

*The Board of Governors on July 10, 2009 approved the recommendations embodied in this report.*

June 18, 2009

To: The Board of Governors of Exhibition Place  
From: The Board of Directors of the CNEA  
Subject: **Sound and Light Package for the Bandshell**

**ACTION REQUIRED**

**Summary:**

This report seeks approval of an agreement with PRG Canada to provide a sound and light package for the Bandshell Stage for the 2009, 2010 and 2011 CNE's.

**Recommendation:**

**It is recommended that the Board authorize a three-year agreement with PRG Canada for the provision of sound and light equipment on the terms set out in this report, and such other terms and conditions satisfactory to the General Manager and the CNEA Solicitor.**

**Financial Impact:**

Funding for the provision of sound and light equipment is allocated annually in the CNEA operating budgets, therefore there are no negative budget implications.

**Decision History:**

Pursuant to the CNEA bylaws, if an agreement term exceeds one year it requires approval by the Board of Governors of Exhibition Place. At its meeting of June 18, 2009, the Board of Directors of the CNEA considered and recommended this report for approval by the Board.

**Issue History:**

An RFQ was issued, in 2009 through the City of Toronto Purchasing Department for the provision of sound and lighting equipment. Five quotations were submitted and staff are recommending the quote from PRG Canada. While PRG Canada's was not the least expensive, their equipment list best matched our requirements. The quote from Vertex Sound and Lighting for year one was \$38,900 while PRG Canada's is \$40,750, a minor difference of \$1,850.

The CNE has used PRG Canada frequently in the past for equipment for the various stages and are very satisfied with the range of equipment and the servicing they provide. The other three proponents quoted \$50,000 (Westbury National Show Systems), \$51,644.14 (P.A. Plus Productions) and \$58,670 (Metalworks Production Group).

As this was a request for three years, each proponent listed the costs for the years 2010 and 2011. Again, Vertex Sound and Lighting was least expensive for these years, but their equipment list did not meet our needs in a satisfactory way. While PRG Canada showed a 5% increase for each of these years, the price still came in under the other three bidders.