

EXHIBITION PLACE

April 15, 2003

To: The Board of Governors of Exhibition Place

From: Dianne Young
General Manager & CEO

Subject: **CHIN Picnic 2003**

Recommendation:

It is recommended that the Board enter into a one-year agreement with CHIN Radio-TV International ("CHIN") for the CHIN Picnic 2003 on the terms and conditions provided in this report.

Background:

At its meeting in May 2002 the Board approved a report which recommended entering into a one-year license agreement with CHIN on the same terms and conditions as are contained in this report.

Discussion:

Given the importance of the CHIN Picnic to the community and the fact that this is a free event for the citizens of Toronto, the Board and staff have been working with CHIN since 2000 on a plan to provide some financial support to CHIN by sharing some revenues generated by the event. These can be summarized as follows:

	2000	2001	2002
Total event expense	\$152,361.00	\$122,729.00	\$130,345.00
Less parking credit paid to CHIN	(\$29,318.00)	(\$27,623.00)	(\$27,829.00)
Less concession credit paid to CHIN	(\$65,786.00)	(\$47,526.00)	(\$57,603.00)
Net expense to CHIN for Board services	\$57,257.00	\$47,579.00	\$44,912.47
Net income paid to CHIN from the Board	\$95,104.00	\$75,149.00	\$85,432.00

In preparing the budget projections for 2003, staff used the 2001 and 2002 experience to project total revenues as well as the impact of revenue sharing with CHIN Picnic. Therefore, it is recommended that the Board enter into a one-year license agreement with CHIN on the

THE BOARD OF GOVERNORS OF EXHIBITION PLACE

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following financial terms and such other terms and conditions as are contained in the Board's standard license agreement:

	2001 FEE STRUCTURE	2002 FEE STRUCTURE	2003 FEE STRUCTURE
BUILDING RENT			
Better Living Centre:	40% of posted rate which is equivalent to the occupied portion of BLC	No change	No change
Bandshell Stage:	100% of posted rate	No change	No change
Grounds (including stage in Centennial Park):	No charge	No change	No change
CLEANING	100% of cost – see labour rates below	No change	No change
PARKING REVENUE	\$15.00/vehicle collected – 8.50 (less taxes) retained by Board and \$6.50 (less taxes) remitted to CHIN	No change	No change
CONCESSION COMMISSIONS	All net revenues less actual Board expenses for cleaning, safety engineering and auditing expenses	No change	No change, except for the addition of Board's direct cost of contract Concessions Coordinator \$4,000.00
RENTALS	100% of posted rate	No change	No change
LABOUR	Time + Materials + 12%	No change	No change

Conclusions:

It is recommended that the Board enter into a one-year license agreement with CHIN for the 2003 CHIN Picnic on the terms and conditions set out in this report, which are the same as was adopted by the Board in 2001 and 2002.

Contact:

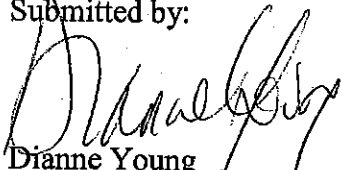
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Submitted by:



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