

Multi-year Agreement with a Consumer Show Client

Date: January 19, 2023

To: Board of Governors of Exhibition Place

From: Don Boyle, Chief Executive Officer

Wards: All

REASON FOR CONFIDENTIAL INFORMATION

This report contains financial information, supplied in confidence to the Board, which, if disclosed, could reasonably be expected to significantly prejudice 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 multi-year agreement between a Consumer Show Client and Exhibition Place within Enercare Centre.

RECOMMENDATIONS

The Chief Executive Officer recommends that:

1. The Board approve multi-year license agreements with the Consumer Show Client for Enercare Centre, as set out in Confidential Attachment 1, for a 3-year term commencing in each of 2025, 2027, and 2029 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 significantly prejudice the competitive position, or interfere significantly with the contractual or other negotiations of a person, group of persons, or organization.

FINANCIAL IMPACT

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

DECISION HISTORY

The Exhibition Place Strategic Plan 2022-2026 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 or events.

COMMENTS

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

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

SIGNATURE

Don Boyle
Chief Executive Officer

ATTACHMENTS

Confidential Attachment 1 - Licence Agreement Terms and Conditions