



REPORT FOR ACTION WITH CONFIDENTIAL ATTACHMENT

2019 License Agreement with Screemers Inc.

Date: May 30, 2019
To: The Board of Governors of Exhibition Place
From: Dianne Young, Chief Executive Officer
Wards: All

REASON FOR CONFIDENTIAL INFORMATION

This report involves the security of property belonging to the Board.

SUMMARY

This report recommends a one-year license agreement with Screemers Inc. ("Screemers") for 2019, being held during the month of October. Screemers operates a Halloween themed family event in the Better Living Centre at Exhibition Place and has held this event on the grounds since 1993, in various buildings.

RECOMMENDATIONS

The Chief Executive Officer recommends that:

1. The Board approve a one-year license agreement with Screemers Inc. for the Better Living Centre on the terms and conditions set out in Confidential Attachment 1, and in the standard license agreement, and such other terms satisfactory to the Chief Executive Officer and City Solicitor; and
2. The Board direct that the confidential information contained in Confidential Attachment 1 to this report remain confidential and not to be released publicly as it relates to the security of property belonging to the Board.

FINANCIAL IMPACT

The license agreement recommended in this report provides revenue to the Board as set out in the Confidential Attachment.

DECISION HISTORY

The Exhibition Place 2017 - 2019 Strategic Plan has a Business Development Goal to grow event activity especially at Enercare Centre and Beanfield Centre and as a Strategy to support this goal to maintain strong relationships with existing clients or events.

At the meeting of May 2018, the Board approved a one-year agreement with Screemers Inc. <https://www.toronto.ca/legdocs/mmis/2018/ep/bgrd/backgroundfile-115342.pdf>

COMMENTS

Exhibition Place has been working with Screemers Inc. since late 1993 with certain special conditions, reductions and discounts to assist with getting the event started in the Horticulture Building on the grounds. In the 1990's the Horticulture Building was only used during the annual CNE and was not heated and consequently, Screemers was the only other use for the building. However, in 2004 the Horticulture Building was leased for redevelopment, and the event moved to the Better Living Centre and in 2008, when the shows formerly occupying the Automotive Building moved to the Better Living Centre, Exhibition Place required Screemers to move again to the Queen Elizabeth Exhibit Hall.

The move from the Better Living Centre to the Queen Elizabeth Hall in 2008 resulted in less exhibit hall square footage for Screemers Inc., however additional exterior parkland space was provided at no rental cost. At its meeting of February 27, 2008, the Board approved a three-year agreement with Screemers Inc. and offered a credit to assist with the costs incurred to move from the Better Living Centre to the Queen Elizabeth Hall which credit was fully discharged in 2011.

In 2018, Exhibition Place entered an agreement with Maple Leaf Sports & Entertainment (MLSE) for the upgrading of the gravel parking lot adjacent to the Food Building used by Screemers for the outdoor portion of its event. As a result Screemers will not have use of this area (55,117 sf) and therefore, to replace it this licence offers equal space inside the Better Living Centre.

CONTACT

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SIGNATURE

Dianne Young
Chief Executive Officer