



# Exhibition Place

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## Item No. 24

December 9, 2011

**ACTION REQUIRED**

To: The Board of Governors of Exhibition Place

From: Dianne Young  
Chief Executive Officer

Subject: **Amendment to CNEA Agreement with G4S Secure Solutions Inc.**

### Summary:

This report recommends that the Board amend the existing 2011 CNEA Agreement with G4S Secure Solutions Inc. (“G4S”) for the 2011 CNE, and that an amount of \$45,620.00 be remitted to G4S from the CNEA and subsequently collected from CNE Licenced Concessionaires.

### **Recommendation:**

**It is recommended that the Board:**

- (1) Amend the 2011 Agreement between the CNEA and G4 Secure Solutions Inc. wherein G4S Security is to be provided with direct payment from the CNEA; and**
- (2) Collection of all amounts owing from the 2011 Licensed Concessionaires be pursued by the Chief Financial Officer.**

### Financial Implications:

There are no financial implications resulting from the adoption of this report.

### Decision History:

The Exhibition Place 2009 – 2012 Strategic Plan had a Financial Goal *To seek additional revenue opportunities* and as a Strategy to support this Goal we will *foster long-term partnerships and alliances with public and private sector organizations.*

At its meeting of June 24, 2011, the Board approved a report entitled “Security Services – CNEA Agreements”, which included agreements between the CNEA and four separate Security Firms (D.C. Security Inc.; Intelligarde International Inc.; Reilly Security; and G4S Secure Solutions) for the 2011 CNE, with an option to renew for 2012, 2013, 2014.

### Issue Background:

The approval of the agreement with G4S by the CNEA Board at its meeting of May 25, 2011 was contradictory to the agreement issued to G4S, wherein the City of Toronto Purchasing procedure followed by the CNEA indicated that the services were to be billed directly to the

CNEA. The agreement with G4S indicated that an expected amount of \$45,620 would be paid directly to G4S by the Licenced CNE Concessionaires.

Comments:

The Chief Financial Officer and General Manager/CNE, is of the opinion that there is virtually no risk given there will be a full recovery of funds recovered from the CNE Licenced Concessionaires.

G4S have delivered the services requested by the Licenced Concessionaires and it is recommended that G4S be compensated regardless of disagreement between the approval of the CNEA Board and the language outlined the approved agreement. The Chief Financial Officer and the General Manager/CNE will be diligent in ensuring that there are no adverse consequences for the CNEA or the Board of Governors of Exhibition Place.

The above-noted recommendation was considered and approved by the CNEA Board of Directors at its meeting of December 8, 2011.

Contact:

Fatima Scagnol, Corporate Secretary

Tel: 416-263-3620

Fax: 416-263-3690

E-mail: [Fscagnol@explace.on.ca](mailto:Fscagnol@explace.on.ca)

Contact:

Hardat Persaud, Chief Financial Officer

Tel: 416-263-3031

Fax: 416-263-3690

E-mail: [HPersaud@explace.on.ca](mailto:HPersaud@explace.on.ca)

Submitted by:

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Dianne Young  
Chief Executive Officer