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April 6, 7, 2000

To: The Board of Governors of Exhibition Place

From: Fatima Scagnol
Corporate Secretary

Subject: Gate Attendants for the 2000 CNE

Recommendation:

It is recommended that the Board of Governors concur with the recommendation of the Board of Directors of the CNEA with respect to entering into a contract with Eastlea for the provision of Gate Attendants for the 2000 CNE with an option to renew the agreement for 2001 and 2002.

Background:

The attached report, which is self-explanatory, was approved by the Board of Directors of the CNEA at its meeting of March 30, 2000.

Discussion:

Given that the term is beyond one year, the foregoing requires approval of the Board of Governors.

Conclusion:

This report recommends that the Board authorize a one-year agreement with Eastlea with an option to renew the agreement for 2001 and 2002.

Submitted by:

Fatima Scagnol
Corporate Secretary

Reviewed by:

Dianne Young
Interim General Manager

att.



March 15, 2000

To: The Executive and Board of Directors
Canadian National Exhibition Association

From: Rob Slater

Subject: Gate Attendants for the 2000 CNE

Recommendation:

This report is submitted for the approval of the Executive Committee and the Board of Directors. It is recommended that the CNEA enter into a contract with Eastlea for the provision of Gate Attendants for the 2000 CNE with an option to renew the Agreement for 2001 and 2002.

Background

Prior to 1999 the Association hired its own staff to provide security at the admission gates. In 1999 an "RFP" was issued inviting interested parties to examine and review the gate operations and submit recommendations for organising and controlling the gates. A one year contract was awarded to Eastlea Security who provided a service superior to that which had been experienced in prior years and at a lower cost.

Discussion

Following the success achieved in 1999 an RFP was issued for the provision of the same services for the 2000 CNE. Three submissions were received from Eastlea Security, Outdoor Box Office (O.B.O.) and Initial security (see results tabulated below). The comparison assumes the same level of staffing and takes into account other factors such as uniforms and equipment. Although Eastlea's charges for supervisory staff are slightly higher than those of O.B.O., Eastlea's rates are not increased for overtime or statutory holidays nor does Eastlea charge for management staff. Therefore, when Eastlea's rates are applied to the staffing schedules, Eastlea's charge is considerably less than those of O.B.O. or Initial Security. See Schedule "A" attached.

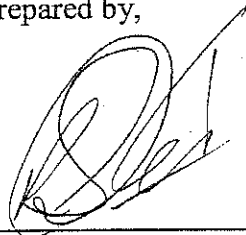
COMPANY	AMOUNT
Eastlea	\$283,965
Outdoor Box Office	\$323,472
Initial Security	\$396,716
CNEA Budget (2000)	\$257,000
1999 Actual	\$224,000

During the 1999 CNE Eastlea Security and Show Services co-operated fully with the Association to improve efficiency at the gates and effect cost costs savings. It is anticipated that Eastlea will continue to improve upon these efficiencies and ultimately reduce the cost to the Association still further. It is therefore recommended that Eastlea be offered the option to renew this agreement in 2001 and 2002 pending satisfactory performance in each year.

Conclusion

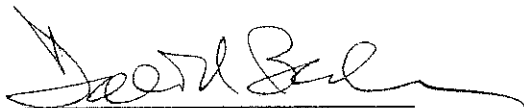
This report recommends engaging Eastlea to provide for and supervise the operations of the gates at the 2000 CNE with an option to extend the agreement for 2001 and 2002 subject to similar terms and conditions as contained in the 1999 agreement.

Prepared by,



Rob Slater

Reviewed by,



David Bednar
General Manager

SCHEDULE "A"

2000 SUMMARY/ANALYSIS OF GATE SUBMISSIONS:

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COMPANY          11 EASTLEA 11          11 INTERTEC 11
=====          11 SECURITY 11 OBO 11 SECURITY 11
11 ===== 11 ===== 11 ===== 11
11          11          11          11
Manager.         11          11 25.00 11          0 11
Statutory        11          11          11          11
11          11          11          11
Superintendent   11 15.50 11 15.00 11 18.00 11
Overtime         11          11 22.50 11 25.15 11
Statutory        11          11 22.50 11 39.44 11
11          11          11          11
Assistant Super. 11 13.00 11 12.00 11 15.37 11
Overtime         11          11 18.00 11 21.21 11
Statutory        11          11 18.00 11 32.89 11
11          11          11          11
Gate Attendant (Day) 11 10.00 11 10.00 11 13.62 11
Overtime         11          11 15.00 11 18.59 11
Statutory        11          11 15.00 11 28.52 11
11          11          11          11
Traffic Counter. 11 10.00 11 10.00 11 13.62 11
Overtime         11          11 15.00 11 18.59 11
Statutory        11          11 15.00 11 28.52 11
11          11          11          11
Gate Attendant (Night) 11 12.50 11 10.00 11 13.62 11
Overtime         11          11 15.00 11 18.59 11
Statutory        11          11 15.00 11 28.52 11

Sub Total:      283,965 317,294 387,689
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Radios.          ? 900.00 900.00
Cell phones.    0.00 70.00 300.00
Pagers.         0.00 0.00 60.00
Golf Carts.     CNE CNE CNE
Uniforms.       CNE (3,000.0) (3,000.0)
I.D.            0.00 0.00 0.00
Training & Orientation. 0.00 8,208.00 10,767.0

Total:          283,965 323,472 396,716
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