

November 30, 2016

ACTION REQUIRED

To: The Board of Governors of Exhibition Place

From: Dianne Young
Chief Executive Officer

Subject: **Licence Agreement for Allstream Centre and Enercare Centre**

Summary:

This report recommends a license agreement between a direct selling company detailed in the Confidential Attachment (hereinafter referred to as the (“Direct Selling Company”) and Exhibition Place within the Allstream Centre and Enercare Centre

Recommendations:

It is recommended that the Board:

- 1) Approve the recommendations as set out in the Confidential Attachment 1, and enter into a licence agreement with the Direct Selling Company to rent the Allstream Centre and the Enercare Centre for 20 days or less in any one year, and for a term commencing in 2017 and expiring in 2019 on the terms and conditions of the standard license agreement for Allstream Centre and Enercare Centre, and such other terms and conditions satisfactory to the CEO and City Solicitor; and**
- 2) Direct that the confidential report contained in Attachment 1 to this report remain confidential in its entirety and not be released publicly in order to protect the competitive position, future economic and legal interests of the Board.**

Financial Impact:

The licence agreement recommended in this report provides revenue to the Board as set out in the Confidential Attachment.

Decision History:

The Exhibition Place 2014-2016 Strategic Plan has a Business Development Goal *to build on our strong base of recurring events to expand the scope and scale of business enterprises across the site, while maintaining our existing business* and as a Strategy to support this Goal *to achieve and grow our recurring events business revenue.*

At its meeting of March 31 and April 1, 2010, City Council approved the Relationship Framework Agreement between the Board and the City, wherein one of the new terms allows the Board to enter into licence agreements for a period of 20 days or less in any one year, for a term no greater than 10 years.

Issue Background:

The Direct Selling Company has agreed to a three-year term licence agreement for use of Allstream Centre and Enercare Centre for certain dates in each year.

Comments:

The details of the agreement between Exhibition Place and the Direct Selling Company are provided in the Confidential Attachment I.

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