

Multi-year License Agreement with a Trade Show Client

Date: May 31, 2023

To: Board of Governors of Exhibition Place

From: 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 license agreement between a Trade Show Client and Exhibition Place within Enercare Centre.

RECOMMENDATIONS

The Chief Executive Officer recommends that:

1. The Board approve the multi-year license agreements with the Trade Show Client for Enercare Centre, as set out in the Confidential Attachment 1, for a 3-year term commencing in each of 2024, 2025, and 2026 on the terms and conditions of the License 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 the Confidential Attachment 1.

DECISION HISTORY

The Exhibition Place 2022-2026 Strategic Plan 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 Trade Show Client description is listed in Confidential Attachment 1.

The Trade Show Client is seeking stability in dates for the relaunch of this annual event and have selected Enercare Centre as the ideal venue.

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

CONTACT

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

Judy Mahoney, Director, Sales and Marketing, 416-263-3021,
jmahoney@explace.on.ca

SIGNATURE

Don Boyle
Chief Executive Officer

ATTACHMENTS

Confidential Attachment 1 - Terms and Conditions