



## REPORT FOR ACTION WITH CONFIDENTIAL ATTACHMENT

### 2020 Electrical / Mechanical Services Price List - ShowTech Power and Lighting (SPL)

**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

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The attachment to this report contains financial information that belongs to the Board of Governors of Exhibition Place and has monetary value or potential monetary value.

#### SUMMARY

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This report recommends approval of the 2020 Electrical/Mechanical Price List for ShowTech Power and Lighting ("SPL") as outlined in the Confidential Attachment 1, as required pursuant to the Show Electrical Services Agreement between the Board and SPL. SPL conduct a comprehensive review and update of Electrical/Mechanical Pricing annually to factor in any increases due to labour and material costs and to ensure fair and reasonable rates as well as be consistent with industry standards in Toronto and the GTA market. These rates have been reviewed by Exhibition Place staff and are recommended as fair and reasonable changes.

#### RECOMMENDATIONS

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The Chief Executive Officer recommends that:

- 1) The Board approve the 2020 Electrical / Mechanical Services Price List for third party Rentals and Services delivered by ShowTech Power and Lighting as set out in the Confidential Attachment 1, effective January 1, 2020.
- 2) The Board direct that the confidential information contained in the Confidential Attachment 1 remain confidential as it contains financial information that belongs to the Board of Governors of Exhibition Place and has monetary value or potential monetary value.

## FINANCIAL IMPACT

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There are no negative financial implications resulting from the adoption of this report which proposes 2020 Electrical/Mechanical Services Price List for services delivered by ShowTech Power and Lighting.

## DECISION HISTORY

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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 September 20, 2018 the Board approved 2019 Electrical/Mechanical Services Price List for third party Rentals and Services delivered by ShowTech Power and Lighting. 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.EP14.7>

At its meeting of on July 7, 2015, City Council approved an agreement between the Board and SPL for the exclusive provision of electrical and mechanical services to events and exhibitions at the Exhibition Place "Buildings" for a five (5) year term commencing September 15, 2015, with the option to extend for an additional two (2) year period.

<http://app.toronto.ca/tmmis/viewAgendaItemHistory.do?item=2015.EX7.33>

## COMMENTS

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In accordance with the agreement between the Board and SPL the rates of the Electrical/Mechanical Services Price List shall be submitted to the Board for approval annually.

A comprehensive review and update of Electrical/Mechanical Price List is to be done by SPL annually to factor in the increase of their labour and material costs and to ensure fair and reasonable rates and to be consistent with industry standards in Toronto and the GTA market.

The Confidential Attachment 1 is the proposed Electrical/Mechanical Services Price List which staff is recommending be adopted effective January 1, 2020. It is intended that some of the pricing from this list will also be used, where applicable, by Board staff in providing electrical and mechanical services to events in the Beanfield Centre.

On an ongoing basis, "SPL" and Exhibition Place staff monitor the cost of services for 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.

## **CONTACT**

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## **SIGNATURE**

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Dianne Young  
Chief Executive Officer

## **ATTACHMENTS**

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Confidential Attachment 1 - 2020 Electrical/Mechanical Services Price List