



Official Written Opinion Request from the Conservative Party of Canada on Charging for Trade Show / Exhibit Facilities and Setup at a Party Convention

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Charging for Trade Show / Exhibit Facilities and Setup at a Party Convention

The Conservative Party of Canada kindly requests a written opinion, in terms of Section 16.2 of the Act, on the issue of charging for and accepting payment from individuals or entities (which could include vendors, individuals, corporations, associations and groups) to cover the **costs directly associated** with providing Trade Show / Exhibit Facilities and Setup at a Party Convention.

Is a federally registered political party permitted to charge for and accept payment from individuals or entities where such payment represents recovery by the registered party for the directly associated costs, as that term is defined below? Put another way, if a registered political party were to receive such a payment, which was limited to the directly associated costs, as that term is defined below, would it be correct to conclude that there is no contribution from the individual or entity (as defined by section I [*editor's note: section 2*] of the Act)?

The Conservative Party of Canada acknowledges past guidance provided by Elections Canada relating to charging for and accepting payment for advertising at Party Conventions, but seeks clarity specifically on the application of the Act on charging for and accepting payment to cover the **costs directly associated** with providing Trade Show / Exhibit Facilities and Setup to individuals or entities at a Party Convention.

Costs directly associated with providing Trade Show / Exhibit Facilities and Setup are:

1. Direct costs of booths and full setup thereof,
2. Direct costs of providing power to booths,
3. The commercial value of the tangible benefit received by individuals (from the vendor, entity or group) physically exhibiting at the booth (as calculated for the Party Convention).

<p>Questions from Elections Canada in response to the written opinion request from the Conservative Party of Canada</p>	<p>In order to provide a written opinion, we require more specific details and context on the activity the party is proposing to engage in. I am therefore asking that you provide the following information:</p> <ol style="list-style-type: none"> 1. Specific details on the nature of the activity that will take place (exhibitor booth, presentation, etc.) 2. When and where will the event take place? 3. Total detailed amount that will be charged to the party for the use of the space that would be used by exhibitors 4. Details on the amounts the party will charge each participant for the use of space, booth setup and power 5. Are the costs related to the exhibitor space, booth setup and power incremental in nature, i.e. will the party incur additional costs if exhibitors are present? 6. A list of the exhibitors and details on how they were chosen 7. Will the vendors be providing goods or services to the attendees, and if yes, what will be provided? 8. Will goods or services be provided to the vendors by the party, and if yes, what will be provided?
<p>Response from the Conservative Party of Canada to Elections Canada's questions on the written opinion request</p>	<ol style="list-style-type: none"> 1. Specific details on the nature of the activity that will take place (exhibitor booth, presentation, etc.) <p>The trade show component of the convention provides a platform for our members, our vendors, and our partners to exchange ideas and make connections. This will be an opportunity for businesses to promote their products and services, organizations to promote and inform delegates of their mandates, and for all participants to share their ideas with grassroots conservatives, volunteers, delegates, think-tank and business leaders, and our Conservative membership.</p> 2. When and where will the event take place? <p>The trade show will run simultaneously with our scheduled events during the CPC National Convention (May 26, 2016 – May 28, 2016).</p>

EXHIBIT HOURS:

Thursday, May 26, 2016 – 1:00 p.m. to 8:30 p.m.

Friday, May 27, 2016 – 7:00 a.m. to 8:00 p.m.

Saturday, May 28, 2016 – 7:00 a.m. to 5:30 p.m.

3. Total detailed amount that will be charged to the party for the use of the space that would be used by exhibitors

- Rental
 - Ballroom Foyer (trade show floor) – **\$7,556.85 (Incl.)**
- Booths
 - \$75 x 19 booths = \$1,425 + 7% PST and 5% GST = **\$1,610.25 (Incl.)**
 - 19 – 10' x 10' booth spaces to include the following:
 - 1 – 8'-high drapery back wall
 - 2 – 3'-high drapery sidewalls
 - 2 – fabric chairs
 - 1 – 6' x 2' skirted table
 - Drapery Booth Package (rental items include delivery, installation and dismantle labour and pickup).
- Booth Power
 - Each booth will be provided with 1 x 1500-watt electrical outlet at \$89 + 5% GST each = **\$1,775.55.**
- Convention observer passes
 - Each exhibitor is provided with 1 or 2 observer convention passes (as requested by vendor) for staff manning the booth. 34 passes have been requested in total. They would have access to food and refreshments.
 - The tangible benefit calculated for the convention is \$170 per pass.
 - Total cost **\$5,780.**

4. Details on the amounts the party will charge each participant for the use of space, booth setup and power

We propose charging \$575 for exhibitor registration, plus \$170 per convention observer pass (max. 2):

- Exhibitor booth with one staff – \$745
- Exhibitor booth with two staff – \$915

5. Are the costs related to the exhibitor space, booth setup and power incremental in nature, i.e. will the party incur additional costs if exhibitors are present?

Yes.

6. A list of the exhibitors and details on how they were chosen

Interested parties were invited to exhibit their products/services to convention attendees. They were not chosen, simply invited. Information was posted on our convention website and vendors supplying services to the Party or EDAs that could add value and share ideas with other convention attendees were invited to attend. The idea is to create some excitement and areas of interest during the convention. Vendors have the opportunity to increase their revenue from the "Conservative Party" by exposing their products/services to delegates from all EDAs.

7. Will the vendors be providing goods or services to the attendees, and if yes, what will be provided?

Yes, vendors will have the opportunity to sell their products and services to convention participants. Vendors come from a variety of sectors. Some will be selling t-shirts, signs, battery packs, books, stickers, posters, promotional items, hats, jackets, etc. Some will also be promoting their services to potential clients such as speech writing, campaign management, mail services, IT services, creative services, digital services, etc. Some will be there to promote their organization's mandate and share ideas and network.

8. Will goods or services be provided to the vendors by the party, and if yes, what will be provided?

Only what is included in the fee structure will be provided to the vendors.