

Parking Management Agreement with Toronto Parking Authority

Date: April 11, 2024

To: The Board of Governors of Exhibition Place

From: Don Boyle, Chief Executive Officer

Wards: Ward 10 - Spadina - Fort York

REASON FOR CONFIDENTIAL INFORMATION

The attachment to this report contains commercial and financial information, supplied in confidence to the Board of Governors of Exhibition Place, 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 seeks the Board's approval to enter into a new Parking Management Agreement (TPA Agreement) with the Toronto Parking Authority (TPA) on the terms and conditions outlined in this report and Confidential Attachment 1.

RECOMMENDATIONS

The Chief Executive Officer recommends that:

1. The Board authorize the Chief Executive Officer to negotiate and enter into a new Parking Management Agreement with the Toronto Parking Authority with respect to twenty-five (25) new state-of-the-art pay-by-plate machines across ten (10) Car Park locations and in accordance with the general terms in Confidential Attachment 1.
2. The Board direct that Confidential Attachment 1 remain confidential as it contains commercial and financial information, supplied in confidence to the Board of Governors of Exhibition Place, 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 installation and implementation of twenty-five (25) new pay-by-plate machines including labour, and associated signage will be an investment of approximately \$450,000. The Board will amortize the cost over the useful life of the new equipment and incur an annual depreciation (noncash) expense in its operating results starting 2024.

DECISION HISTORY

The Exhibition Place 2022 - 2026 Strategic Plan has a goal to Exceed Client and Visitor Expectations – Exhibition Place revolves around visitors. The experience of visitors on our grounds, regardless of the reason for their visit, needs to be exceptional. This agreement with the Toronto Parking Authority will ensure Exhibition Place remains current with the latest parking technology and practices that our guests expect.

At its meeting of April 15, 2015, the Board approved entering into an agreement with WSP Canada Inc. for the provision of consulting services to provide a Parking Study for Exhibition Place including the development of a comprehensive parking strategy leading to the construction of a new parking facility.

<https://www.explace.on.ca/files/file/58c6ba54ee42a/Item-10-Parking-Study.pdf>

At its meeting of February 12, 2016, the Board adopted the Parking Consultant Report from WSP Canada Inc. Executive Summary (Appendix A) and the Report outlining the: (1) Summary of Recommendations (Appendix B); and a Summary of Directions and Timelines for completion of each of the recommended actions (Appendix C).

<https://www.explace.on.ca/files/file/58d03e8bda5ba/Item-3-Parking-Study.pdf>

[https://www.explace.on.ca/files/file/58d040d225de6/Item-3-Parking-Study-Appendix-A\(1\).pdf](https://www.explace.on.ca/files/file/58d040d225de6/Item-3-Parking-Study-Appendix-A(1).pdf)

<https://www.explace.on.ca/files/file/58d03e8af2b05/Item-3-Parking-Study-Appendix-B.pdf>

At its meeting on December 11, 2017, the Board approved a Business Service Agreement (TPA Agreement) with the Toronto Parking Authority (TPA) on the terms and conditions outlined in this report to provide consultancy, purchasing, installation, and support services relating to (1) parking technology at the Enercare Centre parking garage and (2) refurbishment of sixteen (16) grounds parking booths.

<https://secure.toronto.ca/council/agenda-item.do?item=2017.EP7.11>

At its meeting on December 3, 2021, the Board approved an extension to the Parking Equipment Services Agreement with Toronto Parking Authority to March 31, 2023, with respect to the grounds eight (8) car parks generally in accordance with the terms and conditions as previously agreed to or amended terms and conditions as may be acceptable to the Chief Executive Officer, Exhibition Place.

<https://secure.toronto.ca/council/agenda-item.do?item=2021.EP21.5>

COMMENTS

Exhibition Place has been working with the Toronto Parking Authority (TPA) since 2016 on a range of projects to improve technology and processes in our parking operations. This agreement will further that relationship for another five (5) years under the terms outlined and to be negotiated.

The Toronto Parking Authority operates all parking operations on behalf of the City of Toronto as well as other City Boards or Agencies. The experience that the Toronto Parking Authority brings to Exhibition Place supports our vision of being Canada's premier destination for conventions, exhibitions, events, and entertainment through an exceptional guest experience when utilizing our parking operations. This exceptional experience includes the expectation of frictionless parking (no barriers at entrances/exits), the ability to utilize the latest technology to pay for their parking and a seamless parking experience.

This new agreement will see Exhibition Place installing twenty-five (25) state-of-the-art pay-by-plate machines, offering guests the option to pay via a Quick Response Code (QR Code), and enabling vendors or other guests an enhanced payment experience.

The TPA are also proposing some optional parking management services at the Board option including parking enforcement and equipment relocations in an expanded role.

Appendix A Estimated Cost excluding Installation and Signed is incorporated within this report, and the terms and conditions of the proposed Parking Management Agreement, including the results of a financial analysis are outlined in Confidential Attachment 1.

CONTACT

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Tony Porter, Director, Security & Transportation, 416-263-3564, tporter@explace.on.ca

SIGNATURE

Don Boyle
Chief Executive Officer

ATTACHMENTS

Appendix A - Estimated Cost excluding Installation and Signage
Confidential Attachment 1 - Parking Management Agreement Terms

Appendix A

Estimated Cost excluding Installation and Signage

25 x 'Flowbird S5 Multispace Meter' (Schedule 1)	261,682.50
Signage & Installation	188,317.50
Total	\$450,000.00

Schedule 1

Bill of Material/Pricing Schedule

S5 Configuration

Toronto Parking Authority				
RFQ #86 PRODUCT / SERVICE SCHEDULE & PRICING				
DESCRIPTION	QTY	UNIT PRICE	EXTENDED TOTAL	
RFIN Description				
Requesting PPL provide a price quote for S5 Multispace Meter for Project: XPlace.				
<i>Flowbird S5 Multispace Meter</i>				
Strada S5 Pay by License Plate Multispace Meter	25	\$ 8,818.80	\$	220,470.00
Includes colour touch screen, 360deg rotating solar panel, coin selector, coin box, printer				
Contactless Reader	25	\$ 895.00	\$	22,375.00
Mobile Pay Decal Kits	25	\$ 19.50	\$	487.50
Multispace Meter Assembly, Configuration & Programming	25	\$ 696.00	\$	17,400.00
Battery Holder (Lift Kit Option)	25	\$ 38.00	\$	950.00
TOTAL COST				\$261,682.50
NOTES				
Taxes extra.				
Commissioning and ID Plates included in meter pricing.				
TPA to pick-up and install machines				
Monthly Flowbird WebOffice / Communications Fee will apply				
Asset Protection monthly charges (extra) applicable				