

Multi-year Agreement with an Association Conference Client

Date: May 25, 2023

To: The Board of Governors of Exhibition Place

From: Chief Executive Officer, Exhibition Place

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 prejudice significantly the competitive position, or interfere significantly with the contractual or other negotiations of a person, group of persons, or organization.

SUMMARY

This report recommends two (2) multi-year license agreements between an Association Conference Client and Exhibition Place within Beanfield Centre.

RECOMMENDATIONS

The Chief Executive Officer recommends that:

1. The Board approve two (2) multi-year license agreements with an Association Conference Client for Beanfield Centre, as set out in the Confidential Attachment 1, for a 2-year term commencing in 2024 and expiring in 2025 on the terms and conditions of the Event Agreement and such other terms and conditions satisfactory to the Chief Executive Officer and the 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

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

DECISION HISTORY

The Exhibition Place Strategic Plan 2022-2026 has a Strategic Goal to solidify our position as a leading convention and event space.

The Association Conference Client has extended their commitment to partner with us in a sponsorship agreement for two years with signed contracts for 2024 and 2025. Intentions are for a long-term relationship. The 2024 and 2025 agreements are to reciprocally promote Beanfield Centre and the site of Exhibition Place as a global convention and meetings venue.

COMMENTS

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

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

CONTACT

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SIGNATURE

Don Boyle
Chief Executive Officer

ATTACHMENTS

Confidential Attachment 1 - License Agreement Terms and Conditions