



REPORT FOR ACTION WITH CONFIDENTIAL ATTACHMENT

Agreement for the Provision of Electrical and Mechanical Show Services for Events and Exhibitor Administrative Services at Exhibition Place

Date: September 18, 2025
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 financial information that belongs to the Board of Governors of Exhibition Place and has monetary value or potential monetary value.

SUMMARY

A Request for Proposal (RFP) was issued on July 31, 2025 through the Exhibition Place Procurement Portal and closed on August 25th. There were three (3) proponents who attended the site inspection. They included ShowTech Power and Lighting, Ainsworth Inc., and Trade Electrical Contractors.

After the evaluations, ShowTech Power and Lighting (“ShowTech”) is being recommended for the award of the agreement for the provision of exclusive electrical and mechanical services to shows and events.

This report recommends that the Board, subject to City Council approval, approve the agreement for five (5) years, commencing September 15, 2025 and ending September 14, 2030, with the option for the Board to extend for an additional two (2) year period to September 14, 2032.

RECOMMENDATIONS

The Chief Executive Officer, Exhibition Place, recommends that the Board of Governors of Exhibition Place:

1. Request City Council approve an agreement with ShowTech for the exclusive provision of electrical and mechanical services to events and exhibitions at Exhibition Place for a five (5) year term commencing September 15, 2025, with the option to extend for an additional two (2) year period, on the terms and conditions outlined in Appendix A to this report (September 18, 2025) and in the Confidential Attachment 1, and other such terms and conditions satisfactory to the Chief Executive Officer, Exhibition Place and the City Solicitor.
2. Request City Council to direct that the confidential information contained in Confidential Attachment 1 to this report not to be released publicly as this report contains financial information that belongs to the Board of Governors of Exhibition Place and has monetary value or potential monetary value.
3. Direct the Chief Executive Officer, Exhibition Place, subject to Council approval, to work with City staff to seek the necessary City of Toronto approval for the proposed agreement set out in Recommendation 1.
4. Direct that the confidential information contained in Confidential Attachment 1 to this report not to be released publicly as this report contains financial information that belongs to the Board of Governors of Exhibition Place and has monetary value or potential monetary value.

FINANCIAL IMPACT

Approval of this agreement between the Board and ShowTech will result in a positive revenue stream as outlined in Confidential Attachment 1.

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 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>

At its meeting of March 29, 30 and 31, 2023, the City approved an extension of the agreement with ShowTech for the exclusive provision of electrical and mechanical services to events and exhibitions at the Exhibition Place for a two (2) year period commencing September 15, 2022 to September 14, 2024 to cover for the loss of the two year dark period during the pandemic on the same terms and conditions of the existing agreement.

COMMENTS

With the ShowTech agreement ending on September 14, 2024, staff arrange for ShowTech to continue on holdover provisions on the same terms as the existing agreement to service a number of large events with significant electrical and mechanical requirements. The Board issued an RFP to find an experienced show services contractor. The contractor needed to demonstrate the ability, financial stability, and managerial resources to provide exclusive electrical and mechanical show services to all show/event managers across the grounds, except in existing or future tenanted properties.

Electrical maintenance services for base building are 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 draft agreement was the requirement that any Proponent be a signatory to the IBEW Provincial Agreement and provide services through those unionized workers.

ShowTech was the successful proponent of the RFP process. They continue to be an industry leader in Canada, providing quality electrical, mechanical, production, and staging services to over 3,000 trade and consumer shows, events, and exhibitions annually. These events are held in 15 facilities across Canada, including the International Centre Toronto, Metro Toronto Convention Centre, Toronto Congress Centre, Edmonton Convention Centre, Edmonton Expo Centre among others. The events range in size from 400 square feet of meeting room space to one million square feet of exhibit space.

Background and History with ShowTech

In September 2015, the Board and 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-year period, extending the agreement to September 14, 2022.

Due to the COVID-19 pandemic, the Board ceased business for two years during the period from March 13, 2020, to April 12, 2022. Starting in September 2022, Exhibition Place staff and ShowTech engaged in discussions regarding the terms and conditions of an extension. The extension of the agreement for the two-year period allowed ShowTech to achieve the anticipated results from their agreement and provides the Board an opportunity to go back to the marketplace with an RFP at the end of the extended term. Additionally, ShowTech invested approximately \$700,000 in equipment

inventory upgrades between 2015 and 2022, and the extension provide an opportunity to recover this investment.

As a result, in January 2023, the Board approved a two-year extension due to the pandemic, which was subsequently approved by City Council on March 29, 30 and 31, 2023 by adoption of report GG2.24.

Appendix A

Substantial Terms and Conditions of the Agreement with ShowTech

Supply of Electrical and Mechanical Services

a) Services: ShowTech shall supply full show-related electrical and mechanical services on an exclusive basis for all shows, meetings, conferences, and events at Exhibition Place, except for the following:

- i. any Board property leased to third parties;
- ii. the Automotive Building and the Food Building, except for a requirement by

ShowTech to provide electrical and mechanical services at ShowTech's prevailing rate if required by the Board;

b) Scope of Work: ShowTech shall be required to supply all manpower, permits, supervision, management and plant equipment necessary, for the provision of full show related electrical and mechanical services on an exclusive basis for all events and exhibitions at Exhibition Place. ShowTech will be responsible to maintain and repair at its own expense all Board owned connection points including but not limited to resetting breakers, replacing fuses in panels or disconnect switches which supply power to building floor ports, overhead buss ducts, disconnect switches.

c) Term: The term of the Agreement will be for 5 years commencing on September 15, 2025 with the option for the Board to extend for a further two years.

d) Equipment and Materials: ShowTech shall provide all equipment and materials necessary to provide the Services, including all communications and office equipment. The Board shall make available to ShowTech Board owned high-reach equipment on a rental basis, provided that the equipment is available.

e) Taxes: ShowTech shall be responsible for the payment of all taxes, including realty taxes.

f) Pricing: Annually for the term of the Agreement ShowTech will provide for the approval of the Board, service pricing rates that are competitive in the marketplace.

g) Collective Agreements: ShowTech shall comply with all collective agreements between the Board and its Labour Trades/Unions

- h) Termination: The Board shall have the right to terminate upon breach by ShowTech.
- i) Insurance: ShowTech shall obtain and maintain in force at all times during the Term, as a direct cost of its operation, insurance coverage as required by the Board and which is acceptable to the City Treasurer and City Insurance Risk Management.
- j) Indemnity: provisions respecting indemnification as acceptable to the CEO and the City Solicitor.

Supply of Exhibitor Support Services Administration

- a) Services: ShowTech shall supply exhibitor support services administration on an exclusive basis for all the shows, meetings, conferences, and events at Exhibition Place.
- b) Scope of Work: ShowTech shall be required to supply all staff, supervision and management for the provision of exhibitor support services on an exclusive basis for all events and exhibitions and be responsible for all its payroll and benefits costs. Exhibitor services that are currently offered by the Board are for:
 - (i) Signage/Banner Installation;
 - (ii) Telecommunications / Internet;
 - (iii) Housekeeping/Booth Cleaning;
 - (iv) Production Labour;
 - (v) Painting;
 - (vi) Carpentry;
 - (vii) Locksmith;
 - (viii) General labour; and
 - (ix) Marketing of exhibitor services.
- c) Space: ShowTech will use its existing office space and order desk to provide its services to exhibitors.

CONTACT

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SIGNATURE

Don Boyle
Chief Executive Officer

ATTACHMENTS

Appendix A - Substantial Terms and Conditions of Agreement
Confidential Attachment 1 - Financial Terms and Implications