

October 11, 2000

EXHIBITION PLACE

TO: The Board of Governors of Exhibition Place
FROM: Leo Lauro, Interim Director of Operations
SUBJECT: Update on In-House Electrical Services, October 2000

Recommendation:

It is recommend that the Board receive this report for information

Background:

The Board at its meeting of January 28, 2000, requested that staff report on a monthly basis on the delivery of in-house electrical services and at its meeting of May 26, 2000 amended this to a quarterly report.

Discussion:

Since the last update in May 2000 staff have successfully provided electrical services to the Molson Indy, Chin Picnic, and the CNE, and are currently providing service to the Fall Trade & Consumer Shows. The provision of electrical services during this period has continued to be very smooth with positive feedback from clients. The overall net percentage of profit for the outdoor events averages 60 %.

As reported in May, 2000, one of the problems encountered in providing electrical services to large shows is the inability to provide the large number of electricians qualified to work in a trade show environment for a short period of time. Consequently staff issued a Request for Proposal for Contract Electrical Services, to have an exclusive provider for supplemental services on an as required basis. Given there was only one response to this proposal, staff are not recommending at this time an award of a contract to an exclusive provider on the terms of the RFP.

However, with the high need for additional electricians for the upcoming Weld Expo in October 17, -19, 2000, the need for contract services was required and a purchase order issued for Black & McDonald to provide additional resources with a hourly fixed rate per electrician provided. Black & McDonald manpower will only be used on an as required basis with Exhibition Place house electricians providing the majority of services especially services related to the provision of power supply to areas throughout the NTC. Any costs associated with the Black & McDonald electricians are passed directly to Weld Expo at the Exhibition Place posted show rate. Harvey Repp, Director


of Operations and I have held several meetings internally with the Exhibition Place electricians, IBEW Union officials and representatives of Black & McDonald to ensure a complete understanding of respective job responsibilities for the Weld Expo show.

Finally staff are completing the first phase of capital improvements to the electrical infrastructure which will improve the efficiency of the delivery of electrical services inside the National Trade Centre. Funding for these improvements has been approved in the 2000 Capital Works Budget.

Conclusions:

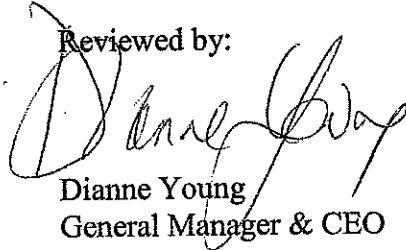
This report updates the Board on the steps taken by staff to improve the delivery of in-house electrical services to trade and consumer shows. Mr. Harvey Repp, Director of Operations, The National Trade Centre, has provided input and reviewed this report and agrees with its content.

Submitted by:



Leo M. Lauro
Interim Director of Operations

Reviewed by:



Dianne Young
General Manager & CEO