

November 8, 2010

ACTION REQUIRED

To: The Board of Governors of Exhibition Place

From: Dianne Young
Chief Executive Officer

Subject: **Provision of Indoor Amusement Rides for Holiday Parties**

Summary:

This report recommends the Board enter into a four-year agreement with World's Finest Shows Inc. (World's Finest), commencing November 1, 2011 for the provision of Indoor Amusement Rides for Pre-Christmas and Holiday Parties held in the Better Living Centre on a non-exclusive "Official/Preferred" status basis. Following the issuance of a Request for Proposals through the City of Toronto and the assessment of the proposals, Exhibition Place staff are recommending an agreement with World's Finest which received a high overall score in the Evaluation Criteria.

Recommendation:

It is recommended that the Board approve of entering into an agreement with World's Finest for a period of four (4) years on the terms and conditions outlined in this report, and other such terms and conditions satisfactory to, the Chief Executive Officer of the Board and the City Solicitor.

Financial Impact:

There are no negative financial impacts from the approval of this report as the total cost for the provision of Indoor Amusement Rides is packaged to the Board's clients inclusive of building rental and is therefore fully recoverable as the cost is passed onto the event.

Decision History:

At its meeting of September 19, 2008 the Board entered into agreement with World's Finest Shows Inc. for the provision of Indoor Amusement Rides for Pre-Christmas and Holiday Party services commencing November 1, 2008 and expiring October 31, 2011.

Issue Background:

Operating generally from the beginning of November until the week before Christmas, this partnership will formalize an "Official/Preferred Status" relationship with a quality company and will provide staff with the ability to present to the clients of Exhibition Place and Direct Energy Centre the opportunity to receive indoor amusement ride services as part of an overall "Holiday Party" package. In addition, this will give the Board the opportunity to approach both new and existing clients with a complete "one stop" package of services. The agreement with World's

Finest in no way precludes other amusement ride operators from doing business at Exhibition Place, if requested by the Board's clients.

Comments:

On October 20, 2010, Exhibition Place through the services of City of Toronto, issued a Request for Proposal (RFP) to establish a new agreement for provision of Indoor Amusement Rides for Pre-Christmas and Holiday Party services commencing November 1, 2011. The RFP closed on November 4, 2010 with one submission received from World's Finest Shows Inc.

The submission was evaluated and scored in accordance with the RFP evaluation criteria which placed emphasis on ride safety, proponent experience and qualifications, the condition and types of amusement rides offered and ride operations/management.

World's Finest received a high overall score. Incorporated in 1992, World's Finest has been providing quality service and specialized amusement ride equipment for similar venues. Their list of clients include the Rogers Centre "Spring Fling", Rosedale Park "Mayfair", and "Toronto Police Association Christmas Party", to name a few.

World's Finest has taken pride in its on-going evolution to become a "Green Midway", having over the past years established environmentally friendly policies and developed procedures to act on these policies in order to reduce, reuse, recycle and conserve. These policies and procedures are being applied to rides, concessions and logistic support infrastructure such as offices and shops. Notable examples are the use of electronic libraries, no lighting on rides during the day, the use of LED lighting, and the use of bio-degradable chemicals.

Accordingly, Exhibition Place staff are recommending the approval of an agreement based on the following terms and conditions:

- (a) Term: Four (4) years, commencing November 1, 2011 and expiring on October 31, 2015.
- (b) Rights: To be the non-exclusive "Official/Preferred" Supplier of Indoor Amusement Rides for pre-Christmas and Holiday Parties.
- (c) Fees: Fees to be fixed during the term of the Agreement in accordance with the terms of the RFP submission; subject to any changes for more favourable rates negotiated by staff.
- (d) Assignment: The agreement shall not be assigned by World's Finest without written consent of the Board.
- (e) Indemnity/Insurance: World's Finest shall provide proof of insurance in a form and amount satisfactory to the Board and containing provisions including the Board and the City of Toronto as additional insured with a cross liability/severability of interest clause of standard wording.
- (f) Union Obligations: World's Finest shall comply with all trade union/association agreements affecting work done on the grounds.
- (g) Other Commercial Terms: The agreement shall include other standard commercial terms respecting termination and other matters in a form satisfactory to the City Solicitor and the CEO.

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Submitted by:

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