

**BUSINESS DEVELOPMENT COMMITTEE – MINUTES
THE BOARD OF GOVERNORS OF EXHIBITION PLACE
OF EXHIBITION PLACE**

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Meeting Date: Monday, October 31, 2016
Start Time: 9:30 a.m.
Location: Meeting Room 203 A/B – Enercare Centre – Exhibition Place

PRESENT: Jim Karygiannis/Chair, Connie Dejak, Victoria Mancinelli, Mark Teeple

APOLOGIES: Mark Grimes

GUESTS: Virginia Ludy, Chief Executive Officer/CNEA
Mike Cruz, Director of Operations/CNEA

STAFF: Dianne Young, Chief Executive Officer
Fatima Scagnol, Corporate Secretary
Hardat Persaud, Chief Financial Officer
Arlene Campbell, General Manager/Sales & Event Management

Jim Karyginannis presided and Fatima Scagnol acted as Secretary to the meeting. The meeting was called to order at 9:45 a.m.

1. CONFIRMATION OF MINUTES – AUGUST 29, 2016

Committee Decision

The Members requested that the Minutes of the Business Development Committee from the regular meeting held on May 13, 2016, August 29, 2016 and October 31, 2016, be referred to the next meeting of the Committee.

Committee Motion

Motion to Adopt, as Amended (Carried)

CONSIDERATION OF REPORTS

The Chair proposed that the Committee proceed through the reports on the agenda with members indicating those reports, by number, on which they wish to speak. The Committee then proceeded with the adoption of the remaining reports and then gave consideration to those reports held for discussion at the request of the members, not necessarily in the order that they appear on the agenda. The Committee concurred with the following.

2. SUMMARY OF TENANT PRESENTATION – AUGUST 29, 2016

Victoria Mancinelli declared an interest with subject report given her family relations with LiUNA, and excused herself from the meeting.

Committee Decision

The Committee on October 31, 2016 adopted the following:

The Committee approve the Summary of Tenant Presentation made on August 29, 2016

Background Information

(August 30, 2016) Report No.2 from the Chief Executive Officer on the Summary of Tenant Presentation – August 29, 2016.

<http://www.explace.on.ca/database/rte/files/Item%202-Tenant%20Info-Aug%2029-16.pdf>

Committee Motion

Motion to Adopt Item (Carried)

Victoria Mancinelli rejoined the meeting.

The Committee recessed its public session 9:50 a.m. and met in closed session on October 31, 2016, wherein Virginia Ludy, Chief Executive Officer for the CNEA presented an oral presentation with respect to the Youth Day event held during the 2016 CNE, as well as concerns raised by the disability admission prices.

The Committee reconvened in public session at 10:35 a.m. and concurred with the following.

3. ORAL PRESENTATION - CNEA

Committee Decision

The Committee on October 31, 2016 adopted the following:

That the Confidential Oral Presentation provided by Virginia Ludy, CEO/CNEA, be received for information.

Committee Motion

Motion to Adopt Item (Carried)

4. DATE OF NEXT MEETING

The next meeting of the Committee is scheduled for Friday, December 9, 2016 at 10:30 a.m.

ADJOURNMENT

There being no further business, the Chair adjourned the meeting at 10:35 a.m.

Chair