

2023-2025 Rentals and Services Price List for Show Management

Date: August 30, 2022
To: The Board of Governors of Exhibition Place
From: Don Boyle, Chief Executive Officer
Wards: All Wards

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

This report recommends approval of the Rentals and Services Price List for the years 2023-2025 as outlined in Confidential Attachment 1. A comprehensive review and update of the price list is done annually to factor in the increase in labour and material costs to assure a competitive return to the Board on various show services offered. The increases that are being recommended either reflect directly the increase in general labour rates associated with the supply of the service that were included in the various collective agreements approved by the Board, or increases that are in keeping with the marketplace surveys that were undertaken by staff.

RECOMMENDATIONS

The Chief Executive Officer recommend that:

1. The Board approve the 2023-2025 Show Management Price List for third party Rentals and Services, outlined in Confidential Attachment 1, effective January 1, 2023; and,
2. The Board direct that the confidential information contained in 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

There are no negative financial implications resulting from the adoption of this report which proposes 2023-2025 Rentals and Services pricing that reflect market values and increases in labour and material costs that impact Exhibition Place operations.

DECISION HISTORY

The Exhibition Place 2022-2026 Strategic Plan has a goal to Ensure Competitively Priced Services and Sustainable Operations; which includes reviewing current systems, agreements, and practices such as our price list annually for providing fair, reasonable competitively priced services to events which is especially important to support growth of business.

<http://app.toronto.ca/tmmis/viewAgendaItemHistory.do?item=2022.EP24.12>

At its meeting of July 13, 2019, the Board approved the third-party rentals and services price list for 2020-2022. 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=2019.EP3.7>

COMMENTS

A comprehensive review and update of the master price list is done annually in conjunction with the commencement of the Operating Budget process as the price of services impact show revenues and ultimately the 2023 Operating Budget. In addition, the Sales & Marketing and Event Management Services Divisions are already providing quotes to shows for 2023-2025 events, and therefore the need to have updated rates for these quotes. To ensure that our rates be competitive and create cost certainty among show manager and exhibitors for the next three years staff have prepared a 2023-2025 Show Management Price List for third party Rentals and Services.

The Confidential Attachment 1 is the proposed Price List for Rentals and Services which staff is recommending be adopted effective January 1, 2023. The Price Lists was compiled by staff and the prices being recommended have been compared to other service providers in the industry. It is intended that some of the pricing from this list will also be used, where applicable, to the Beanfield Centre although given the unique mix of events in Beanfield, show services are provided often as an overall package pricing to meetings and conferences.

The Confidential Attachment 1 provide prices that have also been reviewed to factor in the increase in labour costs to assure a competitive return to the Board on services offered. On an ongoing basis, the services and cost of services are monitored to

evaluate their profitability and competitiveness in the marketplace. 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 surveys that were undertaken.

For the information of the Board, where there is a price change for 2023 it is noted in the respective columns. If there is nothing noted in the “change” column then it means the price for 2023 remains the same as in 2022.

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SIGNATURE

Don Boyle
Chief Executive Officer

ATTACHMENTS

Confidential Attachment 1 - 2023-2025 Rentals and Services Price List for Show Management