



# Exhibition Place

14

July 17, 2015

To: The Board of Governors of Exhibition Place

**ACTION REQUIRED**

From: Dianne Young  
Chief Executive Officer

Subject: **Multi-Year Rental Agreement with Informa Canada Inc.**

## Summary:

This report seeks approval of a license agreement between Informa Canada Inc. and the Board on terms and conditions of the Board's standard license agreement.

## Recommendations:

**It is recommended that the Board:**

- 1) Enter into a two (2) year multi-year rolling agreement for 2016 and 2017 with Informa Canada Inc. to rent the Better Living Centre for 7 days in any one year on the terms and conditions of the standard license agreement for the Better Living Centre and such other terms and conditions set out in the Confidential Attachment and others as satisfactory to the CEO and City Solicitor; and**
- 2) Direct that the confidential report contained in Attachment 1 to this report not be released publicly in order to protect the competitive position, future economic and legal interests of the Board.**

## Financial Impact:

There are not any negative financial implications with respect to this report.

## Decision History:

The Exhibition Place 2014-2016 Strategic Plan had a Financial Goal to *maintain a positive operating financial performance across Exhibition Place and all its businesses* and as a Strategy to support this Goal we will *ensure operating budgets are met or show a positive surplus to budget*.

On September 6<sup>th</sup>, 2013, the Board approved a multi-year agreement for The Artist Project in 2014 and 2015.

[..\..\2013 Reports\September 6\Artist Project.DOC](#)

## Issue Background:

The existing agreement with Informa for presentation of The Artist Project in the Better Living Centre expired in 2015.

## Comments:

This report recommends a commitment to a two (2) year term multi-year rolling agreement for use of the Better Living Centre for certain dates each year.

Contact:

Arlene Campbell

General Manager, Sales & Events

Tel: 416-263-3030

Fax: 416) 263-3019

Email: [ACampbell@directenergycentre.com](mailto:ACampbell@directenergycentre.com)