



Exhibition Place

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December 1, 2016

To: Business Development Committee

From: Dianne Young
Chief Executive Officer

ACTION REQUIRED

Subject: **Request for Proposal – Preferred Security Provider**

Summary:

This report presents for the information of the Committee the terms of the Request for Proposal (RFP) for a Preferred Security Provider for all Electronic Dance Music (EDM) concerts and High Risk Functions licensed by Exhibition Place.

Recommendations:

It is recommended that the Business Development Committee:

- 1) Receive this report for its information; and**
- 2) Direct that the confidential information contained in Attachment 1 to this report not be released publicly in order to protect the competitive position and future economic interests of Exhibition Place and the City of Toronto.**

Financial Impact:

Revenues earned from EDM's and Concerts held at Exhibition Place have a positive impact on the operating budget.

Decision History:

The Exhibition Place 2014-2016 Strategic Plan has a goal to *ensure a safe and secure environment for employees, guests and for our property and assets*; as a strategy to support this goal, *we will seek to learn from best practises related to these events*.

At its meeting of August 29, 2016, the Business Development Committee approved the Request for Proposal – Preferred Security Provider.

<http://www.explace.on.ca/database/rte/files/Item%204-RFP%20EDM%20Security.pdf>

At the meeting of July 28 of 2016, the Board approved the Entertainment Event Protocol and directed staff to issue an RFP for a single preferred security provider for all Electronic Dance Music (EDM) concerts and High Risk Functions licensed by Exhibition Place.

[http://www.explace.on.ca/database/rte/files/Item%2015\(a\)-EDM%20Security%20Review.pdf](http://www.explace.on.ca/database/rte/files/Item%2015(a)-EDM%20Security%20Review.pdf)

At the meetings on April 11, and June 25, of 2014, the Board had previous reports related to EDM concerts.

[http://www.explace.on.ca/database/rte/files/Item%2011-EDC\(1\).pdf](http://www.explace.on.ca/database/rte/files/Item%2011-EDC(1).pdf)

[http://www.explace.on.ca/database/rte/files/Item%2016-EDM-Cover\(1\).pdf](http://www.explace.on.ca/database/rte/files/Item%2016-EDM-Cover(1).pdf)

At the meetings of May 6, 7, 8, and July 8, 9, 10, 11, of 2014, City Council considered the matter of EDM concerts at Exhibition Place, and approved the permitting of such events provided safety protocol was established. After consultation with the City's Emergency Medical Services (EMS) and Toronto Public Health, better guidelines were implemented to better protect the populace at

these events. This became the EDM Concerts Policy, which was subsequently considered by the Board at its meeting on September 10, 2014.

<http://app.toronto.ca/tmmis/viewAgendaItemHistory.do?item=2014.MM54.19>

Issue Background:

EDMs and High Risk Functions are considered a more challenging event for security providers and because of this the Board requested that Exhibition Place staff go to the marketplace and select a preferred provider with the experience and qualifications to deliver the level of services required to ensure a safe and successful event.

Comments:

This RFP for a Preferred Security Provider is being issued to allow staff to select a provider who meets and/or exceeds the minimum expectations for providing security services during an Entertainment Event and more specifically an EDMs or High Risk Functions that require unique experience, training, knowledge and skill sets of the security guards, supervisors and managers.

The substantive terms of the proposed RFP are listed in the Confidential Attachment as well as the draft RFP attached as Appendix A to this report.

The Director of Parking & Security Services will lead the selection committee and be the person responsible for working with the Preferred Security Provider to ensure all of the requirements in the Entertainment Event Protocol, Emergency Preparedness Plan, Event Security Plan, Requirements for Safety Manual and Exhibition Place Event Guide are followed for these events. The Director, Parking & Security Services will also maintain the position of the Exhibition Place Security Coordinator as outlined in the Entertainment Event Protocol document.

Risks associated with Electronic Dance Music (EDM) concerts and High Risk Functions are viewed to be greater than other trade and consumer type events, hence the additional step of selecting the Preferred Security Provider. This RFP will add an additional layer of safety to these events by allowing one Preferred Provider to become familiar with and experienced in the uniqueness and challenges of delivering Security Services to these events.

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