

2018 RENTALS PRICE LIST FOR SHOW MANAGEMENT

Date: April 20, 2017
To: The Board of Governors of Exhibition Place
From: Dianne Young, CEO
Wards: All Wards

REASON FOR CONFIDENTIAL INFORMATION

This report involves the security of property belonging to the Board.

SUMMARY

This report recommends approval of the Rentals and Services Price List for 2018 as outlined in the Confidential Attachments 1 and 2. A comprehensive review and update of the price list is done annually to factor in the increase in labour and material costs to assure a competitive return to the Board on various show services offered. Generally the increases that are being recommended either reflect directly the increase in general labour rates associated with the supply of the service that were included in the collective agreements approved by the Board or increases that are in keeping with the market place surveys that were undertaken.

RECOMMENDATIONS

It is recommended by the CEO that the Board:

- 1) Approve the Show Management Price List for third party Rentals and Services, outlined in the Confidential Attachments 1 and 2, effective January 1, 2018; and,
- 2) Direct that the confidential information contained in the Confidential Attachments 1 and 2 remain confidential at the discretion of the Chief Executive Officer, as it pertains to the security of the property of the Board.

FINANCIAL IMPACT

There are no negative financial implications resulting from the adoption of this report which proposes 2018 Rentals and Services pricing that reflect market values and increases in labour and material costs that impact Exhibition Place operations.

DECISION HISTORY

The Exhibition Place 2014-2016 Strategic Plan had a Financial Goal to *effectively monitor costs and revenues* and as a Strategy to support this objective we will *ensure Operating Budgets are met or show a positive surplus to budget*.

At its meeting of July 28, 2016 the Board approved the third-party rentals and services price list for 2017. The price list is adjusted on an annual basis to factor increases in labour and materials costs and market conditions and in keeping with the practice of competitive venues.

<https://www.explace.on.ca/files/file/58c69ea5b9dd6/Item-12-Rental-Services-Price-List-2017.pdf>

COMMENTS

A comprehensive review and update of the master price list is done annually in conjunction with the commencement of the Operating Budget process as the price of services impact show revenues and ultimately the 2018 Operating Budget. In addition, the Sales & Marketing and Event Management Services Divisions are already providing quotes to shows for 2018 and therefore, the need to have updated rates for these quotes.

The Confidential Attachments 1 and 2 are the proposed Price List for Rentals and Services which staff is recommending be adopted effective January 1, 2018. The price lists were compiled by a staff team and the prices being recommended have been compared to other service providers in the industry. It is intended that some of the pricing from this list will also be used, where applicable, to the Beanfield Centre although given the unique mix of events in Beanfield, show services are provided often as an overall package pricing to meetings and conferences.

The Confidential Attachments 1 and 2 provide prices that have also been reviewed to factor in the increase in labour costs to assure a competitive return to the Board on services offered. On an ongoing basis, the services and cost of services are monitored to evaluate their profitability and competitiveness in the market place. Generally, the increases that are being recommended either reflect directly the increase in labour rates associated with the supply of the service or increases that are in keeping with the market place surveys that were undertaken.

For the information of the Board, where there is a price change for 2018, it is noted in the respective columns. If there is nothing noted in the “change” column then it means the price for 2018 is the same as in 2017.

CONTACT

Hardat Persaud, Chief Financial Officer & Corporate Secretary, Tel: 416-263-3031,
Email: hpersaud@explace.on.ca

SIGNATURE

Dianne Young
Chief Executive Officer

ATTACHMENTS

Confidential Attachment 1 - 2018 Price List for Rentals & Services
Confidential Attachment 2 - 2018 Price List for General Labour Services