

Section III – Items for the Information of the Board

TO: Chair and Members of the Board of Directors
Meeting #3/20, Friday, April 24, 2020

FROM: Richard Ubbens, Director, Parks and Culture

**RE: RESULTS OF BLACK CREEK HISTORIC BREWERY COMPETITIVE
PROCESS**

KEY ISSUE

This report summarizes the results of Toronto and Region Conservation Authority's (TRCA) competitive process for the exclusive license to operate Black Creek Historic Brewery.

RECOMMENDATION

WHEREAS TRCA staff were authorized to pursue a competitive process to secure a proponent for the exclusive license to operate Black Creek Historic Brewery;

AND WHEREAS TRCA received no submissions meeting the mandatory criteria and technical proposal submissions requirements;

IT IS RECOMMENDED THAT this report be received and that TRCA staff be requested to explore opportunities to leverage our partnership.

BACKGROUND

At Board Meeting #4/19, held on Friday, April 26th, 2019, Resolution #A53/19 was approved in part as follows:

THEREFORE, LET IT BE RESOLVED THAT staff be authorized to prepare a Request for Proposal for exclusive license to operate the BCHB, subject to terms and conditions satisfactory to staff and TRCA's solicitor;

AND THAT staff be directed to undertake a competitive process and report to the Board with the results.

Subsequently, on August 8, 2019, staff issued the Expressions of Interest (EOI) to fifty-five (55) prospective candidates for a period of seven (7) weeks and closed the submission on September 27, 2019. The EOI included the operation of an on-site brewery for production and demonstration purposes as well as the operation of an off-site commercial brewery to produce historic ale that would be sold at LCBO, the Beer Store and other retail outlets.

One submission was received, and it was deemed unsuccessful because it failed to meet the mandatory criteria and technical proposal submissions requirements.

On January 22, 2020, based on internal direction resulting from earlier EOI responses, staff resubmitted an updated EOI to one hundred (100) prospective vendors for a period of four (4) weeks and closed the submission on February 19, 2020. The proposed expression included the operation of an off-site commercial brewery to produce beer to be sold at LCBO, the Beer Store and other retail outlets, however, the prospective vendor was not required to conduct educational demonstrations on-site or to brew historic ale exclusively.

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One submission was received, from the same vendor that submitted the first time. The submission was again deemed unsuccessful because it failed to meet the mandatory criteria and technical proposal submissions requirements.

Relationship to Building the Living City, the TRCA 2013-2022 Strategic Plan

This report supports the following strategies set forth in the TRCA 2013-2022 Strategic Plan:

Strategy 6 – Tell the Story of the Toronto Region

The continued operation of the on-site historic demonstration brewery, as well as the use of historical beer recipes, tells the story of the region's rich history in ways that can be experienced through taste.

Strategy 7 – Build partnerships and new business models

This partnership will attract new user markets to Black Creek Pioneer Village, contributing to further growth within the Tourism and Recreation Service Area.

DETAILS OF WORK TO BE DONE

Moving forward, TRCA staff will continue to explore opportunities to leverage our Food Service vendor to utilize the brewery space and increase revenues for Black Creek Pioneer Village.

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