

**MINUTES**

**PUBLIC SESSION**

**THE BOARD OF GOVERNORS OF EXHIBITION PLACE**

**Friday, May 2, 2008**

**TABLE OF CONTENTS**  
**MINUTES – PUBLIC SESSION**  
**THE BOARD OF GOVERNORS OF EXHIBITION PLACE**  
**Friday, May 2, 2008**

<b>ITEM</b>	<b>PAGE</b>
1. Minutes of Previous Meeting.....	1
2. Accounts Receivable – CNEA – March 31, 2008 .....	2
3. Capital Tender Awards	
(a) Better Living Centre Roof Structural Column Reinforcements	
(b) Coliseum Complex – West Annex – Roof Replacement	
(c) Music Building – Retrofit Metal Roof Domes, Phase II.....	2
4. Management Report – March 31, 2008 .....	2
5. Audit Results – Consolidated Financial Statements – December 31, 2007 .....	2
6. Notice to Amend Procedural By-Law No. 1-99.....	3
7. Staff Professional Development .....	3
8. CNEA Agreement – Procom Developments Ltd. ....	3
9. Agreement for Janitorial Products.....	3
10. Extension of Official Supplier Agreement with GES Canada .....	3
11. CNEA Agreement – GES Canada .....	3
12. Rental Rates for 2009 and 2010 .....	3
13. Conference Centre May 2008 Update .....	3
14. 83 <sup>rd</sup> Annual IAAM Conference & Trade Show .....	4
15. Accounts Receivable – DEC & Exhibition Place – March 31, 2008.....	4
16. 2008 Capital Works Program – April Progress Report .....	4
17. Occupational Health & Safety Report – 1 <sup>st</sup> Quarter, 2008.....	4
18. BMO Filed Management Report – February & March 2008.....	4
19. 2007 Consolidated Financial Statements for Exhibition Place .....	4
20. General Motors Canada – Sponsorship Agreement with CNEA .....	5
21. Maple Leaf Consumer Foods Sponsorship Agreement .....	5
22. Resolution Re Closed Session .....	5
23. Naming Sponsorship of Automotive Building.....	6
24. Resolution Re Absenteeism .....	6
25. Date of Next Meeting.....	6
<b><u>Other Business</u></b>	
26. Canada’s Sports Hall of Fame – Location Proposals.....	6

**MINUTES**  
**THE BOARD OF GOVERNORS OF EXHIBITION PLACE**  
**Direct Energy Centre – Salon 101 - Exhibition Place**  
**Friday, May 2, 2008 - 12:30 p.m.**

The Board of Governors of Exhibition Place met in Salon 101 in the Direct Energy Centre on Friday, May 2, 2008.

**PRESENT:** Joe Pantalone, Deputy Mayor, City of Toronto/Chair, Board of Governors  
Maria Augimeri, Rusty Barrese, Mona ElSayeh, Knox Henry, Gloria  
Lindsay Luby, Camilla Mackenzie, Jim Melvin, Rocco Maragna, John  
Weatherup

**APOLOGIES:** Mark Grimes, Jim McMillen, Gord Perks

**ATTENDING:** Dianne Young, Chief Executive Officer  
Ward Earle, Solicitor/City Legal  
Hardat Persaud, Chief Financial Officer  
Mark Goss, General Manager/Operations  
Arlene Campbell, General Manager/Events & Sales  
Vince Bozzo, Manager/Event Services/BMO Field  
Sandy Douglas, Director/Human Resources  
Laura Purdy, Directors/Marketing  
Suzanne Scott, Director of Finance/BMO Field  
Danny Chui, Manager/Capital Works  
Hugh Wakeham, President/Wakeham + Associates Marketing, Inc.  
Dan Sherrett/Wakeham + Associates Marketing, Inc.  
Jennifer Foster, Administrative Assistant/General Manager – Sales & Events  
Linda Costa, Assistant to the Corporate Secretary

Deputy Mayor Joe Pantalone, Chair presided and Linda Costa acted as Secretary to the meeting. The meeting was called to order at 12:45 p.m. Before proceeding with the regular business of the meeting, the Chair requested members to indicate the report on the public agenda wherein they have an interest, together with the nature of the interest.

John Weatherup declared a general interest with respect to any report that refers to the Ricoh Coliseum given that he is a member of the OMERS Pension Board.

Rusty Barrese declared an interest with Report No. 17 entitled "Extension of Official Supplier Agreement with GES Canada" and Report No. 18 entitled "CNEA Agreement - GES Canada" given his business affiliations with GES Canada.

1. **MINUTES OF PREVIOUS MEETING**

(a) On motion duly made by Knox Henry, seconded by Rusty Barrese, and **CARRIED**, it was **RESOLVED** that the Minutes of Meeting of the Board of Governors held on March 19, 2008, be **VERIFIED** in the for distributed to the members.

(b) On motion duly made by Knox Henry, seconded by Rusty Barrese, and **CARRIED**, it was **RESOLVED** that the Minutes of Meeting of the Board of Governors held on March 6, 2008, be **VERIFIED** in the for distributed to the members.

### **CONSIDERATION OF REPORTS**

The Chair proposed that the Board proceed through the reports on the agenda with members indicating those reports, by number, on which they wish to speak; that the Board then proceed with the adoption of the remaining reports; and then give consideration to those reports held for discussion at the request of the members, not necessarily in the order that they appear on the agenda.

#### **2. ACCOUNTS RECEIVABLE – CNEA – March 31, 2008**

Upon the question of the adoption of Report No. 2 and the Confidential Attachment 1 (2a) dated April 24, 2008 from the Chief Executive Officer entitled “**Accounts Receivable for the CNEA as at March 31, 2008**”, it was received for **INFORMATION**.

#### **3. CAPITAL TENDER AWARDS**

(a) Upon the question of the adoption of Report No. 5(a) dated April 2, 2008 from the Chief Executive Officer entitled “**Better Living Centre – Tender Report Roof Structural Column Reinforcements**”, it was received for **INFORMATION**.

(b) Upon the question of the adoption of Report No. 5(b) dated April 17, 2008 from the Chief Executive Officer entitled “**Coliseum Complex – West Annex – Roof Replacement – Phase II**”, it was **APPROVED**.

(c) Upon the question of the adoption of Report No. 5(c) dated April 17, 2008 from the Chief Executive Officer entitled “**Other Buildings Music Building – Retrofit Metal Roof Domes, Phase II**”, it was **APPROVED**.

#### **4. MANAGEMENT REPORT – MARCH 31, 2008**

Upon the question of the adoption of Report No. 8 dated March 31, 2008 from the Chief Executive Officer and the General Manager/Sales & Events, entitled “**Management Report – March 31, 2008**”, it was received for **INFORMATION**.

#### **5. AUDIT RESULTS FOR THE CONSOLIDATED FINANCIAL STATEMENTS FOR EXHIBITION PLACE FOR THE YEAR ENDED DECEMBER 31, 2007**

Upon the question of the adoption of Report No. 9 dated April 25, 2008 from the Chief Executive Officer entitled “**Audit Results for the Consolidated Financial Statements for Exhibition Place for the Year Ended December 31, 2007**”, it was received for **INFORMATION**.

6. **NOTICE TO AMEND PROCEDURE BY-LAW 1-99**

Upon the question of the adoption of Report No. 11 dated April 2, 2008 from the Chief Executive Officer entitled "Notice to Amend Procedural By-Law 1-99", it was **APPROVED**.

7. **STAFF PROFESSIONAL DEVELOPMENT**

Upon the question of the adoption of Report No. 12 dated April 11, 2008 from the Chief Executive Officer entitled "Staff Professional Development", it was **APPROVED**.

8. **CNE AGREEMENT – PROCOM DEVELOPMENTS LTD.**

Upon the question of the adoption of Report No. 13 dated April 24, 2008 from Chief Executive Officer entitled "CNE Agreement – Procom Developments Ltd.", it was **APPROVED**.

9. **AGREEMENT FOR JANITORIAL PRODUCTS**

Upon the question of the adoption of Report No. 15 dated April 17, 2008 from the Chief Executive Officer entitled "Agreement for Janitorial Products", it was **APPROVED**.

10. **EXTENSION OF OFFICIAL SUPPLIER AGREEMENT WITH GES CANADA**

Upon the question of the adoption of Report No. 17 and the Confidential Attachment 1 (17a) dated April 9, 2008 from the Chief Executive Officer entitled "Extension of Official Supplier Agreement with GES Canada", it was **APPROVED**.

11. **CNEA AGREEMENT – GES Canada**

Upon the question of the adoption of Report No. 18 dated April 24, 2008 from the Chief Executive Officer entitled "CNEA Agreement – GES Canada", it was **APPROVED**.

12. **RENTAL RATES FOR 2009 AND 2010**

Upon the question of the adoption of Report No. 19 dated April 23, 2008 from the Chief Executive Officer entitled "Rental Rates for 2009 and 2010", it was **APPROVED**.

13. **CONFERENCE CENTRE MAY 2008 UPDATE**

Upon the question of the adoption of Report No. 20 dated April 23, 2008 from the Chief Executive Officer entitled "Conference Centre May 2008 Update" as recommended by the Business Development Committee, it was **APPROVED**.

14. **83<sup>rd</sup> ANNUAL IAAM CONFERENCE & TRADE SHOW**

Upon the question of the adoption of Report No. 23 dated May 1, 2008 from the Chief Executive Officer entitled "83<sup>rd</sup> Annual IAAM Conference & Trade Show", it was **APPROVED**.

The Chair proposed that the Board give consideration to those reports held for discussion at the request of the members. The Board concurred with the following.

15. **ACCOUNTS RECEIVABLE – DEC & EXHIBITION PLACE – MARCH 31, 2008**

On motion duly made by Camilla Mackenzie, seconded by Mona ElSayeh, and **CARRIED**, it was **RESOLVED** that Report No. 3 and the Confidential Attachment 1 (3a) dated April 18, 2008 from the Chief Executive Officer with respect to the Accounts Receivable for the DEC & Exhibition Place as at March 31, 2008, be received for **INFORMATION**.

16. **2008 CAPITAL WORKS PROGRAM – APRIL PROGRESS REPORT**

On motion duly made by Jim Melvin, seconded by Knox Henry, and **CARRIED**, it was **RESOLVED** that Report No. 4 dated April 17, 2008 from the Chief Executive Officer with respect to the 2008 Capital Works Program – April Progress Report, be received for **INFORMATION**.

17. **OCCUPATIONAL HEALTH AND SAFETY REPORT – 1<sup>ST</sup> QUARTER, 2008**

On motion duly made by Mona ElSayeh, seconded by Rocco Maragna, and **CARRIED**, it was **RESOLVED** that Report No. 6 dated April 15, 2008 from the Chief Executive Officer with respect to the Occupational Health and Safety Report – 1<sup>st</sup> Quarter, 2008, be amended, thereby correcting the number of hours for unionized trades to 1,640,000, and that the report, as amended, be received for **INFORMATION**; and **FURTHER** that future reports contain accident trends.

18. **BMO FIELD MANAGEMENT REPORT – FEBRUARY 2008 & MARCH 2008**

On motion duly made by Jim Melvin, seconded by Camilla Mackenzie, and **CARRIED**, it was **RESOLVED** that Report No. 7 (a) and 7 (b) dated February 2008 and March 2008, respectively, from the General Manager/BMO Field with respect to the Management Reports, be received for **INFORMATION**; and **FURTHER** that a comparison breakdown be provided to the Board reflecting the usage of the bubble during the winter season and a breakdown of volunteer and rental usages.

19. **2007 CONSOLIDATED FINANCIAL STATEMENTS FOR THE BOARD OF GOVERNORS OF EXHIBITION PLACE**

On motion duly made by Gloria Lindsay Luby, seconded by Mona ElSayeh, and **CARRIED**, it was **RESOLVED** that Report No. 10 dated April 25, 2008 from the Chief Executive Officer, be **APPROVED**, as recommended by the Finance Committee thereby authorizing the draft 2007 Consolidated Financial Statements for the Board of Governors of

Exhibition Place; and **FURTHER** that, all “programs” staff be congratulated on a job well done.

20. **GENERAL MOTORS CANADA – SPONSORSHIP AGREEMENT WITH CNEA**

On a question posed by Ms. ElSayeh regarding GMC promoting green initiatives, Virginia Ludy responded that the Director of Sponsorships will be advised that the Board would like green initiatives promoted at Exhibition Place. She further added that the GMC vehicle which will be given to the CNE for Community Outreach usage is a hybrid vehicle.

On motion duly made Mona ElSayeh, seconded by Camilla Mackenzie, and **CARRIED**, it was **RESOLVED** that Report No. 14 and the Confidential Attachment 1 (14a) dated April 22, 2008 from the Chief Executive Officer, be **APPROVED**, thereby authorizing

- (a) a three-year (2008 to 2010) sponsorship agreement between the CNEA and GMC on the terms and conditions outlined in this report and any such other terms and conditions satisfactory to the General Manager, CNEA and City Solicitor; and
- (b) that the confidential report contained in Attachment 1 to this report not be released publicly in order to protect the competitive position and future economic interests of the CNEA, the Board and City.

21. **MAPLE LEAF CONSUMER FOODS SPONSORSHIP AGREEMENT**

On motion duly made by John Weatherup, seconded by Camilla Mackenzie, and **CARRIED**, it was **RESOLVED** that Report No. 16 and the Confidential Attachment 1 (16a) dated April 16, 2008 from the Chief Executive Officer, be **APPROVED** thereby authorizing:

- (a) a three-year (2008 to 2010) sponsorship agreement with Maple Leaf on the terms and conditions outlined in this report and any such other terms and conditions satisfactory to the Chief Executive Officer and City Solicitor;
- (b) that the confidential report contained in Attachment 1 to this report not be released publicly in order to protect the competitive position and future economic interests of the Board; and
- (c) staff re-evaluate Exhibition Place properties given the improvement it will sustain once the new Conference Centre is completed.

22. **RESOLUTION RE CLOSED SESSION**

On motion duly made by Knox Henry, seconded by Jim Melvin, and **CARRIED**, it was **RESOLVED** that the Board go into Closed Session for the purposes of dealing with items of a proprietary, personnel and of a contractual nature.

The Board members (Joe Pantalone, Chair, Maria Augimeri, Rusty Barrese, Mona ElSayeh, Knox Henry, Gloria Lindsay Luby, Camilla Mackenzie, Jim Melvin, Rocco Maragna, John Weatherup, reconvened in public session at 1:20 p.m. and concurred with the following proposal.

23. **NAMING SPONSORSHIP OF AUTOMOTIVE BUILDING**

On motion duly made by Knox Henry seconded by Camilla Mackenzie, and **UNANIMOUSLY CARRIED**, it was **RESOLVED** that Report No. 21 and the Confidential Attachment 1 (21 (a), (b) and Appendix "A") dated April 23, 2008 from the Chief Executive Officer, be **APPROVED**, as recommended by the Business Development Committee, thereby authorizing:

- (a) a Naming Sponsorship Agreement, subject to the approval of City Council, with the Proposed Naming Sponsor for the naming of the renovated Automotive Building for a term of 10-years substantially on the terms and conditions provided in this report and such other terms and conditions as may be satisfactory to the CEO and the City Solicitor;
- (b) that the confidential information contained in Attachment 1 to this report not be released publicly until after approval by the Board in order to protect the competitive position and future economic interests of Exhibition Place;
- (c) that the confidential information contained in Attachment 2 to this report not be released publicly in order to protect the competitive position and future economic interests of Exhibition Place;
- (d) The CEO in consultation with the Chair and Rocco Maragna be authorized to make stylistic changes to logo, signage and naming appearance; and
- (e) The CEO in consultation with the Chair and Rocco Maragna be authorized to make stylistic changes to the report prior to its submission to the City's Executive Committee; and **FURTHER:**
- (f) in the event that the Sponsor exercises the right of termination, the Board shall then be entitled to also terminate any contracts for products and services.

24. **RESOLUTION RE ABSENTEEISM**

On motion duly made by Knox Henry, seconded by John Weatherup, and **CARRIED**, it was **RESOLVED** that Mark Grimes, Jim McMillen and Gord Perks having notified the Corporate Secretary of their unavailability to attend this meeting of the Board, be **EXCUSED**.

25. **DATE OF NEXT MEETING**

The next regular meeting of the Board is scheduled to be held on **Friday, June 20, 2008** at 8:30 a.m.

**OTHER BUSINESS**

26. **CANADA'S SPORTS HALL OF FAME**

John Weatherup reported that the Canada's Sports Hall of Fame have received location proposals from Calgary, Ottawa and Edmonton.



**ADJOURNMENT**

There being no further business, the Chair adjourned the meeting at 1:30 p.m.

(Copies of the communications, reports and other documents referred to in the minutes of this meeting have been distributed to the members and copies thereof inserted as schedules to the official minutes of the proceedings of this meeting of the Board.)

\_\_\_\_\_  
Corporate Secretary

\_\_\_\_\_  
Chair

**VERIFIED** at a meeting of the Board of Governors of Exhibition Place held on the \_\_\_\_\_  
day of \_\_\_\_\_, 2008.

\_\_\_\_\_  
Chair

