



## Exhibition Place

### Item No. 15

**ACTION REQUIRED**

June 10, 2014

To: The Board of Governors of Exhibition Place

From: Dianne Young  
Chief Executive Officer

Subject: **Licence Agreement for Direct Energy Centre**

#### Summary:

This report recommends a license agreement between a consumer show producer detailed in the Confidential Attachment (hereinafter referred to as the (“Consumer Show Producer”) and Direct Energy Centre.

#### **Recommendations:**

**It is recommended that the Board:**

- 1) Approve the recommendations as set out in the Confidential Attachment 1, and enter into a licence agreement with the consumer Show Producer to rent Direct Energy Centre for 20 days or less in any one year, and for a term commencing 2015 and expiring in 2018 on the terms and conditions of the standard license agreement for Direct Energy Centre, and such other terms and conditions satisfactory to the CEO and City Solicitor; and**
- 2) Direct that the confidential report contained in Attachment 1 to this report remain confidential in its entirety and not be released publicly in order to protect the competitive position, future economic and legal interests of the Board.**

#### Financial Impact:

The licence agreement recommended in this report provides revenue to the Board as set out in the Confidential Attachment.

#### Decision History:

The Exhibition Place 2014-2016 Strategic Plan had a Business Goal to *Integrate and develop each of the business enterprises across Exhibition Place and pursue new complementary business enterprises to stimulate local and regional economic growth and promote Exhibition Place as an international centre of business excellence*, and as a Strategy to support this Goal *we will grow our new event business*.

At its meeting of March 31 and April 1, 2010, City Council approved the Relationship Framework Agreement between the Board and the City, where in one of the new terms allows the Board to enter into license agreements for a period of 20 days or less in any one year, for a term no greater than 10 years.

Issue Background:

The Consumer Show Producer has requested a four-year term license agreement for use of Direct Energy Centre for certain dates each year.

Comments:

The details of the agreement between Exhibition Place and the Consumer Show Producer are provided in the Confidential Attachment I.

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Submitted By:

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