



REPORT FOR ACTION WITH CONFIDENTIAL ATTACHMENT

2020-2022 RENTALS AND SERVICES PRICE LIST FOR SHOW MANAGEMENT

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

REASON FOR CONFIDENTIAL INFORMATION

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

SUMMARY

This report recommends approval of the Rentals and Services Price List for the three years 2020, 2021 and 2022 as outlined in the Confidential Attachment 1. A comprehensive review and update of the price list is done annually to factor in the increase in labour and material costs to assure a competitive return to the Board on various show services offered. The increases that are being recommended either reflect directly the increase in general labour rates associated with the supply of the service that were included in the collective agreements approved by the Board or increases that are in keeping with the market place surveys that were undertaken.

RECOMMENDATIONS

It is recommended by the Chief Executive Officer that:

1. The Board approve the three years 2020, 2021 and 2022 Rentals and Services Price List for Show Management for third party Rentals and Services, outlined in Confidential Attachment 1, effective January 1, 2020; and,
2. The Board direct that the confidential information contained in Confidential Attachment 1 remain confidential as it pertains to the security of the property of the Board.

FINANCIAL IMPACT

There are no negative financial implications resulting from the adoption of this report which proposes 2020, 2021 and 2022 Rentals and Services pricing that reflect market values and increases in labour and material costs that impact Exhibition Place operations.

DECISION HISTORY

The Exhibition Place 2017 – 2019 Strategic Plan had a Financial Goal to achieve positive financial performance across Exhibition Place and all of its business and deliver operating results that met or show positive revenue surplus and / or positive under expenditure to budget.

At its meeting of July 19, 2018 the Board approved the third-party rentals and services price list for 2019. The price list is adjusted on an annual basis to factor increases in labour and materials costs and market conditions and in keeping with the practice of competitive venues.

<http://app.toronto.ca/tmmis/viewAgendaItemHistory.do?item=2018.EP13.8>

COMMENTS

A comprehensive review and update of the master price list is done annually in conjunction with the commencement of the Operating Budget process as the price of services impact show revenues and ultimately the Operating Budget. In addition, the Sales & Marketing and Event Management Services Divisions are already providing quotes to shows for 2020, 2021 and 2022 events and therefore, the need to have updated future rates for these quotes.

The Confidential Attachment 1 is the proposed Price List for Rentals and Services which staff is recommending be adopted effective January 1, 2020. The price lists were compiled by a staff team and the prices being recommended have been compared to other service providers in the industry. It is intended that some of the pricing from this list will also be used, where applicable, to the Beanfield Centre although given the unique mix of events in Beanfield, show services are provided often as an overall package pricing to meetings and conferences.

The Confidential Attachment 1 provide prices that have also been reviewed to factor in the increase in labour costs to assure a competitive return to the Board on services offered. On an ongoing basis, the services and cost of services are monitored to evaluate their profitability and competitiveness in the market place. Generally, the increases that are being recommended either reflect directly the increase in labour rates associated with the supply of the service or increases that are in keeping with the market place surveys that were undertaken.

For the information of the Board, where there is a price change for 2020 it is noted in the respective columns. If there is nothing noted in the “change” column then it means the price proposed for 2020 is the same as in 2019.

CONTACT

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SIGNATURE

Dianne Young
Chief Executive Officer

ATTACHMENTS

Confidential Attachment 1 - 2020, 2021 and 2022 Price List for Rentals & Services and General Labour Services