



Exhibition Place

REPORT FOR ACTION

Extension of Agreement for the Provision of Electrical & Mechanical Show Services for Events & Exhibitions at Exhibition Place due to Covid-19 Pandemic

Date: January 19, 2023

To: The Board of Governors of Exhibition Place

From: Don Boyle, Chief Executive Officer

Wards: All

SUMMARY

A Request for Proposal (RFP) was issued in February 2015 through the City Purchasing and Materials Management Division. In September 2015, the Board and ShowTech Power and Lighting (“ShowTech”) entered into an agreement for the exclusive provision of electrical and mechanical services to shows and events. The Term of the agreement was for five (5) years, commencing September 15, 2015 and ending September 14, 2020, with the option for the Board to extend for an additional two (2) year period to September 14, 2022.

In May 2020, pursuant to the agreement Exhibition Place opted to exercise its option to renew the agreement for the two (2) year period extending the agreement to September 14, 2022.

Due to Covid-19 pandemic, the Board ceased business for a two (2) year period from March 13, 2020, to April 12, 2022. As such, both the Board and ShowTech as partners have not been able to benefit from the extension.

This report recommends that the Board, subject to City Council approval, approve an extension of the agreement for a two (2) year period commencing September 15, 2022 to September 14, 2024 to cover for the loss of the dark period.

RECOMMENDATIONS

The Chief Executive Officer recommends that:

1. Subject to City Council approval, the Board of Governors of Exhibition Place, approve an extension of the ShowTech agreement for two (2) years from September 15, 2022 to September 14, 2024, for the exclusive provision of

electrical and mechanical services on the same terms and conditions of the existing agreement.

2. The Board of Governors of Exhibition Place recommend that City Council approve an extension of the ShowTech agreement for two (2) years from September 15, 2022 to September 14, 2024, for the exclusive provision of electrical and mechanical services on the same terms and conditions of the existing agreement

FINANCIAL IMPACT

Approval of this extension between the Board and ShowTech will result in a positive revenue stream.

DECISION HISTORY

The Exhibition Place 2022 – 2026 Strategic Plan has a goal to Ensure Competitively Priced Services and Sustainable Operations; includes reviewing current systems and agreements which is especially important to support growth of business.

At its meeting of July 7, 2015, City Council approved an agreement between the Board and SPL (ShowTech) 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 option to extend for an additional two (2) year period.

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

COMMENTS

In accordance with the Strategic Plan, the Board is continually reviewing its service delivery model and looking for alternative methods to provide the most efficient and effective service generating the greatest return to the Board. Many world-class exhibition centres deliver electrical and mechanical services through third party contractors, and as part of its business model, the Board routinely considers its delivery model and assesses its options.

Due to Covid-19 pandemic, the Board ceased business for two (2) years during the period of March 13, 2020 to April 12, 2022. As such, both the Board and ShowTech as partners have not been able to benefit from the extension contemplated.

Since September 2022, Exhibition Place staff and ShowTech have been in discussions relating to the terms and conditions of an extension. The extension of the agreement for the two (2) year period enables ShowTech to achieve the anticipated results from their agreement and provide the Board an opportunity to go back to the marketplace with an RFP at the end of extended term. In addition, ShowTech spent approximately \$700,000

in equipment inventory upgrade between 2015 and 2022 and the extension will further provide an opportunity to recover its investment.

Issue Background

The RFP terms in 2015 sought an experienced show services contractor with the demonstrated ability, financial and managerial resources to provide electrical and mechanical show services on an exclusive basis to all show / event managers across the grounds except in all existing or future tenanted properties.

Electrical maintenance services delivered pursuant to the IBEW Collective Agreement with Exhibition Place which has always been and will continue to be delivered by the Exhibition Place in-house electricians. Included in the RFP bid document and the existing agreement was the requirement that any Proponent be a signatory to the IBEW Provincial Agreement and provide services through those unionized workers.

ShowTech is an industry leader in Canada in providing quality electrical, mechanical, production and staging services to over 3,000 trade and consumer shows, events, and exhibitions annually, held in 15 facilities across Canada such as the International Centre, Metro Toronto Convention Centre, Northland Park, Toronto Congress Centre, Scotiabank Convention Centre, and Place Bonaventure to name only a few. Events range in size from 400 square feet of meeting room space to one million square feet of exhibit space.

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SIGNATURE

Don Boyle
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