



REPORT FOR ACTION WITH CONFIDENTIAL ATTACHMENT

Extension of Agreement for Automated Teller Machine Services

Date: January 28, 2020
To: The Board of Governors of Exhibition Place
From: Don Boyle, Chief Executive Officer
Wards: All

REASON FOR CONFIDENTIAL INFORMATION

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

At its meeting on March 24, 2016 the Board approved of an agreement with HM Cash Inc. for the provision of Automated Teller Machines on an Official / Preferred Supplier basis for a four (4) year term commencing on April 1, 2016 and expiring on March 31, 2020.

At its meeting on November 15, 2018 the Board approved the Assignment of the ATM Agreement from HM Cash Inc. to Access Cash General Partnership.

This agreement is set to expire on March 31, 2020.

This report recommends that the Board approve of extending the agreement with Access Cash and the Board for an additional 6-month interim period from April 1, 2020 to September 30, 2020 on the same terms and conditions as the existing agreement.

RECOMMENDATIONS

The Chief Executive Officer recommends that:

1. The Board approve an extension to the Automated Teller Machines Services ("ATM") Agreement with Access Cash General Partnership ("Access Cash") for services within Enercare Centre and Beanfield Centre for a six (6) month period from April 1, 2020 to

September 30, 2020; on the same terms and conditions as in the existing agreement save and except for the financial terms as outlined in Confidential Attachment 1 to this report and any such other terms and conditions satisfactory to the Chief Executive Officer and the City Solicitor; and

2. Direct that the confidential information contained in Confidential Attachment 1 to this report remain confidential and not be released publicly 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

The ATM agreement provides positive revenue stream to the Board as set out in the Confidential Attachment 1 from commissions received based on the transactions usage of the ATM.

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 on March 24, 2016 the Board approved of an agreement with HM Cash Inc. for the provision of Automated Teller Machines on an Official / Preferred Supplier basis for a four (4) year term commencing on April 1, 2016 and expiring on March 31, 2020.

<https://www.explace.on.ca/files/file/58d12c98a90b4/Item-7-ATM-Services.pdf>

At its meeting on November 15, 2018 the Board approved the Assignment of the ATM Agreement from HM Cash Inc. to Access Cash General Partnership.

<http://app.toronto.ca/tmmis/viewAgendaItemHistory.do?item=2018.EP15.30>

COMMENTS

The existing agreement with Access Cash is set to expire on March 31, 2020.

Exhibition Place staff in Purchasing, Finance and Event Services are in the process of preparing a modified Request for Proposal (RFP) for new scope of services, products and equipment for an ATM agreement. More recently, to serve large public facilities there have been many new innovations with ATM's as well as changing needs of the show managers. Given this, the Board is currently reviewing its requirement for ATM's more specifically in relation to back end support, risk management and location with an emphasis on sustainability and customer service. To provide sufficient time to secure an

agreement in the marketplace, and evaluate/negotiate a new agreement, staff wish to extend the contract with the existing provider, Access Cash for a period of six (6) months commencing April 1, 2020 and ending September 30, 2020 on the same terms and conditions of the existing agreement.

CONTACT

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SIGNATURE

Don Boyle
Chief Executive Officer

ATTACHMENTS

Confidential Attachment 1 - Financial Implications