



May 27, 2021

John Davison  
President & CEO  
Public Sector Employers' Council Secretariat  
Suite 210, 880 Douglas Street  
Victoria, B.C. V8W 2B7

**Re: Public Sector Executive Compensation – March 31, 2021**

Dear Mr. Davison,

I am pleased to present the Public Sector Executive Compensation schedule for the B.C. Pavilion Corporation (PavCo) for the Year Ended March 31, 2021.

I confirm that the Board of PavCo is aware of the compensation paid to the Executive for the year ended March 31, 2021. The compensation information being disclosed is accurate and includes all compensation paid by the employer, foundations, subsidiaries, or any other organization related to or associated with the employer. It also includes the value of any pre or post-employment payments made during the 12 month period before or after the term of employment. I also confirm that the compensation paid to the Executive was within the approved compensation plan for PavCo.

Sincerely,

B.C. Pavilion Corporation

Ian Aikenhead, Q.C.  
Chair – Board of Directors

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**Discussion and Analysis**

B.C. Pavilion Corporation (PavCo) operates BC Place Stadium and Vancouver Convention Centre. PavCo's primary mandate is to increase economic benefit to British Columbia through the operation of the province's premier event facilities: BC Place Stadium and the Vancouver Convention Centre. These world-class venues attract thousands of people every year to our province, providing economic support to our hotel and tourism industries, as well as restaurants and other retail. Further, our venues serve as a gathering place for British Columbians from all walks of life, and visitors from around the world.

Together, BC Place Stadium and the Vancouver Convention Centre provide significant employment and economic benefits to British Columbia and Metro Vancouver. These world-class facilities generated over \$475 million in economic benefit during the pre-pandemic fiscal year 2019/20 for the Province.

PavCo's commitment to deliver inspiring and sustainable experiences for its clients, guests and community requires dedicated, qualified, performance focused employees who recognize PavCo as an employer of choice. Our work environment is founded on passion, respect, collaboration, innovation, responsibility, and excellence in everything we do. Our employees are empowered to respond to today's priorities through operational excellence, and to tomorrow's opportunities through service innovation.

PavCo's future success depends on talented, motivated people who understand our customers and our business, have the intuition to make effective decisions, are efficient at executing, and can bring creative new ideas forward for future consideration.

**Objectives of the Compensation Program**

The objectives of PavCo's Total Compensation Strategy are to:

- Competitively attract, motivate, develop and retain passionate customer-focused individuals with the depth of skills, knowledge and competencies required to achieve PavCo's strategic and operational priorities and support the long-term goals of government;
- Inspire and support high performance, accountability and fiscal responsibility;
- Link rewards to organization and individual performance;
- Create a solid relationship with employees that is built on trust, fair treatment, and mutual respect;
- Complement the intrinsic value of our innovative and team-based work environment;

PavCo's Total Compensation Strategy is underpinned by four core principles; performance, differentiation, accountability, and transparency.

PavCo has adopted a hybrid approach to ensuring total compensation is competitive within the guidelines set out by the Public Secretariat Employers' Council ("PSEC"). This approach recognizes two distinct comparator groups, or benchmark categories, reflecting the specific competitive labour markets that compete for PavCo's labour. For the most part, PavCo's competitive practices reflect that of the Public Sector (including B.C. Public Sector organizations and other provincial jurisdictions where appropriate). For a few unique, specialized, and/or hard-to-hire positions, PavCo's competitive practices reflect a blend of Public and Private Sector practices.

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Compensation for the CEO is set by the Board of Directors at market value and approved by the shareholder. Compensation for Executive Officers is determined by the CEO within guidelines including salary ranges and is approved by PSEC, as set out in the Compensation Program.

Form of Compensation

In the fiscal year 2020/21 total Compensation at PavCo consisted of base salary and benefits.

1. Base Salary – PavCo has 12 salary bands below the CEO currently approved by PSEC. Positions are evaluated using a Job Evaluation System and are benchmarked and rated on several different factors that take into account knowledge & skill, effort, responsibility and working conditions. These include areas such as complexity/judgment, education, experience, initiative, physical/mental demands, result of errors, contacts and character/scope of supervision. Base salary adjustments are considered on an annual basis, based on performance, taking into consideration competitive market data, and always dependent on government guidelines, affordability, and the annual salary budget as determined by corporate performance
2. Benefits – PavCo offers a standard benefit package including Extended Health, Dental, Life Insurance, Short Term and Long Term Disability, Vacation and Pension Plan. Benefits, where applicable, are extended to employees' dependents.

**BC Pavilion Corporation**

**Summary Compensation Table at 2021**

Name and Position	Salary	Holdback/Bonus/ Incentive Plan Compensation	Benefits	Pension	All Other Compensation (expanded below)	2020/2021 Total Compensation	Previous Two Years Totals Total Compensation	
							2019/2020	2018/2019
Ken Cretney, President and CEO (Interim)	\$ 315,730	-	\$ 8,822	\$ 31,099	\$ 13,540	\$ 369,191	\$ 388,723	\$ 472,951
Rehana Din, Chief Operating Officer (Interim)	\$ 216,942	-	\$ 12,036	\$ 21,369	\$ 1,637	\$ 251,984	\$ 271,185	\$ 295,306
Patricia Jelinski, General Manager, BC Place	\$ 148,563	-	\$ 12,033	\$ 14,633	\$ 5,092	\$ 180,321	\$ 243,022	\$ 196,600
Craig Lehto, General Manager	\$ 199,076	-	\$ 12,033	\$ 19,609	\$ 3,049	\$ 233,767	\$ 251,883	\$ 274,977
Claire Smith, Vice President Sales & Marketing	\$ 175,800	-	\$ 12,033	\$ 17,316	\$ 10,037	\$ 215,186	\$ 230,810	\$ 253,986

**Summary Other Compensation Table at 2021**

<b>Name and Position</b>	<b>All Other Compensation</b>	<b>Severance</b>	<b>Vacation Payout</b>	<b>Paid Leave</b>	<b>Vehicle / Transportation Allowance</b>	<b>Perquisites / Other Allowances</b>	<b>Other</b>
Ken Cretney, President and CEO (Interim)	\$ 13,540	-	-	-	\$ 10,800	\$ 2,740	-
Rehana Din, Chief Operating Officer (Interim)	\$ 1,637	-	-	-	-	\$ 1,637	-
Patricia Jelinski, General Manager, BC Place	\$ 5,092	-	-	-	\$ 5,092	-	-
Craig Lehto, General Manager	\$ 3,049	-	-	-	-	\$ 3,049	-
Claire Smith, Vice President Sales & Marketing	\$ 10,037	-	-	-	\$ 8,400	\$ 1,637	-

**Notes**

Ken Cretney, President and CEO (Interim)	<b>General Note:</b> PavCo implemented compensation reductions during Fiscal Year 2021 for executives to support cost saving initiatives arising from the COVID-19 pandemic. Ken's compensation was reduced by 10% from June 22, 2020 to September 21, 2020. <b>Perquisite/Other Allowance Note:</b> Parking
Rehana Din, Chief Operating Officer (Interim)	<b>General Note:</b> PavCo implemented compensation reductions during Fiscal Year 2021 for executives to support cost saving initiatives arising from the COVID-19 pandemic. Rehana's compensation was reduced by 10% from June 22, 2020 to January 10, 2021. <b>Perquisite/Other Allowance Note:</b> Parking
Patricia Jelinski, General Manager, BC Place	<b>General Note:</b> PavCo implemented compensation reductions during Fiscal Year 2021 for executives to support cost saving initiatives arising from the COVID-19 pandemic. Patricia worked reduced hours beginning June 22, 2020 as a result of this initiative and due to personal circumstances, reducing compensation accordingly. Hours and compensation began to increase in August 2020 accordingly (not yet back to 100%).
Craig Lehto, General Manager	<b>General Note:</b> PavCo implemented compensation reductions during Fiscal Year 2021 for executives to support cost saving initiatives arising from the COVID-19 pandemic. Craig's compensation was reduced by 10% from June 22, 2020 to January 10, 2021. <b>Perquisite/Other Allowance Note:</b> Parking
Claire Smith, Vice President Sales & Marketing	<b>General Note:</b> PavCo implemented compensation reductions during Fiscal Year 2021 for executives to support cost saving initiatives arising from the COVID-19 pandemic. Claire's compensation was reduced by 10% from June 22, 2020 to January 10, 2021. <b>Perquisite/Other Allowance Note:</b> Parking