

From: [REDACTED]
To: [Alan Fort](#)
Cc: [Alan Skewis](#); [REDACTED]
Subject: Re: Contracts
Date: 20 September 2017 09:28:45

Without Prejudice

Alan, I will consider the contracts when I get them. I will not make any comments on your email last night as I will find myself picking this up twice, once with you and once with the lawyers.

My board is clearly disappointed with the way this negotiation is going and in particular will not agree to spend [REDACTED] on a pitch surround for only 18 months (by the time it is made and installed this season will almost be over). Your reason for not extending this is you say you may want to offer it to a SNRP but the pitch surround is not listed as something that can be offered to a SNRP in the CA, so this is irrelevant, so can I please ask you to consider giving us this right for the period of the contract, we have already offered a concession for the SNRP to have their logo on it, which is a concession under the CA we do not need to make.

It might be easier to separate the issues into two contracts, as we may not be able to agree if both issues are linked?

Finally you say in your email you have been approached by a number of brands for Stadium Naming Rights, as per the CA please can you give me details of who they are and what approaches/discussions you have had please. I look forward to hearing from you.

Best wishes [REDACTED]

[REDACTED]

PA [REDACTED]

From: Alan Fort <alanfort@e20stadium.com>
Date: Wednesday, 20 September 2017 at 05:50
To: [REDACTED] <[REDACTED]>
Cc: Alan Skewis <AlanSkewis@e20stadium.com>
Subject: Contracts

Dear [REDACTED]

I reviewed both contracts last night. [EXTRACTED - NOT RELEVANT]

We have been discussing the practicalities of the Pitch Surround overnight. Because of its greater thickness it is more bulky and will need significantly more storage. I have asked the team to work out how much longer it will take to lay as we will have to do things in a different order. Whether these elements end up in the contract or as an understanding I am not sure.

I suspect we will pass the Pitch Surround contract to you later in the week.

Regards

Alan

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From: [Alan Fort](#)
To: [REDACTED]
Cc: [REDACTED]; [Alan Skewis](#)
Subject: Follow Up to our meeting
Date: 19 September 2017 16:15:41

Dear [REDACTED]

Thank you for your time today and the movement WHU have made.

In summary E20 will capture the following into agreements for [EXTRACTED- NOT RELEVANT] and for Pitch Surround.

As always we will need a signed contract so I have asked our legal advisors to draft the agreements separately to ensure the contract is signed to enable installation on Friday for [EXTRACTED - NOT RELEVANT].

[EXTRACTED - NOT RELEVANT]

I believe the below catches the spirit of our conversation.

I would draw your attention to my note on the Pitch Surround at the points e) and f) which I did not cover properly in our meeting.

[EXTRACTED - NOT RELEVANT]

- a) [EXTRACTED - NOT RELEVANT]
- b) [EXTRACTED - NOT RELEVANT]

- c) [EXTRACTED - NOT RELEVANT]
- d) [EXTRACTED - NOT RELEVANT]

- e) [EXTRACTED - NOT RELEVANT]

- f) [EXTRACTED - NOT RELEVANT]

Pitch Surround

- a) [REDACTED]
- b) [REDACTED]
- c) [REDACTED]
- d) [REDACTED]
- e) [REDACTED]

f)

Hope this is satisfactory

Alan Fort
Consultant
E20 Stadium LLP
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From: [Alan Fort](#)
To: [REDACTED]
Cc: [REDACTED]; [Alan Skewis](#)
Subject: Response to various emails
Date: 15 September 2017 18:04:33

Dear [REDACTED]

Further to your emails on Monday, I wanted to reply on the [[EXTRACTED - NOT RELEVANT], the Pitch Surround and the [EXTRACTED - NOT RELEVANT] issues that you have raised.

The reason for E20 not agreeing to any deal for the term of the CA is we want to retain as much flexibility as possible whilst we reassess the strategy of the stadium. [EXTRACTED - NOT RELEVANT].

In respect of the Pitch Surround we would, in principle, be content for WHU to have one in Blue with WHU logos. This can be achieved by WHU procuring and paying for the Pitch Surround and LS185 installing it. [REDACTED]

[REDACTED] and second, in the event that a Stadium Naming Rights Partner is found, that the Pitch Surround may change to accommodate the SNR Partners' requirements – hence, again, the proposed two season deal.

[EXTRACTED - NOT RELEVANT]

Can I respectfully ask your board to reconsider the price, which we believe is fair.

In terms of the [EXTRACTED - NOT RELEVANT], we are happy to discuss, but (a) it is not a part of the [EXTRACTED - NOT RELEVANT]/ Pitch Surround discussion, and E20 does not accept it as a pre-condition to such [REDACTED] [EXTRACTED - NOT RELEVANT]/ Pitch Surround, then we would be fundamentally apart on that, and discussions must end now) (b) that is, unless you wish to push the [EXTRACTED - NOT RELEVANT], and the Pitch Surround into a wider, and global, [EXTRACTED - NOT RELEVANT] (as we had tried to agree during 2016) to resolve all outstanding issues – in which case, we are happy to re-start that discussion with you; but (c) [EXTRACTED - NOT RELEVANT] I suggest that, with your next two games on 19th and 23rd, we seek to resolve the possibilities of any deal on the [EXTRACTED - NOT RELEVANT] and the Pitch Surround first, and only after that open a fresh discussion on an increased access to the [EXTRACTED - NOT RELEVANT] .

As always there will be no action until we have a signed contract.

[EXTRACTED - NOT RELEVANT]

Sincerely

Alan Fort
Consultant
E20 Stadium LLP
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DDI: 0203 288 [REDACTED]
Mobile: [REDACTED]
Email: alanfort@e20stadium.com
Website: www.QueenElizabethOlympicPark.co.uk



From: [Alan Fort](#)
To: [REDACTED]
Cc: [REDACTED]; [Alan Skewis](#)
Subject: Response on Various Items
Date: 01 September 2017 16:32:11

Dear [REDACTED]

Thank you for your email and attachments which I have read. I share your frustration with the situation but I can assure you that E20 is not spiteful, petty nor reckless, and nor is anyone at E20.

In terms of your comments:

Point 1: Home ground: The London Stadium is the home ground of West Ham United. We believe that the Stadium does appear to be the home ground of West Ham. However the London Stadium also has its own identity (as a multi-purpose sports stadium and events venue) and so should clearly represent both brands. We have made a number of proposals to you which you have chosen to reject, which is your prerogative.

Point 2: Pitch Surround: Thank you for advising your position on the Pitch Surround; we shall await hearing from you further, and in the meantime shall proceed with the laying of the green Pitch Surround solution as advised on 23 August 2017.

Point 3: [EXTRACTED - NOT RELEVANT]

Point 4: [EXTRACTED - NOT RELEVANT]

Point 5: [EXTRACTED - NOT RELEVANT]

Point 6: Relationships: I can confirm that the E20 team and its contractors are working very hard to make the Stadium the home of West Ham and make the Stadium a success for all users. The fact that we have differences of opinion is a reality of commercial life.

Point 7: Public Relations: I suspect the Stadium will be the subject of much scrutiny when the Mayoral advisers' report is issued. The fact we have made reasonable proposals which you have rejected is for WHU to explain.

Sincerely

Alan Fort
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Website: www.QueenElizabethOlympicPark.co.uk



From: [REDACTED]
To: [Alan Fort](#)
Cc: [Alan Skewis](#); [REDACTED]
Subject: From Karren Brady
Date: 31 August 2017 13:09:27
Attachments: [\[EXTRACTED - NOT RELEVANT\]](#)
[\[EXTRACTED - NOT RELEVANT\]](#)

Without prejudice
Subject to contract
Commercial in confidence

Dear Alan,

I am not really sure where to start this letter, other than to convey my disappointment and frustration that not a single issue has been resolved between us since you joined E20. In fact matters are becoming more difficult - not easier.

The Concession Agreement states that the stadium should have the look and feel of the home of West Ham United, and I would sincerely ask that you please bear this in mind in all the correspondence and all the decisions you make. We started this relationship when we had three issues, and now we have four. Our first game is fast approaching and nothing has been resolved.

The pitch surround. The deadline for ordering the new pitch surround has long since passed. We saw this as a reasonable tenant to landlord request made for footballing reasons and therefore necessary for us to fulfill our core function that of a football Club [REDACTED], as well as offering to pay for it. E20 have refused all our attempts to resolve this. We now plan to move this forward under clause 15 (Improvements and Alterations) and via the expert determination. I think there is nothing more to add on this issue for now except to register my managers grave disappointment that there is no solution as he has requested in place for the new season, and my players upset that their professional judgement has been ignored by E20 when it could have been so easily accepted.

[EXTRACTED - NOT RELEVANT]

[EXTRACTED - NOT RELEVANT]

[EXTRACTED - NOT RELEVANT]

[EXTRACTED - NOT RELEVANT]

[EXTRACTED - NOT RELEVANT]

[EXTRACTED - NOT RELEVANT]

Despite E20's treatment towards us of late I do hope you will acknowledge just how hard we are working to embrace the opportunity that new personnel and relationships offer to get the overall relationship back on track for everyone's benefit. We have been nothing other than solution driven. We really would welcome some signs of a similar approach from E20. We are after all here for the next 98 years and we still believe we are the best opportunity you have to maximize the opportunity afforded by this amazing Stadium. At the moment I can't help but feel it, and us deserve better.

I also simply cannot believe that the Mayor of London and his staff, the GLA or the Board of E20 would want the public to know how you are treating West Ham United and our many hundreds of thousands of supporters. Given the changes you propose to make, unless a solution is found I suspect that it is only a matter of time before all the above gets into the press and I dread to think how our supporters will react when they know some of the decisions you are making and passing down onto us, [EXTRACTED - NOT RELEVANT]

Sincerely

[REDACTED]
[REDACTED]
PA [REDACTED]

From: Alan Fort <alanfort@e20stadium.com>
Date: Wednesday, 30 August 2017 at 16:35
To: [REDACTED] <[REDACTED]>
Cc: [REDACTED] <[REDACTED]@westhamunited.co.uk>, Alan Skewis <AlanSkewis@e20stadium.com>
Subject: Response to your email

WITHOUT PREJUDICE SAVE AS TO COSTS
SUBJECT TO CONTRACT
COMMERCIAL IN CONFIDENCE

Dear [REDACTED]
Thank you for your email of Sunday .

Responding to the points in your email, and with the greatest respect saying at the outset that I will have to repeat myself on a number of matters which we have corresponded on previously, and where nothing you now say changes the E20 position:

[EXTRACTED - NOT RELEVANT]

[EXTRACTED - NOT RELEVANT]

[EXTRACTED - NOT RELEVANT]

[EXTRACTED - NOT RELEVANT]

[EXTRACTED - NOT RELEVANT]

I agree there is a difference on position with regard to the Pitch Surround. We have always seen this as a commercial discussion and our position hasn't changed. For clarity E20 have paid for (and will, absent any agreement now for a different Pitch Surround, install) a Pitch Side Surround which is green 4G and summer grass – by which, to be clear, E20 is complying with the CA requirements. The deal that you seek includes additional Pitch side decals and logos on the Pitch Surround (that is, under the CA, E20's Pitch Surround) – we are prepared (subject to contract) to agree a deal on that if, in return, [REDACTED] [REDACTED] (which, for the avoidance of doubt, E20 is clear is an erroneous position in any event, as E20 does not consider the [EXTRACTED - NOT RELEVANT]).

[EXTRACTED - NOT RELEVANT]

[EXTRACTED - NOT RELEVANT]

[EXTRACTED - NOT RELEVANT]

Sincerely

Alan Fort
Consultant
E20 Stadium LLP
Queen Elizabeth Olympic Park

Level 10
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From: [Alan Fort](#)
To: [REDACTED]
Cc: [REDACTED]; [Alan Skewis](#)
Subject: Response to your email
Date: 29 August 2017 18:42:00

Dear [REDACTED]

Thank you for your email and for laying out your response so well.

In terms of each of your points

1. West Ham is a core part of our business and will be a core part of the London Stadium Vision; however it would be fair to observe that events such as the IAAF World Championships do generate a significant level of awareness globally.
2. The last year has been a learning experience for E20 as the Stadium moved into operational mode. Now is the time to reflect to ensure we have a clear Vision for the future and that we invest wisely as we move forward with the Stadium as a multi-purpose venue.
3. LLDC and Newham are the Members of E20, but as you are aware there is a Mayor's review ongoing as to the historic costs at the Stadium. You recognised the role of the Mayor's office as you wrote to them regarding your wishes for the Pitch Surround.
4. [EXTRACTED - NOT RELEVANT]

5. [EXTRACTED - NOT RELEVANT]

6. [EXTRACTED - NOT RELEVANT]

7. [EXTRACTED - NOT RELEVANT]

[EXTRACTED - NOT RELEVANT]

8. [EXTRACTED - NOT RELEVANT]
9. [EXTRACTED - NOT RELEVANT]

10. [EXTRACTED - NOT RELEVANT]

11. [EXTRACTED - NOT RELEVANT]

12. [EXTRACTED - NOT RELEVANT]

13. [EXTRACTED - NOT RELEVANT]

14. [EXTRACTED - NOT RELEVANT]

15. [EXTRACTED - NOT RELEVANT]

16. [EXTRACTED - NOT RELEVANT]

17. [EXTRACTED - NOT RELEVANT]

18. [EXTRACTED - NOT RELEVANT]

19. As you know, WHU has no rights to dictate the aesthetics of the Pitch Surround; however, E20 has sought to accommodate your requests as part of a normal commercial discussion.

Sincerely

Alan Fort
Consultant
E20 Stadium LLP
Queen Elizabeth Olympic Park

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E20 1EJ

DDI: 0203 288 [REDACTED]
Mobile: [REDACTED]
Email: alanfort@e20stadium.com
Website: www.QueenElizabethOlympicPark.co.uk



From: [Alan Fort](#)
To: [REDACTED]
Cc: [REDACTED]; [Alan Skewis](#)
Subject: RE: Thankyou for your email
Date: 29 August 2017 08:23:53

Dear [REDACTED]

Thank you for the emails over the weekend. Unfortunately my smart phone isn't synching very well at the moment so I only picked them up last night.

Confirm I will respond by end of play today and I look forward to the walk round at the stadium this morning. The progress report on the stands this morning shows we continue to expect the North, South and West stands to be in completed by 31st August and the East Stand is ahead of its 6th September completion schedule.

Regards

Alan

From: [REDACTED] [mailto:[REDACTED]]
Sent: 27 August 2017 17:25
To: Alan Fort
Cc: [REDACTED]; Alan Skewis
Subject: FW: Thankyou for your email

WITHOUT PREJUDICE SAVE AS TO COSTS
SUBJECT TO CONTRACT
COMMERCIAL IN CONFIDENCE

Alan

Thank you for your latest email.

[EXTRACTED - NOT RELEVANT]

[EXTRACTED - NOT RELEVANT]

[EXTRACTED - NOT RELEVANT]

[EXTRACTED - NOT RELEVANT]

[EXTRACTED - NOT RELEVANT]

[EXTRACTED - NOT RELEVANT]

[EXTRACTED - NOT RELEVANT]

On the track cover, I had thought that we were agreed before you introduced conditionality tying a solution on the track cover [REDACTED]. The ball is in your court – there is a doable deal on the table. All you have to do is to remove the pre-condition that the track cover solution is conditional [REDACTED] [REDACTED]. After all of the previous discussions we have had regarding the holding of a gun to my head in negotiations, this is very disappointing. You say that these are normal commercial conversations – not in my book.

I am absolutely content that West Ham has approached this dialogue constructively with the intention of reaching a solution. [EXTRACTED - NOT RELEVANT] It is E20's obligation to pay for the track cover, but we have offered to pay. [EXTRACTED - NOT RELEVANT]

I have suggested that we might agree an interim arrangement to tide us over while the legal process runs its course.

It is for E20 to decide whether it wishes to accept my suggestions or respond to them with counter proposals which narrow the gap. I am not, however, sensing any compromise on E20's part – [EXTRACTED - NOT RELEVANT]. I remain available to seek an agreed solution, but please do not expect me to cave in to your demands simply because you repeat them over and over. [EXTRACTED - NOT RELEVANT]

I will not walk away from negotiations, but I have to say it has been slow progress so far and the Stadium has to be ready on 11 September. If it is not, what do you expect me to do?

My opinion is that we will make better progress if we focus on the issues that need resolution before 11 September [REDACTED]. That, however, is a matter for you. Please try and accept our position.

Regards,

[REDACTED]

From: alan fort <[REDACTED]>

Reply-To: alan fort <[REDACTED]>

Date: Saturday, 26 August 2017 at 22:11

To: [REDACTED] <[REDACTED]>

Cc: [REDACTED] <[REDACTED]@westhamunited.co.uk>, Alan Skewis
<alanskewis@e20stadium.com>

Subject: Thankyou for your email

Dear [REDACTED]

Thank you for your email. Apologies for responding from my personal email but I am having difficulty with the corporate smartphone.

[EXTRACTED - NOT RELEVANT]

[EXTRACTED - NOT RELEVANT]

If the lawyers can find a way of solving this conundrum we will be very pleased.

Please will you advise Gateley accordingly.

Football Pitch Surround: On this matter our position is very simple. The CA doesn't give WHU rights to specify requirements on the Pitch Surround, [REDACTED]
[REDACTED] We merely seek to put clarity into the understanding of the CA.

[EXTRACTED - NOT RELEVANT]

[EXTRACTED - NOT RELEVANT]

[EXTRACTED - NOT RELEVANT]

[EXTRACTED - NOT RELEVANT]

[EXTRACTED - NOT RELEVANT]

I don't wish to be unhelpful, but to me these are normal commercial conversations. As E20's most important partner, we wish (and still wish) to seek resolution with WHU without use of a legal process. I hope that we now can.

[EXTRACTED - NOT RELEVANT]

I hope you enjoy the Bank Holiday.

Sincerely

Sincerely Alan Fort
Consultant
E20

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From: [REDACTED]
To: [Alan Fort](#)
Cc: [REDACTED]; [Alan Skewis](#)
Subject: Re: Follow Up
Date: 25 August 2017 18:40:39

WITHOUT PREJUDICE SAVE AS TO COSTS
SUBJECT TO CONTRACT
COMMERCIAL IN CONFIDENCE

Dear Alan

[EXTRACTED - NOT RELEVANT]

On other points raised in your email:

The seat moves continue to progress ahead of schedule and the reinstatement of signage is going well.

GOOD TO HEAR

Recognising the urgency of the situation, we have discussed your email and we still consider our offer (which was set out in an email yesterday, and for ease of reference the key elements of

which are set out below), to be a fair one and so we see no reason to change the offer.



b) [EXTRACTED - NOT RELEVANT]

c) [EXTRACTED - NOT RELEVANT]

[EXTRACTED - NOT RELEVANT]

[EXTRACTED - NOT RELEVANT]

Regards [REDACTED]

[REDACTED]

PA [REDACTED]

From: Alan Fort <alanfort@e20stadium.com>

Date: Friday, 25 August 2017 at 16:51

To: [REDACTED] <[REDACTED]>

Cc: [REDACTED] <[REDACTED]@westhamunited.co.uk>, Alan Skewis <AlanSkewis@e20stadium.com>

Subject: Follow Up

Dear [REDACTED]

Thank you for your email:

[EXTRACTED - NOT RELEVANT]

The seat moves continue to progress ahead of schedule and the reinstatement of signage is going well.

Recognising the urgency of the situation, we have discussed your email and we still consider our offer (which was set out in an email yesterday, and for ease of reference the key elements of which are set out below), to be a fair one and so we see no reason to change the offer.

a) [REDACTED]

b) [EXTRACTED - NOT RELEVANT]

c) [EXTRACTED - NOT RELEVANT]

[EXTRACTED - NOT RELEVANT]

[EXTRACTED - NOT RELEVANT]

In respect of your email it is worth making a number of observations

Track Cover: The proposed installation is a WHU alternative design.

[EXTRACTED - NOT RELEVANT]

[EXTRACTED - NOT RELEVANT]

I must emphasise that we do not wish to resolve things in court, but there appears to be a significant difference in our understanding of the contract. In these unfortunate circumstances there often is no option but to resort to the court to seek guidance. That said, I remain hopeful and committed (and it is my preference, if we can) to seek and agree a commercial resolution with you – by the way, on these and indeed all outstanding issues.

WHU are very important to us and we wish them every success. We will (again, as I said yesterday) involve you as our primary concessionaire in the Vision and Strategy of the London Stadium so that we create a coherent, transparent way forward for all parties.

As always I am available to meet to discuss this matter.

Sincerely

Alan Fort
Consultant
E20 Stadium LLP
Queen Elizabeth Olympic Park

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From: [REDACTED]
To: [Alan Fort](#); [Alan Skewis](#)
Cc: [REDACTED]
Subject: Re: Response to your proposal
Date: 25 August 2017 11:52:02

WITHOUT PREJUDICE SAVE AS TO COSTS
SUBJECT TO CONTRACT COMMERCIAL IN CONFIDENCE

Dear Alan,

These are the terms we can accept:

1. [EXTRACTED - NOT RELEVANT]

2. On the track cover, we will live with your design specification and we will procure and install the track cover at our cost.

Please confirm agreement on 1. and 2. above.

[EXTRACTED - NOT RELEVANT]

[EXTRACTED - NOT RELEVANT]

[EXTRACTED - NOT RELEVANT]

Regards

[REDACTED]

[REDACTED]

PA [REDACTED]

From: Alan Fort <alanfort@e20stadium.com>
Date: Thursday, 24 August 2017 at 14:11
To: [REDACTED] <[REDACTED]>
Cc: [REDACTED] <[REDACTED]@westhamunited.co.uk>, Alan Skewis <AlanSkewis@e20stadium.com>
Subject: Response to your proposal

WITHOUT PREJUDICE/ SUBJECT TO CONTRACT

Dear [REDACTED]

Thank you for your email.

Apologies I couldn't respond yesterday but I was in meetings until late and so was unable to discuss our position with the team.

[REDACTED]

[REDACTED]

a) [REDACTED]

b) [EXTRACTED - NOT RELEVANT]

c) [EXTRACTED - NOT RELEVANT]

To avoid any misunderstandings the E20 team and contractors are under clear instruction that no work will be carried out until the requisite contract documentation is agreed and signed.

[EXTRACTED - NOT RELEVANT]

As requested, I am happy to meet with you to discuss/ agree this solution.

[EXTRACTED - NOT RELEVANT]

We wish to work with WHU in a constructive and positive way so I need to focus the team on developing a Vision and Strategy for the Stadium in the coming months. Once we have agreed a process we will actively involve you in the process. Out of this will come a more holistic approach to working together to build a great future for the Stadium together.

We reviewed the seat move progress yesterday and that continues ahead of schedule as does the reinstatement of signage. Hopefully you will be pleased with the Stadium in our walk round next week.

I was pleased to see the WHU result last night and we all hope that your season goes from strength to strength.

Sincerely

Alan Fort
Consultant
E20 Stadium LLP
Queen Elizabeth Olympic Park

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DDI: 0203 288 [REDACTED]
Mobile: [REDACTED]
Email: alanfort@e20stadium.com
Website: www.QueenElizabethOlympicPark.co.uk



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From: [Alan Fort](#)
To: [REDACTED]
Cc: [REDACTED]@westhamunited.co.uk; [Alan Skewis](#)
Subject: Follow Up to meeting and emails
Date: 17 August 2017 14:44:03
Attachments: [WHU Proposal re selected rights.pdf](#)

Dear [REDACTED]

Thank you for your time on Monday and the follow up emails.

We recognise that WHU are an important part of the future of the stadium and it is our intent to have a satisfied and happy concessionaire in WHU.

The first year of any new venture can be fraught as we learn in a practical sense what the contracts mean and learn to live with each other. As a very successful businesswoman, you will understand that we need to clarify the exact meaning/intent of the contract and it is not unusual for both parties to have different views which need to be tested in court or preferably mutually agreed post contract signing. I see the current court actions as a necessary process to clarify the contract where we have not been able to agree things. The sooner we clarify any points of difference both existing ones, or indeed any in the future (but let us hope that there may now be less of those), the sooner we can focus totally on a mutually beneficial future.

In terms of our approach we will endeavour to speak to WHU with one voice so you can have confidence that conversations will convert to actions, and where they can't we will be clear with you as to why not. As I alluded to at the meeting, the Members agree that this is necessary and we are in the process of agreeing the solution. We will write to you to confirm when we have agreement.

Dealing with your second email first:

Point 1:

[EXTRACTED - NOT RELEVANT]

Point 2:

[EXTRACTED - NOT RELEVANT]

[EXTRACTED - NOT RELEVANT]

[EXTRACTED - NOT RELEVANT]

[EXTRACTED - NOT RELEVANT]

Point 3:

[NOT RELEVANT]

Point 4:

[NOT RELEVANT]

Turning to email 1

There are three key issues

- a) Pitch Surround
- b) [EXTRACTED - NOT RELEVANT]
- c) [EXTRACTED - NOT RELEVANT]

a) and b) Pitch Surround and [EXTRACTED - NOT RELEVANT]

I have read the correspondence on rights and on these particular issues I understand why the Pitch Surround is an important issue for WHU.

[REDACTED]

[REDACTED]

- c) [EXTRACTED - NOT RELEVANT]

[EXTRACTED - NOT RELEVANT]

[EXTRACTED - NOT RELEVANT]

[EXTRACTED - NOT RELEVANT]

I look forward to working with you to resolve outstanding matters and ensuring a happy home for WHU at the London stadium in the future.

Sincerely

Alan Fort
Consultant
E20 Stadium LLP
Queen Elizabeth Olympic Park

Level 10
1 Stratford Place, Montfichet Road
London
E20 1EJ

DDI: 0203 288 [REDACTED]
Mobile: [REDACTED]
Email: alanfort@e20stadium.com
Website: www.QueenElizabethOlympicPark.co.uk



From: [Alan Skewis](#)
To: [REDACTED]
Cc: [REDACTED]; [David Goldstone](#)
Subject: RE: from Karren Brady
Date: 13 July 2017 14:44:35

Dear [REDACTED]

I am writing following your recent email to me of the 5th July 2017, [EXTRACTED - NOT RELEVANT]

Your offer to avoid incurring legal costs by resolving a number of matters is welcome, although somewhat in contrast to the various legal letters we have received from the club in the last week.

We are considering the points in your letter, and will return to you in the coming days having fully considered all matters and how we move them forward.

Given this context I will not cover the detail of the issues raised, other than to record that:

- We do not agree with assertions and statements made in your emails.
- We refute your stated opinions about E20 staff. E20 are seeking to implement the concession agreement with the club.
- We agree that the concession agreement is the reference document we should use. However, we clearly disagree on the interpretation of the concession agreement in a number of instances.

In the meantime we will, like WHU, robustly defend our legal position.

ALAN

From: [REDACTED] [mailto:[REDACTED]]
Sent: 05 July 2017 11:10
To: Alan Skewis
Cc: [REDACTED]
Subject: from [REDACTED]

Dear Alan

Thank you for your letter of Friday 23rd June 2017.

[EXTRACTED - NOT RELEVANT]

[EXTRACTED - NOT RELEVANT]

[EXTRACTED - NOT RELEVANT]

[EXTRACTED - NOT RELEVANT]

[EXTRACTED - NOT RELEVANT]

[EXTRACTED - NOT RELEVANT]

[EXTRACTED - NOT RELEVANT]

[EXTRACTED - NOT RELEVANT]

[EXTRACTED - NOT RELEVANT]

[EXTRACTED - NOT RELEVANT]

[EXTRACTED - NOT RELEVANT]

[EXTRACTED - NOT RELEVANT]

[EXTRACTED - NOT RELEVANT]

[EXTRACTED - NOT RELEVANT]

[EXTRACTED - NOT RELEVANT]

[EXTRACTED - NOT RELEVANT]

[EXTRACTED - NOT RELEVANT]

[EXTRACTED - NOT RELEVANT]

[EXTRACTED - NOT RELEVANT]

[EXTRACTED - NOT RELEVANT]

[EXTRACTED - NOT RELEVANT]

[EXTRACTED - NOT RELEVANT]

Now to take your points in turn.

1. [EXTRACTED - NOT RELEVANT]

[EXTRACTED - NOT RELEVANT]

2. [EXTRACTED - NOT RELEVANT]

3. [EXTRACTED - NOT RELEVANT]

4. Claret Pitch Surround:

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

5. [EXTRACTED - NOT RELEVANT]

[EXTRACTED - NOT RELEVANT]

I re-state my firm belief that despite everything we have been through that the relationship, with the right leadership and strong commitment to its success, can be rejuvenated.

Together we can deliver our original vision for both a vibrant and viable Stadium. We urge you to consider how you do this by working with us to maximise the opportunity and to attract additional partners. We have so much to offer. The relationship has so much potential to grow and in turn our, and more significantly, your revenues. We know the Stadium's fortunes are capable of being completely turned around and how to do it.

We are also open to discussions but we cannot do this through threats and attempts to re-write an agreement that was signed four years ago and is watertight.

Regards

[REDACTED]

[REDACTED]

From: [REDACTED]
To: [REDACTED]@e20stadium.com
Cc: [Ian Bright](#); [REDACTED]
Subject: Official request re track cover
Date: 23 June 2017 17:12:35
Attachments: [image001.png](#)
[image002.png](#)

Hi [REDACTED]

Great – thank you [REDACTED] – this is greatly appreciated.

We look forward to meeting you at 14.30 here at the Stadium on Tuesday to discuss the track cover.

[REDACTED]
[REDACTED]
[REDACTED]
[REDACTED]
[REDACTED]

I hope the meeting will be constructive. I repeat that it really is a simple request for footballing reasons so I hope we can reach a solution (which we know will also save you a sizable amount of money) rather than add this to the list of issues that are being deal with by our respective lawyers.

As always I come optimistic that this simple request can be met and in doing so save you a significant amount of money!

Best as always

[REDACTED]

From: [REDACTED] [[mailto:\[REDACTED\]@e20stadium.com](mailto:[REDACTED]@e20stadium.com)]
Sent: 21 June 2017 13:37
To: [REDACTED] <[\[REDACTED\]@westhamunited.co.uk](mailto:[REDACTED]@westhamunited.co.uk)>
Cc: [REDACTED] <[\[REDACTED\]@westhamunited.co.uk](mailto:[REDACTED]@westhamunited.co.uk)>; Ian Bright <IanBright@londonlegacy.co.uk>
Subject: RE: Official request re track cover

Dear [REDACTED]

Thanks for your note.

Although E20 do not believe that the CA provides West Ham with any right to apply a pitch surround, we are, of course, willing to meet and discuss your request.

Ian Bright and I are available on the following days, next week:

Tues 1400-1600 at LLDC's offices or 1430-1530 at the stadium;
Wed 1530 at the stadium.

If neither of those work, there is a possibility that Thursday am is also available.

I look forward to hearing from you.

Regards

[Redacted signature]

From: [Redacted] [mailto:[Redacted]@westhamunited.co.uk]

Sent: 17 June 2017 15:38

To: [Redacted]

Cc: [Redacted]

Subject: Official request re track cover

Dear [Redacted]

[Redacted]

[Redacted text block 1]

[Redacted text block 2]

[Redacted text block 3]

[Redacted text block 4]

[REDACTED]

Best regards,

[REDACTED]

[REDACTED]
E: [REDACTED]@westhamunited.co.uk | T: [REDACTED] | M: [REDACTED]

West Ham United

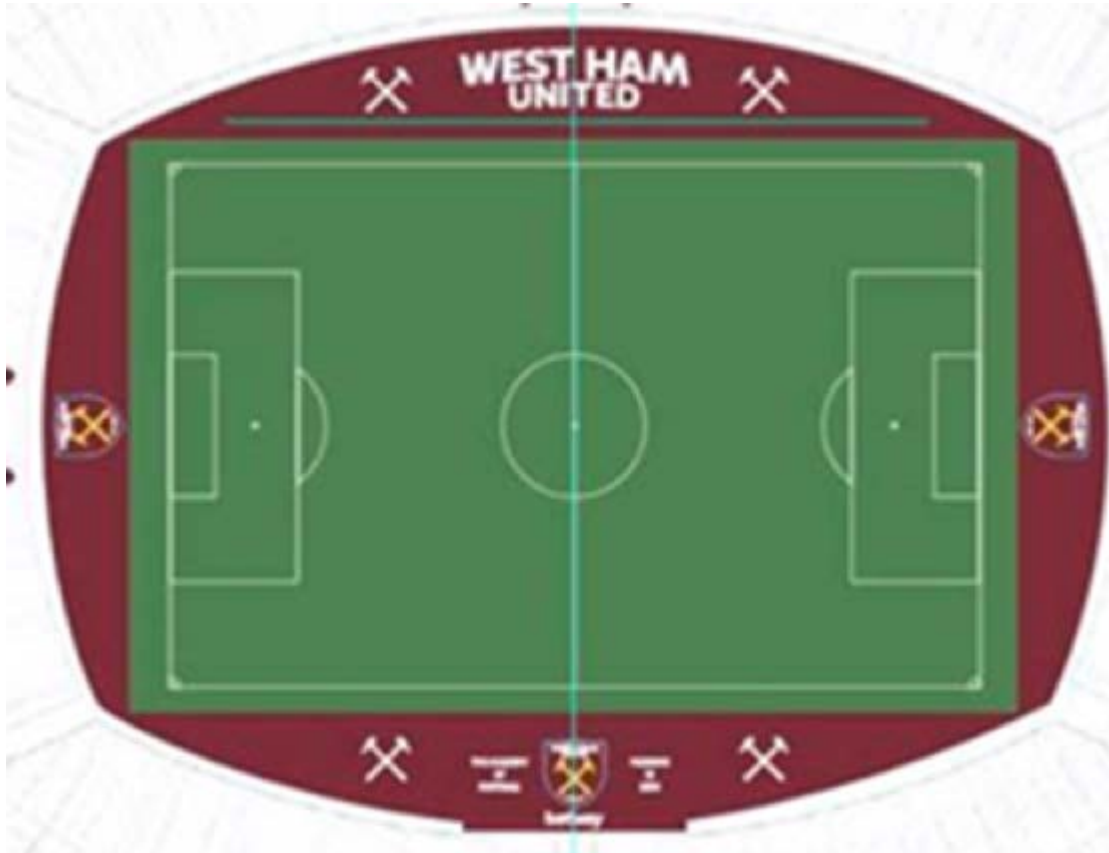
whufc.com

From: [REDACTED]
To: [REDACTED]
Subject: Re: London Stadium Pitch Surround
Date: 05 June 2017 16:15:52
Attachments: [image001.png](#)

Further to the below, here is an initial mock-up of pitch surround look.

Thanks

[REDACTED]



[REDACTED]
[REDACTED]

T: [REDACTED]

M: [REDACTED]

www.whufc.com

From: [REDACTED] <[REDACTED]@westhamunited.co.uk>

Date: Monday, 5 June 2017 at 14:28

To: [REDACTED] <[REDACTED]@e20stadium.com>

Subject: Re: London Stadium Pitch Surround

I think removal/reinstatement, at the most, would be 48 hours. At the moment, we're being quoted on 24 hour install so removal shouldn't be any longer.

Friday is good for me, I'm at the stadium all day.

Thanks

[REDACTED]

[REDACTED]
[REDACTED]

T: [REDACTED]
M: [REDACTED]

www.whufc.com

From: [REDACTED] <[REDACTED]@e20stadium.com>

Date: Monday, 5 June 2017 at 14:18

To: [REDACTED] <[REDACTED]@westhamunited.co.uk>

Subject: RE: London Stadium Pitch Surround

[REDACTED]

Thanks for this.

I think we'd require assurances concerning the removal and reinstatement prior to granting approval on this, so pleasing that you're willing to discuss with LS185. I suggest we meet with LS185 to get this moving asap. I'm waiting to hear back from them re. availability, but are you free anytime on Friday?

Regards

[REDACTED]

From: [REDACTED] [mailto:[REDACTED]@westhamunited.co.uk]

Sent: 05 June 2017 13:00

To: [REDACTED]

Subject: FW: London Stadium Pitch Surround

Hi [REDACTED]

Please see response below.

Happy to chat through on the phone or face to face if easier?

Thanks,

[REDACTED]

[REDACTED]
[REDACTED]

T: [REDACTED]
M: [REDACTED]

www.whufc.com

From: [REDACTED] <[REDACTED]@e20stadium.com>

Date: Friday, 2 June 2017 at 11:24

To: [REDACTED] <[REDACTED]@westhamunited.co.uk>

Subject: RE: London Stadium Pitch Surround

Hi [REDACTED]

Before E20 can grant consent on this, I do need some further detail.

In particular, we are keen to understand the technical specification of the proposed material under consideration. Can you therefore, please provide detail on the following. I've tried to explain our rationale to each question for context:

- 1) Proposed method of fixing to surface - We are keen to understand the impact on track protection and the track itself; [REDACTED] We are still looking into this as we've not chosen our preferred carpet yet. We would hope that we don't have to tack into the protection and at most, use double sided tape to fix. If this changes I will make you/LS185 aware.
- 2) Confirmation that all of the surface will be removed, upon request, within 48hrs of the final home match and reinstalled at a date agreed with LS185 as per the agreed Event Calendar -This is vital to ensure that contractual dates can be adhered to. To this end, would WH be open to sub-contracting the removal/reinstatement to LS185? This would reduce risk all round; [REDACTED] We would aim to achieve this. Open to sub-contracting to LS185 as long as the commercials work. I agree that this would be the best solution all round.
- 3) Cleaning regime. How often, and the technical spec of the materials used - This is in order that LS185 can assess the impact on track surface and protection; [REDACTED] I would assume the cleaning regime from LS185 should be no different as per the previous season.
- 4) Thickness of product - We assume it will not create level changes at its borders, but need to be sure; [REDACTED] No more so than the previous season. We are still to chose a product. We aim to do this in the next 2 weeks.
- 5) Permeability. Is the material permeable or does water sit on the surface. – From a safety perspective we would want the material to drain although an issue has been identified where the bubble machines were located this season. In these areas the soap has created dampness within the track compound facilitating fungus growth. Probably worth a separate discussion as we need to find an alternative solution; [REDACTED] We would assume the material used is permeable, this is normal for artificial grass products
- 6) Any proposed branding – The designs provided do not indicate such, but there were issues experienced with the mid-tier this season, so I just want to check there are no branding intentions; [REDACTED] No commercial branding is intended. It is the intention that the replacement will generate aesthetic and design improvements to enhance the Stadium, given the rush to get this complete in the last close season. This greatly limited the quality of the finish and existing West Ham branding which has subsequently been frequently commented upon as you are aware. This means upgrading is intended as has been previously agreed, but we are of course more than happy to submit drawings to ensure you are comfortable ahead of submission and finally;

- 7) Where the material extends to – As you know, the Desso playing surface is surrounded by a 4G run off area which is 4 metres wide to facilitate player warm up areas and rugby run offs. This needs to be maintained and it isn't clear from your plan as to whether this is the case. () The attached is a more up to date plan. It shows the 4G remaining from the previous season and just the outer material changing.

Happy to meet, if easier.

Regards

█

From: █ [mailto:█@westhamunited.co.uk]

Sent: 30 May 2017 17:26

To: █

Subject: London Stadium Pitch Surround

Hi █

Hope you are well?

I'm writing to you regarding the pitch surround at the stadium and our plan to upgrade this for the forthcoming season.

We are still looking at designs to see what our best option are and I've included a couple of examples for your perusal. The main reason we're doing this is to improve the overall experience for our fans and also our players who are complaining that there's a lack of distinction between the playing field and surround. We also wanted to improve the quality of the cover from this current season, some of which will need to be replaced if we didn't change it, I understand you are already aware of that. The proposal also includes the laying and removing after each season, which we will assure won't take any longer than the current removal.

There is a long lead time with this product so I would appreciate it if you could come back to me by the end of the week with any comments or questions.

Thanks

█

█

█

T: █

M: █

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From: [REDACTED]
To: [REDACTED]
Subject: RE: London Stadium Pitch Surround
Date: 31 May 2017 12:17:37

Thanks [REDACTED]

I've distributed this to LS185 in order that we can provide a consolidated response. Will aim to get back to you on Friday.

In the meantime, I still do not have the definitive list of agreed 'clean' stadium inventory. I'm expecting this to be agreed this week and will let you know once it is. What is scheduled, is the removal of the marquee sign. This is due to commence on Monday (the 5th) and will remain down until the IAAF World Championships have concluded. The letters will be securely stored off site and will be reinstalled prior to your first home fixture.

Regards

[REDACTED]

From: [REDACTED] [mailto:[REDACTED]@westhamunited.co.uk]
Sent: 30 May 2017 17:26
To: [REDACTED]
Subject: London Stadium Pitch Surround

Hi [REDACTED]

Hope you are well?

I'm writing to you regarding the pitch surround at the stadium and our plan to upgrade this for the forthcoming season.

We are still looking at designs to see what our best option are and I've included a couple of examples for your perusal. The main reason we're doing this is to improve the overall experience for our fans and also our players who are complaining that there's a lack of distinction between the playing field and surround. We also wanted to improve the quality of the cover from this current season, some of which will need to be replaced if we didn't change it, I understand you are already aware of that. The proposal also includes the laying and removing after each season, which we will assure won't take any longer than the current removal.

There is a long lead time with this product so I would appreciate it if you could come back to me by the end of the week with any comments or questions.

Thanks

[REDACTED]

[REDACTED]
[REDACTED]

T: [REDACTED]
M: [REDACTED]