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January 19, 2010
For Immediate Release

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ESCA Upholds its Opposition to Exclusive Labor Arrangements and Expresses Concern Regarding Chicago

ESCA supports the concerns of its members and other industry associations, including IAEE, regarding Chicago's announced intent to implement exclusive labor polices through legislation.

Carrollton, TX - Last week the Metropolitan Pier and Exposition Authority (MPEA), along with Chicago and Illinois political leaders, announced its intention to seek legislation to address labor issues at McCormick Place and Navy Pier. The Exhibition Services & Contractors Association (ESCA) is concerned with several elements of the proposed legislation and with the potential negative results of the announced plans. ESCA encourages the MPEA and the Illinois Legislature to delay hasty implementation of the proposed legislation. ESCA encourages a thorough review of all options, *in a public and transparent way*, with input from stakeholders and the exhibition industry.

EXCLUSIVITY

ESCA is opposed to exclusivity of services in exhibition venues, especially those venues which are publicly funded like McCormick Place and Navy Pier. Exclusivity *inherently destroys market dynamics* and always *leads to increased costs and diminished service* over time. Exclusive services are bad for the customer, both the exhibition organizers and exhibitors.

POLICY BY ORDINANCE

Using legislative powers to address marketplace issues is, at the very least, troubling. Once in place, legislation is inflexible and difficult to amend or retract. A more flexible forum should be used to address Chicago's challenges as an exhibition destination. The legislative process is not the ideal forum for achieving *real industry focused* change which *benefits the customer*. Too many unintended and difficult to cure challenges are certain to present themselves eventually through legislation.

ESCA supports, in principle, the need to reform labor in Chicago's exhibition facilities. However, the process to achieve reform should be open and transparent and focused on the customer. If Chicago truly desires to improve its offering to the exhibition industry and remain a destination of choice it should *slow down, listen to its clients*, and make changes that *embrace a competitive open market* rather than eliminating it.

ESCA Mission Statement

ESCA is dedicated to the advancement of the exhibition, meeting, and special events industries. Through the education, information exchange, and level of professionalism shared by members and their customers, ESCA promotes cooperation among all areas of the exhibition industry.

For more information related to this news release and general ESCA information contact Larry Arnaudet (larrya@esca.org), at (469) 574-0698. Digital logo images, photographs, etc. related to this news release, or ESCA available upon request.