



Exhibition Place

Item No. 18

November 21, 2012

To: The Board of Governors of Exhibition Place

From: Dianne Young, Chief Executive Officer

ACTION REQUIRED

Subject: **Show Display Services**

Summary:

This report recommends the Board amend the agreement with GES Canada (“GES”) as the “Official show display service provider” to Exhibition Place to include GES as the Official Supplier of those banner hanging services that require lift equipment. GES is a major service provider in this industry and the approval of the amendment to the agreement between the Board and GES will result in a reduction in overhead expense for Exhibition Place while providing service through an industry leader.

Recommendations:

It is recommended that the Board:

- 1) Approve the amendment to the Scope of Rights clause for the GES Agreement as outlined in this report and the Confidential Attachment 1 with all other terms and conditions remaining as approved by the Board at its meeting of December 16, 2011; and,**
- 2) The confidential information in Attachment 1 not be released publicly in order to protect the competitive position and the future economic interests of The Direct Energy Centre and Allstream Centre at Exhibition Place**

Financial Impact:

Approval of the amendment to the agreement between the Board and GES will result in a reduction in overhead expense to Exhibition Place, while maintaining service levels to our clients.

Decision History:

The Exhibition Place 2009-2012 Strategic Plan had a Financial Goal *To seek additional revenue opportunities* and as a Strategy to support this Goal we will *foster long-term partnerships and alliances with public and private sector organizations.*

At the December 16, 2011 meeting of the Board, approval was given to enter into a four year agreement with GES Canada (“GES”) as the “Official show display service provider” to Exhibition Place including Direct Energy Centre and the Allstream Centre, expiring on December 31, 2015.

Issue Background:

A Request for Proposal (RFP) was issued through the City of Toronto Purchasing Department for supply, installation and removal of signs/banners for Exhibition Place, Show Management and Exhibitors, on a non-exclusive “Official/Preferred” Status basis. No submissions were received that complied with the RFP with respect to our current Labour Agreements with Local 506 of the Labourers’ International Union of North America.

A Request for Proposal (RFP) was issued through the City of Toronto Purchasing Department for Show Display Services. The RFP was for the Direct Energy Centre and Allstream Conference Centre at Exhibition Place, and did not apply to the CNE, the RAWF, the Ricoh Coliseum, and the Honda Indy. The RFP also reserved the right to reject any or all proposals. GES was the only company that responded to this RFP and subsequently, the Board approved of an agreement with GES.

Comments:

The substantial terms and conditions of the amendment to the GES agreement are as follows:

- a) Rights: GES to be the Official Supplier of Show Display Services in the Direct Energy Centre and the Allstream Centre, which services include planning and design, floor marking, the provision of exhibit booths (both drape and hard wall), carpet, plants and flowers, and installation of temporary signs and banners requiring lift/ high reach equipment & removal of same.
- b) Term: Rights related to installation of temporary signs and banners requiring lift/ high reach equipment and removal shall be coterminous with the existing Agreement (December 15, 2012 – December 31, 2015) with an ability for either party to terminate the banner hanging rights on December 14, 2013 (subject to six month advance notice).
- c) Limitations: This agreement and this amendment to the agreement does not apply to tenants or future tenants of Exhibition Place including but not limited to; Maple Leaf Sports & Entertainment, Liberty, Muzik Clubs, Medieval Times, Gossip Restaurant and the Toronto Fashion Incubator.
- d) This agreement will apply to the Canadian National Exhibition, The Royal Winter Fair, Scotiabank Caribbean Festival, Honda INDY to the extent that Exhibition Place will not directly provide labour to these shows /events that provide signs and banners that require lift/high reach equipment but since the GES Agreement is only as an “Official Supplier”, these shows can contract directly with any other show display service company that use Local 506 labour to do their work.
- e) Exhibition Place agrees to supply their Local 506 labour to GES to perform these services, when requested by GES, on an exclusive basis.

Contact

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Submitted by:

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