



REPORT FOR ACTION WITH CONFIDENTIAL ATTACHMENT

Multi-Year Agreement with a Corporate Client

Date: June 10, 2020
To: The Board of Governors of Exhibition Place
From: Don Boyle, Chief Executive Officer
Wards: All

REASON FOR CONFIDENTIAL INFORMATION

This report involves the security of property of the Board.

SUMMARY

This report recommends a multi-year agreement between a Corporate Client and Exhibition Place within Beanfield Centre.

Due to COVID-19 and the cancellation of the April 22, 2020 Board meeting, in order to meet timelines for contract documentation and operational needs, the Chair of the Board in consultation with the CEO of Exhibition Place, approved this License Agreement pursuant to the authority under the Financial By-law 2-18, Article X and seek concurrence of the Board.

RECOMMENDATIONS

The Chief Executive Officer recommends that:

1. The Board concur with the action taken by the Chair of the Board and the Chief Executive Officer in approving the three license agreements with the Corporate Client for Beanfield Centre; for a 3-year term in each of 2021, 2022, and in 2023; on the terms and conditions set out in the Confidential Attachment 1, and the terms and conditions of Exhibition Place standard License Agreement and such other terms and conditions satisfactory to the Chief Executive Officer and City Solicitor.
2. The Board direct that the confidential information contained in Confidential Attachment 1 remain confidential as it relates to the security of property of the Board.

FINANCIAL IMPACT

The license agreement recommended in this report provides financial revenues to the Board as set out in the Confidential Attachment 1.

DECISION HISTORY

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

COMMENTS

This Corporate Client has previously held events at Beanfield Centre and enjoys a positive working relationship with Exhibition Place.

With the cancellation of the April 22, 2020 Board meeting due to the COVID-19 situation, the CEO of Exhibition Place consulted with the Chair and request the Chair of the Board to approve this License Agreement under the Financial By-law 2-18 authority pending approval of the Board.

The details of the agreement between Exhibition Place and the Corporate Client are provided in the Confidential Attachment 1.

CONTACT

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SIGNATURE

Don Boyle
Chief Executive Officer

ATTACHMENTS

Confidential Attachment 1 - License Terms and Conditions