



SOUTH MELBOURNE MARKET COMMITTEE

AGENDA

7 APRIL 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 Council Chambers, St Kilda Town Hall on Thursday, 7 April 2022 at 6pm.

ATTENDING MEMBERS

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

ATTENDING OFFICERS

Claire Stevens, General Manager Governance and Organisational Capability; Sophie McCarthy, Acting South Melbourne Market Executive Director; Ross Williamson, Head of Retail and Business Development; Meagan Scott, Marketing Coordinator; Erin Quin, Coordinator Customer Experience & Business Support

AGENDA

1	APO	LO	GIES

2 MINUTES OF PREVIOUS MEETINGS

Minutes of the South Melbourne Market Committee of the Port Phillip City Council held on 17 February 2022.

3 DECLARATIONS OF CONFLICTS OF INTEREST

4 ACTION ITEMS

Nil

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7 PUBLIC QUESTION TIME

Nil

8 CONFIDENTIAL MATTERS

- 8.1 SMM Direct Update
- 8.2 Pipelining update
- 8.3 Trader update confidential
- 8.4 Debtors report
- 8.5 SMM Risk Review
- 8.6 Customer Experience Report
- 8.7 Environmental Sustainability Strategy Progress Report
- 8.8 SMM NEXT Project Update
- 8.9 Commmitee Corporate Calendar: 3-month forward look
- 8.10 Confidential Executive Director's Update



- 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, MANAGER BRAND AND STRATEGY

TO NOTE

1. PURPOSE

1.1 To update 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 The Market has been abuzz with activity over the past few months, and upcoming activations are planned to include Easter and school holidays:

3.2 Port Phillip Mussel & Jazz Festival – Tribute Weekend

- 3.2.1 Following the event's cancellation in 2021, the Market hosted a celebration in a smaller, COVID-safe format over the Labour Day long weekend (Saturday 12 and Sunday 13 March).
- 3.2.2 It was the highest visitation for the year, with over 28,000 on Saturday and over 30,000 on Sunday.
- 3.2.3 Program highlights:
 - Local jazz and soul music showcase curated by Wally Maloney (of Melbourne Ska Orchestra):
 - Cooking demonstrations and tastings with Tim Hollands
 - Roving entertainment, including Giant Seagulls, Popomo Punk Emus and The Jazz Jokers
 - Seafood specials and street cooking



- Win a seafood feast competition over 1,600 entries
- Kids activities face painting, games
- 3.2.4 Media coverage in Broadsheet, Time Out Melbourne and Concrete Playground
- 3.2.5 Planning underway for the 2023 event which will see the return of the 2020 event format

3.3 A Chilli Affair - Upcoming



- 3.3.1 Tickets are on sale now for the second instalment of our "Foodie Affair" series (A Truffle Affair was cancelled in 2021 due to COVID-19 and returning in 2022).
- 3.3.2 Date: Friday 22 April Sunday 1 May (Market days)
- 3.3.3 The event aims to showcase the Market as a foodie destination and drive visitation and exploration.
- 3.3.4 Tickets are \$70 and guests commence their journey at Georgie's Harvest, where they will learn about chillis types, origin, characteristics, storage, cooking etc. They then head off on a self-guided tour visiting participating venues in any order, in their own time:
 - Claypots Evening Star Chilli Mussels with sambal and ginger
 - Bambu Chilli Prawn Dumplings with Ginger Soy
 - Simply Spanish Chilli Con Carne Empanada



- Little Hof Spicy Currywurst
- Marko Habanero Mule Cocktail (non-alcoholic option available)
- Cannoleria Dark Chocolate and Chilli Cannoli
- Fritz Gelato Chilli Chocolate Gelato
- Agathe Patisserie Chilli Bun with Piment di Espelette
- Atypic Chocolate Chilli Chocolate Bon Bon
- South Melbourne Market Grocer take home Melbourne Hot Sauce

3.4 Easter - Upcoming



- 3.4.1 Advertising and promotion for Easter trading days now in market
- 3.4.2 Programming includes free live music, a visit from the Easter Bunny, free face painting for the kids and an Easter Egg Hunt

3.5 School Holidays: 9-25 April

- 3.5.1 Second instalment of Junior Chef to be released next week (Autumn)
- 3.5.2 MOPA (Museum of Play + Art) Collab (pop-up on Cecil Street) 13-17 April:
 - MOPA is a world-class children's museum based in Geelong, famous for immersive exhibits and activities. They are soon to open the largest Children's Museum in the Southern Hemisphere in Sandringham in May 2022.



• The SMM program will include Easter and Grand Prix themed activities.

3.6 Playable Streets: 13-17 April

- 3.6.1 Playable Streets create interactive installations that re-contextualise public space making people playable and the mundane musical. SMM have secured "The Plants" for a four-day activation to feature on Cecil Street in April.
- 3.6.2 'The Plants' is musical installation that invites participants to create their own musical compositions using unique digital instruments... plants! By touching the leaves on these plants you activate a microcomputer that triggers sounds developed by composer, Cayn Borthwick. As you explore The Plants you create the musical experience for yourself as well as those around you. The Plants convert carbon dioxide and water into oxygen and your touch into music.

3.7 Other:

- 3.7.1 Free fitness sessions on Cecil Street, in collaboration with Luna & Soul have been well attended. Sessions include yoga, pilates and yogalates.
- 3.7.2 Victoria Police joined the free monthly bike repair pop-up on Saturday 26 March offering free engraving for bikes.
- 3.7.3 The Market featured on an episode of Neighbours which aired on Thursday 10 March.
- 3.7.4 'Big Sculpture' artists, Mariella Del Conte & Adrian Spurr, will be exhibiting three works at the Market from 13 April for three weeks. They are a recipient of a City of Port Phillip Arts Response Grant.

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 FINANCE REPORT

PREPARED BY: SOPHIE MCCARTHY, MANAGER BRAND AND STRATEGY

TO NOTE

1. PURPOSE

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

2. RECOMMENDATION

That the Committee:

2.1 Note the March 2022 month-end financial results

3. KEY POINT/ISSUES

- 3.1 Income is on track with the revised forecast, reporting an unfavourable variance of \$12k.
 - 3.1.1 Car parking revenue has improved in March to 80% of pre-COVID income. There is no opportunity to recoup lost income, however the revised forecast is attainable.
- 3.2 Expenses are off track, to be made up in April-June with a favourable variance of \$283k.
 - 3.2.1 Operational expenses at the Market (Materials & Services; Contract Services) are underspent with works moved to the latter part of the financial year due to COVID impacts in 2021.
 - 3.2.2 Savings will be made where possible to account for the reduced car parking income.

3.3 Capital Projects:

3.3.1 Capital projects are currently underspent with most of the work due to be undertaken from March to June 2022. Annual budget is on track.



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 March 2022 Financial Statement





South Melbourne Market Income Statement 2021/22 March

	Year to date		YTD Variance		Full Year		Full Year Variance		Comments
	Actual (\$1000)	Forecast (\$'000)	Actual to F (\$'000)	orecast %	Forecast (\$'000)	Budget (\$'000)	Forecast to (\$'000)	Budget %	
Licence Fees / Stallholders Rent	4,579	4,601	(21)	(0%)	6,200	6,276	(76)	(1%)	
Less: COVID Rent Relief	(1,140)	(1,140)	0	0%	(1,100)	0	(1,100)	0%	Rent waivers
Council Funding for COVID Rent Relief	1,140	1,140	0	0%	1,100	0	1,100	0%	Council agreed to fund rent relief in accordance with government directives
Parking Fees	218	222	(3)	(1%)	342	602	(260)	(43%)	Revenue improving - Merch et 90% of preCOVID
Other Income	626	613	12	2%	902	1,000	(98)	(10%)	
TOTAL INCOME	5,423	5,435	(12)	(0%)	7,443	7,877	(434)	(6%)	
Employee Costs	1,265	1,197	(68)	(6%)	1,653	1,655	3	0%	
Materials & Services	1,452	1,578	126	8%	2,299	2,360	61	3%	Works moved to latter part of year due to COVID in 2021
Contract Services	209	305	95	31%	585	657	71	11%	Works moved to letter part of year due to COVID in
Utilities & Insurance	254	305	51	17%	370	370	0	0%	
Financing Costs	1	1	(0)	(23%)	1	1	0	0%	
Depreciation	0	38	38	100%	305	305	0	0%	
Congestion Levy	141	142	1	1%	284	284	0	0%	
Fire Services Levy	0	0	0	0%	15	15	0	0%	
Land Tax	130	133	2	2%	265	265	0	0%	
Bad and Doubtful Debts	39	42	3	7%	56	56	0	0%	
Professional Services	82	72	(10)	(14%)	190	190	0	0%	
Marketing and Advertising	219	265	46	17%	401	408	8	2%	
Other Expenses	93	66	(27)	(40%)	114	100	(14)	(14%)	
Notional Rent	0	0	0	0%	1,027	0	(1,027)	0%	Notional rent total \$1.3M offset by depreciation as a result of SMM NCP Assessment
Internal Head Office Overhead Costs	71	71	0	0%	143	143	(0)	(0%)	
Operating Projects	4	30	26	86%	64	64	0	0%	SMM Strategic Business Case
TOTAL EXPENSES	3,961	4,244	283	7%	7,771	6,872	(899)	(13%)	
ODEDATING CURPL HOWDERORS	1 400	1 100	074	(0.20/)	(200)	1.005	(4.222)	133%	
OPERATING SURPLUS/(DEFICIT)	1,462	1,192	271	(23%)	(328)	1,005	(1,333)	100%	

^{*} Note - Report prepared to reflect the Council decision on rent relief provided to SMM stallholders

Capital Projects

	Year to date		YTD Variance		Full Year		Full Year Variance		Comments
	Actual	Forecast	Actual to F	orecast	Forecast	Budget	Forecast to	Budget	
	(\$1000)	(\$'000)	(\$1000)	%	(\$'000)	(\$1000)	(\$1000)	%	
SMM External Food Hall Upgrade	52	432	379	88%	432	420	(12)	(3%)	Funded through Commonwealth Capital Grant
South Melb Market Renewal Program	9	64	55	86%	200	200	0	0%	
South Melb Market Stall Changeover Refits	103	53	(50)	(94%)	125	125	0	0%	
South Melb Market Cecil St Essential Services Connect	9	82	73	89%	78	285	207	73%	
South Melb Market Fire Stairs to L1	13	6	(7)	(114%)	50	335	285	85%	
South Melb Market Compliance Works Year 1	70	66	(3)	(5%)	120	120	0	0%	
South Melb Market Central Stairs	1	1	(0)	(11%)	135	40	(95)	(237%)	
South Melbourne Market Smoke Extraction	15	13	(2)	(13%)	500	500	0	0%	
South Melbourne Market Public Safety Improvements	40	186	146	78%	828	657	(172)	(26%)	
TOTAL CAPITAL SPEND	312	903	592	65%	2,468	2,682	214	8%	



6.2 MARKET ATTENDANCE REPORT

PREPARED BY: MEAGAN SCOTT, MARKETING COORDINATOR

SOPHIE MCCARTHY, MANAGER BRAND AND STRATEGY

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.

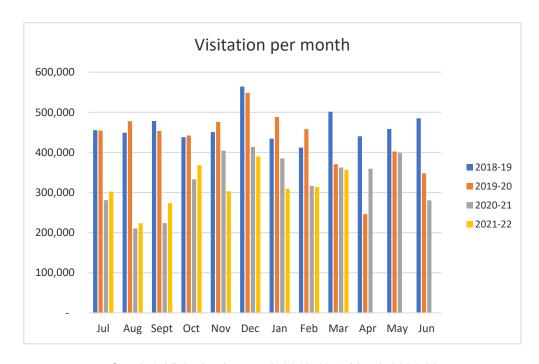
4. KEY POINT/ISSUES

- 4.1 Market visitation YTD March 2022
 - 4.1.1 Following a tumultuous January that was affected by the surge in Omicron cases across the country, February and March have shown promising results with a rise in visitation numbers. Face mask rules were relaxed and international borders reopened in the last week of February, both contributing to an increase in visitation for the month of March.
 - 4.1.2 The Market achieved its highest visitation for the year over the Labour Day long weekend when the Market celebrated its Port Phillip Mussel & Jazz Festival; Saturday 12 March recording 28,389 and Sunday 13 March recording 30,683.
 - 4.1.3 The table and graph below indicate visitation by month and year:



Month	2019-20	2020-21	Diff	2021-22	Diff to 20-21	Diff to 19-20 X
Jul	454,481	281,044	-38%	302,602	8%	-33%
Aug	477,865	210,496	-56%	223,395	6%	-53%
Sept	453,238	223,701	-51%	273,659	22%	-40%
Oct	442,192	332,954	-25%	368,179	11%	-17%
Nov	475,825	404,257	-15%	303,183	-25%	-36%
Dec	548,116	413,901	-24%	389,905	-6%	-29%
Jan	488,213	385,317	-21%	309,403	-20%	-37%
Feb	458,034	316,508	-31%	313,776	-1%	-31%
Mar	370,544	362,447	-2%	356,814	-2%	-4%
YTD Total	4,168,508	2,930,625	-29%	2,840,916	-1%	-31%

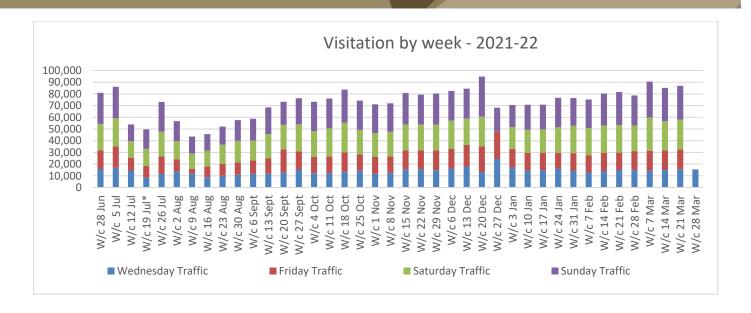
Table 1: Visitation comparison from 2019-20 to March 2021-22



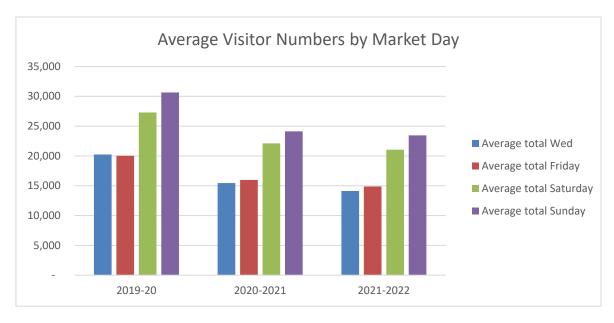
Graph 1: Visitation by month 2018-19 to March 2021-22

4.1.4 Visitation by Market day has been recorded through the COVID-19 pandemic showing the impacts of lockdowns, high case numbers and community sentiment. The graph below is a summary of visitation from 1 July 2021 to 31 March 2022.





- 4.2 Market visitation by trading day:
 - 4.2.1 As at 31 March 2022 each trading day is recording a 3% 9% decrease in visitation from 2020-21 and a 23% (Sat) to 30% (Wed) decrease on 2019-20.



- 4.3 Upcoming marketing activity to drive visitation to the Market in the coming months includes:
 - 4.3.1 Continued activation of Cecil Street dining precinct including free live music and fitness sessions.





- 4.3.2 Advertising campaign promoting Market hospitality venues (in line with the Victorian Dining and Entertainment Incentive Program).
- 4.3.3 Easter programming free face painting, Easter Bunny visit and Easter Egg Hunt.
- 4.3.4 School Holiday programming:
 - MOPA (Museum of Play + Art) collaboration
 - Playable Streets activation The Plants
 - Junior Chef cooking program
- 4.3.5 A Foodie Affair Series 2: A Chilli Affair 22 April –to 1 May
- 4.3.6 Big Sculpture exhibition April
- 4.3.7 Mother's Day promotions May
- 4.3.8 Australian Made Week June
- 4.3.9 Continued publicity pitching for new traders including Remedy Clothing, Cobb Lane Bakery, K-SEIN Fromagerie

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



6.3 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 ISSUES

3.1 COVID rent relief

Council approved the extension of relief from 15 March to the end of June. 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 July to end January 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:

3.2 EOIs

- 3.2.1 Stall 166 Joe Pat (hats and accessories, Aisle D)

 Interview for prospective purchaser was held on 30 March.
- 3.2.2 Stall 179 Yakedy Yak (homewares, Aisle C/D)Ongoing EOI until suitable and interested purchaser is found.
- 3.2.3 Stall 169 Create tbt (educational toys, Centre Aisle)6 week EOI has just commenced.
- 3.2.4 Stall 33 (SO:ME precinct) ex SpinThere were three applicants for this stall.



The successful applicant was Ruby and Sky (existing SO:ME Space tenant) who will transfer to the stall in June.

3.2.5 Stall 134 (SO:ME precinct) - Ruby and Sky

In light of Ruby and Sky being the successful applicant for Stall 33, an EOI is underway for Stall 134.

3.2.6 Stall 14/15 - Steve's Deli

Ongoing EOI until suitable and interested purchaser is found.

3.2.7 Stall 53 – Eat More Fruit

Ongoing EOI until suitable and interested purchaser is found.

3.2.8 Stall 38 - Asian Grocer

Ongoing EOI until suitable and interested purchaser is found.

3.2.9 Stall 38 - Asian Grocer

Ongoing EOI until suitable and interested purchaser is found.

3.3 New stalls/renovations

3.3.1 Stall 30 – K-Sein Fromagerie

A fresh fit-out with an enticing offer. Excellent feedback from customers about the offer; the owner, Victor, is very happy with the reception he is getting.

3.3.2 Stall 42 - Cobb Lane Bakery

Cobb Lane is midway through a renovation including new ovens for baking on site. They hope to be open for Easter.

3.3.3 Stall 156 – Remedy Clothing (recycled clothing; SO:ME precinct/Centre aisle)

On a one-year Licence, Remedy Clothing has done an attractive fit-out and the 100% sustainable offer is being well received. The offer is simple men's and women's fashionable clothing.

3.3.4 Stall 80 – Golden Dragon Grocery (aisle B)

Renovation was completed in mid-February. Signage is still to be added.

Stall presents as a welcoming, fresh offer with wider aisles.

3.4 Closures

3.4.1 Stall 113 – Tricolour Federation





Sadly, Tricolour Federation (men's fashion) will close at end of April, a new business out of SO:ME Space that has been a victim of COVID closures and a slower than hoped for recovery.

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



6.4 SMM PROJECTS UPDATE

PREPARED BY: SOPHIE MCCARTHY, MANAGER BRAND AND STRATEGY

TO NOTE

1. PURPOSE

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

2. RECOMMENDATION

That the Committee:

2.1 Note the Project Update report and proposed schedules

3. OFFICER DIRECT OR INDIRECT INTEREST

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

TRIM FILE NO:

ATTACHMENTS 1. SMM Projects Update

Central Stair Upgrade	Smoke & Comfort Fans	Fire Stair	Project	Project Status
•	•	•	Overall Status	itus
\$40K	\$510K	\$335K	Budget	
Level 1 carpark to centre aisle. Construction commencing April 2022	This project includes the installation of smoke extraction and comfort fans in Aisle B. The smoke extraction fans will assist with the extraction of smoke from the building in case of a fire. The comfort fans will aid the extraction of excessive heat from the market resulting from extreme weather conditions, providing a more comfortable experience for all users of the market. Construction works to commence mid May 2022 and conclude mid June	This project includes the construction of an external stairwell from Level 1. carpark to the York Street ground level carpark. Design documentation currently in progress Major construction works expected 2022-23	Summary	Key On Track Off Track / Delayed Stopped

Attachment 1: SMM Projects Update

Cecil Street Services Upgrade	Public Safety Improvements & HVM	Food Hall - Courtyard	Amenities and Internal Grading Upgrade	Project
•	•	•	•	Overall Status
\$285K	\$960K	\$450K Gov funded	\$1,225K	Budget
This project includes upgrades to services including gas and water supply and installation of exhaust infrastructure for outdoor kitchens. • Final designs in progress • Construction now expected to commence June / July 2022	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 commenced February 2022 - York Street February - March - Coventry Street March – April - Cecil Street May	This project includes the construction of outdoor dining space for the Food Hall Courtyard increasing the seating capacity. This project has been separated into 2 phases with phase 1 covered by the Government funding. Construction to commence Q4 2021-22. Project is off track due to COVID impacts and authority reviews	This project includes an upgrade to bathrooms to meet DDA compliance standards, provision of staff only bathrooms, new amenities and regrading access routes to bathrooms and other areas. • Approach to market for design February/March 2022 • Design documentation September 22 • Approach to market for construction Q4 2022 • Construction commencing Q1 2023-24	Summary



6.5 ENVIRONMENTAL SUSTAINABILITY REPORT

PREPARED BY: ERIN QUIN, COORDINATOR CUSTOMER EXPERIENCE AND

BUSINESS SUPPORT

TO NOTE

1. PURPOSE

1.1 To provide an update on the Market's environmental sustainability performance

2. BACKGROUND

2.1 The Market provides a biannual report to the Committee on its Environmental Sustainability performance

3. RECOMMENDATION

That the Committee:

3.1 Note the Environmental Sustainability report.

4. KEY POINT/ISSUES

Note: The sustainability report will be sent as a separate attachment prior to the Committee meeting

4.1 The Market is in the process of developing a new set of Key Performance Indicators as part of its 2022 – 2027 Sustainability Strategy. This will result in a more holistic overview of the Market's performance in future reporting.

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



7. PUBLIC QUESTION TIME

Nil



8. CONFIDENTIAL MATTERS

- 8.2 Pipelining update
- 8.3 Trader update confidential
- 8.4 Debtors report
- 8.5 SMM Risk Review
- 8.6 Customer Experience Report
- 8.7 Environmental Sustainability Strategy Progress Report
- 8.8 SMM NEXT Project Update
- 8.9 Commmitee Corporate Calendar: 3-month forward look
- 8.10 Confidential Executive Director's Update



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 SMM Direct Update

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

8.2 Pipelining update

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

8.3 Trader update - confidential

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

8.4 Debtors report

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

8.5 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.

8.6 Customer Experience Report

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

8.7 Environmental Sustainability Strategy Progress Report

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

8.8 SMM NEXT Project Update

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

8.9 Commmitee Corporate 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).

8.10 Confidential Executive Director's Update

89(2)(h.). A matter which the Council or special committee considers would prejudice the Council or any person.