020/21:

- 2020 fee deferrals of up to six months in line with citywide COVID-19 Occupant Support Framework
- Infrastructure upgrades and other supports to Farmers' Market Facility
 - \$650,000 investment in HVAC upgrades to the facility completed on Jan 18th.
 - \$100,000 approved for additional infrastructure improvements and upgrades
 - Approximately \$145,000 in extraordinary COVID related cleaning, security and supplies cost covered to end of December and to be continued into 2021
- Stallholders also eligible for:
 - Canadian Emergency Rent Subsidy (CERS) – rent subsidy up to 65%
 - Canadian Emergency Wage Subsidy (CEWS) – wage subsidy
 - Canadian Emergency Business Account (CEBA) – interest free loan up to \$60,000 with up to \$20,000 forgivable
 - Various Digital Main Street programs – setup of no cost online selling, etc.

Sole shareholder asked to approve a six month 75% fee subsidy. Municipal Act does not allow City to provide a “total or partial exemption from any fee, levy or charge” (Section 106 (2) (d))



QUESTIONS?