

Multi-Year Agreement with an Association Conference Client

Date: May 26, 2022

To: Board of Governors of Exhibition Place

From: Chief Executive Officer

Wards: Ward 10

REASON FOR CONFIDENTIAL INFORMATION

This report contains financial information, supplied in confidence to the Board, which, if disclosed, could reasonably be expected to prejudice significantly the competitive position or interfere significantly with the contractual or other negotiations of a person, group of persons, or organization.

SUMMARY

This report recommends a three (3 year) multi-year agreement between an Association Conference Client and Exhibition Place within the Beanfield Centre.

RECOMMENDATIONS

The Chief Executive Officer recommends that:

1. The Board approve one amendment and two license agreements with the Association Conference Client for Beanfield Centre, as set out in the Confidential Attachment 1, for a 3-year term commencing in 2022 and expiring in 2024 on the terms and conditions of the Event 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 contains financial information, supplied in confidence to the Board, which, if disclosed, could reasonably be expected to prejudice significantly the competitive position or interfere significantly with the contractual or other negotiations of a person, group of persons, or organization.

FINANCIAL IMPACT

The licence 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 especially at Enercare Centre and Beanfield Centre, and as a Strategy to support this goal to maintain strong relationships with existing clients and/or events.

COMMENTS

The Association Conference Client has displayed commitment to have their events hosted at Beanfield Centre, and previously booked their 2020 program which due to the Covid-19 pandemic has been postponed to 2022.

The Association Conference Client description is listed in Confidential Attachment 1.

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

CONTACT

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SIGNATURE

Don Boyle
Chief Executive Officer

ATTACHMENTS

Confidential Attachment 1 - Licence Terms and Conditions