



August 21, 2018

RE: Exhibition Place lockout of IATSE Local 58 and impact on the Canadian National Exhibition

To Mayor John Tory and City of Toronto Councillors:

I am writing today on behalf of the Canadian National Exhibition Association (CNEA), our Board of Directors, staff and visitors to express our mounting concerns with the ongoing lockout of IATSE Local 58 by Exhibition Place and the impact it is having on the 2018 CNE. This lockout was initiated without consultation with the CNEA, just weeks before the 2018 fair.

As we have repeatedly warned the Mayor, the Board of Governors of Exhibition Place and City Councillors, this lockout is having a significant negative impact on both attendance and revenues at the 2018 CNE. Despite overwhelmingly positive feedback from visitors over our initial few days, we regret to report that our projected losses to-date are in the range of \$1.5 million.

Today we are calling on all parties to come together to ensure the 2018 CNE is a success for the 1.6 million people who make our fair part of their annual end of summer tradition:

- We urge the Mayor, the Board of Governors of Exhibition Place and Toronto City Council to take action by re-engaging with IATSE Local 58.
- We are calling on Local 58 to end the picketing and related activities which are impacting the CNE and engage in a process to quickly resolve this dispute.

The evidence shows that the picketing at our gates, sustained negative social media activities of IATSE and the resulting media coverage is discouraging ticket sales. It is not an issue of programming – in addition to all the attractions and entertainment our visitors have come to expect and anticipate every year, this year we have invested in brand-new programs, including “Legends of the Silk Road Comes to Light”, in conjunction with the Canada-China Year of Tourism, which is generating strong interest.

While the CNEA has repeatedly asked the City of Toronto, Exhibition Place and IATSE not to take any action that could disrupt the 2018 CNE, the parties have so far ignored our pleas, resulting in the expected outcomes of significant lost revenue and increased expenses.



The CNE is Canada's largest annual fair, an end-of-summer tradition that hosts approximately 1.6 million visitors each year. We create thousands of jobs each summer – 45% for youth from priority neighbourhoods – and contribute \$128.3 million to the Ontario economy.

As a tenant and the premier event, the CNE contributes almost 20% of the projected 2018 revenues at Exhibition Place. We are also a not-for-profit Agricultural Society which does not receive any government subsidy and we have prepaid Exhibition Place \$3.7 million, for expenses related to the 2018 fair. This means that while we are not party to this dispute between labour and employer, our event stands to be even more severely impacted if this situation continues.

We have made three offers directly to IATSE:

- the first, to allow Local 58 an opportunity to peacefully interact with our guests inside the CNE, instead of picketing outside the gates;
- the second, to engage IATSE workers to provide service to the 2018 CNE through a 3rd party; and,
- the most recent, to engage IATSE workers in a direct contractual agreement to provide services directly.

Although my door is always open, so far, union leadership has declined each of these attempts to resolve this dispute.

This stalemate cannot continue. The CNE has only 14 days, including today, to try to recoup our early losses, reverse the negative messages regarding the picketing and put the focus back on the terrific programming on display at this year's CNE.

Sincerely,

A handwritten signature in blue ink, appearing to read 'Virginia Ludy', is written over a light blue circular stamp.

Virginia Ludy
Chief Executive Officer
Canadian National Exhibition