



**City of Kingston  
Report to Council  
Report Number 18-215**

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**To:** Mayor and Members of Council  
**From:** Lanie Hurdle, Commissioner, Community Services  
**Resource Staff:** Luke Follwell, Director, Recreation & Leisure Services  
**Date of Meeting:** July 10, 2018  
**Subject:** INVISTA Centre – Naming Rights

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**Executive Summary:**

The purpose of this report is to enter into a new agreement with INVISTA Canada for the naming rights of the INVISTA Centre located at 1350 Gardiners Road. The current agreement was established in 2013 for a period of five (5) years.

Staff have been in communication with INVISTA Canada who is interested in a new agreement for another five (5) years under the same terms and conditions for a total of \$220,000 plus taxes for the five (5) year period. This amount is consistent with the current agreement and the revenues are included in the 2018 operational budget.

Staff are recommending a new agreement with INVISTA Canada for a period of five (5) years for a total of \$220,000 plus taxes.

**Recommendation:**

**That** Council authorize the Mayor and the Clerk to enter into an agreement to the satisfaction of the Director of Legal Services with INVISTA Canada for a total contribution of \$220,000 plus taxes over a five (5) year period for the naming rights and sponsorship for the multiplex facility at 1350 Gardiners Road, today, known as the INVISTA Centre.

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**Authorizing Signatures:**

ORIGINAL SIGNED BY COMMISSIONER

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**Lanie Hurdle, Commissioner, Community Services**

ORIGINAL SIGNED BY CHIEF ADMINISTRATIVE OFFICER

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**Gerard Hunt, Chief Administrative Officer**

**Consultation with the following Members of the Corporate Management Team:**

Jim Keech, President & CEO, Utilities Kingston	Not required
Desirée Kennedy, Chief Financial Officer & City Treasurer	√
Denis Leger, Commissioner, Corporate & Emergency Services	Not required

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**Options/Discussion:**

INVISTA Canada is a major employer in the City and has been a great community partner for a number of years. The City of Kingston has had a partnership with INVISTA Canada since 2008 for the naming rights of the INVISTA Centre. This has been established in increments of five (5) year agreements. The last one was in 2013 and was established through a Request for Proposal (RFP) with INVISTA Canada being the only applicant submitting a proposal. The Naming of Corporate Assets Policy allows for staff to enter into discussions with potential naming/renaming rights partners.

Staff have had discussions with INVISTA Canada for a number of months to renew the current agreement. Recently, INVISTA Canada has notified City staff of its interest to enter into a new agreement under the same terms and conditions for a period of five (5) years for a total of \$220,000 plus taxes, which is consistent with the current agreement.

**Existing Policy/By-Law:**

The Naming of Corporate Assets Policy

**Notice Provisions:**

Not applicable

**Accessibility Considerations:**

Not applicable

**Financial Considerations:**

The agreement is being proposed to be renewed for a total of \$220,000 for a period of five (5) years. This is consistent with the current agreement as well as the non-tax revenues included in the 2018 operational budget.

**Contacts:**

Lanie Hurdle, Commissioner, Community Services 613-546-4291 extension 1231

Luke Follwell, Director, Recreation & Leisure Services 613-546-4291 extension 1815

**Other City of Kingston Staff Consulted:**

Not applicable

**Exhibits Attached:**

Not applicable