



Exhibition Place

ACTION REQUIRED

Item No. 11

May 17, 2012

To: The Board of Governors of Exhibition Place

From: Dianne Young, Chief Executive Officer

Subject: **CNEA Agreement - Maxxam Analytics International Corporation**

Summary:

This report recommends that the Board approve a four-year agreement between the CNEA and Maxxam Analytics International Corporation (“Maxxam”) for the provision of Micro-Biological Food Testing, Monitoring of Food Premises and Food Handling Practices Services for the CNEA.

Recommendation:

It is recommended that the Board authorize a four-year agreement (2012 to 2015) between the CNEA and Maxxam Analytics International Corporation, based on the terms and conditions as outlined in this report, and any such other terms and conditions satisfactory to the CEO and City Solicitor.

Financial Implications:

Funding for this agreement is provided for in the 2012 CNEA Operating Budget, and will be provided for in the 2013, 2014, and 2015 CNEA Operating Budgets.

Decision History:

The Exhibition Place 2009-2012 Strategic Plan had a Safety and Security Goal to *coordinate a security and public safety program* and as a Strategy to support this Goal we will *implement a program focused on our guests, property, and assets to reduce claims in all categories.*

This report was considered by the CNEA Board of Directors at its meeting held on May 17, 2012, and is recommended to the Board for approval.

Issue Background:

As part of its management of the Fair the CNEA monitors all food concessions through a third party delivering these specialized services.

Comments:

In March 2012, the CNEA issued an RFQ through Exhibition Place and the City of Toronto Finance Department, Purchasing and Materials Management Division (PMMD) for the provision Micro-Biological Food Testing, Monitoring of Food Premises, and related services.

The RFQ was structured in a manner that clearly detailed the scope of services, vendor qualifications and specific expertise required. Bidders were required to submit fees for the various levels of professional services called for.

The RFQ closed on March 21, 2012 with one response from Maxxam. The results, based on projected service requirements are as follows:

Year	Fee	Cost / Retest Food	Cost / Retest Drinks & Ice Cr.
2012	\$ 52,500	\$ 127.00	\$ 127.00
2013	\$ 55,000	\$ 130.00	\$ 130.00
2014	\$ 57,500	\$ 132.00	\$ 132.00
2015	\$ 60,000	\$ 135.00	\$ 135.00

The fee paid by the CNEA covers initial testing of all food vendors. Retests of food samples are required as a result of poor initial results and are charged directly to the concessionaire.

Maxxam has been providing Micro-Biological Food Testing and related services to the CNE for over 20 years. These services are required as part of due diligence by the CNEA to ensure that all food service meets safety standards and comply with the prevailing regulations regarding food safety. The services provided by Maxxam dovetail with the inspection process undertaken by the City of Toronto Public Health. Representatives of Maxxam meet on a daily basis with Public Health Inspectors of City of Toronto Health Department and key CNE staff to review inspection and retest results and develop strategies for ensuring compliance with all regulations governing the preparation and selling of food products.

Maxxam is Canada's largest and most respected independent analytical service organizations. They provide similar services to some of Canada's leading food chains, producers and manufacturers. They provide a team of staff who are fully qualified to handle the specific needs of the CNE and have always provided excellent service. During the course of the CNE each year, Maxxam inspects approximately 225 food outlets and collects 450 food sample using proper microbiological techniques. Food samples are analysed for Aerobic Colony Count, Coliforms, Escherichia coli, Staphylococcus aureus, Salmonella spp, Campylobacter jejuni, Yersinia, Clostridium perfringens and Bacillus cereus. In addition, during the event approximately 200 drink and ice cream samples are collected and analysed by Maxxam. Drink samples are analysed for total plate count, Coliform, yeast and mould, and Coagulase positive Staphylococcus aureus.

The substantial terms of the agreement will be as follows:

- (a) Term: Four years commencing May 1, 2012 until September 30, 2015.
- (b) Fees: Fees be fixed during the term of the Agreement.
- (c) Union Agreements: Maxxam shall comply with all agreements in force between the Board and any union or association with respect to Exhibition Place.
- (d) Assignment: The agreement between the CNEA and Maxxam shall not be assigned by Maxxam without the consent of the CNEA.
- (e) Other Terms: Such other terms and conditions as contained in the Request for Quotations or as required by the Chief Executive Officer and the City Solicitor.

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