



# Exhibition Place

12

May 25, 2016

To: The Board of Governors of Exhibition Place

**ACTION REQUIRED**

From: Dianne Young  
Chief Executive Officer

Subject: **Agreement for the Sale of Surplus Electrical Inventory**

## Summary:

This report recommends the Board enter into an agreement (“Sale Agreement”) with ShowTech Power & Lighting (“Showtech”) for the sale of the Board’s surplus electrical inventory as outlined in Schedule 1.

## Recommendations:

**It is recommended that the Board:**

- 1) Approve the terms and conditions of a Sale Agreement with ShowTech for sale and purchase of the surplus electrical inventory contained in Schedule 1 in the amount of \$50,000 plus HST; 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:

Approval of this agreement between the Board and ShowTech will result in a positive revenue stream.

## Decision History:

The Exhibition Place 2014 – 2016 Strategic Plan had a Financial Goal to *effectively monitor costs and revenue*, and a strategy to support this goal *we will ensure operating budgets are met or show a positive surplus to budget*.

At its meeting of May 22, 2015, the Board approved of an agreement between the Board and ShowTech for the exclusive provision of electrical and mechanical services to events and exhibitions at Exhibition Place for a five (5) year term commencing September 15, 2015, with an option to extend for an additional two (2) year period (“Electrical Services Agreement”). This agreement was subsequently approved by City Council at its meeting of July 7, 8 and 9, 2015. <http://app.toronto.ca/tmmis/viewAgendaItemHistory.do?item=2015.EX7.33>

## Issue Background:

As part of the Electrical Services Agreement, ShowTech purchased from the Board most of the inventory equipment required for the provision of electrical and mechanical services to events, but the Board retained some customized electrical equipment that it deemed, at the time, necessary for the delivery of base building and maintenance services which are still provided by Exhibition Place.

Comments:

ShowTech has now completed the successful delivery of show services since October 2015 for the trade and consumer show season and ShowTech is about to deliver these same services for the major outdoor events held in the summer. At the same time, Exhibition Place has continued to deliver maintenance electrical services but not event show services. As part of its annual equipment audit, Exhibition Place completed a detailed assessment of the remaining electrical equipment and has determined the equipment in Schedule "1" is surplus to the delivery of maintenance services by Exhibition Place. However, this customized equipment is needed for the delivery of event electrical services by ShowTech to major outside events such as Honda Indy, Beerfest, Scotiabank Caribbean Festival and the CNEA. Accordingly, the parties have agreed to the terms and conditions of a Sale Agreement which includes the following:

- a) Equipment: ShowTech shall pay the Board the sale price of \$50,000 for the purchase of the surplus electrical mechanical as set out in Schedule 1 with payments to be prorated equally over a period of two (2) years from the date of sale which will be date of Board approval;
- b) Showtech will make available to the Board as required all of the equipment in Schedule 1 at no cost to the Board if needed by the Board for any emergency situation and will provide the Board with keys to the ShowTech storage equipment room to access this equipment for emergencies, as required.

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## Schedule 1

<b>Exhibition Place - Electrical Surplus Items</b>	
<b><u>Transformers</u></b>	
	<b><u>KVA</u></b>
	58 - Transformers - various sizes
	Transformer NGX - 150
	Transformer SH02 - 150
	<b><u>PA's</u></b>
	7 - Power Assembly Units
	<b><u>DB's</u></b>
	11- Distribution Board
	<b><u>Miscellaneous</u></b>
	20 - 30 amp 4 pin L14-30 twist lock cables
	2 - 200 amp disconnects cam in, cam out
	10 - Weatherproof cam junction boxes
	6 - Rubber mats
	1 - Triplex and four plex
	20 - Female cam tails used for outdoor power ports.