

2023 Electrical and Mechanical Services Price List - ShowTech Power and Lighting (SPL)

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

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 2023 Electrical and Mechanical Services Price List for ShowTech Power and Lighting ("SPL") the Board Exclusive Provider, as outlined in Confidential Attachment 1. Board approval is required for the Price List pursuant to the Show Electrical Services Agreement between the Board and SPL. SPL conducts a comprehensive review and update of Electrical and Mechanical Pricing annually to factor in any increases due to labour and material costs and to ensure fair, competitive, and reasonable rates. Staff work towards being consistent with industry standards in Toronto and the GTA market. The rates were reviewed by Exhibition Place staff and are recommended as fair and reasonable changes.

The preparation of the 2023 price list brought along with-it inherent challenges. Since the previous 2022 price list was unchanged from 2021 due to the pandemic staff worked together to ensure the price list was fair, reasonable, and competitively priced in the GTA as well as taking into consideration increase in labour rates from new collective agreement and rise of material costs due to inflation over the 2 (two) period.

RECOMMENDATIONS

The Chief Executive Officer recommends that:

1. The Board approve the 2023 Electrical and Mechanical Services Price List for third party Rentals and Services delivered by ShowTech Power and Lighting as set out in the Confidential Attachment 1, effective January 1, 2023.
2. The Board direct that the confidential information contained in the 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.

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 the exclusive provider price list annually for providing fair, reasonable competitively priced services to events which is especially important to support growth of business.

At its meeting of on July 7, 2015, City Council approved an agreement between the Board and SPL for the exclusive provision of electrical and mechanical services to events and exhibitions at the Exhibition Place "Buildings" for a five (5) year term commencing September 15, 2015, with the Board option to extend for an additional two (2) year period.

<http://app.toronto.ca/tmmis/viewAgendaItemHistory.do?item=2015.EX7.33>

At its meeting of September 20, 2018, the Board approved 2019 Electrical and Mechanical Services Price List for third party Rentals and Services delivered by ShowTech Power and Lighting.

<http://app.toronto.ca/tmmis/viewAgendaItemHistory.do?item=2018.EP14.7>

At its meeting of June 16, 2021, the Board approved the 2022 Electrical and Mechanical Services Price List for third party Rentals and Services delivered by ShowTech Power and Lighting. 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=2021.EP18.11>

COMMENTS

In accordance with the agreement between the Board and SPL the rates of the Electrical and Mechanical Services Price List shall be submitted to the Board for approval annually.

A comprehensive review and update of the Electrical and Mechanical Services Price List is to be done by SPL annually to factor in the increase of their labour and material costs and to ensure fair and reasonable rates, and to be consistent with industry standards in Toronto and the GTA market.

The Confidential Attachment 1 is the proposed Electrical and Mechanical Services Price List which staff is recommending be adopted effective January 1, 2023. It is intended that some of the pricing from this list will also be used, where applicable, by Board staff in providing electrical and mechanical services to events in the Beanfield Centre. On an ongoing basis, "SPL" and Exhibition Place staff monitor the cost of services for competitiveness in the marketplace. The increases that are being recommended either directly reflect the increase in labour rates associated with the supply of the service or increases that are in keeping with the marketplace.

CONTACT

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SIGNATURE

Don Boyle
Chief Executive Officer

ATTACHMENTS

Confidential Attachment 1 - 2023 Electrical and Mechanical Services Price List - ShowTech