



List of Delegations

**Wednesday, May 6, 2026
1:00 PM**

Henry Baker Hall, Main Floor, City Hall

The List of Delegations is prepared to reflect the agenda as published. The order in which items are considered, and related delegations heard, is subject to change and remains at the call of the Chair.



OFFICE OF THE CITY CLERK

**City Council
List of Delegations and Communications
Wednesday, May 6, 2026**

CR26-42 Concept Plan & Zoning Bylaw Amendment – 3631 & 3855 Gee Crescent

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CR26-44 REAL – Brandt Proposal

DELEGATIONS

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OFFICE OF THE CITY CLERK

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- CP26-23 Stu Niebergall, Regina & Region Home Builders' Association, Regina, SK
- CP26-24 Marnel Jones, The Mosaic Company, Regina, SK
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- CP26-26 Kyle Jeworksi, Bunge, Regina, SK
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MN26-7 Return to Office WorkDELEGATION

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- CP26-29 Judith Veresuk, Regina Downtown Business Improvement District, Regina, SK

Presentation to Regina City Council

May 6, 2026

CR26-42 Concept Plan & Zoning Bylaw Amendment - 3631 & 3855 Gee Crescent

Good afternoon your Worship Mayor Bachynski and members of the Regina City Council. My name is Kevin Reese, I live in Regina and I am the President of Karina Developments Ltd.. Thank you for allowing me to address you today. I have been part of the management team that developed The Greens on Gardiner neighbourhood from 2007 through to full development in 2024. I am managing this project on behalf of the owner, Prairiescape Ventures Ltd., which is owned by one of the families that was an owner in The Greens on Gardiner development. We respectfully request your approval of Administration's and Regina Planning Commission's recommendations.

We are planning to develop 28 single family lots on these parcels rather than an apartment building. Therefore, we request that these parcels be rezoned from RH – Residential High-Rise to RN – Residential Neighbourhood. We feel that low density single family homes are a much better fit with the adjacent properties than another apartment would be. There is overwhelming support for this application as evidenced by the comments and feedback from the nearby property owners. As for the Concept Plan amendment, this is just a housekeeping item to align the final Greens on Gardiner concept plan on record with the zoning map.

I would like to thank the City of Regina administration for their report and recommendation that this application be approved. I also thank the Regina City Council for your time today.

I would be pleased to answer any questions you may have.

Submitted By:

Kevin Reese

Prairiescape Ventures Ltd., Regina, SK

May 6, 2026

City Council
City of Regina
PO Box 1790
Regina, SK S4P 3C8

RE: Letter of support, CR26-44, REAL – Brandt Proposal

I submit this letter to Regina City Council in support of item CR26-44, the REAL – Brandt Proposal. My name is Pat Fiacco, and I'm here as a Regina citizen. I'm also here as the former mayor of Regina. I served four terms, so I have the benefit of perspective and experience.

I first want to recognize the citizens who are here in Henry Baker Hall today, especially those who came to address City Council. We're likely to hear dissenting opinions. We're also likely to hear collective agreement. Despite these differences, what brings everyone together today is we each care deeply about Regina. It's easy to share your opinions on social media, but it takes courage and integrity to stand in front of City Council and use your voice meaningfully. So I commend everyone who is here today.

Nothing is permanent. Cities evolve, infrastructure ages, and opportunities come and go. The decisions we make today will help shape Regina for decades.

Brandt Group of Companies (Brandt) is making what could be one of the largest private sector investments in Regina. This is not just a financial contribution. It's a long-term commitment to the future of our city.

REAL has served Regina well over many years and many generations. However, its current structure limits their ability to take on risk in the same way the private sector can. The facilities are aging. They require significant capital investment.

For REAL to deliver a higher quality product and improved experience, it would require substantial investment from our citizens. This would likely result in a significant property tax increase. And maintaining the status quo would also place the burden on taxpayers.

This proposal shifts financial and operational risk away from taxpayers and onto the private sector. Brandt is committing private capital investment and assuming long-term responsibility. If events or facilities underperform, taxpayers would no longer be responsible.

This is a benefit to the community that will be felt by households and small businesses. Community access remains a priority. They'll continue to enjoy recreational use, cultural, sporting, and agricultural events, and entertainment and conventions. REAL is located between the Warehouse District and Downtown District, and can drive tremendous economic spin-off to the restaurants, retailers, and hoteliers in those districts.

It also improves Regina's position relative to other Canadian cities. It enhances our ability to attract major sports, entertainment, cultural, and convention events. It strengthens our reputation and appeal as a destination city.

Private ownership strengthens accountability. It improves operations and enhances the overall experience for residents.

Brandt has demonstrated long-term commitment to Regina through investment in sport, healthcare, emergency services, disaster relief, and food banks across Saskatchewan and Canada. Their track record shows their investment in community is deeply rooted in their values, and with Regina's future in mind.

If there were other prospective buyers that wanted to invest in REAL, I think they would have come forward by now. Brandt has been an anchor tenant of REAL for 12 years. They understand the complex and costly infrastructure challenges of REAL campus. They also see the potential it has to become a worldclass sport and entertainment district.

I trust City of Regina's Administration to deliver recommendations to City Council that are in the best interests of taxpayers, because they're taxpayers too. They are affected by their very own recommendations. I trust their knowledge and their diligence. I have the benefit of understanding how deeply important trust in our Administration is, and their own understanding of their accountability to City Council and taxpayers. I'm confident that the recommendations they've brought forward for the REAL – Brandt proposal are in the best interest of citizens.

In closing, this is an extraordinary opportunity for Regina and more importantly for citizens. It addresses longstanding infrastructure challenges. It reduces financial burden on taxpayers. And it positions Regina for long-term growth and success.

I respectfully encourage City Council to accept this proposal on behalf of the citizens of Regina. I love Regina and I want what's best for it, for generations to come.



Pat Fiacco

Dear Mayor and Councillors,

Please accept this written submission expressing my strong support for the recommendation to approve the sale and lease of portions of the REAL campus to Brandt Properties Ltd. As a resident of Regina, I believe this proposal represents a pragmatic and necessary evolution in how our city manages its major entertainment and exhibition assets.

My support for this recommendation is based on the following three pillars:

1. Fiscal Responsibility and Risk Mitigation

The current financial trajectory of the Regina Exhibition Association Limited (REAL) requires a bold shift in strategy. By transitioning specific lands and buildings to a private partner with a proven track record, the City effectively transfers significant operating risks and maintenance liabilities. Redirecting the 2026 pro-rata budget allocations and utilizing the Land Development Reserve for transaction costs is a sound short-term investment that secures long-term relief for the municipal tax base.

2. Certainty for Infrastructure and Maintenance

The REAL campus is a cornerstone of our city's social and economic life, but it requires consistent, high-level capital investment to remain competitive. Brandt Properties Ltd. possesses the localized expertise and the capital necessary to maintain and enhance these facilities. This agreement ensures that the buildings and equipment described in the report will be managed by an entity with a vested interest in the campus's operational success, preventing further infrastructure deficit.

3. Balanced Growth Through Incentives

The proposed five-year property tax exemption is a reasonable and common-sense incentive to facilitate this transition. I particularly support the condition that any third-party commercial activities remain taxable; this ensures that while we support the primary operator during the transition, the City maintains a fair and equitable tax environment for other local businesses.

Conclusion

This proposal is more than a real estate transaction; it is a strategic alignment that secures the future of 1700 Elphinstone Street. It allows the City to focus on core municipal services while ensuring our premier exhibition grounds are managed by a capable, Regina-based partner.

I urge Council to approve the recommendations as outlined in report CR26-44 to ensure the continued vibrancy and fiscal sustainability of the REAL campus.

Sincerely,

Tathagata Das
Regina, SK

Capital Ultimately Means Control

Dear Mayor & Council,

Re: CR26-44 REAL - Brandt Proposal

My name is Jim Elliott and I have been coming to this chamber for at least the past 25 years. I have lived in this city for more than 50 years and have witnessed a lot of meetings.

The decision about the future of part if not all of the REAL land and buildings is up for discussion, in my mind, and the control over what happens in this city will be taken somewhat if not totally away from the REAL staff, city administration and the citizens of this city. The swiftness of the takeover is readily apparent because when the predator sees the prey in a vulnerable place, the action must be quick, strong and unrelenting.

The history of the problems currently encountered by the city has its roots in this chamber. It is somewhat disturbing in nature when the former mayor of this city that over twelve years contributed to the decline of and the increasing cost of the infrastructure deficit now talks in favour of the proposal. Many years, the budget was kept at 0% or close to it, giving the city functionally no room going forward but to defer maintenance and infrastructure repairs to the next year or the next council or in the alternative increase demands of the taxpayers more than they already have. And for the next dozen years, previous councils and mayors have not done their job to maintain said buildings. That is the background of where we are today and needs to be said publicly. At this point, the apparent plan is to sweep all of this under the rug and forget about it.

This brief comes from the following items: continuous involvement in budget deliberations, reading this report, attending a townhall meeting prior to the Executive Committee meeting and the Executive Committee meeting presentations itself.

1. Firstly, this may well be a great opportunity for the Brandt family of companies at the expense of the taxpayers of this city. It is almost free for them to make more money than what they already do. We, the taxpayers, have given up any manner of control of 65% of the space and 72% of the capacity of those buildings along with who comes to the city to provide entertainment.
2. Beyond the initial commitment of \$15 Million, much of which will go to paving the parking lot and some work on the façade of the buildings, there is no or limited understanding about the work on the remainder of the maintenance deficit identified. Where is their five-year capital plan going forward like what the city does every year? At which time is the full deficit going to be finished and that there will be reserves built up to continue to maintain them? Will we get neglect and simply have some of these buildings demolished? What assurance have we got on this beyond the initial facial upgrade? What assurances are there that some of the principal activities in the REAL District will continue like Agribition, like MOSAIC or like some of the premier events like the Brier, Scotties or periodic other sport events? Are they going to be shut down because they are not profitable?
3. All of the staff costs captured in this agreement should be covered by Brandt going forward from day one and not placed further onto the taxpayers of the city. That was stated by your administration as the intent of this agreement. Why is the city expected to cover off any of the commitments made to staff when their future is wholly in the hands of
“Our lives end the day we become silent on things that matter.” Martin Luther King Jr.

Capital Ultimately Means Control

Brandt? What precedent is there going to be that will allow any other or future employer in this city simply walking away from their obligations under the law? Some of this is covered under collective agreements but there are a number of contract workers that don't have that legal protection. Who is going to be obligated to protect them?

4. Why is a very wealthy corporation being given a tax exemption essentially forever? If the efforts to expand the number and size of the events on the property are to go up as much as is presented, just like every other corporate property owner, they should be expected to pay their appropriate share of taxes in the city. Who will be the next corporation that will be asking the city not to pay taxes further diminishing the tax base even further? We already have other corporations asking for handouts.
5. The transparency of this proposal is a joke. We have the city employees being forced to sign a non-disclosure agreement. It was stated incorrectly by Mr. Semple that the mayor and council were aware of this negotiation prior to a week or so before it made public. They may have been briefed about the chance proposal being presented but there is no indication that anything further to that prior to the announcement happened. The public are being told that the council only saw it perhaps a couple of weeks before the public announcement. Maybe, the members of council on the REAL Board of Directors knew earlier. The only reason much of the public knew of this proposal was some of the media that attended the press briefing on the Friday before the Executive Committee meeting last week. Even prominent stakeholders and members of the business community were not briefed. The public does not have the capacity to see the third-party assessment of parts of the proposal to see why the buildings are being assessed so low. Are we assuming that real estate appraisals are seen as being always positive for the public good and not seen as favourable for the real estate industry or the corporation that has experts available on their rolodex?
6. When the International Trade Centre can make up to \$16-17,000 per day or \$5.84-6.205 million dollars a year, is it appropriate and proportionate for the lease to only pay 550,000 per year or \$1,506 dollars a day? They get to zero out the lease and naming rights payments for the Brandt Centre. They get to gain money from the future naming rights for all of REAL. They get payments for their parking lots in perpetuity. That to me seems to be a proposal to print money for Brandt.
7. Are there any restrictions put on Brandt to not build a baseball stadium on the now empty parking lot? Are we able to put a covenant on the parking lot such that it cannot be substantively removed through building other buildings?
8. What will limit the option of Brandt simply demolishing the Brandt Centre and then going cap in hand to the city to have taxpayers build them another hockey rink facility? They have already stated and restated that they want to demolish a city block downtown to further diminish the flexibility and capacity of the downtown to do any more activities or provide other buildings and services for the residents of this city.
9. Why is it a required need to further subsidized for the coming 3 years? This corporation, like others (Costco or Weston Foods) who have an annual net income of 4.5 billion dollars in revenue cannot put a few million dollars to get this going? If they are such a good community partner, why are we paying them? They should be willing to make that commitment.

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Capital Ultimately Means Control

10. Is there any commitment to not increase fees to the public and non-profit organisations even for five years? There appeared to be a lot of vague thoughtfulness given by the proponent when responding to questions.
11. We continue to get this myth that somehow providing financial support for the provision of public services and programs is considered a subsidy or a wasted payment for the city and its taxpayers. We don't consider the provision of the fire or police services as being a subsidy or wasted funds. We don't think the provisions for the various recreation facilities as wasting money so why do we think that the act of generating revenue to cover their costs or other expenses as not being part of what this city does and can do for its citizens? Not everything done for the public good needs to be profit driven. The REAL District is not a failing business that supposed to make profits for its shareholders but more appropriately a public non-profit corporation meant to provide services to the public that are for the public good as its first and perhaps its only priority.
12. A few times the word fairness has come up in the discussions. If every other commercial business is being asked to provide property taxes, where is the fairness of this proposal? If resources like asphalt is siphoned off from the supply to the city as a whole, what happens if we cannot repave necessary roads in this city if there isn't enough to go around and also cover off the repaving of the REAL District? The city needs to repair and replace some of their public facilities, where are the people going to be coming from if all of the resources are being used at the Brandt parcel of land? So, do we further defer the maintenance of our public facilities so that Brandt gets to do theirs? If the access point to the district from Saskatchewan Drive becomes a problem, is Brandt going to cover the costs of dealing with the disruptions?
13. The singularity of the proposal for this to be simply a sale and nothing more does not give the city or the taxpayers any ability to innovate when it comes to fulfilling the demands of Brandt. There was very little wiggle room from the city to suggest keeping the property and sell the buildings, something similar that many farmers do when they lease out their farmland or to building owners that allow for leasehold improvements. Brandt clearly does not want to be in the landlord/leaser arrangement.
14. Prior to this proposal, there has never been any capacity or willingness of the REAL Board of Directors to even have a discussion about what should be the role of the property be in the city. It is clearly not sustainable to depend on unsustainable industries such as tourism who will always have their ups and downs for years perhaps decades. I would suggest they will never be truly sustainable and will constantly be in need of subsidies by taxpayers given the current state of affairs around the world.
15. There has not been since 2017 any investigation on why the infrastructure deficit at REAL was allowed to go so badly that we are in the position of needing to put tens of millions of dollars into necessary repairs or replacement of other civic buildings or infrastructure. Who is to blame, the past CEO or the Board of Directors of REAL who have had city council at the table.

Respectfully submitted,
Jim Elliott

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DE26-45

I wish to speak in favour of the CR26-44 REAL–Brandt proposal being presented to City Council on May 6.

Submitted by:
Michael Fougere, Regina, SK



April 27, 2026

Re: Support for EX REAL-Brandt Proposal

Dear Mayor and City Councillors,

As the League with primary tenancy in the Brandt Centre, I am writing to express support for the proposed transaction involving Brandt, the City of Regina, and REAL, as outlined in the report before the Executive Committee.

The anchor tenant of the Brandt Centre, the Regina Pats Hockey Club, is the world's most storied Junior hockey franchise, having operated since 1917, winning two WHL Championships and four Memorial Cup titles. This organization has boasted star players over its history – players that have spent their formative years in Regina before going on to NHL success, including the likes of Connor Bedard, Jordan Eberle, Mike Sillinger, Doug Wickenheiser, Clark Gillies, and many more. These individuals forever identify as proud members of the Pats and the community of Regina as a whole. Now, the Pats are positioned to play a critical role in the development of another homegrown talent – Regina's own Maddox Schultz – on a trajectory for stardom of his own.

As Commissioner of the Western Hockey League, I have built familiarity with the 23 venues that host events across our region, galvanizing communities, delivering entertainment and recreation for families, and so much more. These facilities are vital within thriving municipalities, as they provide a gathering place for the community and generate legitimate economic impact by welcoming world-class events and generating tourism opportunities.

Facilities like the Brandt Centre and the REAL District serve as an important hub for community pride within the city of Regina. Every year, hundreds of thousands of citizens attend Pats games at the Brandt Centre, with hundreds of other events welcoming thousands more – both from Regina and surrounding area, and beyond.

Not unlike other communities in the West, the unfortunate reality is that the Brandt Centre and REAL District are aging and in need of modernization, which has an increasing impact on Regina's ability to welcome world-class events.

The business of junior hockey is also changing. As the game evolves, more is expected of the parties responsible for developing young athletes like Maddox Schultz and our costs to operate these organizations – between travel, coaching, player services, and otherwise – will only increase. At the same time, our fans are seeking a safe environment with vibrant, family-friendly

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programming, easy access, and memorable experiences. *Adequate* facilities are no longer acceptable – whether for the fan or for the blossoming young star, who has their eyes set on the National Hockey League. Excellence is what people have come to expect when patronizing their local events centre – be that as a fan or community user. That reality places a great burden on the owners and operators of facilities like REAL District and the Brandt Centre. In this case, that burden currently sits at the feet of Regina’s taxpayers.

Today, districts of this reach require an incredible amount of ambition – a desire to be best-in-class. Included in that requirement is not only a great deal of capital, but a clear vision, passion, and a willingness to assume risk with the intention of doing so for the betterment of the community. Brandt’s proposal not only delivers on ambition, vision, passion and capital, it shifts risk away from the community while ensuring the community keeps infrastructure and access that is so central to its fabric.

As Commissioner, I can state unequivocally that Brandt is deeply committed to Regina. Owned and operated by Brandt, the Regina Pats are a marquee franchise on the WHL map. This Club serves as a beacon for what Regina is all about. Given the opportunity to invest in and operate the Brandt Centre and REAL District, I am certain Brandt will continue to put the community first and do what is best for Regina, because I see that every day in how the Pats operate within the Western Hockey League.

Please accept this letter as the WHL’s endorsement of the proposed transaction. I acknowledge Council must weigh many considerations when reviewing this proposal and I will make myself available to the maximum extent possible to take any questions or attend any meetings to help see this through.

Thank you for your time and consideration.

Sincerely,

A handwritten signature in black ink, appearing to read 'D. Near', with a stylized flourish extending to the right.

Dan Near
Commissioner, Western Hockey League

May 4, 2026

Mayor Bachynski and City Council
City of Regina
2476 Victoria Avenue, PO Box 1790
Queen Elizabeth II Court
Regina, SK, S4P 3C8

Re: CR26-44 REAL – Brandt Proposal

Dear Mayor Bachynski and Members of City Council,

On behalf of the Regina Downtown Business Improvement District (RDBID), thank you for the opportunity to provide comments on the City of Regina's public notice report, CR26-44 - REAL – Brandt Proposal.

As an organization representing the interests of over 600 business members in Regina's downtown, our role is to support our members through a range of business and community services to grow and improve the downtown, including advocating for the needs and interests of our membership. While our organization's primary focus is on improving the Downtown business environment, we also need to consider and assess initiatives taking place outside of downtown that have an impact on our district.

RDBID supports private sector investment within our city. Economic and tourism growth opportunities created by private investment are critical to boosting Regina's competitiveness.

RDBID recognizes that the scale of investment and improvements required with the REAL District are significant and, as outlined in the City's report, extend beyond the current financial capacity of the City and REAL to sustainably address right now. In this context, the proposal introduces a potential path forward that leverages private sector investment to address the financial and operational challenges the REAL District currently faces.

The Brandt proposal is an unprecedented private investment opportunity that has the potential to revitalize aging infrastructure, increase accessibility for residents and visitors, attract a greater number of events, and generate positive economic impact, tourism and visitation within Regina, while reducing City of Regina's financial investment in future property upgrades within the REAL District grounds. As such, RDBID is supportive of the proposal, in principle, with the understanding that additional details are still to be determined.

The REAL District is an adjacent neighbor of the downtown, as both areas are located within Regina's City Centre. City Centre serves as Regina's core, connecting downtown with nearby neighbourhoods and major civic, cultural, and recreational destinations. A revitalized and active REAL District has opportunity to generate visitation and economic activity to surrounding areas, including downtown. Increased event

driven traffic will positively impact downtown businesses, restaurants and hotels as well as improve perceptions of downtown.

While many details of the proposal remain subject to further negotiation, RDBID is supportive of the proposed private investment and encourages the City of Regina to undertake the due diligence necessary to ensure that public interests are recognized and protected. We will also support any future Brandt - REAL District initiatives that improve connectivity within the city centre and leverage the many investments our community has made in Downtown Regina.

RDBID looks forward to working collaboratively with Brandt, the City of Regina, REAL, and our fellow community partners to help ensure that future improvements will create meaningful opportunities for local businesses and contribute to a more vibrant and connected city.

Sincerely,



Judith Veresuk
Executive Director

Cc: Regina Downtown Board of Directors

Dear Council;

I support Zachidniak's plan to table this as there isn't enough time to evaluate it all in a week. There are costs to the city all over this. It seems to be at least a 66M+ loss, not a sale. Likely more than the 79M deferred once tax exemptions and the true property value is considered. That's not philanthropy. It's giving this away forever & also includes 50 and 99 year commitments. Must also consider the effect of the loss of control, and this land the city had for 147 years. Delay could be shortened to 2 weeks, but there should be a delay before a vote on this. Even if approved, Council should know beforehand exactly what they are doing here to our city. Have all your questions been answered?

The City of Regina over time pays Brandt likely 40M+ more in this deal, 9M for 2 years of scheduled events, 2.5M for paving, 28M over 50 yrs for access to parking, up to 6,5M for severance and other costs, plus the cost to hold events there now. Based on the 2026-2029 plan etc, it seems there were no plans to spend on REAL infrastructure in the next 5 years, definitely not 14M a year. So why claim we save money over 5 years and lose 300k a week? The city would have covered REAL, estimate is 18M. So a loss of 22M+.

That parking lot is given away in this deal for \$0, but it's likely worth 10.5M per the Exec meeting. How does giving Brandt a parking lot for \$0 then paying 30M over 50 years back to Brandt for free access and maintenance make sense? Plus it demonstrates that land has value and these building would never be worth less than \$0. So price is at least 22M too low, another 22M+ loss.

In this deal, Brandt would pay the fire sale price of 6.5M for this property. Brandt must spend 15M, but doesn't seem it has to be from the 79M deferred infrastructure list. Brandt pays virtually no taxes in this deal, even on their restaurant while the McDonald's restaurant there does. Even though the terms of the exemption say they should for the restaurant. So if they built a hotel or anything else there, I have zero faith that the city will collect taxes on it from Brandt either. Plus this ends the reported \$22M+ in revenue to the city from their leases. Another likely 22M+ loss.

Semple was clear that this is take it or leave it, the decision has been made. That decision was made without Council, who found out the details when residents did. That's undemocratic and wrong. We elected Council to represent us, so they should've been able to do that, and not be expected to just rubber stamp something without being fully informed first. Council needs to pass a motion to prevent such exclusions in the

future,

Based on the information I have presently, this is a bad deal and Council should vote against it. It is not like winning the lottery as Semple suggested. It is like playing the lottery with a huge loss over time and never getting out of it what you hoped.

Sincerely
Kelly Miller, Regina, SK

B U S I N E S S C A S E

Don't Sell REAL — Regina's 100-Acre Opportunity

Presented to Regina City Council — May 6, 2026

Presenter: Former Financial Analyst, Regina Exhibition Association Limited (2+ Years)

SECTION 1

Who I Am & Why This Matters

I spent over two years as a Financial Analyst at the Regina Exhibition Association Limited (REAL). I reviewed the books, walked the facilities, and attended the leadership discussions. My conclusion is clear: REAL's financial shortfall was never caused by its buildings or its events. It was caused by three compounding leadership failures that are entirely fixable.

The Three Root Causes — From the Inside

1. Lack of leadership vision: REAL operated reactively with no commercial ambition. 2. No product diversification: Facilities served a narrow audience while Regina diversified. 3. Underutilized facilities: The ITC, Avana Centre, and Queensbury sat dark for weeks at a time.

SECTION 2

Who Regina Is Becoming

The REAL District was designed for Regina as it was in 1978. The city has changed fundamentally. Any business case for REAL must start with who the customer actually is in 2026.

- **Population (2024):** 282,032 — a 3.91% rise from 2023, driven by international migration
- **Visible minorities:** 25.7% of residents — South Asian, Filipino, and Black communities are the largest groups
- **Indigenous population:** 10.4% of city residents
- **Median age:** 37.7 years — younger than most Canadian cities
- **Projected growth:** 300,000 by 2040; 370,000 by 2051 per the Official Community Plan
- **Cricket players:** 900 registered adult players in Regina alone; 30+ clubs and 40+ teams provincially — all immigrants

The opportunity: REAL sits on 100 acres of publicly owned land in the heart of a diversifying city. The audience already exists. The demand is real. What is missing is a leader who will meet it.

Multicultural Concerts & Cultural Events

The Punjabi & Bollywood Concert Market

Punjabi music is the fastest-growing live entertainment genre in Canada right now. Artists like Diljit Dosanjh are selling out BC Place in Vancouver and two nights at Scotiabank Arena in Toronto. Live Nation Canada says demand rivals Kendrick Lamar and Drake — with tickets for Canadian dates selling for up to \$1,800. Regina has a significant and growing South Asian community, and zero Punjabi or Bollywood concerts on its annual events calendar.

- **Brandt Centre capacity:** 6,000 seats — ideal for mid-tier touring South Asian artists
- **Estimated revenue:** \$750K–\$1.5M per year from 6 concerts × 5,000 avg attendance × \$25 net venue fee
- **Cultural galas & festivals:** \$360K–\$720K from 12 events per year at the ITC and Queensbury

SECTION 4

Maximizing the ITC — Indoor Sports & Events

The Bunge International Trade Centre is 150,000 square feet of modern, column-free event space. It cost \$37 million to build, funded by federal and provincial governments, the City of Regina, the hotel industry, and Canadian Western Agribition. Outside of anchor ag shows, it sits dark. That is a sales and programming failure — not a building problem.

Indoor Cricket — Regina's Biggest Missed Opportunity

Cricket is the second most popular sport in the world. The Regina Cricket Association reports 900 adult registered players — all immigrants from South Asia, the Caribbean, and Africa — plus 24 clubs and 30+ teams across Saskatchewan. Yet Regina has no dedicated indoor winter facility. Players are forced outdoors only in summer. The ITC's column-free hall is purpose-built for cricket nets.

Indoor Cricket & Tennis Leagues — A Full Revenue Model

Running structured indoor leagues and tournaments — not just casual court rentals — is the single most powerful revenue multiplier available to REAL. Leagues create recurring weekly bookings, guaranteed facility revenue, concession income, and a community of committed players who bring family and friends. This section models the full revenue stack from leagues and tournaments at the ITC (cricket) and Avana Centre (tennis).

Indoor Cricket League — Detailed Revenue Model

Comparable Canadian indoor cricket leagues — such as the Lakeshore Cricket League in Ontario (Canada's largest winter cricket league) — charge \$350–\$420 per player per season for 10–16 league games plus playoffs. A team of 12 players paying \$385 per player generates \$4,620 per team per season in registration alone.

The ITC can host a Prairie Indoor Cricket League as the anchor winter sports event — drawing teams from Regina, Saskatoon, Moose Jaw, Prince Albert, and Davidson, all of which have active Saskatchewan Cricket Association clubs.

Regina Cricket Community — Key Facts

900 registered adult players in Regina (all immigrants per the RCA VP) 30+ clubs and 40+ teams across Saskatchewan 24 clubs in Regina alone — currently playing outdoors only in summer Saskatchewan Cricket Association spans Regina, Saskatoon, Weyburn, Davidson & Prince Albert Canada qualified for the ICC T20 World Cup in both 2024 and 2026 — national momentum is growing

Cricket League Revenue Components

Revenue stream	Conservative	Moderate	Optimistic
Team registrations (10–20 teams × \$4,500/team)	\$45,000	\$67,500	\$90,000
Player individual fees (\$35/player SCA reg × 120–240 players)	\$4,200	\$6,300	\$8,400
Net rental income (6 nets × \$100/hr × 180 days × 40–70% util)	\$151,200	\$226,800	\$302,400

Revenue stream	Conservative	Moderate	Optimistic
Provincial tournament hosting (2–4 events × 16 teams × \$2,000/team)	\$64,000	\$96,000	\$128,000
Gate / spectator admission (\$5/person × 50–150 spectators/game × 80 games)	\$20,000	\$48,000	\$60,000
Concessions & F&B (\$7–\$10 per capita × spectators + players)	\$25,200	\$50,400	\$75,600
Coaching clinics & academies (junior + adult programs)	\$18,000	\$30,000	\$45,000
Sponsorship (title sponsor for league + pavilion naming)	\$20,000	\$40,000	\$60,000
TOTAL ANNUAL CRICKET REVENUE	\$347,600	\$565,000	\$769,400

The moderate scenario (\$565K/year) is achievable by Year 2 with 15 teams, 6 nets running at 55% utilization, and 2 provincial tournaments. This is conservative — comparable Ontario winter leagues run 30+ teams in cities with similar immigrant population density to Regina.

Indoor Tennis League — Detailed Revenue Model

Regina has no dedicated indoor winter tennis facility. This is a gap that directly suppresses participation from October to April every year. Eglinton Flats Winter Tennis Club in Toronto operates 6 indoor courts from October to April and is consistently sold out — their junior memberships are fully subscribed every year. Regina's market is smaller but the unmet demand is proportionally just as significant.

A structured winter tennis program at the Avana Centre — 2 courts initially, expanding to 4 by Year 3 — would serve adult recreational players, junior academies, house leagues, and round robins. Canadian indoor tennis court rental rates run \$25–\$50/hr; lessons generate \$60–\$90/hr per court.

Revenue stream	Conservative	Moderate	Optimistic
Court rental (2–4 courts × \$35/hr × 14hrs/day × 350 days × 40–65% util)	\$137,200	\$197,400	\$279,500

Revenue stream	Conservative	Moderate	Optimistic
Adult memberships (\$400–\$600/yr × 60–120 members)	\$24,000	\$48,000	\$72,000
Private lessons (\$70/hr × 3 courts × 4 hrs/day × 48 weeks)	\$80,640	\$120,960	\$161,280
Junior academy program (\$150/mo × 40–80 juniors × 7 months)	\$42,000	\$63,000	\$84,000
House league registration (\$120/player × 40–80 players × 2 sessions)	\$9,600	\$19,200	\$38,400
Tournaments & round robins (4–8 events × \$30 entry × 32 players)	\$3,840	\$7,680	\$15,360
Equipment rental & pro shop (balls, rackets, strings)	\$8,000	\$15,000	\$25,000
Concessions & F&B (\$5 per capita × daily players)	\$12,000	\$22,000	\$35,000
TOTAL ANNUAL TENNIS REVENUE	\$317,280	\$493,240	\$710,540

Key insight: The junior academy program is the highest-margin recurring stream. Parents pay monthly, attendance is consistent, and junior players bring family spectators who spend on concessions. Eglinton Flats in Toronto sold out junior memberships every year for 25+ seasons.

Combined League Revenue — Year-by-Year Ramp

The following table models the ramp-up across 5 years as utilization grows, word spreads within the immigrant community, and REAL builds its reputation as the home of multicultural sport in Saskatchewan.

Metric	Year 1	Year 2	Year 3	Year 4	Year 5	Driver
Cricket teams in league	8	14	20	24	28	Provincial recruitment
Cricket net utilization	40%	55%	68%	74%	76%	Word of mouth, RCA partnership

Metric	Year 1	Year 2	Year 3	Year 4	Year 5	Driver
Tennis courts operating	2	2	4	4	4	Expand in Year 3
Tennis court utilization	40%	55%	62%	68%	70%	Junior academy growth
Tournaments hosted	2	4	6	8	10	Sask + interprovincial
Cricket league revenue	\$220K	\$370K	\$520K	\$640K	\$740K	Teams + net rental + events
Tennis league revenue	\$180K	\$310K	\$460K	\$560K	\$660K	Courts + lessons + academy
Concessions & F&B	\$30K	\$62K	\$105K	\$135K	\$165K	\$7–10/capita on event days
League sponsorship	\$15K	\$35K	\$60K	\$80K	\$100K	Title + kit + digital
Combined league gross	\$445K	\$777K	\$1.14M	\$1.42M	\$1.66M	Cricket + Tennis + F&B + Sponsors
Operating costs (35%)	\$156K	\$272K	\$399K	\$497K	\$581K	Staff, utilities, maintenance
NET league revenue	\$289K	\$505K	\$741K	\$923K	\$1.08M	After operating costs

By Year 3, the cricket and tennis league programs alone generate over \$740K in NET annual revenue — more than enough to cover the full setup cost of \$650K for all sports programs combined. By Year 5, net league revenue exceeds \$1M per year from just these two sports.

Concession Revenue — The Hidden Multiplier

Every league game and tournament brings players, coaches, families, and spectators who spend money on food and drink. Industry data shows minor league sports venues generate \$10–\$15 per capita in concession spend. At a more conservative \$7 per capita for community cricket and tennis events, the numbers add up quickly.

- **Cricket match day:** 120 players + 60 spectators = 180 people × \$7 = \$1,260 per game day
- **Games per season:** 80+ game days in a full winter league season

- **Cricket F&B estimate:** \$100,800 per season from cricket match days alone
- **Tennis F&B:** Ongoing daily — \$5/capita × 60 daily visitors × 350 days = \$105,000/year by Year 3
- **Tournaments:** Tournament days are peak F&B events — 200–400 people × \$10 = \$2,000–\$4,000 per tournament day

Cricket community food preferences create a unique opportunity. South Asian, Caribbean, and African cricket fans are underserved by standard sports concession menus. A culturally tailored food offering — samosas, jerk chicken, biryani, roti — at REAL events would dramatically increase per-capita spend and create a destination experience that draws attendees beyond just the sport itself.

Setup Costs & Payback Period

The following table shows the one-time investment required to launch the league programs, alongside the projected payback timeline based on the moderate revenue scenario.

Investment item	Units	Unit cost	Total
Cricket nets (ITC)	6 nets	\$15,000	\$90,000
Cricket pitch matting & equipment	6 lanes	\$8,000	\$48,000
Indoor tennis court surface (Avana)	2 courts	\$40,000	\$80,000
Tennis nets, equipment & lighting upgrade	2 courts	\$12,000	\$24,000
Padel courts (Avana Centre)	4 courts	\$80,000	\$320,000
Scoreboard / digital signage (ITC)	1 system	\$25,000	\$25,000
Booking software & league management platform	1 system	\$15,000	\$15,000
Marketing launch (Year 1 community outreach)	Campaign	\$30,000	\$30,000
Staff hires: League Coordinator + Sales Director	2 FTEs	\$60,000 each	\$120,000/yr
TOTAL ONE-TIME SETUP COST			\$632,000

Year	Gross revenue	Operating costs	Net revenue	Cumulative net
Year 1 (ramp-up)	\$445,000	-\$156,000	\$289,000	\$289,000
Year 2 (growth)	\$777,000	-\$272,000	\$505,000	\$794,000
Year 3 (steady state)	\$1,145,000	-\$399,000	\$746,000	\$1,540,000
Year 4 (expanded)	\$1,415,000	-\$495,000	\$920,000	\$2,460,000
Year 5 (mature)	\$1,665,000	-\$582,000	\$1,083,000	\$3,543,000
BREAKEVEN ON SETUP (\$632K)	Mid Year 2			18–22 months after launch

The \$632K setup investment pays itself back fully by mid-Year 2. By Year 5, cumulative net revenue from cricket and tennis leagues alone exceeds \$3.5M — a 5.6x return on the original investment, from facilities REAL already owns.

Avana Centre — Multicultural Sports Hub

The Avana Centre has courts for basketball, volleyball, badminton, tennis, futsal, pickleball, and a skate park. It suffers from low foot traffic because REAL invested without market research. The solution is targeted programming for the communities who already want these facilities — South Asian, Filipino, and East Asian communities for whom badminton, futsal, and cricket are cultural touchstones.

What market research before investment would have found

Badminton is embedded in Filipino and East Asian culture
Futsal and indoor soccer are central to South Asian and Latin American communities
Padel is exploding in communities with roots in Spain, Latin America, and South Asia
None of these communities were consulted or targeted when Avana was built

Padel Courts — The Fastest-Growing Sport in the World

- **Court rental rates:** \$40–\$100/hr per court in Canada (2025 market rates)
- **Setup cost:** \$45,000–\$80,000 per indoor court
- **Retention rate:** 92% of first-time padel players return — industry leading
- **Revenue benchmark:** A 4-court indoor club at 50% utilization generates \$700K+ annually from court fees alone
- **Payback period:** 2–3 years at realistic utilization

SECTION 7

Full Revenue Model — All Programs Combined

The following table consolidates all revenue streams across sports, leagues, concerts, and ITC programming into a single 5-year view. This is the full picture of what REAL could generate with reformed leadership and targeted investment.

Revenue stream	Year 1	Year 2	Year 3	Year 4	Year 5
Cricket league (nets + league + tournaments)	\$220K	\$370K	\$520K	\$640K	\$740K
Tennis league (courts + lessons + academy)	\$180K	\$310K	\$460K	\$560K	\$660K
Padel courts (Avana Centre, 4 courts)	\$280K	\$480K	\$650K	\$720K	\$760K
Concerts & cultural events (Brandt + ITC)	\$420K	\$680K	\$960K	\$1.1M	\$1.2M
ITC convention & corporate sales	\$200K	\$500K	\$900K	\$1.3M	\$1.6M
ITC consumer shows (6 off-season shows)	\$350K	\$600K	\$750K	\$850K	\$950K
Concessions & F&B (all programs)	\$75K	\$160K	\$280K	\$360K	\$440K
Sponsorship & naming rights (campus-wide)	\$150K	\$350K	\$700K	\$1.0M	\$1.4M
TOTAL GROSS REVENUE	\$1.875M	\$3.45M	\$5.22M	\$6.53M	\$7.75M
Operating costs (35%)	-\$656K	-\$1.21M	-\$1.83M	-\$2.29M	-\$2.71M
NET REVENUE	\$1.22M	\$2.24M	\$3.39M	\$4.24M	\$5.04M
City subsidy currently paid	\$6M/yr	\$6M/yr	\$6M/yr	\$6M/yr	\$6M/yr

By Year 4, gross revenue from all programs reaches \$6.53M — matching the city's current annual subsidy to REAL. By Year 5, net revenue after operating costs exceeds \$5M, representing a dramatic reduction in the city's subsidy requirement. Setup investment (\$632K) is recovered by mid-Year 2. This is achievable — from buildings REAL already owns — without selling a single asset.

What REAL Needs: Leadership That Thinks Outside the Box

Every revenue opportunity in this document exists today. The venues are built. The community is here. The demand is real. What is absent is a CEO with the commercial mindset and cultural expertise to act on it.

- **Cultural curiosity:** Attend Mosaic, Taste of the Philippines, and Eid gatherings — as a potential host, not a tourist
- **Market research discipline:** Commission audience research before any investment. The Avana Centre's problems were built in the planning phase
- **Commercial ambition:** Every dark weekend at the ITC is money on the floor. Treat REAL like a revenue-generating enterprise
- **Community partnership skills:** Deep relationships with the Regina Multicultural Council, Filipino Association of Saskatchewan, Regina Cricket Association, South Asian business groups, and Indigenous organizations
- **Downtown thinking:** Program REAL so every event feeds the hotels, restaurants, and retail of the whole city core

Five Asks to Council on May 6, 2026

01	Vote no on the Brandt sale. Direct administration to develop a 3-year commercial reform plan with specific revenue targets and quarterly accountability.
02	Mandate multicultural programming. Direct REAL's new CEO to partner with the Regina Multicultural Council and book 6+ cultural events in Year 1 as a revenue pilot.
03	Launch indoor cricket and tennis leagues at the ITC and Avana Centre. Invest \$632K in facility setup — the payback is 18–22 months and net returns exceed \$1M per year by Year 3.
04	Hire a League Coordinator and Convention Sales Director. Two hires with private-sector backgrounds and measurable revenue targets. Review in 12 months.
05	Set a post-Grey Cup review date. If these reforms do not hit targets by end of 2027, revisit the sale question with full financial data. Do not make a permanent decision on a temporary problem.

Regina built this over a century. The city has been subsidizing REAL's losses — now it is time to invest in REAL's future. A \$632K investment that pays back in 18 months and generates \$5M+ net annually by Year 5 is not a risk. Selling the assets and walking away is the risk.

*Former Financial Analyst — Regina Exhibition Association Limited
Presented to Regina City Council — May 6, 2026*

May 4, 2026

Re: Support for EX REAL-Brandt Proposal

Your Worship Mayor Bachynski and Honourable City Councillors,

Please consider this letter an expression of my full and unequivocal support for the proposed transaction involving Brandt, the City of Regina, and REAL, as outlined in the report before Executive Committee.

It is with great pride that I reflect on the city which I call home and have been privileged to represent abroad, as a soldier and an athlete. Like many citizens of Regina, I am aware of the need for reinvestment at the REAL District, however no practical path forward has emerged that avoids placing additional strain on taxpayers. The Brandt proposal represents a key opportunity where a local private business has stepped forward, willing to invest significant private capital and take on long-term risk so these community assets can be renewed and sustained for the future of Regina.

The Brandt proposal offers a responsible, forward-looking solution to the challenges facing the REAL District. Many of the facilities on the site are more than 40 years old and require significant investment. City Administration has stated there are no current capital plans to address this infrastructure deficit, and maintaining the status quo would continue to place a substantial financial burden on Regina taxpayers.

With this proposal from Brandt, risk shifts away from taxpayers and onto the private sector. Brandt is committing to significant investment, while assuming ongoing maintenance, capital, and financial risk. If venues or events underperform, the taxpayer is no longer responsible for covering deficits. This represents public benefit without public risk.

As a clear priority, the proposal further ensures that community access remains and also that the REAL District will continue to host recreational, community, cultural, sporting, entertainment, convention, and agri-business events. Private ownership does not eliminate community use, rather it strengthens accountability, improves stewardship, and enables more events and better experiences for Regina residents.

Brandt's long-term commitment to Regina warrants confidence in this proposal. Through investments in our local sports teams like the Regina Pats and Regina Red Sox, Queen City Distillers, sponsorship of facility improvements for REAL and community initiatives, Brandt has demonstrated that its investments are rooted in Regina and focused on enhancing quality of life, economic vibrancy, and civic pride. The Brandt hosting of the

100th Anniversary Celebration of the Canadian Hockey League Memorial Cup, the NHL / WHL All Star Homecoming Weekend and the support given to the Royal Regina Rifles Operation CALVADOS, come to mind. Each put the City of Regina on the world stage.

I recognize that Council must weigh many considerations when reviewing this proposal. From the standpoint of countless Regina residents I represent, and who have benefitted from the Brandt Group of Companies dedication to Regina sports and the local military units, this proposal represents a pragmatic, community-focused solution that addresses infrastructure challenges, reduces the burden on the taxpayer and positions Regina to compete more effectively as a world class event and entertainment destination.

Thank you for your time and your consideration of this correspondence. I remain available to provide any further support and background that may be of relevance to your favourable decision.

Sincerely,

Lieutenant Colonel (Retired) Edward E. Staniowski OMM, CD

Former Commanding Officer and Board Member the Royal Regina Rifles
Ambassador Regina Pats Alumni

DE26-51

Good afternoon council my name is Meet Patel. I am a resident of Regina. I have grown up in this city. I am also an aircraft maintenance engineer, and I believe that Brand should not get to invest in our community and make money off our residence when the owner himself doesn't live in the province and also has a private jet that is also not stored in the province despite the province trying to bolster it's Aviation economy he stores his plane at the Calgary airport. Well, our airport is on the brink of being turned into a regional airport

Submitted by:

Meet Patel, Regina, SK

I want to start by expressing my gratitude to Council for the probing and thought-provoking questions at Exec. Despite Councillor Burton having the temerity to compare ME to Donald Trump - when there was literally a billionaire who is in the process of building a gilded ballroom on public land 20 feet behind me, no less - I left the podium feeling heard, and grateful for it.

I am particularly grateful to Councillor Turnbull and the Administration for attempting to answer as many of the questions I had previously provided as possible. Even more significantly, I want to thank now-former CFO Daren Anderson. I was positively startled to receive a phone call from him on Friday. Mr. Anderson spent nearly an hour on the phone with me. It may have been his last act of his employment at City Hall, in fact. This in-depth explanation of the finer points of the deal and the justification for accepting it was delivered with a great deal of candor. He absolutely did not have to do this on his last day - but it made it clear to me how strongly he believes this is our only tangible shot at keeping something like REAL alive in our city.

That is an extraordinary bummer.

This preponderance of information makes it clear this deal is the best way forward for Council and the City at this moment. Indeed, between that conversation and the presentation at Exec, the tenor is very much it's this or potentially nothing.

So if I'm taking Mr. Anderson at his word I suppose I owe the same courtesy to Mr. Semple as well. So I've been reflecting this weekend on what he had to say at Exec.

When Councillor Froh seemed to suggest some Reginans might be critical of his proposal, Mr. Semple insisted there's only one way to see it: "You're winning the lottery here." Later in his presentation, he declared this deal wasn't JUST a lottery windfall; now it was "philanthropy."

So what inspired his act of generosity? In his own words: "This is out of desperation I would say. I'm tired of being the tenant in the building that fans don't like, or tickets they don't like, because I don't get food and beverage, I don't get sponsorships, I don't get naming rights, I don't get all the things that every other team in the league gets."

He told you his entire motivation is that he doesn't currently make enough money to be happy, he presented to you a deal that he insists you cannot even entertain the idea of asking him to change, and then he called it charity. He said that! To your faces! And many of you thanked him for it.

Since his motivation is a lack of sufficient revenue, let's remember his words as he walked through the financial part of the deal that he calls "the largest private investment in public infrastructure" in the city's history. Mr. Semple brushed aside notions of concern about cost, stating unequivocally that, "Financial capacity is not a problem." In response to another question, he suggested the resources at his disposal were practically limitless: "I don't go into

this with any false expectations, it's going to be tough, we're going to have to throw everything Brandt has at it to really make a go of it. But that's why we created our sports and entertainment divisions, we have a lot of levers at Brandt we can entertain."

Except later, under questioning about future Councils potentially charging him property taxes — in Councillor Flores' words, far, far into the future — the sports and entertainment business is suddenly on an island of its own, now a trembling house of cards that would come tumbling down immediately: "This business isn't going to be able to afford much. That's the reality of it, it's just not going to work. So we would definitely be out if you're going to take that approach on this type of business. If this was a different business, one of Brandt's other businesses, that would be another story, it would be an incentive. This business just can't afford it."

And Mr. Semple emphasized repeatedly he is a proud, lifelong resident of Regina. But when asked if he would try meeting with Regina residents to win their hearts and minds by sharing the story of his good deed, he said he didn't see the point, that a "meeting of the minds" couldn't possibly be achieved with regular folk.

Then there's Mr. Semple's legacy of charged outcomes when he gets involved in public spaces. I recall Brandt placing a lien on the Brandt Centre because of a financial dispute with REAL's predecessor. Or its attempt to exploit the CNIB's lifetime lease in Wascana Centre to build an enormous office building in the park. That saga ended with a 100 year old charity temporarily without a home and Mr Semple suing the government that was involved in that situation. Now he says he wants to do the entire city a favour; will we one day be on the receiving end of the same kind of philanthropy as CNIB?

So yes, if the real question before you is the undignified death of REAL, or the chance a hybridized public/private campus brings it to glorious new heights...I would probably say yes in your position. But there are plenty of people in the community who see risks outside the balance sheet as well.

Mr. Semple and Mr. Anderson both made it clear that this is a very hard business. So I would also ask you to start thinking beyond the deal to make sure we're ready for what might come next. If Mr. Semple comes back in five or ten years and says not even he could make this business work, we should not be caught off guard again. Please ensure at some point that Administration has a plan in place for how to handle these distressed assets should they come back to us again. As many of you made clear, no other wealthy benefactor has come forward to save you.

And while we're at it, maybe we could also start thinking more strategically about the rest of Council's work. It should be abundantly clear several times over by now that making random cuts on the floor of Council during budget meetings isn't going to address your revenue and debt load issues. Make this the canary in your coal mine - start having meaningful, tangible conversations about service delivery priorities before capitalism and neglect force your hand

again and we have no choice but to sell off the entire downtown.

Submitted by:
Patrick Book, Regina, SK

Respected Mayor and the Members of Regina City Council,

Key Arguments:

Fiscal Responsibility

The proposal is expected to reduce City costs by approximately \$79 million over five years. It also includes an immediate \$6.5 million payment to the City, providing near-term financial benefit.

Infrastructure Revitalization

The agreement includes a commitment of approximately \$113 million in private investment to upgrade and modernize facilities. This investment addresses an estimated \$73.5 million deferred maintenance backlog and reduces the City's direct responsibility for capital repairs.

Stability and Protection

The proposal includes provisions to support the continuation of major events, including Canadian Western Agribition and the Queen City Ex, subject to operational and commercial considerations.

It also includes the transition of nearly 700 employees, with requirements for the purchaser to honor existing collective agreements.

Conclusion

CR26-44 represents an opportunity to modernize Regina's event infrastructure while significantly reducing projected public costs. While continued oversight will be important, the proposal offers a financially responsible path forward that balances investment, risk, and community benefit.

Respectfully,

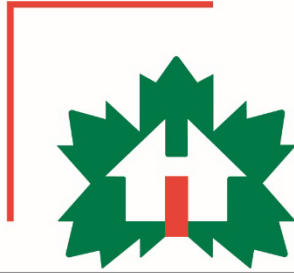
Paarth Arora, Regina, SK

DE26-54

I wish to speak to the proposal and answer any additional questions from the Mayor or Councillors at the at the May 6 City Council meeting regarding CR26-44 REAL-Brandt Proposal.

Submitted by:
Shaun Semple, Brandt, Regina, SK

Regina & Region
Home Builders'
Association



100-1801 MacKay Street
Regina, Saskatchewan, S4N 6E7

Ph: (306) 546-5221
s.niebergall@reginahomebuilders.com
www.reginahomebuilders.com

May 4, 2026

City Council
City of Regina
Queen Elizabeth II Court
Regina, SK, S4P 3C8

Subject: Support for the Brandt Proposal – A Once-in-a-Generation Opportunity for REAL District

Dear City Council,

On behalf of the Regina & Region Home Builders' Association (RRHBA), I am writing to express our support for the Brandt proposal to revitalize REAL District. We view this as a once-in-a-generation investment and an opportunity to reposition one of Regina's most important economic and community assets for long-term success.

Following my recent presentation to Executive Committee and having had the opportunity to better understand the Brandt proposal in greater detail, arguably for the first time in many years, we believe this initiative represents a meaningful shift in both direction and potential. While our original remarks were grounded in our long-standing experience as a user of the facility, this deeper understanding has reinforced our view that this proposal creates the conditions necessary for stability, confidence, and growth.

For 48 years, the RRHBA has produced and managed the Regina Spring Home Show, now the largest consumer show in the city and province, and one of the most significant trade shows hosted at REAL District. The event generates over \$10 million annually in direct economic impact, supporting local businesses, trades, tourism, and consumer activity across the region.

However, despite the consistency and scale of our event, our experience within the current structure has often been challenged by a lack of stability, predictability, and long-term planning. These challenges are not reflective of front-line staff, but rather stem from structural and governance-related issues that have made it difficult to fully realize the potential of both the event and the venue.

It is from this perspective that we see the Brandt proposal as a significant opportunity. While we do not have insight into how Brandt may ultimately manage the tradeshow and event side of the business, we believe the introduction of a new governance and operational model presents a clear path toward addressing long-standing issues.

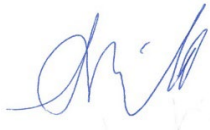
Importantly, with greater certainty and a more stable operating environment, we see a real opportunity to grow the Regina Spring Home Show, something that has been extremely constrained under the current structure. With the right conditions in place, the show has the potential to expand its footprint, increase participation, and further enhance its already significant economic impact for the city.

We also recognize the broader context of this decision. Over many years, successive Councils have grappled with the challenges associated with REAL District. The scale of investment required to fully modernize and reposition this asset is substantial. In that regard, this proposal represents a rare alignment of private-sector capacity, local commitment, and long-term vision.

To be clear, our support is based solely on our experience as a long-standing partner and user of REAL District. Brandt is not a member of our Association and has not requested our endorsement. Our perspective is grounded in what we have experienced and what we believe is now possible.

At its core, this decision is about choosing a path forward. From our vantage point, the Brandt proposal offers an opportunity to move toward greater stability, improved governance, and renewed growth for an asset that plays a vital role in Regina's economy and community life.

Thank you for your consideration.



Stu Niebergall
President & CEO



The Mosaic Company
2010 12th Ave, Suite 1700
Regina, SK S4P 0M3
Tel: (306) 523-2800
www.mosaicco.com

May 4, 2026

Mayor and Members of City Council
City of Regina
2476 Victoria Avenue
Regina, SK S4P 3C8

Re: Support for Brandt Proposal – REAL District Properties

Dear Mayor Bachynski and Members of City Council,

On behalf of The Mosaic Company, I am writing to express our support for Brandt's proposal concerning the future ownership and operation of select REAL District properties.

As the naming rights partner for Mosaic Stadium, Mosaic has made a long-term investment in Regina and in the REAL District as a premier destination for major sporting, cultural, and community events. That investment extends beyond the stadium itself. The success of Mosaic Stadium is closely tied to the vibrancy, functionality, and sustainability of the broader district that surrounds it.

From Mosaic's perspective, it is essential that the REAL District continues to be well-maintained, active year-round, and capable of delivering high-quality experiences for residents, visitors, and event organizers alike. A strong, vibrant district supports event attraction, improves safety and accessibility, enhances the guest experience, and ultimately protects the long-term value of existing public and private investments, including Mosaic Stadium.

We view Brandt's proposal as a pragmatic, Regina-based solution that helps ensure the broader district remains viable and energized into the future. The proposal provides a path for sustained private investment, ongoing operation focused on events and public use, and improved stewardship of aging assets, while maintaining community access and preserving the City's ownership of Mosaic Stadium and other core public facilities.

Mosaic appreciates the leadership role City Council is taking in evaluating options for the future of the REAL District. From our vantage point as a long-term partner and investor, Brandt's proposal represents a constructive opportunity to enhance district vibrancy, reduce long-term pressure on public resources, and support a sustainable future for Regina's premier event campus.

Thank you for considering our perspective.

Sincerely,

A handwritten signature in blue ink that reads "Bruce Bodine". The signature is fluid and cursive, with the first name "Bruce" and last name "Bodine" clearly legible.

Bruce Bodine
President and Chief Executive Officer
The Mosaic Company

I recognize these written submissions are no longer being read aloud, however this is not fair for residents who are not able to attend multi-hour council meetings due to work, family or other obligations. I am submitting with the hope this will nevertheless be added to the formal record.

I write to express significant concern over the possible sale of REAL properties to a private interest, especially after an unsolicited proposal for purchase and an artificially quick timeline for council and the public to review.

If this deal is so good now, it will still be good after a proper review by independent experts. Taxpayers haven't won the lottery- and we are on the hook for the wrong decision.

Submitted by:
Breanna Hayes, Regina, SK

May 1, 2026

Re: Support for REAL-Brandt Proposal

Dear Mayor and City Councillors,

On behalf of Bunge, I am writing to express my support for the proposed transaction involving Brandt, the City of Regina, and REAL.

Bunge has a long history of supporting REAL through our presenting sponsorship of Canada's Farm Show, our partnership in the Bunge International Trade Centre, and ongoing support of the Co-operators Centre and Mosaic Stadium. As a company that takes pride in the communities where we live and work, we recognize the importance of these facilities to the City of Regina and our fellow residents who actively participate in recreational, cultural, sporting, entertainment, and business events there year-round.

As a long-time supporter, we firmly believe that these facilities need to be well-maintained to support the needs of our community today and into the future. For many years, the need for reinvestment at the REAL District has been clear, but no clear path forward has emerged that avoids placing additional strain on taxpayers. This proposal represents an opportunity for a local business to step forward and invest significant capital so these assets can be renewed and sustained for the future, benefiting the community as a whole.

I recognize that Council must weigh many considerations in reviewing this proposal. From my standpoint, this proposal represents a community-focused solution that addresses infrastructure challenges, reduces the burden on taxpayers, and supports Regina's reputation as an event and entertainment destination.

Thank you for your timely consideration of this matter.

Sincerely,

A handwritten signature in blue ink, appearing to read "Kyle Jeworski".

Kyle Jeworski
Head of Bunge Canada

Transferring management of select REAL District properties to Brandt is a practical, forward thinking solution. It aligns private-sector efficiency with public interest, drives tourism and economic growth, and delivers meaningful financial relief for taxpayers.

With Brandt's leadership, Regina has the opportunity to modernize its infrastructure, strengthen its economy, and create a vibrant, sustainable future for its event and entertainment district. This will drive more concerts and venues for fans and people to enjoy bringing more revenue to Regina

Submitted by:
Kolton Parisian, Regina, SK

RE: CR26-44 REAL - Brandt Proposal

Your Worship, Councillors,

The Brandt proposal provides for the City to rid itself of ongoing expenses around the REAL area and facilities. It can certainly be argued that the City benefits from turning the property into a privately-owned development, but that is not the concern of this letter.

I don't know how this important proposal on the divestiture of REAL property and administration can be voted on at such short notice & consideration. How long has the City Administration considered the proposal before passing the details to Councillors for a decision within two weeks? What is the decision-making process at City Hall?

I have questions that cannot be answered without some hours of study that can't be accommodated in this limited response time. I doubt that Councillors can adequately study the proposal in this limited time either.

Why is there a rush for a decision on a 99-year project that essentially allows a multi-million dollar private family company, to dictate terms and pay them to appropriate the property? Why is a private developer allowed to assume public property without cost in the long term?

Can any Councillor provide a guarantee that Brandt Group will pay any taxes (including education taxes) on their private property for 99 years, retain in-scope employees, retain the Ex (Buffalo Days) or any public activities, retain & repair existing buildings, extend leases of existing clubs such as pickleball, at least pay a portion for any new traffic entrance from Saskatachewan Drive, and not force the City to repay basically what it cost to take over the area? What plans are there for hockey or baseball stadium development in this area?

If Council can answer any of these questions I would like to receive a direct response. I would not object if one is made publicly during deliberations later this week. Show me where my assumptions behind these questions are wrong and educate myself and the general public.

These questions also make me ask what kind of public representative and administration allows a business to take over public policy and finances to this significant degree?

No Councillor can accept these terms because they haven't done their due diligence. Councillors represent citizens who benefit from these facilities overall. A quick return and balancing of the City accounts for one year does not address the 99-year stewardship of a publicly owned area without a clear idea of the ramifications of the decision.

Either get a better deal or reject the current offer, as this is only one stage of an unfinished negotiation.

This is an opportunity for the City to divest itself from REAL, but not on these terms.

Respectively submitted,
Philip Jeffreys

Good Afternoon Mr. Mayor and Regina City Councillors

My name is Ian Cantello and I am the President of the Regina Civic Middle Management Association. I am joined here today by Dave Kelly, President of CUPE Local 7. Not here today but in support of our delegation is Tyler Hutchinson, President of CUPE Local 21. We represent the majority of City of Regina employees who have flexible workspace arrangements. We are speaking here today on behalf of our members in opposition to the motion to return all non-accommodated staff to the office. This motion runs contrary to City of Regina policy, ignores peer-reviewed research and demonstrates a misunderstanding of the economic moment we are in.

For the record, most of our members that work from home are on a hybrid schedule, meaning that they spend some days in the office, and some days at home.

Let's start by talking about policy and how this motion contradicts Council-adopted policies. I want to start with a concept called Travel Demand Management or TDM. TDM is a way to reduce traffic congestion and reduce the need to expand road networks by changing people's travel patterns.

I'll refer now to page 25 of the City of Regina's Transportation Master Plan (2017).

Policy 1.20 recommends the City adopt a lead-by-example policy to promote TDM strategies within the City of Regina municipal corporation. Policy 1.24 encourages the use of innovative technology to change travel behaviour, aligning to policy 5.23 of the Official Community Plan.

Working from home, and the ability to conduct meetings and collaborate online (using tools like Teams or Zoom), is a new application of technology. This is Travel Demand Management. Every single time someone decides to drive somewhere it makes the rest of the road network less efficient for everyone else. Demanding city workers return to the roads means more traffic, less parking and slower commutes for everyone in an area of the city which is already quite congested. It's also a safety concern during inclement weather.

Moving on to page 67 of the City of Regina's Energy & Sustainability Framework.

Big Move policy 6.2 directs the City to Employ Car-free zones, increased parking rates, car and bike-share programs and **work-from-home measures** to reduce demand for personal-use vehicles.

In summary, work-from-home alleviates the need for costly road expansion projects and supports our environmental goals. Work from home aligns with policy already approved and adopted by Regina City Council.

As for modern research and best practice, numerous studies show that work-from-home improves work-life balance, employee retention and, importantly, keeps the same productivity or improves it. Employee satisfaction is increasingly important as Millennials and Gen-Z bring new perspectives into the workplace. There's a bibliography attached if you're interested.

The satisfaction of those workers will be tested if you decide to bring employees back to City Hall full-time. City Hall itself is far past its prime, despite the ongoing and admirable efforts of our facilities team to plug holes in the dam. Or should I say plug holes in a leaky 5th floor window. It is far from a modern office environment, and I'm happy to provide additional details if you're interested.

It is also important to consider that employees were asked to invest in the equipment and space required for their home office. Given that work-from-home is advertised prominently as a benefit on job postings, can you blame employees for feeling deceived if work-from-home privileges were fully rescinded? I can provide more details on this as well.

Last of all, the economic factors. The rationale for this motion was shared widely on social media last month. The motion proposes examining whether removing work-from-home privileges – and it **is** a privilege – would cost the City more than \$250,000. It also cites the economic stimulus of the downtown as a reason for bringing people back to City Hall full time.

We can guarantee that it will cost you more than \$250,000. Our memberships have grown significantly, mostly under hybrid models. City Hall is bursting at the seams already. The only solution must be to rent space in the downtown and saddle the public with another expensive lease. What services will council decide to cut to pay for this?

If you will recall, during budget deliberations the former CFO pointed out that most union salaries have not kept up with inflation. The City's presentation cited most jobs falling behind inflation by 5% to 11% over the last 10 years. I can say that as of January 1st 2025 that number for our three unions was 8% or more.

To make this very clear, this motion asks our members to spend more money and time commuting to their jobs, at a time where gas is hitting record highs, not to mention the cost of parking. The motion suggests our members would ride the bus. The bus takes more time and transit fares just went up, too. All those additional costs, plus wages which have lagged behind inflation? And the proposed outcome here is the economic stimulus of the downtown by our members spending freely?

That just doesn't add up. We'll be brown paper bagging our lunches into work. You'll see workers parking their vehicles in surrounding neighbourhoods and leaving their desks to

move their vehicles every couple of hours to avoid tickets. Which again means less parking for everyone else who has no choice other than to drive to downtown. You'll also see more sick time use, as workers will no longer be able to work remotely to avoid spreading an illness that otherwise wouldn't prevent them from working.

Put simply, this proposal is trying to cram the toothpaste back in the tube. We aren't living in the 90s anymore. Remote work, teleconferencing, and all the improvements they bring, are here to stay. There are other, better ways to stimulate the downtown, including subsidizing businesses directly. That way there might be some benefit instead of just making a whole lot of underpaid and overworked workers see their work-life balance decline further. We strongly oppose this motion and believe it would be a step backward for the City of Regina.

Thank you, and we would be happy to answer any questions you may have.

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May 4, 2026,

Mayor Bachynski and Executive Committee
City of Regina
2476 Victoria Avenue, PO Box 1790
Queen Elizabeth II Court
Regina, SK, S4P 3C8

Dear Mayor Bachynski and Members of Executive Committee,

On behalf of the Regina Downtown Business Improvement District (RDBID), I am writing to express our support for MN 26-7 Return to Office Work brought forward by Councillor Bezo concerning a return to work mandate for City Staff.

RDBID's mission is to act on behalf of our members to favorably position downtown as a unique, attractive and desirable neighbourhood for businesses, residents and visitors. Our organization's role is to support our members and advocate on their behalf as we continue to create a thriving and economically strong downtown that is also inclusive, attractive, and culturally vibrant for our entire community.

The COVID-19 pandemic, which emerged in early 2020, had a substantial impact on Regina's downtown. Almost overnight, the daily presence of more than 30,000 workers significantly declined as office buildings emptied and work transitioned from in person to remote. This sudden shift left the downtown desolate, resulting in reduced foot traffic and economic activity for downtown businesses. While businesses were forced to navigate the loss of people working and spending time downtown, public health restrictions further limited their operations.

While our members continue to recover, post pandemic challenges persist, including office and business vacancies, decreased daytime and nighttime activity associated with remote and hybrid work and choosing to stay home, evolving consumer behaviours, mental health crises, safety perceptions, and ongoing inflationary pressures. This recovery has been further challenged by ongoing construction in the downtown, particularly along 11th Avenue, where businesses have experienced significant impacts as a result of the 11th Avenue Revitalization Project since 2023.

The post-pandemic future will differ from how we once lived and worked prior to 2020, particularly as advances in technology further shape how we work as a society. However, implementing a return to work mandate, especially during peak construction season and as the Regina Farmers' Market returns downtown on Wednesdays and Saturdays, presents a vital opportunity to support local businesses and strengthen downtown as a lively and vibrant community hub. RDBID recognizes and supports the benefits of remote work; however, one of its most significant impacts on Regina's downtown has been the reduction in daily foot traffic and economic activity for businesses operating in the district, which is why RDBID supports the proposed motion.

An active downtown is essential to a strong and resilient city. This motion will play a key role in increasing daily foot traffic, encouraging support for downtown businesses, driving economic activity, and contributing to the overall vibrancy of the downtown.

Given that City Hall is located in the downtown, increased in office presence provides an opportunity for City Staff to become more connected to the area in which they work, including greater awareness of and engagement with downtown businesses and services. In addition, increased in office presence may help reinforce public confidence by improving the visibility and accessibility of City staff, while also supporting stronger internal collaboration and communication.

Beyond the economic benefits of this mandate, a stronger daytime presence helps foster a more active and welcoming downtown. Increased activity in public spaces not only supports businesses, but also reinforces positive perceptions of safety and encourages more people to return to and spend time in the downtown. By increasing daytime presence in the downtown, this mandate also has the potential to support a more active evening economy, encouraging people to stay beyond traditional 9–5 hours and contributing to a more vibrant downtown after hours.

As a downtown largely supported by public sector employment, the pandemic had a pronounced impact on our members, and has reshaped how people live and work, presenting both challenges and opportunities to reimagine the purpose of downtown Regina as more than a place of employment. Moving forward, downtown should not be defined solely as a place of work, but as an experience-focused destination and a culturally vibrant community hub well into the evening hours and weekends.

This motion demonstrates the City's commitment to supporting Regina's downtown and is an important step towards building a more safe, active, and vibrant community. It also sets a precedent for other organizations operating in the district, encouraging them to follow the City's lead and support our shared vision for downtown. This will strengthen the public's perception of downtown as a welcoming, safe, and thriving community for workers, businesses, visitors, and residents. Ultimately, this mandate will build the momentum needed to advance Regina's downtown as an experience driven destination.

Should this motion be approved, RDBID looks forward to continuing to work collaboratively with the City of Regina to encourage investment in the downtown and to build a thriving and active City Centre where people want to be and where businesses want to invest.

Thank you for your consideration.

Sincerely,



Judith Veresuk
Executive Director