

## Multi-Year Agreement with an Association Client

**Date:** August 30, 2022

**To:** The Board of Governors of Exhibition Place

**From:** Don Boyle, Chief Executive Officer

**Wards:** All

### REASON FOR CONFIDENTIAL INFORMATION

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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

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

Due to the cancellation of the July 18th Board meeting, in order to meet timelines for contract documentation and operational needs, the Chair of the Board on July 20, 2022 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

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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 Association Client for Beanfield Centre and Enercare Centre, as set out in the Confidential Attachment 1, for a 3-year term commencing in each of 2023, 2024, and 2025 on the terms and conditions of the 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 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**

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

## **DECISION HISTORY**

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The Exhibition Place 2022 – 2026 Strategic Plan has a Business Development Goal to grow event activity in the Beanfield Centre and Enercare Centre, and as a Strategy to support this goal to maintain strong relationships with existing clients or events.

## **COMMENTS**

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

With the cancellation of the July 18, 2022 Board meeting, 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 and seek concurrence of the Board.

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

## **CONTACT**

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Laura Purdy, General Manager, 416-263-3020, LPurdy@explace.on.ca

## **SIGNATURE**

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Don Boyle  
Chief Executive Officer

## **ATTACHMENTS**

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Confidential Attachment 1 - License Agreement Terms and Conditions