

15

June 9, 2008

EXHIBITION PLACE

To: The Board of Governors of Exhibition Place

ACTION REQUIRED

From: Dianne Young
Chief Executive Officer

Subject: **2009 Rental and Service Price List**

Summary:

This report recommends Rentals and Services pricing for 2009 and is being submitted for the consideration of the Board. A comprehensive review and update of the price list is done annually to factor in the increase in labour costs to assure a competitive return to the Board on services offered. 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.

Recommendation:

It is recommended that the Board:

- 1) **Adopt the price list for third party rentals and services attached in the confidential Attachment 1 effective January 1, 2009; and,**
- 2) **The confidential information in Attachment 1 not be released publicly except to Show Management upon execution of a License Agreement in order to protect the competitive position and the future economic interests of The Direct Energy Centre and Exhibition Place.**

Financial Impact:

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

Decision History:

At its meeting of June 15, 2007, the Board approved the third-party rentals and services price list

proposed Price List for rentals and services which staff are recommending be adopted effective January 1, 2009. The price list was compiled by a team of staff from Exhibition Place and the prices being recommended have been compared to other service providers in the industry, (e.g. Showtech pricing for electrical, GES for rentals and Bell Canada for telecommunication services).

Prices 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 (estimated to be 3% to 3.4% in 2009) 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 2009 it will be noted in the respective columns. If there is nothing noted in the "change" column the price for 2009 is the same as in 2008.

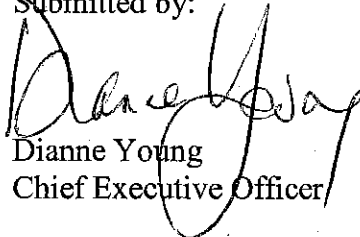
Comments:

This report recommends the adoption of a new Price List for Rentals and Services.

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Submitted by:


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