

- (b) review and approve all merchandise to be carried by concessionnaires; and
 - (c) administer the offsite licensing programme.
5. Develop operational policies and procedures.
 6. Refine revenue and profit objectives as well as determine capital requirements and costs.
 7. In conjunction with the Food Operations Department develop the site wide master menu programme.
 8. Liase with our Participants group and review the programming for food and merchandise operations in Official Participants pavilions.

Responsibilities:

1. Develop in conjunction with the Legal Department two main contracts:
 - a) Licensing agreement for the offsite commercial use of our trademarks.
 - b) Concession agreement for the leasing from the Corporation of commercial space for food and merchandise operations.
2. Planning, design, development and day to day operation of merchandise facilities at EXPO 86 operated by the Corporation.
3. Planning, design and development of food and merchandise facilities which are planned to be concessioned.
4. Negotiation of licensing and concession agreements and the administration of the executed documents.
5. Day to day management of food and merchandise concessionnaires.
6. Administration of licensees.

Development:

Personnel:

Please refer to Attachment.

Operational: