



SOUTH MELBOURNE MARKET COMMITTEE

AGENDA

9 JUNE 2022



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SOUTH MELBOURNE MARKET COMMITTEE **COMMITTEE MEETING**

To Committee Members

Notice is hereby given that an Ordinary Meeting of South Melbourne Market Committee will be held in Food Hall, South Melbourne Market on Thursday, 9 June 2022 at 6.00pm

ATTENDING MEMBERS

Joanne Plummer (Chairperson), Andrew Danson (Independent Member), Simon Talbot (Deputy Chairperson), Mayor Marcus Pearl, Cr Heather Cunsolo

ATTENDING OFFICERS

APOLOGIES

Nil

1

Claire Stevens, General Manager Governance and Organisational Capability; Sophie McCarthy, South Melbourne Market Executive Director; Ross Williamson, Head of Retail and Business Development; Paul Ryan, Head of Asset Development and Operations; Erin Quin, Coordinator Customer Experience and Business Support

AGENDA

2	MINUTES OF PREVIOUS MEETINGS						
	Minutes of the South Melbourne Market Committee of the Port Phillip City Council held on 7 April 2022.						
3	DECLARATIONS OF CONFLICTS OF INTEREST						
4	ACTION ITEMS						

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7 PUBLIC QUESTION TIME

Nil

8 CONFIDENTIAL MATTERS

- 8.1 Confidential Action Items
- 8.2 Risk & Safety Update
- 8.3 SMM Risk Review
- 8.4 Concession Policy review
- 8.5 Trader Update Confidential
- 8.6 Sale of Stall 33 Padre Coffee
- 8.7 Debtors Report
- 8.8 Notices of Intention
- 8.9 SMM NEXT Project Update
- 8.10 Executive Director's Report Confidential
- 8.11 Committee calendar: 3-month forward look



- 1. APOLOGIES
- 2. MINUTES OF PREVIOUS MEETINGS
- 3. DECLARATIONS OF CONFLICTS OF INTEREST





4. ACTION ITEMS

Nil





5. PRESENTATION OF MANAGERS REPORT

5.1 EXECUTIVE DIRECTOR'S REPORT

PREPARED BY: SOPHIE MCCARTHY, EXECUTIVE DIRECTOR

TO NOTE

1. PURPOSE

1.1 To updater the Committee with current, relevant information from the Market.

2. RECOMMENDATION

That the Committee:

2.1 Note the Executive Director's report.

3. KEY POINT/ISSUES

3.1 A Chilli Affair

- This event ran from 22 April to 1 May on Market days and was a ticketed event. The event aimed to showcase the Market as a foodie destination and drive visitation and exploration.
- Guests commenced their journey at Georgie's Harvest, where they learned about chillis types, origin, characteristics, storage, cooking etc. They then headed off on a self-guided tour visiting participating venues in any order, in their own time dining on dishes including Chilli Mussels with sambal and ginger; Chilli Prawn Dumplings with Ginger Soy; Chilli Con Carne Empanada while savouring a Habanero Mule Cocktail. There was Chilli Chocolate BonBon, Chilli Chocolate Gelato as well as Dark Chocolate and Chilli Cannoli.
- We hosted 129 guests on this journey and planning for A Truffle Affair is now underway for July/August.

3.2 Easter / School Holidays:

• Easter was busy at the Market with free live music, face painting, Easter Egg Hunt and visits from the Easter Bunny received well.



- The Museum of Play & Art (MoPA) collaboration was deemed a great success, attracting a lot of young families to the Market with great engagement and feedback received. The installation was very busy each of their four days with visitation data soon to be obtained. The activation was a mutually beneficial collaboration as we both leveraged off each other's networks, marketing reach and strong brand reputations.
- The Playable Streets activation 'The Plants' also attracted great interest and worked well in the Cecil Street activation space.
- The second instalment of Junior Chef is now live online and take up to date strong.

3.3 Australian Made Campaign:

- Australian Made Week is 6 to 12 June and the advertisement was filmed in April at the Market with Adam Liaw – Australian Made Week Ambassador.
- The Market will be running an Australian Made campaign of our own from 1 to 30 June with promotion on 3AW, The Age and Facebook / Instagram. You can view the Australian Made Week advertisement here.



3.4 Proposed Rooftop Carpark Rates Change:



- The Market's rooftop carpark is accessed via Coventry Street and has 270 parking spaces, including six designated accessible spaces and two electric vehicle charging spaces.
- From 1 July 2022, a proposed change to rooftop parking rates has been recommended.
- The changes aim to address congestion issues in the precinct and have been carefully considered and decided upon in conjunction with a Traffic Study conducted by the City of Port Phillip and an analysis of carpark usage.
- To note: Two hours free parking will still be available on Wednesday and Friday and for arrivals prior to 10am on Saturday and Sunday.
- The Council Plan and Budget has recently been out for Community Consultation, including this fee change, and the budget is due to be finalised on 29 June.
- For more information click <u>here</u>.

3.5 Public Safety Upgrades:

- South Melbourne Market is undergoing safety upgrades around the perimeter of the Market to increase pedestrian safety.
- The design incorporates practical solutions such as bike hoops, new bench seats and landscaping to achieve the desired safety effect and improve the aesthetic of the public realm.
- While some benches have been removed there are some new benches being installed and they may be in a different location but the Market is conscious of the need for public seating and has increased the amount of seating in various locations including parklets on York Street and Coventry Street.

4. OFFICER DIRECT OR INDIRECT INTEREST

4.1 No officers involved in the preparation of this report have any direct or indirect interest in the matter.

TRIM FILE NO:

ATTACHMENTS Nil



6. SOUTH MELBOURNE MARKET REPORTS

6.1 ATTENDANCE REPORT

PREPARED BY: MEAGAN SCOTT, MARKETING COORDINATOR

TO NOTE

1. PURPOSE

1.1 To provide the Committee with analysis of attendance at South Melbourne Market.

2. BACKGROUND

2.1 The visitor numbers are monitored by a people counting program to determine the total foot traffic and average foot traffic by trading day.

3. RECOMMENDATION

That the Committee:

3.1 Note the attendance report.

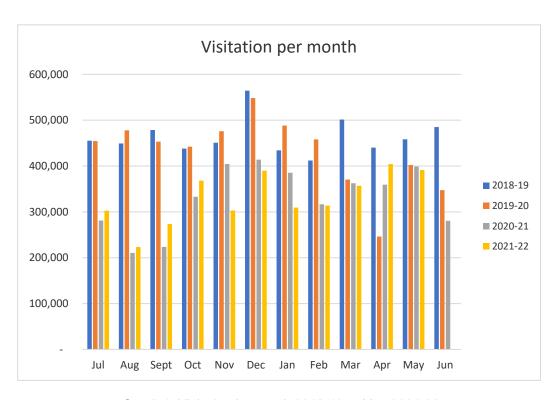
4. KEY POINT/ISSUES

- 4.1 Market visitation YTD May 2022:
 - 4.1.1 Following a tumultuous January and February that were affected by the surge in Omicron cases across the country, visitation has been showing a steady increase from March to May.
 - 4.1.2 The Market saw high visitation over the Easter week (13 17 April), with over 22,500 on the Wednesday and 33,400 on Easter Saturday.
 - 4.1.3 Mother's Day weekend also attracted high visitation, with over 27,300 on Saturday 7 May and over 31,700 on Sunday 8 May.
 - 4.1.4 The Grand Prix was held 7 10 April and Market visitation for the week was well below average, attributable to both the 96 tram not stopping at the Market (express routes to the Grand Prix track only) and locals wanting to avoid traffic congestion during that time.
 - 4.1.5 The table and graph shown below provide comparative visitation data by month and year.



Month	2018-19	2019-20	Diff	2020-21	Diff to 19-20	2021-22	Diff to 20-21	Diff to 19-20	Diff to 18-19
Jul	455,349	454,481	0%	281,044	-38%	302,602	8%	-33%	-34%
Aug	449,160	477,865	6%	210,496	-56%	223,395	6%	-53%	-50%
Sept	478,511	453,238	-5%	223,701	-51%	273,659	22%	-40%	-43%
Oct	438,014	442,192	1%	332,954	-25%	368,179	11%	-17%	-16%
Nov	450,793	475,825	6%	404,257	-15%	303,183	-25%	-36%	-33%
Dec	564,343	548,116	-3%	413,901	-24%	389,905	-6%	-29%	-31%
Jan	434,132	488,213	12%	385,317	-21%	309,403	-20%	-37%	-29%
Feb	412,060	458,034	11%	316,508	-31%	313,776	-1%	-31%	-24%
Mar	501,350	370,544	-26%	362,447	-2%	356,814	-2%	-4%	-29%
Apr	440,204	246,179	-44%	359,365	46%	404,402	13%	64%	-8%
May	458,258	402,172	-12%	398,776	-1%	391,356	-2%	-3%	-15%
Jun	485,015	347,509	-28%	280,574	-19%	TBC	TBC	TBC	TBC
YTD Total	5,567,189	4,168,508	-7%	2,930,625	-20%	2,840,916	0%	-20%	-28%

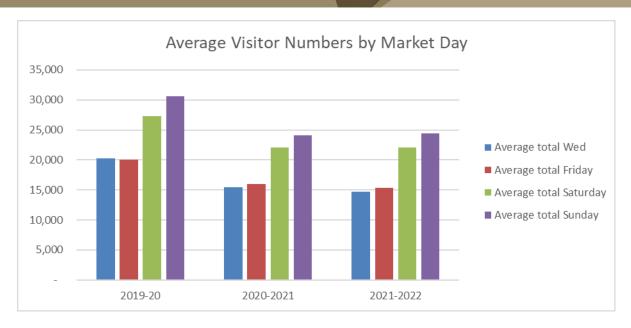
Table 1: Visitation comparison from 2018-19 to May 2021-22



Graph 1: Visitation by month 2018-19 to May 2021-22

- 4.2 Market visitation by trading day:
 - 4.2.1 Market visitation is up on 2021-21 on Fridays, Saturdays and Sundays by an average of 6%, with Wednesdays down by 2%.
 - 4.2.2 In April 2022, visitation was down by 19% in comparison to 2019, and May 2022 down by 14%.





- 4.3 Upcoming marketing activity aimed to increase brand recognition and drive visitation to the Market in the coming months includes:
 - 4.3.1 Australian Made Week advertising campaign and PR pitch throughout June, highlighting locally made retail products at the Market. Campaign coverage in The Age, 3AW, Sydney Morning Herald, Facebook and Instagram.
 - 4.3.2 Market Foodie Tours rebranded from previous "Market to Market Tours". Advertising campaign across Google and Meta with new format and traders.
 - 4.3.3 School Holiday Program (still to be confirmed) Mobile Arts Bus and Cooking Classes
 - 4.3.4 A Foodie Affair Series: A Truffle Affair (July)
 - 4.3.5 NAIDOC Week free live music performances
 - 4.3.6 Continued publicity pitching and brand advertising

5. OFFICER DIRECT OR INDIRECT INTEREST

5.1 No officers involved in the preparation of this report have any direct or indirect interest in the matter.

TRIM FILE NO:

ATTACHMENTS Nil



6.2 TRADER UPDATE

PREPARED BY: ROSS WILLIAMSON, HEAD OF RETAIL AND BUSINESS

DEVELOPMENT

TO NOTE

1. PURPOSE

1.1 To provide an update on Trader activity.

2. RECOMMENDATION

That the Committee:

2.1 Note the Trader Update Report

3. KEY POINT/ISSUES

3.1 COVID rent relief

Council approved the extension of relief from 15 March to 30 June, 2022. Relief from February has been given if a stall has had a drop in sales of more than 30% compared with the same period in 2019.

Relief from 1 July 2021 to 31 January 2022 had been given at a trigger of 20%.

The stallholder receives rent relief equivalent to the drop in sales.

Relief given this financial year is as follows:

Month	Rent relief	
Jul-21	225,436	lockdown 3 weeks
Aug-21	265,254	lockdown
Sep-21	247,809	lockdown
Oct-21	189,185	lockdown
Nov-21	55,328	
Dec-21	64,372	
Jan-22	95,502	Omicron
Feb-22	46,221	
Mar-22	43,221	
Apr-22	34,948	
Total	1,267,276	



3.2 Expressions of Interest (EOIs)

 Stall 166 – Joe Pat (hats and accessories, Aisle D)
 Sale is being finalised. Likely commencement date for new Licensee is 15 August, 2022.

Stall 112-113

Sarah Urban was the successful applicant for this space. The design development process is underway with a view to commencing construction as soon as possible. Max's Manchester (Stall 112) and pop-ups (Stall 113) will fill the stalls until then.

Stall 179 – Yakedy Yak (homewares, Aisle C/D)

Stallholder will leave on 30 June 2022 if no purchaser is found. At this stage an EOI for the space has been placed on the Market website and will be advertised through normal promotional channels.

■ Stall 59-60 – Beauty Works

New owner took over the stall on 7 May 2022 and is in the process of modernising and re-assessing the current offer, improving the range, and updating the stall branding & fit-out.

Stall 168 – (Centre Aisle) – LJ Fashion
 Interviews are currently being conducted for this prime location stall, with a strong internal selection of applicants.

Stall 169 – Create tbt (educational toys, Centre Aisle)
 Trader wants to sell their business. The EOI process is therefore underway.

Stall 33 (SO:ME precinct) – ex Spin

The successful EOI applicant, Ruby and Sky (existing SO:ME Space tenant), is finalising designs and appointing a builder. She will transfer to the stall when construction is complete.

Stall 33 will continue to be used as a pop-up location until then.

Stall 134 (SO:ME precinct) – Ruby and Sky

Interviews have been conducted for Stall 134 and a recommendation has been made to the Committee (decision will be made before the 9 June meeting).

■ Stall 14/15 – Steve's Deli

Ongoing EOI until suitable and interested purchaser is found.



Stall 53 – Eat More Fruit

Purchaser has negotiated a sale price with current owner with a planned commencement date in late August 2022.

Stall 38 – Asian Grocer
 Ongoing EOI until suitable and interested purchaser is found.

Stall 158 – PJ's Plants
 Ongoing EOI until suitable and interested purchaser is found.

Shop 15 – Canteen
 EOI underway.

3.3 New stalls/renovations

Stall 42 – Cobb Lane Bakery
 Cobb Lane has completed their renovation which includes baking on site. The stall presents very well.

3.4 Closures

Stall 113 – Tricolour Federation.
 Tricolour Federation (men's fashion) closed at end of May

3.5 Collaboration update – SO:ME Space

After months of planning the Market successfully launched the first food small business collaboration in the SO:ME space – The Business Of Food x SO:ME Space – for a 4 week period across the Easter/ school holiday period of March/April 2022

The collaboration showcased ten local artisan food makers: each business was hand-selected by The Business of Food and Clarissa Madden from the Market team to pop-up at the Market based on their unique talents, variety of offer, and culinary expertise.

In multiple instances the pop-up businesses regularly sold out of their products, and over 80% of the business's products were picked-up by permanent SMM traders to stock their products as part of their range, so a hugely successful outcome for all.

Standout businesses showcased were – The Smoked Egg Co, Love Eat Cake, Clean As Crackers, and Good Vibes Gelato.













4. OFFICER DIRECT OR INDIRECT INTEREST

4.1 No officers involved in the preparation of this report have any direct or indirect interest in the matter.

TRIM FILE NO:

ATTACHMENTS Nil



6.3 SMM FINANCE REPORT

PREPARED BY: SOPHIE MCCARTHY, EXECUTIVE DIRECTOR

TO NOTE

1. PURPOSE

1.1 To update the Committee on the May month-end financial results of the Market.

2. RECOMMENDATION

That the Committee:

2.1 Note the May 2022 month-end financial results.

3. KEY POINT/ISSUES

3.1 Operational Budget:

- 3.2 Income is on track to the revised forecast:
 - 3.2.1 The Market has successfully managed the tenancies throughout the past 12 months retaining a 98% occupancy rate. This has seen the rental revenue remain on track.
 - 3.2.2 Council approved the continued rental relief to support Market traders as they continue to recover from the impacts of COVID. This ceases on 30 June 2022.
 - 3.2.3 Parking fee income has been significantly impacted this financial year due to COVID and income is now on track to the new forecast. Market Management are trying to find savings in the budget to try and make up this shortfall.
- 3.3 Expenses are \$327k favourable will some significant work and invoices to be processed in June.
 - 3.3.1 Employee costs: Increased spend in agency and casual staff costs from Dec to Feb due to resource requirements for Operations team due to staff departures.





- 3.3.2 Materials & Service: Some additional COVID Cleaning and Security (Traffic Management) costs incurred throughout the year.
- 3.3.3 Contract Services: Underspend with potential savings for EOFY after critical works completed in June 2022
- 3.3.4 Notional rent total \$1.3m offset by depreciation as a result of SMM NCP Assessment.

3.4 Capital Projects:

- 3.4.1 Capital projects have encountered some delays in 2021-22 which is reflected in spend forecast reduction from \$2.7m to \$1.8m. We expect to end the year at approx. \$1.5m spend with the balance deferred to 2022-23.
- 3.4.2 SMM Renewal: Invoicing mostly occurring in June with full amount allocated by end June 2022.
- 3.4.3 Cecil St Essential Services: Slightly off track due to contractor delays so total spend for 2021-22 will be around \$50k with the balance deferred to 2022-23.
- 3.4.4 SMM Central Stairs: Total spend this year will be approx. \$60k by end of June. Balance deferred to 2022-23 to finish the project.
- 3.4.5 SMM Smoke Extraction Aisle B: Total of \$40k spend in June, with the balance of another \$80k deferred to 2022-23.
- 3.4.6 SMM Public Safety Improvements: This project is underway and there are outstanding invoices to be processed in June. The balance of \$50k will be deferred to 2022-23 to complete the project.

4. OFFICER DIRECT OR INDIRECT INTEREST

4.1 No officers involved in the preparation of this report have any direct or indirect interest in the matter.

TRIM FILE NO:

ATTACHMENTS

1. SMM Financial Statement May 2022

Attachment 1:

South Melbourne Market Income Statement 2021/22 May





	Year to date		YTD Variance		Full Year		Full Year Variance	
	Actual (\$'000)	Forecast (\$'000)	Actual to F (\$'000)	orecast %	Forecast (\$'000)	Budget (\$'000)	Forecast to (\$'000)	Budget %
Licence Fees / Stallholders Rent	5,585	5,617	(32)	(1%)	6,150	6,276	(126)	(2%
Less: COVID Rent Relief	(1,100)	(1,100)	0	0%	(1,100)	0	(1,100)	09
Council Funding for COVID Rent Relief	1,100	1,100	0	0%	1,100	0	1,100	0%
Parking Fees	312	312	1	0%	342	602	(260)	(43%
Other Income	765	741	24	3%	902	1,000	(98)	(10%
TOTAL INCOME	6,663	6,670	(7)	(0%)	7,393	7,877	(484)	(6%
Employee Costs	1,578	1,515	(63)	(4%)	1,653	1,655	3	0%
Materials & Services	2,077	2,026	(52)	(3%)	2,319	2,360	41	29
Contract Services	303	333	30	9%	515	657	141	229
Utilities & Insurance	299	298	(1)	(0%)	370	370	0	09
Financing Costs	1	1	(0)	(8%)	1	1	0	09
Depreciation	232	296	64	22%	305	305	0	09
Congestion Levy	284	284	0	0%	284	284	0	09
Fire Services Levy	0	0	0	0%	15	15	0	09
Land Tax	276	265	(11)	(4%)	265	265	0	09
Bad and Doubtful Debts	39	51	12	24%	56	56	0	09
Professional Services	106	143	36	26%	190	190	0	09
Marketing and Advertising	286	365	79	22%	401	408	8	29
Other Expenses	103	111	8	7%	119	100	(19)	(19%
Notional Rent	0	0	0	0%	1,027	1,027	(1,027)	(100%
Internal Head Office Overhead Costs	71	71	0	0%	143	143	(0)	(0%
Operating Projects	37	30	(7)	(25%)	64	64	0	0%
TOTAL EXPENSES	5,693	5,788	95	2%	7,726	7,899	(854)	(11%
OPERATING SURPLUS/(DEFICIT)	970	882	88	(10%)	(333)	(22)	(311)	(1386%

Capital Projects

	Year t	o date	YTD Variance		Full Year		Full Year Variance		
	Actual	Forecast		Actual to Forecast		Forecast Budget		Forecast to Budget	
	(\$'000)	(\$'000)	(\$'000)	%	(\$'000)	(\$'000)	(\$'000)	%	
SMM External Food Hall Upgrade (Govt Fund)	122	218	95	44%	255	420	165	39%	
South Melb Market Renewal Program	9	68	60	87%	170	200	30	15%	
South Melb Market Stall Changeover Refits	103	106	3	3%	125	125	0	0%	
South Melb Market Cecil St Essential Services Connect	20	84	64	76%	78	285	207	73%	
South Melb Market Fire Stairs to L1	17	6	(11)	(178%)	50	335	285	85%	
South Melb Market Compliance Works Year 1	86	76	(10)	(13%)	120	120	0	0%	
South Melb Market Central Stairs	8	97	89	92%	135	40	(95)	(237%)	
South Melbourne Market Smoke Extraction	20	117	97	83%	118	500	382	76%	
South Melbourne Market Public Safety Improvements	156	482	326	68%	778	657	(122)	(19%)	
TOTAL CAPITAL SPEND	541	1,255	713	57%	1,829	2,682	853	32%	



6.4 PROJECTS UPDATE

PREPARED BY: PAUL RYAN, HEAD OF ASSET DEVELOPMENT AND

OPERATIONS

TO NOTE

1. PURPOSE

1.1 To inform the Committee of capital works projects in progress at the Market.

2. RECOMMENDATION

That the Committee:

2.1 Note the Projects Update and proposed schedules.

3. KEY POINTS / ISSUES

- 3.1 The Market asset requires works to be undertaken as part of the capital improvements program each year.
- 3.2 This report provides an update on the current / planned works and their schedule.

4. OFFICER DIRECT OR INDIRECT INTEREST

4.1 No officers involved in the preparation of this report have any direct or indirect interest in the matter.

TRIM FILE NO:

ATTACHMENTS 1. Projects Update

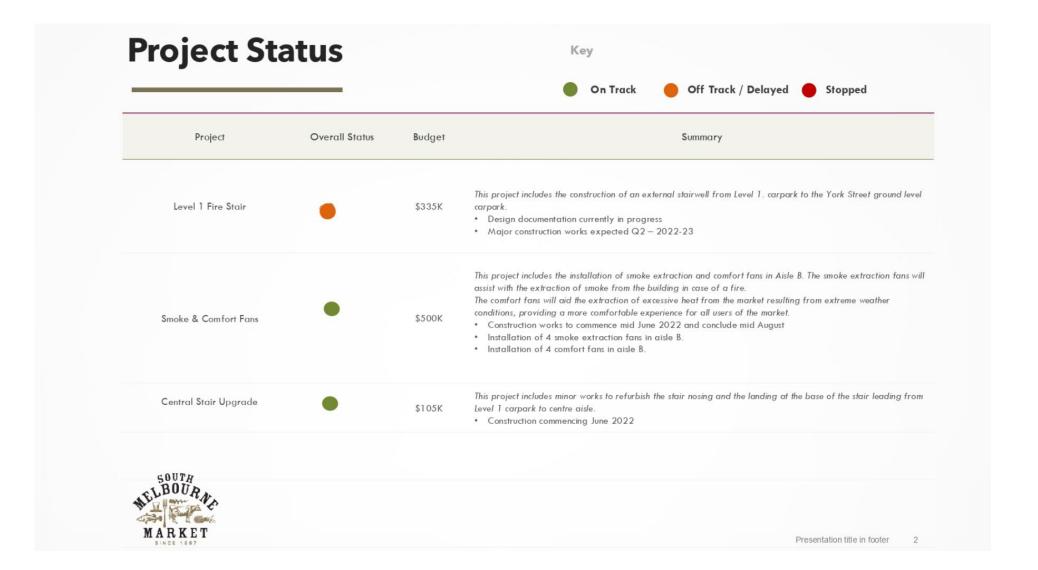


Projects Update

June 2022



southmelbournemarket.com.au



Project	Overall Status	Budget	Summary
Amenities Upgrade	•	\$1,225K	This project includes an upgrade to bathrooms to meet DDA compliance standards, provision of staff only bathrooms, new bathrooms and regrading access routes to bathrooms through the market aisles. Approach to market for design March/April 2022 Design documentation September 2022 Approach to market for construction Q2 2022-23 Construction proposed in stages, beginning Q3. 2022-23 with completion Q4. 2023-24.
Food Hall - Courtyard	•	\$450K Gov funded	 This project includes the construction of outdoor dining space for the Food Hall Courtyard increasing to seating capacity. This project has been separated into 2 phases to meet budget. Construction to commence late June 2022 with an anticipated 6-8 week build period depending on favourable weather conditions.
Public Safety Improvements & HVM	•	\$960K	This project includes the installation of hostile vehicle mitigation infrastructure in high-risk areas and installation of signage and line marking improving pedestrian safety on Coventry Street. • Construction works commence February 2022 - York Street February – March 2022 - Coventry Street March – April 2022 - Cecil Street May 2022 - Added TMP scope completed in July 2022
Cecil Street Services Upgrade	•	\$285K + (156K pending approval)	This project includes upgrades to services including gas and water supply and installation of exhaust infrastructure for outdoor kitchens. • Final designs in progress complete June 2022 • Construction expected to commence September 2022



7. PUBLIC QUESTION TIME

Nil



8. CONFIDENTIAL MATTERS

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RECOMMENDATION

That in accordance with the Local Government Act 2020, the meeting be closed to members of the public in order to deal with the following matters, that are considered to be confidential in accordance with Section 3 of the Act, for the reasons indicated:

8.1 Confidential Action Items

89(2)(h). confidential meeting information, being the records of meetings closed to the public under section 66(2)(a).

8.2 Risk & Safety Update

89(2)(g(ii)). private commercial information, being information provided by a business, commercial or financial undertaking that if released, would unreasonably expose the business, commercial or financial undertaking to disadvantage.

8.3 SMM Risk Review

89(2)(g(ii)). private commercial information, being information provided by a business, commercial or financial undertaking that if released, would unreasonably expose the business, commercial or financial undertaking to disadvantage.

8.4 Concession Policy - review

89(2)(g(ii)). private commercial information, being information provided by a business, commercial or financial undertaking that if released, would unreasonably expose the business, commercial or financial undertaking to disadvantage.





8.5 Trader Update - Confidential

89(2)(a). Council business information, being information that would prejudice the Council's position in commercial negotiations if prematurely released.

8.6 Sale of Stall 33 - Padre Coffee

89(2)(g(i)). private commercial information, being information provided by a business, commercial or financial undertaking that relates to trade secrets.

8.7 Debtors Report

89(2)(g(ii)). private commercial information, being information provided by a business, commercial or financial undertaking that if released, would unreasonably expose the business, commercial or financial undertaking to disadvantage.

8.8 Notices of Intention

89(2)(a). Council business information, being information that would prejudice the Council's position in commercial negotiations if prematurely released.

8.9 SMM NEXT Project Update

89(2)(g(ii)). private commercial information, being information provided by a business, commercial or financial undertaking that if released, would unreasonably expose the business, commercial or financial undertaking to disadvantage.

8.10 Executive Director's Report - Confidential

89(2)(g(ii)). private commercial information, being information provided by a business, commercial or financial undertaking that if released, would unreasonably expose the business, commercial or financial undertaking to disadvantage.

8.11 Committee calendar: 3-month forward look

89(2)(h). confidential meeting information, being the records of meetings closed to the public under section 66(2)(a).