

Focus One (Exhibitor and Technical Services) Changes

McCormick Place is proud to announce several changes to our Focus Ones Operations that will become effective on August 1, 2010. They include a new name, changes in labor charges, increased exhibitor rights, and changes to how we bill for services.

A New Name

Beginning on August 1, 2010, the name Focus One will be retired. In an effort to make our services more identifiable with those offered by other facilities, the operations currently under the Focus One umbrella will be renamed “McCormick Place Exhibitor and Technical Services.”

Labor Savings

Labor Savings fall into three major categories; reduced rates, Standardized Straight Time, Overtime, and Double Time Windows, and changes in application of installation and tear-out labor. Each is described below in more detail.

Reduced Rates (“At Cost” Labor Rates)

Effective August 1, 2010, McCormick Place will charge exhibitors and show management the “at-cost” rate for all labor provided by electricians. This rate includes the wage paid to the electricians plus any benefits paid in compliance with the union contract. The rate specifically excludes any payment of margin to McCormick Place or the Metropolitan Pier and Exposition Authority. The electrician rate will also be applied to work performed by plumbers and telecom workers. The effect of these changes is shown in the following table:

Rate	Current Rate	Effective 8/1/2010	Difference \$	Difference %
Straight Time	\$103	\$79	-\$24	-23.3%
Overtime	\$144	\$115	-\$29	-20.1%
Double Time	\$186	\$152	-\$34	-18.3%
AV Delivery-ST*	\$58	\$51	-\$7	-12.1%
AV Delivery-OT*	\$82	\$68	-\$14	-17.1%
AV Delivery-DT*	\$105	\$85	-\$20	-19.0%

*Please note that while exhibitors or exhibitors’ employees have been granted the right to deliver their own AV equipment, McCormick Place will continue to offer this service using the “at cost” rate.

These rates will remain in effect through May 31, 2011.

Standardized Straight Time, Overtime, and Double Time Windows

Beginning on August 1, 2010, McCormick Place will observe the new straight time, overtime, and double time windows defined in the legislation. This will offer more flexibility on start times as well as a much higher likelihood of completing a larger percentage of work on straight time.

Window	MONDAY THROUGH FRIDAY	SATURDAY	SUNDAY AND HOLIDAYS
6:00 a.m. to 10:00 p.m.	ST for 1 st 8 Consecutive Hours <i>and</i> OT Only After 8 Hours	OT for 1 st 8 Consecutive Hours <i>and</i> DT Only After 8 Hours	DT
10:01 p.m. to 11:59 p.m.	OT	DT	
12:00 a.m. to 5:59 a.m.	DT	DT	

Changing of Installation and Tear-out Calculations for Electrical Services and Booth-work

Utility Services

McCormick Place will no longer charge for labor for the time required to install or remove electrical services smaller than 208 Volts. For 208 Volt and larger services, McCormick Place will charge for actual labor used or a minimum of 1 hour of labor for the installation and one half hour of labor for the tear-out of the first service using the “at cost” rate.

Booth-work

McCormick Place will no longer charge for the tear-out of booth-work or meeting room work performed by McCormick Place electricians. This change specifically excludes rigging or other work which is classified as Theatrical or Stage Production.

Theatrical and Stage Productions

For theatrical and stage productions including rigging, and general session, performance, or stage work, McCormick Place will continue to charge for tear-out labor.

Expanded Exhibitor Rights

In accordance with the newly adopted legislation, exhibitors and show managers may see their biggest gains come from their ability to perform a variety of tasks previously only completed by labor. The following section was included in the requirements recently sent to General Services Contractors and Exhibitor Appointed Contractors.

The legislation contains an expansive definition of the type of work that Exhibitors may now perform within their booths. The legislation also charges the Authority with the responsibility for ensuring that the exercise of these rights by Exhibitors is consistent with training and safety requirements. While this safety analysis is an ongoing component of the implementation process, the Authority is prepared to announce the following changes in the type of work that may be performed by Exhibitors:

- √ The “booth of 300 square feet or less” limitation no longer applies. Exhibitors may now perform work in a booth of any size.
- √ **Exhibitors may now perform work within their booths using their own ladders or hand tools, cordless tools, power tools and other tools designated by the Authority.**
- √ In addition to the work Exhibitors currently perform, Exhibitors may also begin performing the following work within their booths:
 - Setting-up and dismantling exhibits;
 - Assembling and disassembling materials, machinery or equipment;
 - Installing all signs, graphics, props, balloons, other decorative items, and the Exhibitor’s own drapery, including the skirting of Exhibitor tables;
 - **Delivering, setting-up, plugging in, interconnecting and operating the Exhibitor’s electrical equipment, computers, audio-visual devices and other equipment; and**
 - Skidding, positioning and re-skidding all Exhibitor material, machinery and equipment using non-motorized hand trucks and dollies.

The legislation defines an “exhibitor employee” as “any person who has been employed by the exhibitor as a full-time employee for a minimum of 6 months before the show’s opening date.”

Services Savings

In addition to substantial changes in labor charges and exhibitor rights, McCormick Place is committed to providing electrical services at competitive prices. We have compared our rates for electrical services to prime, national, and regional competitors, and will ensure that we remain within the average of this set.

Following is a table which shows our current published rates, the average of the competitive set, and our new rates which will be effective starting on August 1, 2010.

Basic Service	Existing Advance Order Prices	Competitive Average	New Advance Order Prices Effective 8/1/2010
120v 500 watt	\$89	\$109	\$89
120v 15 amp	\$208	\$193	\$193
120v 20 amp	\$246	\$209	\$209
120v 30 amp	\$397	n/a	\$397
208v 30 amp – Single Phase	\$415	\$447	\$415
208v 60 amp – Single Phase	\$454	\$660	\$454
208v 100 amp – Single Phase	\$909	\$982	\$909
208v 200 amp – Single Phase	\$1,818	\$1,741	\$1,741
208v 30 amp – Three Phase	\$543	\$627	\$543
208v 60 amp – Three Phase	\$588	\$934	\$588
208v 100 amp – Three Phase	\$959	\$1,358	\$959
208v 200 amp – Three Phase	\$1,918	\$2,254	\$1,918
480v 30 amp – Three Phase	\$627	\$1,047	\$627
480v 60 amp – Three Phase	\$851	\$1,561	\$851
480v 100 amp – Three Phase	\$986	\$2,239	\$986

Prices marked in bold and highlighted are being reduced to bring them in line with the competitive group average. All other items were previously under the price of the competitive set. The prices listed above are effective through May 31, 2011.

McCormick Place will continue to use a two-tiered pricing strategy charging differentiated prices for advance and standard orders. Advanced Prices will continue to offer a discount of approximately 1/3 off of Standard Prices.

Additionally, in an effort to simplify pricing for services and to account for moving labor charges to “at cost” rates, effective on August 1, 2010, McCormick Place will reduce their pricing for Electrical Services to two customer pricing strategies. All show management and exhibitors will be charged labor at cost according to the rules laid out above. However, show management will be offered services at 50% off of the Advanced Price regardless of when the service is ordered.