

EXHIBITION PLACE

September 3, 2008

ACTION REQUIRED

To: The Board of Governors of Exhibition Place

From: Dianne Young
Chief Executive Officer

Subject: **Provision of Indoor Amusement Rides for Holiday Parties**

Summary:

This report recommends the Board enter into a three year agreement with World's Finest Shows Inc. (World Finest), commencing November 1, 2008 for the provision of Indoor Amusement Rides for Pre-Christmas and Holiday Parties held in the Better Living Centre on a non-exclusive "Official/Preferred" Status basis.

Operating generally from the beginning of November until the week before Christmas, this partnership will formalize an "Official/Preferred Status" relationship with a quality company and will provide staff with the ability to present to the clients of Exhibition Place and Direct Energy Centre the opportunity to receive indoor amusement ride services as part of an overall "Holiday Party" package. In addition, this will give the Board the opportunity to approach both new and existing clients with a complete "one stop" package of services.

The agreement in no way precludes other amusement ride operators from doing business at Exhibition Place, if requested by the Board's clients.

There are no negative financial impact from approval of this report as the total cost for the provision of Indoor Amusement Rides service is packaged to the Board's clients inclusive of building rental and is therefore fully recoverable as the cost is directly passed on to the event.

Incorporated in 1992, World Finest has been providing quality service and specialized amusement ride equipment for similar venues. Their list of clients include the Roger's Centre "Spring Fling", Rosedale Park "Mayfair" and Norfolk Country Fair & Horseshow, to name a few.

Recommendations:

It is recommended that the Board:

- 1) Approve of entering into an agreement between World Finest and the Board for a period of three (3) years on the terms and conditions outlined in this report and other such terms and conditions satisfactory to, the Chief Executive Officer of the Board and the City Solicitor; and,**

2) Direct staff to negotiate a more favourable pricing for certain services with World Finest.

Financial Impact:

There are no negative financial impacts from the approval of this report as the total cost for the provision of Indoor Amusement Rides is packaged to the Board's clients inclusive of building rental and is therefore fully recoverable as the cost is passed onto the event.

Decision History:

As part of ongoing service delivery, the Board has annually contracted with various amusement ride providers for the provision of Indoor Rides at Pre-Christmas and Holiday functions held on site on a year-to-year basis.

Issue Background:

In order to formalize a longer term relationship with one ride supplier, Exhibition Place issued a Request for Proposals (RFP) to establish an agreement for the provision of Indoor Amusement Ride services commencing November 1, 2008. The RFP closed on August 21, 2008 with two submissions received from World's Finest Shows Inc. and Superior Events Group.

Comments:

On August 5, 2008, a RFP was issued through the City of Toronto Purchasing Department for the provision of Indoor Amusement Rides for pre-Christmas and Holiday Parties. The closing date of the RFP was August 21, 2008. Two (2) submissions to the RFP were received from World's Finest Shows Inc. and Superior Events Group.

Each of the submissions was evaluated in accordance with the RFP evaluation criteria which placed emphasis on ride safety, proponent experience and qualifications, the condition and types of amusement rides offered and ride operations/management. The score values to be used by the Selection Committee were as follows:

Experience including references	15
Ride Operations/Management	25
Ride Safety	15
Ride Equipment	20
Fees	<u>25</u>
Total	100

World Finest received the highest overall score based on their experience, ride safety record and ride equipment offered and, staff are recommending the approval of World Finest on the following terms and conditions:

- (a) Term: Three (3) years, commencing November 1, 2008 and expiring on October 31, 2011.
- (b) Rights: To be the non-exclusive "Official/Preferred" Supplier of Indoor Amusement Rides for pre-Christmas and Holiday Parties.
- (c) Fees: Fees to be fixed during the term of the Agreement in accordance with the terms of the RFP submission; subject to any changes for more favourable rates negotiated by staff.
- (d) Assignment: The agreement shall not be assigned by World Finest without written consent of the Board.
- (e) Indemnity/Insurance: World Finest shall provide proof of insurance in a form and amount satisfactory to the Board and containing provisions including the Board and the City of Toronto as additional insured with a cross liability/severability of interest clause of standard wording.
- (f) Union Obligations: World Finest shall comply with all trade union/association agreements affecting work done on the grounds.
- (g) Other Commercial Terms: The agreement shall include other standard commercial terms respecting termination and other matters in a form satisfactory to the City Solicitor and the CEO.

Contact

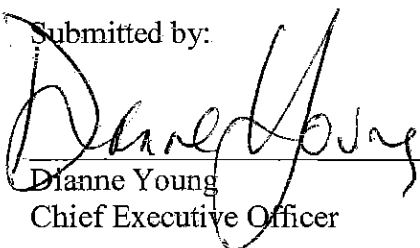
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Submitted by:



Dianne Young
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