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Exhibition Place

Management Report January 31, 2011

Executive Summary

- Consolidated Net Operating Profit for Exhibition Place, Direct Energy Centre and Allstream Centre for the one month ending January 31, 2011 before net naming fees and interest and amortization expense for the Allstream Centre was a profit of \$797,935 compared to a budget of \$916,253 for an unfavourable variance of (\$118,318).
- Net Operating Profit for Exhibition Place and Direct Energy Centre for the one month ending January 31, 2011 was \$724,237 compared to a budget of \$649,995 for a favourable variance of \$74,242 mainly due to lower utilities and building operating costs.
- Net Operating Income before interest and amortization expense for Allstream Centre for the one month ending January 31, 2011 was \$73,698 compared to a budget of \$164,591 for an unfavourable variance of (\$90,893) mainly due to the timing of new business.
- During this period, our Sales & Marketing team secured 30 new events for Exhibition Place.
- Jim Lee, Exhibitor Services Supervisor, successfully completed his final stage towards CEM certification.
- Representatives of Exhibition Place attended a presentation held by the International Zero Waste Alliance, the Recycling Council of Ontario and the Canadian Composting Council, who proposed Exhibition Place host an International conference on certification programs for Zero Waste in 2012, with Exhibition Place being first in the world to be certified as a Zero Waste Facility.
- As part of the Exhibition Place Customer Service Program the inaugural EXcellence in Action awards were awarded to John Craggs, Rocco Giorgio, Nancy Grieveson, Ken Jattan and Dustin Stokes. These awards went to employees who demonstrated one of the Exhibition Place Core Values or Service Principles. Also in January the Employee Action Team produced The Great ExPlace Race; a very successful team building exercise which was attended by 168 Exhibition Place employees from all service areas. This event was very well received and has improved communications and teamwork on the grounds.

January 2011 Financials Exhibition Place and Direct Energy Centre

Consolidated Net Operating Profit for Exhibition Place, Direct Energy Centre and Allstream Centre for the one month ending January 31, 2011 before net naming fees and interest and amortization expense for the Allstream Centre was a profit of \$797,935 compared to a budget of \$916,253 for an unfavourable variance of (\$118,318).

Exhibition Place and Direct Energy Centre

Net Operating Profit for Exhibition Place and Direct Energy Centre for the one month ending January 31, 2011 was \$724,237 compared to a budget of \$649,995 for a favourable variance of \$74,242 mainly due to lower utilities and building operating costs.

- Rental income was \$1,481,443 compared to a budget of \$1,613,736 for an unfavourable variance of \$132,292 mainly due to the timing of new business.
- Electrical net services of \$109,561 are unfavourable to budget by (\$13,532) mainly due to timing of new business.
- Direct and indirect expenses at \$1,927,284 are favourable to budget by \$480,475 mainly due to lower utilities due to the energy savings initiatives and lower operational maintenance costs.

- Food & Beverage concessions of \$108,734 is unfavourable to budget by (\$41,307) due to the timing of new business.
- Telecommunications income at \$52,727 is unfavourable to budget by (\$1,895)
- Show services from third party billings at \$384,875 are down from budget by \$141,458 with corresponding decrease in related show expenses of \$81,914 for a net unfavourable variance of (\$59,544) mainly due to the timing of new business.
- Parking revenues at \$572,225 is unfavourable to budget by (\$78,707) mainly due to lower revenues from Direct Energy Centre events such as the Boat show and Ricoh Coliseum and the timing of new business. Parking expenses are favourable to budget by \$35,865 for a total net unfavourable variance after expenses of (\$42,842).
- Tenant income for rent and services at \$313,035 is higher than budget by \$10,807 gross, mainly due to increased show services from Muzik, Medieval Times and Liberty Grand. Show services expenses are lower by \$4,107 for a net positive variance of \$14,914.
- Program recoveries and interest income at \$33,465 is higher than budget by \$55.
- Advertising and Sponsorship revenue within the Direct Energy Centre at \$16,326 is unfavourable to budget by (\$357).

Direct Energy Centre accounts receivable as at January 31, 2011 was \$3,081,056 consisting mainly of:

- \$1,032,264 owed for sponsorship and naming arrangement. This includes \$1,017,000 for Direct Energy Centre naming rights that was received in full February 17, 2011.
- \$1,020,450 for services on completed events, of which \$363,953 (36%) has been received as of February 7, 2011.
- \$696,871 owed as contractual deposits for future events of which \$448,445 (64%) has been received as of February 7, 2011.
- \$202,318 for accounts with City Legal; this amount is fully provided for as a bad debt in the financial statements or the rental revenue has not been recognized as income and deferred as appropriate.
- \$100,793 of Food & Beverage Concessions is owed by Centerplate, which is contractually due on the 25th of the following month.

Exhibition Place accounts receivable for the month ending January 31, 2011 was \$1,827,537 consisting mainly of:

- \$479,222 owed by MLSE for Ricoh Coliseum of which \$358,762 (75%) has been received as of February 7, 2011
- \$391,077 owed by tenants of which \$47,715 (12%) has been received as of February 7, 2011.
- \$300,000 owed by FCM for Conference Centre LEED Silver Grant which will be payable after one full year of operations (October 2010) and after completion and submission of an independent Environmental Study (sometime by end of February) on the past 12 months environmental performance.
- \$250,000 owed by City Water for capital costs relating to the new Lakeshore exit.
- \$141,838 owed by BMO Field for payroll costs.
- \$72,001 for show services on completed events.

Allstream Centre

Net Operating Income before interest and amortization expense for Allstream Centre for the one month ending January 31, 2011 was \$73,698 compared to a budget of \$164,591 for an unfavourable variance of (\$90,893) mainly due to the timing of new business.

Allstream Centre accounts receivable for the month ending January 31, 2011 was \$146,632 consisting mainly of:

- \$93,157 of Food & Beverage Concessions is owed by Cerise Fine Catering which is contractually due by the 25th of the following month.
- \$28,955 owed as contractual deposits for future events.
- \$5,292 for services on completed events of which \$0 (0%) have been received as of February 7, 2011.

Sales and Marketing

January Sales Effort

During this period, our Sales & Marketing team secured 30 new events for Exhibition Place. The events are categorized as follows:

- 17 meetings & conventions
- 5 consumer shows
- 1 charity event
- 2 trade show
- 1 photo/film shoots
- 2 vehicle detailing and storage
- 2 walk/marathon

January Summary

New events held during this time period included Base Camp Parking only for Rookie Blue Two Inc., Engineers Without Borders 2011 Conference, 2011 IFA Travelling Lectureship, ADNART, Immediate Sales Agency, Cotton Candy Inc., Plan-It Promotions, NCA Examinations and CUPE Professional Development Day.

Business Travel

On January 27, 2011 Stephanie Whiteman, Don Leddy and Barbara Outschoorn attended the Annual CSAE Tête-à-Tête Tradeshow in Ottawa Ontario. Tête-à-Tête is open to all Association and Not-For-Profit Executive Directors and Employees, Professional Meeting Planners and Government Procurers. There was significant traffic at our booth during this year's show and many qualified leads were generated. During the same trip, on the evening of January 27, 2011, the association team along with Laura Purdy and Arlene Campbell attended the MPI/CSAE Annual Dinner where they hosted five clients at their table for the dinner event.

On January 5-7, 2011 Joy Leonte and Geoff Mak attended the Helms Briscoe Annual Conference in Washington, DC. This conference is attended by the vast majority of Helms Briscoe meeting planners and

industry partners. During this conference they were able to strengthen their relationships with the Helms Briscoe meeting planners and made several new contacts from the U.S. who had shown an interest in Toronto. There were several leads generated from the event which are currently being pursued and followed up with.

On January 19-21, 2011 Joy Leonte participated with Tourism Toronto and the Sutton Place for client sales calls in Montreal, Quebec. During this trip she also attended the MPI Montreal Chapter client event on January 20, 2011. This sales mission was in addition to the original Sales Missions 2011 travel calendar.

Publicity

Direct Energy Centre

- Direct Energy Centre was mentioned in an article titled "Canadian Chefs Enjoy 'NFL Experience'"
- New Report during this period included 41 hits for Direct Energy Centre. Stories included: Toronto International Boat Show; UFC; Things to Do; Green Awards; Canada Blooms; Sgt Russell Funeral; Toronto Comic Con.

Allstream Centre

- Marketing Department distributed the following press release: "Allstream Centre wins 2010 Best of the Year Interior Design Magazine on January 10, 2011".
- Allstream Centre appeared in Ignite Magazine's "Current News" section with a piece titled – Allstream Centre Wins 2010 Interior Design magazine Award of Merit.
- Meetings + Incentive Travel online newsletter featured Allstream Centre in its "5 things you need to know" section.
- Meetings + Incentive Travel also ran a piece titled "Allstream Centre wins Interior Design Award"
- News Report during this period included 4 hits for Allstream Centre. Stories included: Interior Design Award win; Engineers without Borders

Exhibition Place

- Marketing Department distributed the following press release: "Exhibition Place Board of Governors appoints New Chair – Councillor Mark Grimes" on January 7, 2011
- News Reports for this period include 13 hits for Exhibition Place. Stories Included: Royal Agricultural Winter Fair; Things to Do; Lakefront Wind Turbines.

Event Management Services

During the month of January of 2011, Event Co-ordinators and Exhibitor Services staff were involved in the following events:

January	
Exhibitions/Meetings/Conventions/Corporate Events	
<ul style="list-style-type: none"> ▪ Toronto International Boat Show ▪ Engineers Without Borders 	<ul style="list-style-type: none"> ▪ Genumark Promotional Merchandising ▪ Commercial Marketing

<ul style="list-style-type: none"> ▪ NCA Exams ▪ 2011 IFA Travelling Lectureship ▪ Spinmaster Testing ▪ Toronto Community Housing Tenant Leaders Forum ▪ ADNART ▪ PPPC 	<ul style="list-style-type: none"> ▪ Accolade Reaction Promo Group ▪ Cotton Candy ▪ Unisync Group Hospitality Room ▪ Intermediate Sales Agency ▪ Statistics Canada Mobile Health Clinic Survey ▪ National Bridal Show ▪ CUPE Professional Development Day
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Event Services

Staff began preparations for the Toronto International Boat Show during the month of December 2010, which allowed some items to be moved in early. The show went well but due to weekend weather, attendance was affected. Show management was very happy and complimentary about the services provided by Exhibition Place.

Several exhibitor meeting suites were set up during PPPC. All went very well and the event was well attended. The Bridal Show also went well.

Exhibitor Services

The month of January was uniformly busy in preparation for the three large consumer events. All the order desks ran smoothly with no issues. The preparation of orders is ongoing with two major upcoming events: the National Home Show, Loblaw, and CRFA.

The Exhibitor Services Supervisor, Jim Lee, also successfully completed his final stage towards CEM certification. This is an Industry designation for Certified Exhibition Management.

Allstream Conference Centre

Nine events took place in Allstream Conference Centre in January. Engineers Without Borders, a three day event, brought in 800 – 1,200 people on a daily basis with a Gala on the last night. All went extremely well.

A new wheelchair lift was purchased for stages in Allstream Centre. The new doors for the meeting rooms were replaced throughout December and January. As well, numerous enhancement projects were undertaken in Allstream Centre including installation of video projection equipment in the Lakeside Room and video conference room construction continued in January. Work was coordinated around booked meetings.

Parking

Parking activity for consumer shows in January 2011 was down marginally from 2010. Cold weather and snowstorms during both weekends of the Boat Show may have been a contributing factor. Increased revenue from a September 2010 rate increase prevented a decline in revenue.

All Parking staff took part in a one day training course, conducted in-house by the Health and Safety Department, and topics included Customer Service, Occupational Health and Safety Act, WHIMIS (Workplace Hazardous Materials System) Training, Robbery Prevention, Workplace Violence and Harassment Policy, and General Health and Safety.

Telecommunications

During January Telecom IT deployed Smart Uninterruptible Power Supplies (UPS's) into 15 of the Point Of Presence interconnection (POP's) including Muzik, Medieval, BMO, QE, Press, GS and others. These UPS's email telecom whenever a power disruption to one of those circuits is detected, allowing for the service group to identify the problem and initiate contact to resolve it. IT/Telecom plans to deploy an additional 25 UPS's in Direct Energy Centre and 5 more in Allstream Centre later this year. IT/Telecom is making a significant effort to add systems that improve redundancy, offer documentation of adds/moves/changes/processes as well as working to reduce any system downtime to a minimum. Telecom/IT has been working with a consultant from the City of Toronto to address some of these initiatives and is actively engaging with Allstream Canada on recommendations.

Building Operations

Maintenance

- Installed a new curtain in roll up Door #24
- Repaired garage sensors in both the East and West garage of the Direct Energy Centre.
- Repaired all holes on the show floor in Direct Energy Centre
- Replaced the South West outdoor washroom with new flushometers, thereby reducing the water consumption from 13 litre to 4.5 litre, in preparation for LEED Certification
- Replaced all faucets in Direct Energy Centre with low water usage aerators
- Completed paint touch-ups throughout Direct Energy Centre show floor in prep for the Boat Show
- Repaired damaged wall in the north East Annex area of Ricoh Coliseum arena
- Currently providing continued maintenance for the IT office project in Direct Energy Centre
- Completed 60% of the Industry Building window covering in order to divert water leaks
- Installed new Optiview Chiller control panels in Chiller 1, 2 and 3 in Direct Energy Centre
- Replaced pneumatic control valves for air handlers in West Annex

Electrical

- Completed all Preventative Maintenance Plan sheets for Direct Energy Centre.
- Replaced air curtain motors in the west parking exit of Direct Energy Centre.
- Checked all snow melting and gutter melting in Direct Energy Centre.
- Installed heater motor on Door 28 of Direct Energy Centre.
- Removed two heater motors in the North Extension of Direct Energy Centre.
- Replaced the malfunctioning contactor for the 3rd. Floor fan in Direct Energy Centre.
- Replaced lamps and ballasts that were burnt out in the Centreplate area of Direct Energy Centre Building.
- Fixed all lights that were not working in Mechanical Room of the Telecom area in Direct Energy Centre.
- Fixed power to the heaters in the Cleaning Department of Direct Energy Centre.
- Reviewed Coordinators Inspection Reports for Direct Energy Centre and made all necessary repairs.
- Fixed card swipe in the Labourers Lunch Room of Direct Energy Centre.

Facility Services

The following maintenance and show related projects/activities were completed in January or are ongoing:

- Labour Department worked diligently to recover from many snow storms during the month of January, using approximately 72 cubic yards of rock salt on roadways, entrances and walkways.
- Created a new snow and salt tracking document, including pertinent information and a process for comparing efficiencies each month.
- Completed ongoing preventative maintenance on the audio/video equipment throughout Allstream Centre.
- Completed installation of public address speakers in Direct Energy Centre's east & west loading docks. Audio was supplemented by adding newer more reliable amplifiers in Halls F and G.
- In the process of scheduling all union members and staff for the Bill 168 session in February.
- After many construction days, the Better Living Centre was prepared for the Loblaw event scheduled in February. Excess rope and cables were removed from the ceiling and all perimeter windows were washed. Scrubbing, washing and waxing the entire show floor in process.
- Scheduled and conducted a thorough cleaning of all mechanical rooms in Direct Energy Centre and Allstream Centre.
- Commenced steam-cleaning Direct Energy Centre ballroom chairs upholstery as part of Preventative Maintenance Program.
- Continued planning new Facility Services office with the Capital Works Department; completion scheduled for April, 2011.
- Steam-cleaned all carpeting throughout the banquet hall and meeting rooms at Allstream Centre.
- Completed a challenging turnover in Ricoh to accommodate a makeshift marina for Boat Show.
- All Facility staff and some unionized staff members attended the Great ExPlace Race and thoroughly enjoyed the experience.
- On January 14th Ron Mills and Mike DiMaso accompanied Dianne Young and Arlene Campbell in attending a presentation held by the International Zero Waste Alliance, the Recycling Council of Ontario and the Canadian Composting Council, who proposed Exhibition Place host an International conference on certification programs for Zero Waste in 2012, with Exhibition Place being first in the world to be certified as a Zero Waste Facility

Service Stars

Arlene Schwartz of Genumark sent an email to Natalie Belman and Sandra Palombo on January 26th with regards to PPPC: "Thanks again for a wonderful experience at the Direct Energy Centre. I don't know how you do this everyday but you make it look so easy"

Jim Lee received a letter from Stephen Evans, 2011 CEM Commission Chair, confirming Jim's completion of his CEM Certification: "Congratulations! The CEM Commission has recommended you for certification based on your completion of the CEM Learning Program requirements. We are proud of you for your achievement and are glad you have chosen to demonstrate your commitment to professionalism through attaining the industry's premier professional credential."

Centerplate

Catering & Sales Department

During the Toronto International Boat Show Centerplate hosted the Exhibitors Reception for approximately 400 guests. The event took place in Heritage Court and was a great success. Centerplate served Mini Beef Sliders with Pickles, Mustard, Ketchup, Relish and Tomatoes, Swedish Meatballs, a Nacho Station with Tex Mex Cheese, Salsa, Guacamole, Sour Cream and Chili and Mini Pulled Pork Sandwiches. The client was extremely happy with both the food offerings and service.

During PPPC, Centerplate served exhibitors all-day fruit, breakfast pastries and snacks. During one event for Genumark offering included assorted Gourmet Sandwiches and Salads including Grilled Vegetables with Feta, Ham and Pineapple, Roast Beef with Onion Crisps and Cajun Chicken. The appetizer consisted of a Grilled Maple Pear Salad with Oven Roasted Cherry Tomatoes, Caramelized Walnuts and Asiago on Red Leaf, Baby Arugula and Belgian Endive with a Citrus Vinaigrette. The client was very happy and sent Centerplate a letter stating how great everything went.

Retail Department

This year during the Toronto International Boat Show, Centerplate had a special feature called the Canadian Yachting Island Village. Offering included Brown Rice mixed with Papaya, Peppers, Red Onion, Cilantro and Black Beans, a Grilled Flatiron Steak finished with Shallots, Garlic, Rum and Beef Broth served with Rice, and Marinated Baked Chicken Thighs topped with Rum, Chicken Broth, Mint and Black Pepper served with Rice. The area was dressed up to look like a Caribbean resort and it was a huge success with the Exhibitors and visitors. In addition, Centerplate opened up our new Go Fresh concession serving made-to-order Panini, Fresh Pastas and Salads, and Princes' Deli serving Smoked Meat Sandwiches and Fries.

During PPPC Centerplate opened up a special Exhibitors lounge serving fresh Panini, Pasta and Grab and Go items such as Sandwiches and Salads. We served Turkey, Grilled Vegetable with Goat Cheese and Prosciutto with Grilled Asparagus Panini's, and made-to-order Pasta and Salads; for which guests chose their own toppings. Centerplate also opened up our Walk-Away Noodle Cart serving a Bowl of Noodles with an Egg Roll or Soup with choice of Chicken or Pork. This is always a popular choice at the PPPC Show.

During the National Bridal Show, which took place in Hall B this year, Centerplate opened Go Gourmet. Guests were offered an array of Sandwich, Salad and Soup choices. We also offered visitors a choice of Crepe Delicious serving both Savory and Sweet Crepes and Pronto Café serving a variety of Bagel choices. The Show Manager was very happy with both the food offerings and service provided by Centerplate.

Cerise Fine Catering

January was an exciting month at Allstream Centre. Cerise sales were almost \$100,000.00 more than last year, with concomitant commissions paid to Exhibition Place. Cerise hosted Engineers Without Borders, a 3-day event involving over 1,000 young and committed students and college graduates, a group outside of our usual demographic. This event required us to balance the quality of food service against a challenging budget. One of the more unique items Cerise crafted was bamboo cones of sweet potato and Yukon gold potato fries with a chipotle dip. These were a huge hit!

On January 25th Cerise hosted six small groups, all with different menus. Cerise met the challenge, which was great practice for things to come.

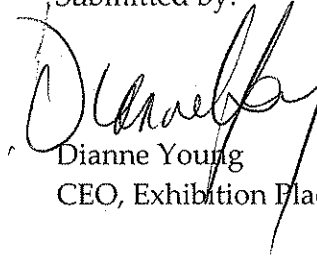
January also saw changes to staff geography; the GM moved upstairs to sales and we crafted a new office for a member of the sales team. Cerise bought a great many buffet display items to make us look better and be more efficient for the larger groups of over 500.

Submitted by:



Arlene Campbell
General Manager, Sales & Events

Submitted by:



Dianne Young
CEO, Exhibition Place

APPENDIX 'A'

**Combined Exhibition Place and Allstream Centre
Financial Summary**

Statement Of Operations Highlights For the month ended January 31, 2011			
	Actual	Current Month Budget	Fav (Unfav) Variance
	\$	\$	\$
Event Income	2,800,881	3,392,802	(591,921)
Direct Expenses	206,064	310,864	104,800
Indirect Expenses	1,796,882	2,165,685	368,803
Operating Income (Loss) before building loan interest & amortization and naming fees	797,935	916,253	(118,318)
Interest expense - Allstream Centre	158,659	158,727	68
Amortization expense - Allstream Centre	129,216	135,585	6,369
Operating Income (Loss) before naming fees	510,060	621,941	(111,881)
Contribution from (to) Conference Centre Reserve Fund	159,440	88,722	70,718
Net Income (Loss)	669,500	710,663	(41,163)

(1) Operating Income for the Board before interest on City loan, amortization of building improvements net of contribution from naming fees is \$797,935 compared to a budget \$916,253 for an un favourable variance of \$118,318

(2) Amortization is a non cash item as related to the capitalization of the asset for the new Allstream Centre.

**EXHIBITION PLACE
FINANCIAL STATEMENT HIGHLIGHTS
JANUARY 2011**

	<u>MONTH ACTUAL</u>	<u>MONTH BUDGET</u>	<u>Fav (Unfav) VARIANCE</u>
Number of Events	5	3	2
Direct Event Income	1,594,002	1,819,250	(225,248)
Ancillary Income	292,096	394,072	(101,976)
Advertising and Sponsorship	16,326	16,683	(357)
Rent-MLSE-Ricoh Coliseum	41,740	41,740	-
Naming Rights	101,667	101,667	-
Parking EP	566,425	645,132	(78,707)
Parking - BMO Events	5,800	5,800	-
Program Recoveries and Other	33,465	33,410	55
Total Event Income	<u>2,651,521</u>	<u>3,057,754</u>	<u>(406,233)</u>
Direct Expenses	201,009	281,336	80,327
Indirect Expenses	1,624,608	2,024,756	400,148
Naming Rights	101,667	101,667	-
Total Event Expenses	<u>1,927,284</u>	<u>2,407,759</u>	<u>480,475</u>
Net Income (Loss)	<u>724,237</u>	<u>649,995</u>	<u>74,242</u>

**ALLSTREAM CENTRE
FINANCIAL STATEMENT HIGHLIGHTS
JANUARY 2011**

	5	[Note 1]	-
	MONTH ACTUAL	MONTH BUDGET	Fav (Unfav) VARIANCE
Number of Events			
Direct Event Income	101,041	199,880	(98,839)
Ancillary Income	41,541	111,653	(70,112)
Parking Revenue	6,778	23,515	(16,737)
Total Event Income	149,360	335,048	(185,688)
Direct Expenses	5,055	29,528	24,473
Indirect Expenses	70,607	140,929	70,322
Total Event Expenses	75,662	170,457	94,795
Operating Income (Loss) before building loan interest & amortization and naming fees	73,698	164,591	(90,893)
Interest expense	158,659	158,727	68
Amortization expense	129,216	135,585	6,369
Operating Income (Loss) before naming fees	(214,177)	(129,721)	(84,456)
Contribution from Conference Centre Reserve Fund	159,440	88,722	70,718
Net Income (Loss) before transfers	(54,737)	(40,999)	(13,738)

Note 1 2011 Allstream Centre Total Event Income Budget was based on Proforma and 2010 actual information on first year history

**EXHIBITION PLACE
FINANCIAL STATEMENT HIGHLIGHTS
JANUARY 2011 WITH COMPARISON TO JANUARY 2010**

	2010 YTD JANUARY ACTUAL	2011 YTD ACTUAL	2011 YTD BUDGET	Fav (Unfav) 2011 VARIANCE	VARIANCE TO YTD JANUARY ACTUAL	VARIANCE TO YTD JANUARY %
	6	5	3	2	(1)	-17%
Number of Events						
Direct Event Income	1,482,311	1,594,002	1,819,250	(225,248)	111,691	8%
Ancillary Income	369,549	292,096	394,072	(101,976)	(77,453)	-21%
Advertising and Sponsorship	16,222	16,326	16,683	(357)	104	1%
Rent-MLSE-Ricoh Coliseum	41,740	41,740	41,740	-	-	-
Naming Rights	101,667	101,667	101,667	-	-	-
Parking EP	605,095	566,425	645,132	(78,707)	(38,670)	-6%
Parking BMO	-	5,800	5,800	-	5,800	-
Program Recoveries and Other	76,797	33,465	33,410	55	(43,332)	-56%
Total Event Income	2,693,381	2,651,521	3,057,754	(406,233)	(41,860)	-2%
Direct Expenses	238,315	201,009	281,336	80,327	37,306	16%
Indirect Expenses	1,761,318	1,624,608	2,024,756	400,148	136,710	8%
Naming Rights	101,667	101,667	101,667	-	0	0%
Total Event Expenses	2,101,300	1,927,284	2,407,759	480,475	174,016	8%
Net Income (Loss)	592,081	724,237	649,995	74,242	132,157	22%

**DIRECT ENERGY CENTRE AND ALLSTREAM CENTRE
EVENT STATISTICS
FOR PERIOD ENDED JANUARY 31, 2011**

DIRECT ENERGY CENTRE

MONTH ACTUAL	YTD ACTUAL	PRIOR YEAR ACTUAL
92,950	92,950	113,950

Attendance (Note:1)

EVENT	(NOTE 1) ACTUAL # OF EVENTS		(NOTE 3) NET EVENT INCOME		(NOTE 2) REFRESHMENT PER CAP'S ACTUAL
	2011 #	2010 #	ACTUAL \$(IN '000'S)	BUDGET \$(IN '000'S)	
Consumers Show	2	4	1,268	1,298	4.81
Trade Show	1	1	181	199	17.58
Exam	0	0	-	-	-
Photo/Film Shoot	0	0	-	-	-
Meeting/Corporate	2	1	8	-	-
	5	6	1,457	1,497	22

ALLSTREAM CENTRE

EVENT	(NOTE 4) ACTUAL # OF EVENTS		(NOTE 3) NET EVENT INCOME	
	2011 #	2009 #	ACTUAL \$(IN '000'S)	BUDGET \$(IN '000'S)
Gala	0	0	-	-
Conference	2	0	81	-
Reception	0	1	-	-
Meeting	2	2	28	-
Exam	1	0	28	-
	5	3	137	-

Note: 1 Attendance estimates provided by Show Management.

Note: 2 Refreshment per cap's based on information reported by Centerplate and Cerise

Note: 3 Net event income includes rent and services, ancillary income includes catering and electrical commissions.

Note: 4 Allstream Centre opened on October 2009

BOARD OF GOVERNORS - EXHIBITION PLACE
 CHEQUE DISBURSEMENTS - JANUARY 2011
 GREATER THAN \$50,000

Check No.	Date	Amount	Description
4368	1/25/2011	526,677.73	PCL DESIGN CONSTRUCTORS INC. CAPITAL WORKS - COLISEUM WASHROOM RENOVATION
4356	1/25/2011	519,615.82	LIMEN GROUP LTD CAPITAL WORKS - PRICES GATES RESTORATION
4201	1/17/2011	463,253.69	CLIFFORD RESTORATION LTD/ CAPITAL WORKS - DEC INTERIOR RESTORATION
	1/25/2011	379,081.39	ADP CANADA SALARY PAYROLL
	1/1/2011	374,988.56	ADP CANADA SALARY PAYROLL
4328	1/25/2011	344,720.06	CITY OF TORONTO HYDRO NOVEMBER 2010
4322	1/25/2011	311,740.91	CLIFFORD RESTORATION LTD/ CAPITAL WORKS - COLISEUM INTERIOR RESTORATION
4239	1/17/2011	296,433.06	PCL DESIGN CONSTRUCTORS INC. CAPITAL WORKS - COLISEUM WASHROOM RENOVATION
	1/19/2011	232,879.98	ADP CANADA HOURLY PAYROLL
4224	1/17/2011	225,629.93	LIMEN GROUP LTD CAPITAL WORKS - PRINCES' GATES RESTORATION
4141	1/4/2011	222,689.97	CITY OF TORONTO LOAN REPAYMENT - ALLSTREAM CENTRE JAN/2010
	1/26/2011	213,486.04	ADP CANADA HOURLY PAYROLL
	1/12/2011	176,761.11	ADP CANADA HOURLY PAYROLL
4329	1/25/2011	125,318.27	CITY OF TORONTO LEGAL & SALARY CEO 4TH QUARTER 2010
4286	1/30/2011	117,102.40	OMERS PENSION CONTRIBUTION FOR DECEMBER 2010
	1/5/2011	114,230.41	ADP CANADA HOURLY PAYROLL
4251	1/17/2011	107,262.99	SIEMENS BUILDING TECHNOLOGIES CAPITAL WORKS - FIRE ALARM REPLACEMENT
4327	1/25/2011	106,729.16	CITY OF TORONTO EXPLACE - LANDSCAPING
4154	1/5/2011	101,185.43	ENBRIDGE DECEMBER 2010 GAS BILLING VARIOUS LOCATION
4280	1/17/2011	92,331.72	STEVENS BLACK CAPITAL WORKS - OUTDOOR LED PATHWAY LIGHTING
4213	1/17/2011	85,797.52	FOREST RIDGE LANDSCAPING CAPITAL WORKS - LANDSCAPE IMPROVEMENTS
4179	1/15/2011	85,140.04	CITY OF TORONTO PREMIUM FOR MAJOR.. DENTAL LIFE FOR JANUARY 2011
4235	1/17/2011	80,227.06	NORTHEX ROOFING LTD. CAPITAL WORKS - ROOF REPLACEMENT AT EAST ANNEX
4334	1/25/2011	75,210.14	ENBRIDGE DIRECT ENERGY - DECEMBER 2010 BILLING
4207	1/17/2011	68,273.04	DIRECT ENERGY BUSINESS SERVICES CAPITAL WORKS - REFRIGERANT MONITORING SYSTEM
4195	1/17/2011	63,359.10	BOMBEN PLUMBING & HEATING CAPITAL WORKS - AIR HANDLING UNIT REPLACEMENT
4142	1/28/2011	63,099.52	CITY OF TORONTO FCM LOAN SEMI-ANNUAL PAYMENT
4205	1/17/2011	50,628.06	CITY OF TORONTO LEGAL 3RD QUARTER
		5,623,853.11	DISBURSEMENTS OVER \$50,000
		1,279,585.63	OTHER DISBURSEMENTS
		6,903,438.74	TOTAL DISBURSEMENT