

## Multi-year Agreement with a Consumer Show Client - A

Date: November 29, 2022

To: 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 multi-year agreement between a Consumer Show Client and Exhibition Place within Enercare Centre.

### RECOMMENDATIONS

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The Chief Executive Officer recommends that:

1. The Board approve multi-year license agreements with the Consumer Show Client - A for Enercare Centre, as set out in Confidential Attachment 1, for a 3-year term commencing in each of 2023, 2024, and 2025 on the terms and conditions of the Licence 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 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.

## **FINANCIAL IMPACT**

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

## **DECISION HISTORY**

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The Exhibition Place Strategic Plan continues to have 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 or events.

## **COMMENTS**

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The Consumer Show Client description is listed in Confidential Attachment 1.

The details of the agreement between Exhibition Place and the Consumer Show Client are provided in 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 - Licence Agreement Terms and Conditions