



Exhibition Place

Management Report

October 31, 2016

Executive Summary

- Combined Operating Income (Loss) for Exhibition Place and Allstream Centre for the ten (10) months ended October 31, 2016 before net naming fees, building loan interest and amortization expense for the Allstream Centre was an income of \$1,748,076 compared to a budgeted income (loss) of (\$183,316) for a favourable variance of \$1,931,392.
- Net Income for Exhibition Place and Enercare Centre for the ten (10) months ended October 31, 2016 was \$1,091,221 compared to budget net income (loss) of (\$76,455) for a favourable variance of \$1,167,676.
- Operating Income (Loss) before interest and amortization expense for Allstream Centre for the ten (10) months ended October 31, 2016 was \$656,855 compared to a budget loss of (\$106,861) for a favourable variance of \$763,716. Favourable variance primarily due to the Perfect China event held May 13 – 16 and the Ontario Medical Association General Meeting held August 14.
- The Sales & Marketing team, in July and August, secured 28 new events for Exhibition Place.
- In recognition of Canada 150, Exhibition Place planted a new maple trees outside of Enercare Centre Hall D and surrounded it with over 500 special “Maple Leaf” tulips bulbs, which will bloom in spring 2017

October 2016 Financials for Combined Exhibition Place and Allstream Centre

Combined Operating Income (Loss) for Exhibition Place and Allstream Centre for the ten (10) months ended October 31, 2016 before net naming fees, building loan interest and amortization expense for the Allstream Centre was an income of \$1,748,076 compared to a budgeted income (loss) of (\$183,316) for a favourable variance of \$1,931,392.

Exhibition Place

Net Income for Exhibition Place and Enercare Centre for the ten (10) months ended October 31, 2016 was \$1,091,221 compared to budget net income (loss) of (\$76,455) for a favourable variance of \$1,167,676.

- Rental income from events of \$7,237,341 is favourable to budget by \$474,597 primarily due to higher than budgeted rental income from the Boat Show, Ride for Heart, Run Expo and new business.
- Net electrical commissions of \$757,933 are unfavourable to budget by (\$125,771) primarily due to lower than budgeted commission from NBA Jam Session and lower than budgeted net electrical revenue from new events.
- Food & Beverage concessions of \$525,515 are unfavourable to budget by (\$61,360) primarily due to lower than budgeted revenue for NBA Jam Session offset by higher than budgeted food and beverage from new events.
- Show services from third party billings at \$2,983,705 are unfavourable to budget by (\$62,736) primarily due to higher than budgeted show services revenue offset by lower than budgeted for NBA Jam Session and show services revenue from new events.
- Parking revenues at \$6,323,330 are favourable to budget by \$561,830 primarily due higher than budgeted revenue from tenants and Toronto Marlies games at RICOH, offset by lower than budgeted revenue from the Boat Show, NBA Jam Session and OOK Spring event.
- Program recoveries and interest income at \$317,963 are unfavourable to budget by (\$32,037) primarily due to lower interest income.
- Direct and indirect expenses at \$22,942,849 are favourable to budget by \$418,181 primarily due to lower utilities due to the energy savings initiatives, lower operational costs offset by marginally higher than budget direct expenses. Indirect expenses include costs from various departments; these are Chief Executive Officer, Chief Financial Officer, General Manager, Marketing/Event Services, Corporate Secretary, Records & Archives, Purchasing & Stores, Human Resources, Security, Finance, Operations, Facilities, Utilities, Special Appropriations,

Telecommunications and wages & materials for base building upkeep and general maintenance of the grounds.

Energicare Centre accounts receivable as at October 31, 2016 was \$3,174,934 consisting primarily of:

- \$2,660,785 for services on future events of which \$1,030,817 (39%) has been received by November 9, 2016.
- \$462,799 for services on completed events of which nil has been received by November 9, 2016.
- \$13,249 owed by Spectra of which nil has been received by November 9, 2016.

Exhibition Place accounts receivable as at October 31, 2016 was \$4,242,122 consisting primarily of:

- \$1,539,520 owed by MLSE - BMO Field for payroll costs and utilities of which \$561,384 (36%) have been received by November 9, 2016.
- \$710,021 owed by tenants of which \$386,533 (54%) has been received by November 9, 2016. Collection efforts are made by staff on a regular basis to collect all outstanding amounts.
- \$361,085 owed by City of which \$5,536 (2%) has been received by November 9, 2016.
- \$284,963 owed by MLSE (Ricoh) for services of which \$174,335 (61%) has been received by November 9, 2016.
- \$235,853 owed by MLSE, BioSteel Centre for payroll and utility costs of which \$198,697 (84%) has been received by November 9, 2016.
- \$166,875 owed by the CNEA of which \$146,007 (87%) has been received by November 9, 2016.
- \$99,467 of deposits owed as contractual for future events of which \$3,390 (3%) has been received by November 9, 2016.
- \$90,144 for show services on completed events of which \$1,772 (2%) has been received by November 9, 2016.

Allstream Centre

Operating Income (Loss) before interest and amortization expense for Allstream Centre for the ten (10) months ended October 31, 2016 was \$656,855 compared to a budget loss of (\$106,861) for a favourable variance of \$763,716. Favourable variance primarily due to the Perfect China event held May 13 – 16 and the Ontario Medical Association General Meeting held August 14.

- Rental income of \$1,077,441 is favourable to budget income by \$191,857 primarily due to Perfect China event and OMA General Meeting.
- Food & Beverage concessions of \$992,407 are favourable to budget by \$397,156 primarily due to Perfect China event and OMA General Meeting.
- Net electrical income of \$87,225 is favourable to budget by \$34,211 primarily due to Perfect China and OMA General Meeting.
- Show services revenue from third party billings of \$1,440,746 is favourable to budget by \$697,273 primarily due to Perfect China event and OMA General Meeting.
- Parking revenue \$201,187 is favourable to budget by \$102,274 primarily due higher than budgeted parking revenue from new events.
- Direct and indirect expenses at \$2,114,816 are unfavourable to budget by (\$126,917) primarily due to lower utilities due to the energy savings initiatives and higher than budgeted direct expenses from new events, Perfect China event and OMA General Meeting event. Indirect expenses include costs from various departments. These are Marketing, Event Services, Security, Concierge, Finance, Cleaning and Décor, House Technician, Operations,

Utilities and wages & materials for base building upkeep and general maintenance of the buildings.

Allstream Centre accounts receivable as at October 31, 2016 was \$501,453 consisting primarily of:

- \$254,279 owed by Cerise Fine Catering of which \$44,549 (18%) has been received by November 9, 2016.
- \$144,940 for services on completed events of which nil has been received by November 9, 2016.
- \$59,563 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.
- \$42,671 owed as contractual deposits for future events of which nil has been received by November 9, 2016.

Sales and Marketing September & October Sales Effort

September & October Sales Effort

During this period, our Sales & Marketing team secured 28 new events for Exhibition Place. The events are categorized as follows:

- 20 meetings & conventions
- 4 trade & consumer shows
- 1 film/photo shoot
- 2 sporting events/marathons
- 1 other

Business Travel

Toronto hosted the Canadian Society of Association Executives Annual Conference and Trade Show from October 26th to 28th. This multi-day program regularly brings together over 500 association industry professionals for a combination of networking and education. As venue sponsor, Enercare Centre & Allstream Centre took centre stage as all education sessions and the 150 exhibit trade show took place here on Thursday 27th.

Senior Account Manager Don Leddy was an active member on the host committee and worked closely with the event organizer and other committee members on both content and theme. His efforts raised our industry profile through numerous Allstream Centre & Enercare Centre podium mentions at the various major gatherings of the conference.

Publicity

Allstream Centre

- News reports for September included **24** hits for Allstream Centre with the following top stories: CIRA Symposium and Annual General Meeting, Canada's Walk of Fame, 2016 Great Lakes Forum, TTC Accessibility Forums
- News reports for October included **319** hits for Allstream Centre with the following top stories: Canada's Walk of Fame, 2016 Great Lakes Public Forum, Federation of Asian Canadian Lawyers Gala, Ontario Craft Brewers Conference

Enercare Centre

- News reports for September included **65** hits for Enercare Centre with the following top stories: Toronto Fall Home Show, Live the Smart Way Expo, Vintage Clothing Show

- News reports for October included **41** hits for Enercare Centre with the following top stories: One of A Kind Show, Everything to do with Sex Show, Scotiabank Toronto Waterfront Marathon Run Expo, Toronto International Bicycle Show

Exhibition Place

- News reports for September included **258** hits with the following top stories: Grey Cup, Toronto Fall Home Show, Hotel X, CNE
- On September 8 BlogTO posted an article titled “The Newest Hotels in Toronto and a few Coming Soon” which mentioned Hotel X at Exhibition Place
- On September 11 the Toronto Star posted an article about Hotel X on Exhibition Place grounds titled: “Hotel X is the Canker of the CNE”
- On Sept 22 Narcity.com posted an article titled “18 Little Things That Make The West End Better Than The East End Of Toronto” which mentioned Exhibition Place and BMO Field as top sports and event venues
- News reports for October included **91** hits with the following top stories: Toronto Waterfront Marathon run expo & road closures, The Royal Agricultural Winter Fair, Canada’s Walk of Fam, Exhibition Place’s Ghost Walks, Screemers
- On October 16, the Toronto Star published an article/opinion piece titled “Toronto Needs a New Wave of World-scale Projects” mentioning Exhibition Place as a possible site for a new convention centre remodel

Social Media

	September	October
Impressions	<ul style="list-style-type: none"> ▪ Twitter – 75 K ▪ Facebook – 34,938 	<ul style="list-style-type: none"> ▪ Twitter – 66 K ▪ Facebook – 53786
Number of Posts	<ul style="list-style-type: none"> ▪ Twitter – 145 ▪ Facebook - 34 	<ul style="list-style-type: none"> ▪ Twitter – 128 ▪ Facebook – 42
Growth	<ul style="list-style-type: none"> ▪ Twitter – 100 ▪ Facebook – 29 	<ul style="list-style-type: none"> ▪ Twitter – 49 ▪ Facebook – 43

Event Management Services

During the months of September and October, Event and Meeting Co-ordinators and Exhibitor Services staff at Exhibition Place, Enercare Centre and Allstream Centre (AC) were involved in the following events:

Exhibitions/Meetings/Conventions/Corporate Events	
September 2016	
<ul style="list-style-type: none"> ▪ UBC Sept. 2016 Real Estate Exams (AC) ▪ AT & T 2016 TSLF (AC) ▪ Joshua’s 18th. Annual Amanda’s Lemonade Stand ▪ Canadian German Conference on Renewable Energies in Buildings (AC) ▪ TTC Accessibility Forum (AC) ▪ Dealer TalkX (AC) ▪ 2016 CEPA Update Conference (AC) ▪ Canadian Institute of Actuaries (AC) ▪ CIRA AGM 2016 (AC) 	<ul style="list-style-type: none"> ▪ Fall Home Show ▪ Mitsubishi Walk Around (AC) ▪ Project Cue (AC) ▪ 7th. Annual State of the Heart Symposium (AC) ▪ "Taken" Season 1 TV Series ▪ CAEM Executive Forum (AC) ▪ Amazon Web Services - Enterprise Summit (AC) ▪ WBE National conference (AC) ▪ BOG September Meeting (AC)

October 2016

- | | |
|--|--|
| <ul style="list-style-type: none">▪ Screemers▪ Toronto Antique and Vintage Market and Toronto Vintage Clothing Show 2016▪ The Baby Show▪ Yoga & Wellness Show▪ Canada's Walk of Fame (AC & EC)▪ Fisheries and Oceans Canada (AC)▪ Great Lakes Forum (AC)▪ Great Lakes St. Lawrence River Student Summit (EC)▪ CNEA BOD Meeting (AC)▪ DCD Canada 2016 (AC)▪ Run Expo▪ AIIM Seminar - Business Process Automation: (AC)▪ Bicycle Fall Blow Out Sale▪ Ontario College Information Fair▪ CPA Canada In-Depth Tax Course (AC)▪ Ontario Non-profit Network conference (AC)▪ International Coaching Federation (AC) | <ul style="list-style-type: none">▪ Live Your Passion Rally▪ LCBO All Managers Conference (AC)▪ Everything to do with Sex Show▪ Live the Smart Way Expo▪ CNE Staff Meeting (AC)▪ BOG Committee Meetings (AC)▪ Waste and Recycling Expo Canada (AC)▪ NCA Examinations - October 2016▪ Paralegal Exams 2016▪ CADTH Drug Portfolio Info. Session (AC)▪ AESP Ontario Chapter - Driving Challenge (AC)▪ Basic Bananas Marketing Blast-Off Workshop (AC)▪ CSAE 2016 National Conference & Showcase (Enercare and AC)▪ Zoomer Lifestyle Show▪ Federation of Asian Canadian Lawyers Fall Conference (AC) |
|--|--|

Event Services

During the month of September, Event Services staff worked on the move out of the CNE, followed by the Fall Home Show, which moved back to the Enercare Centre from the Better Living Centre. We also hosted a last minute booking of "Taken" Series 1 Film Shoot.

During the first weekend of October, staff implemented a new marshalling procedure for the Baby Show, Toronto Antique and Vintage Market and Toronto Vintage Clothing Show, and the Yoga and Wellness Show, which was another new event held in the Queen Elizabeth Building. This client was extremely satisfied with our services and expressed a strong wish to return next year.

Live Your Passion Rally was another new event, and return events included the Scotiabank Marathon, the Bicycle Fall Blow-Out Sale, Ontario College Information Fair, Everything to do with Sex and Zoomer Show. Staff continued to be proactive to ensure a smooth move-in and move-out for all returning and new clients and offered suggestions to streamline competing events. Live the Smart Way Expo and CSAE (which took place in both Enercare Centre and Allstream Centre) were both new events. Show management were very pleased with our services.

Staff were also very busy with preparations for the upcoming Royal Agricultural Winter Fair, as well as the closure of Princes' Boulevard for the south grandstand build for the Grey Cup and Heritage Classic.

Exhibitor Services

Exhibitor Services finalized the CNE Food Building orders and serviced three events in September and eleven events during October.

Exhibitor Services staff also began an inventory audit of Spectra equipment, including identifying equipment deemed to be at the end of its useful life.

Allstream Centre

Allstream Centre had an extremely busy September hosting 22 events, 3 of which were internal. New events included the unveiling of the new Infiniti vehicle to over 300 dealers (Project Cue) over 2 days, Amazon hosted their collection of remote computing services and Dealer TalkX produced Kijiji's car division conference. The Canadian Internet Registry Authority held their 2016 AGM with over 300 people and Remax/Heritage Kenya hosted a world property and investment conference for two days with 350 people in attendance. The Canadian Environmental Protection Act (CEPA) hosted 300 attendees.

Returning clients included Mitsubishi's showcase of their new vehicles for their Canadian dealers and the Canadian Institute of Actuaries with over 400 delegates in attendance. The Canadian Woman Business Enterprises (WBE) National conference held a one day seminar with 300 attendees. Over 300 health care professionals attended the 7th Annual State of the Heart Symposium. The TTC Accessibility Forum returned for their third year and the Canadian German Chamber of Industry and Commerce for their 4th year. The University of British Columbia (UBC) Certificates Program also took place and two more programs are planned for this year.

October was extremely busy as well, with 24 back to back events throughout the month, including CNEA's staff and Board of Directors meeting, the AIIM Seminar and the Data Centre Dynamics event with a small tradeshow and workshops. The Ontario Craft Brewers event, which is constantly growing, showcases local breweries and suppliers of new equipment/packaging. Other returning clients included the Ontario Non-Profit Network (4th year) with a 3 day conference, Tech Target and the Coaching Federation and CADTH Drug Portfolio Information session for the Pharmaceutical Industry Representatives.

Some of our new events included the high profile Great Lakes Forum, which was held over 3 days for their government and multiple stakeholders. It was attended by several prominent government officials including Mayor Tory, the Lieutenant Governor of Ontario and the Minister of Environment. There were many spin-off meetings associated with this event, such as the United States Environmental Protection Agency, Invasive Species Centre, and Great Lakes Guardian Council hosting a First Nations Group, and Fisheries & Oceans Council.

Cerise booked Canada's Walk of Fame, which overlapped Great Lakes. This resulted in the need for staff to create operational efficiencies in order to accommodate both groups simultaneously. The Walk of Fame required a four day load-in with most of the 200 rooms being set up for the inductees and presenters, and their offices. There was the need to create a secondary entrance for Great Lakes as Canada's Walk of Fame created a red carpet entrance that used the entire front entrance of the Allstream Centre. A beautiful canopied and floored secondary entrance was placed from the sidewalk into Pre-function A for the Great Lakes attendees. All staff worked cooperatively through this to ensure both parties had successful events.

Allstream Centre also hosted the Examinations for Traditional Chinese Medicine and the Cerise booked Neuchatel Gala. CPA Canada In-Depth Tax Course took place over two days. Other events included the LCBO All Managers Conference, which is held every 2 years across Canada, Basic Bananas workshop and AESP Ontario Chapter Driving Change Safeguards.

CSAE 2016 National Conference held their annual workshops and seminars at Allstream Centre with the tradeshow portion being held in Enercare Centre. The Federation of Asian Canadian Lawyers Fall Conference took place, with an awards dinner in the evening.

Parking

September

The CNE wrapped up in the first week of the month. We regained all parking lots, which resulted in our financial operations returning to usual. By mid-September the CNE was fully moved out and all roads re-opened in time for hosting several BMO Field events. The Argos and TFC home games allowed for revenue to meet monthly objectives. The addition of events like 'Just for Laughs' at the Queen Elizabeth Theatre, which hosted 17 shows, pushed revenue over target.

October

Both the Argos and Toronto FC played in two home games at BMO Field in October. The addition of two unexpected Toronto FC play-off games increased revenue, as both games were close to being sold out. The Marlies season opener also took place in mid-October and the overlap with the TFC play-off games resulted in some traffic flow challenges. Parking Services staff worked closely with Paid Duty Officers to improve traffic flow. Parking revenue was also positively impacted by the Sex Show, Zoomers, Eros Ramozzotti concerts in Ricoh Coliseum and three Wiggles shows. October produced a healthy financial return and surpassed our targeted objectives.

IT/Telecommunications

Exhibition Place is expanding WiFi access for patrons in public areas of the campus. Additional WiFi access points are being deployed at the GO station and TTC loop. The new SSID for the public space will be "explacewifi" and is planned to include a splash page with information about Exhibition Place and variable links that could be used for features such as wayfinding, events, notifications etc.

IT/Telecom staff completed the configuration and connectivity for the newly upgraded digital signage system in Allstream Centre. The new system interfaces with the existing digital displays within the centre and integrates with the same data feed used to program the signs within the Enercare Centre. The system allows the Exhibition Place event booking system software to automate the Allstream/Enercare centre event information display updates.

Exhibition Place completed the configuration of 30 Samsung tablets for use with the new PMP (Preventative Manage Program) being used by the Operations department. The new system is cloud based and allows staff to utilize tablets (via Exhibition Place secure "Operations" WiFi SSID) to collect, update and initiate work orders for building maintenance.

Exhibition Place has deployed a new SQL 2012 server on the new Hewlett Packard model 380 servers provided by the City of Toronto IT department. The new SQL service will provide an upgraded data platform for the numerous database systems at Exhibition Place.

Building Operations

Electrical

- Completed annual high voltage maintenance on the NTX (National Trade) substation
- Completed JHSC (Joint Health and Safety Committee) report items

- Completed re-lamping/ballasts/burnouts at east and west garage outside entrances, east annex, inside parking garage, galleria, 2nd floor management offices, 3rd floor mechanical room, RAWF Office, Industry Building and vault room
- Examined issues regarding exit lights in the garage, West Annex air handler, west garage roll up door and the loading dock doors/air curtains
- Fixed door 28 power and Industry Building HVAC issues
- Installed temporary meters on RAWF services
- Repaired louver motor in the North Extension
- Replaced controls in RAWF boiler room, the heater in paint storage area, sump pump in ECC/Allstream tunnel and broken loading dock thermostats
- Reset galleria tower LED lights from CNE
- Rewired new AODA door in the SE garage
- Trouble shooting for Salon lighting controls

Mechanical

- Assisted with planting new foliage south and east of Enercare Centre and repaired irrigation break outside of Enercare Centre caused by re-planting
- Continued repairs from work order for CNE damage
- Completed various floor repairs using epoxy compound
- Prepared and assisted CNE, Fall Home Show, Screamers and RAWF move in/out
- Repaired roof leaks in the Galleria
- Repaired roll up doors #4, #7, #9, #33 including the west underground exit and Allstream Centre docks
- Winterization of grounds outside water sources and irrigation

Facility Services

Below are activities/ projects that are completed or are currently in progress:

- Completed all Labour and Housekeeping work associated with the CNE, including final cleanup of the Food Building
- Completed training and orientation for Housekeeping staff in preparation for RAWF
- Re-evaluated the scope & deployment of Housekeeping and Production Services for RAWF
- Reviewed and initiated the responsible disposal of obsolete assets within the cubicles behind the General Services Building
- Provided job-specific training for select disciplines in Production Services relating to life line safety systems in BMO Field for special events
- Refreshed the landscaping that surrounds the main entrances to Enercare Centre, including additional trees and re-sodding
- Organized and executed the planting of over 80 trees throughout the grounds
- In recognition of Canada 150 a new maple tree was planted outside of Enercare Centre Hall D and was surrounded with over 500 special "Maple Leaf" tulip bulbs, which will bloom in spring 2017
- Preparing for service delivery surrounding the 2016 Grey Cup and the NHL Centennial Classic as it relates to Production and Housekeeping services
- Held a presentation to review our Requirements for Safety for shows and events with the organizers of the Toronto International Boat Show
- In the process of conducting a maintenance review concerning the audio-visual systems in Allstream Centre including connection ports and update of software
- Reviewed the current inventory of Board owned portable production equipment within Allstream Centre, eliminating underutilized and outdated items to better serve current client needs

EXcellence in Action

Emma Sargsyan of Canadian German Chamber of Industry and Commerce Inc. sent an email dated September 15th to Nancy Kloek: "Thanks so much for the organization and the support before and during the event [...] hope to have a chance to work with you again in the future."

Jim MacGregor received an email dated September 17th from Justin Williams of Major US Telco; "Jim, just a quick note to thank you for your help over the past 10 days. We really appreciated your support and flexibility in accommodating our needs and ensuring that this event went so smoothly."

Kay Peterson Worldwide Service Management sent an email dated September 19th to Jim MacGregor; "We really appreciated all your help, flexibility and kindness! :)"

Wassim Dawoud and Denise DeFlorio received an email dated September 26th from Pam Sterling of Hightest; "Thanks so much Denise for all your assistance! The event was a huge hit!"

Barb McMurray Ontario Ministry of the Environment sent an email dated October 7th to Nancy Kloek; "The Innovation event in 205C was definitely a success and I attribute much of that to the great support that you and your team provided. I have worked on many events in my career and I can tell you it was a real pleasure to work with your group, [...] I would definitely recommend that future events be held at Allstream and would also recommend Allstream to others."

Nancy Kloek received an email dated October 27th from Josee Nugent regarding the CADTH Drug Portfolio Information Session; "Thank you again for all of your help yesterday. And to your team. The event went very smoothly, thanks to all of your help."

Gilles Bouchard received an email dated October 30th from Joel Levitt regarding the Everything To Do With Sex Show; "The cleaning was excellent this year. Bathrooms were spotless and maintained, and the staff was on top of everything and very helpful; Showtech did a great job with the electrical and tech support. Kevin with IT support went above and beyond; Food and catering was good, and were easy to work with; The show ran smoothly"

Henry Ngan sent an email dated October 31st to Denise DeFlorio and Sonia Naeemi regarding the Federation of Asian Canadian Lawyers event; "Thank you for helping us put together a great event! Your staff were professional and responsive [...] everything went very smoothly."

Kelly Antonaros of Zoomer Shows sent an email dated November 10th to Jim MacGregor: "You continue to wow us every year, with all your assistance from planning to full out execution, and even follow up of the event. I particularly appreciate our pre-show meetings, with your insight and guidance. Your experience and expertise in your role is evident (especially where it helps us to save on our budget), and very much appreciated. On personal level, I am absolutely thrilled to work with you every year, because you keep me sane during the show, and smiling!"

Spectra by Comcast Spectacor

September

Increased sales in Heritage Court for Fall Home Show indicate that this set-up was an improvement over that in the BLC.

Spectra hosted an inaugural subcontractor's meeting with the entire Enercare Centre team, including, Event Services, Exhibitor Services, Facility Services, Fire & Life Systems and Showtech, which was a huge success in terms of information sharing and boosting inter-departmental coordination. This will be a yearly meeting.

October

Baby Show, Antique & Vintage Market, Bicycle Sale, Run Expo, Zoomer Show and College Information Fair all ran as usual. Paralegal Exams used a different set up for coat check this year, and more proctor assistance at entrances, both of which worked well. The Everything To Do With Sex Show ran especially well, with bar revenues up by 50% on Friday and 10% on Saturday.

For the CSAE National Conference and Showcase, Spectra set up four beautiful food stations which served sliders, pizza and other delectable treats that were very well received by guests. Spectra and Enercare Centre co-hosted a booth for the event and served hot beverages for visitors to enjoy.

Cerise Fine Catering

The Allstream Centre had a dynamic September and October, hosting great new conferences like LCBO, CPA, Great Lakes Forum, and Federation of Asian Canadian Lawyers, in addition to repeat annual conferences including Ontario Craft Brewers, AIIM International, Ontario Non-Profit Network and Tech Target.

To add to a great two months, The Allstream Centre was also host to Neuchatel Junior College 60th Anniversary and Canada's Walk of Fame, attracting and recognizing Canadian talent, and creating significant marketing exposure for the Allstream Centre in the Toronto market.

Serving over 13,000 guests these past two months, rave reviews from our conference guests have selected the following as their top picks: Pulled Pork in Beer Sliders, Albacore Tuna Sandwich and Buttermilk Cheese Cake with spiced cherries and toffee sponge. Guests in attendance at the vibrant galas enjoyed Hibiscus with herbed chevre, Beef Carpaccio, and Artisanal cheese rolled in snow and maple taffy. The award winning entrée goes to succulent boneless short ribs of Beef served with addictive Dauphinoise potato.

Submitted by:

Arlene Campbell
General Manager, Sales & Event Management

Submitted by:

Dianne Young
CEO, Exhibition Place

APPENDIX A

Combined Exhibition Place and Allstream Centre Financial Summary

	Statement Of Operations Highlights					
	For the ten months ended October 31, 2016					
	Actual	Current Month Budget	Fav (Unfav) Variance	Actual	YTD Budget	Variance
	\$	\$	\$	\$	\$	\$
Event Income	2,723,738	1,778,134	945,604	27,777,289	26,019,780	1,757,509
Direct Expenses	243,340	269,867	26,528	3,314,431	3,073,740	(240,691)
Indirect Expenses	2,153,003	2,035,632	(117,371)	22,714,782	23,129,356	414,574
Operating Income (Loss) before building loan interest & amortization and naming fees	327,395	(527,365)	854,760	1,748,076	(183,316)	1,931,392
Interest expense - Allstream Centre	137,930	137,930	-	1,395,151	1,395,151	-
Amortization expense - Allstream Centre	129,216	129,216	-	1,292,157	1,292,157	-
Operating Income (Loss) before naming fees	60,249	(794,511)	854,760	(939,232)	(2,870,624)	1,931,392
Contribution from (to) Conference Centre Reserve Fund	(3,367)	140,649	(144,016)	1,382,601	2,146,317	(763,716)
Net Income (Loss)	56,882	(653,862)	710,745	443,370	(724,307)	1,167,676

(1) Operating Income for the Board before interest on City loan, amortization of building improvements net of contribution from naming fees is \$1,748,076 compared to a budgeted Operating Loss of (\$183,316) for a favourable variance of \$1,931,392.

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

**EXHIBITION PLACE
FINANCIAL STATEMENT HIGHLIGHTS
OCTOBER 2016 AND COMPARATIVES**

	MONTH			YTD			2015 YTD	
	ACTUAL	BUDGET	VARIANCE	ACTUAL	BUDGET	VARIANCE	ACTUAL	YOY VARIANCE
Number of Events	15			85			87	(2)
	\$	\$	\$	\$	\$	\$	\$	\$
Direct Event Income	1,103,310	650,362	452,948	14,442,893	13,834,554	608,339	16,674,141	(2,231,248)
Ancillary Income	259,757	168,730	91,027	2,143,298	2,422,976	(279,678)	3,462,535	(1,319,237)
Advertising and Sponsorship	5,313	15,167	(9,854)	53,127	151,667	(98,540)	59,491	(6,364)
Rent-MLSE-Ricoh Coliseum	75,346	76,388	(1,043)	753,459	763,878	(10,419)	584,710	168,749
Naming Rights	97,154	85,417	11,737	971,548	854,167	117,381	866,012	105,536
Parking EP	499,649	384,000	115,649	5,178,173	4,824,500	353,673	5,050,773	127,400
Parking - BMO Events	226,550	95,000	131,550	1,145,157	937,000	208,157	1,030,593	114,564
Program Recoveries and Other	33,235	35,000	(1,765)	317,963	350,000	(32,037)	306,405	11,558
Total Event Income	2,300,312	1,510,064	790,248	25,005,618	24,138,742	866,876	28,034,661	(3,029,042)
Direct Expenses	217,257	235,115	17,858	2,934,803	2,831,625	(103,178)	3,392,320	(457,517)
Indirect Expenses	1,866,634	1,778,789	(87,845)	20,008,046	20,529,405	521,359	21,530,613	(1,522,567)
Naming Rights	97,153	85,417	(11,736)	971,548	854,167	(117,381)	866,011	105,537
Total Event Expenses	2,181,044	2,099,321	(81,723)	23,914,397	24,215,197	300,800	25,788,944	(1,874,547)
Net Income (Loss)	119,268	(589,257)	708,525	1,091,221	(76,455)	1,167,676	2,245,717	(1,154,495)

**ALLSTREAM CENTRE
FINANCIAL STATEMENT HIGHLIGHTS
OCTOBER 2016 AND COMPARATIVES**

	MONTH			YTD			2015 YTD	
	ACTUAL	BUDGET	VARIANCE	ACTUAL	BUDGET	VARIANCE	ACTUAL	YOY VARIANCE
Number of Events	22			117			91	26
	\$	\$	\$	\$	\$	\$	\$	\$
Direct Event Income	175,852	150,814	25,039	1,443,938	1,096,527	347,411	993,350	450,588
Ancillary Income	210,767	95,516	115,251	1,126,546	685,598	440,948	620,451	506,095
Parking Revenue	36,805	21,739	15,066	201,187	98,913	102,274	124,597	76,590
Total Event Income	423,424	268,069	155,355	2,771,671	1,881,038	890,633	1,738,398	1,033,273
Direct Expenses	26,083	34,752	8,670	379,628	242,115	(137,513)	290,142	89,486
Indirect Expenses	189,216	171,427	(17,790)	1,735,188	1,745,784	10,596	1,576,212	158,976
Total Event Expenses	215,299	206,179	(9,120)	2,114,816	1,987,899	(126,917)	1,866,354	248,462
Operating Income (Loss) before building loan interest & amortization and naming fees	208,125	61,890	146,235	656,855	(106,861)	763,716	(127,956)	(784,811)
Interest expense	137,930	137,930	-	1,395,151	1,395,151	-	1,437,171	(42,020)
Amortization expense	129,216	129,216	-	1,292,157	1,292,157	-	1,292,157	-
Operating Income (Loss) before naming fees	(59,020)	(205,256)	146,235	(2,030,453)	(2,794,169)	763,716	(2,857,284)	(826,831)
Contribution from Conference Centre Reserve Fund	(3,367)	140,649	(144,016)	1,382,601	2,146,317	(763,716)	1,487,656	(105,055)
Net Income (Loss) before transfers	(62,387)	(64,607)	2,220	(647,852)	(647,852)	-	(1,369,628)	931,886

Note 1. 2016 Allstream Centre Total Event Income Budget was based on Proforma and 2015 actual.

**ENERCARE CENTRE AND ALLSTREAM CENTRE
EVENT STATISTICS
FOR THE TEN MONTHS ENDED OCTOBER 31, 2016**

ENERCARE CENTRE

	<u>MONTH ACTUAL</u>	<u>YTD ACTUAL</u>	<u>PRIOR YEAR ACTUAL</u>
Attendance [Note:1]	74,000	588,982	927,352

<u>EVENT</u>	<u>ACTUAL # OF EVENTS</u>			<u>NET EVENT INCOME</u>		<u>(NOTE 2) REFRESHMENT PER CAP'S ACTUAL</u>
	<u>2016</u>	<u>2015</u>	<u>2014</u>	<u>ACTUAL</u>	<u>BUDGET</u>	
	<u>#</u>	<u>#</u>	<u>#</u>	<u>\$(IN '000'S)</u>	<u>\$(IN '000'S)</u>	
Consumers Show	30	27	26	6,419	4,045	3.32
Trade Show	2	3	7	490	491	2.01
Exam	5	5	5	371	162	11.55
Photo/Film Shoot	9	2	3	126	-	8.90
Meeting/Corporate	22	11	3	201	15	23.37
	68	48	44	7,607	4,713	-

ALLSTREAM CENTRE

<u>EVENT</u>	<u>ACTUAL # OF EVENTS</u>			<u>NET EVENT INCOME</u>		<u>(NOTE 2) REFRESHMENT PER CAP'S ACTUAL</u>
	<u>2016</u>	<u>2015</u>	<u>2014</u>	<u>ACTUAL</u>	<u>BUDGET</u>	
	<u>#</u>	<u>#</u>	<u>#</u>	<u>\$(IN '000'S)</u>	<u>N/A</u>	
Gala	3	4	4	92	-	-
Conference	44	35	31	1,295	-	128.99
Reception	12	8	9	194	-	124.78
Meeting	50	39	40	431	-	50.37
Photo/Film Shoot	0	0	6	-	-	-
Exam	8	6	1	53	-	2.27
	117	92	91	2,064	-	-

Note: 1 Attendance estimates provided by Show Management.

Note: 2 Refreshment per cap's based on information reported by Ovations/Cerise.

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

**COMBINED EXHIBITION PLACE AND ALLSTREAM CENTRE
CHEQUE DISBURSEMENTS - OCTOBER 2016
GREATER THAN \$50,000**

Cheque No	Date	Amount	Description
		\$	
	05/10/2016	284,855.44	ADP CANADA HOURLY PAYROLL
	12/10/2016	291,158.75	ADP CANADA HOURLY PAYROLL
	13/10/2016	329,626.31	ADP CANADA SALARY PAYROLL
	19/10/2016	251,624.41	ADP CANADA HOURLY PAYROLL
	26/10/2016	254,800.72	ADP CANADA HOURLY PAYROLL
	27/10/2016	327,437.63	ADP CANADA SALARY PAYROLL
10318	28/10/2016	54,052.05	TONY BATTISTA PAVING INC. 2016 CAPITAL WORKS - INDY TRACK REPAIRS
10226	13/10/2016	65,041.67	PARAMOUNT POWER SYSTEMS 2016 CAPITAL WORKS - ELECTRICAL GENERATOR
10310	26/10/2016	65,231.27	CITY OF TORONTO 2016 SEPTEMBER WATER
10141	06/10/2016	78,018.87	CERISE FINE CATERING F&B FOR ALLSTREAM EVENT - MASTER VENDOR
10147	06/10/2016	82,780.08	CITY OF TORONTO PREMIUM FOR DENTAL & LIFE FOR OCTOBER 2016
10265	20/10/2016	102,473.74	CITY OF TORONTO 2016 CNE HAULAGE CHARGE
10213	13/10/2016	113,586.84	LOCAL 58 BENEFITS FUND 2016 SEPTEMBER UNION DUES
10224	13/10/2016	172,777.44	OMERS 2016 SEPTEMBER REMITTANCE
10168	06/10/2016	206,962.41	MAPLE LEAF STORT 2016 BMO PARKING
10260	20/10/2016	213,354.35	CANADA CUSTOMS AND REVENUE 2016 SEPTEMBER H.S.T. REMITTANCE
10129	01/10/2016	222,689.97	CITY OF TORONTO 2016 NOVEMBER LOAN PAYMENT
10146	06/10/2016	250,000.00	CITY OF TORONTO 2016 SICK & VEHICLE RESERVE
10250	14/10/2016	350,000.00	CITY OF TORONTO 2016 VEHICLE RESERVE
10177	06/10/2016	400,696.08	SHOWTECH POWER & LIGHTING 2016 CNE ELECTRIC WORK ORDER
10339	26/10/2016	582,907.54	TORONTO HYDOR-ELECTRICE SYSTEM 2016 SEPTEMBER REMITTANCE
		4,700,075.57	DISBURSEMENTS OVER \$50,000
		1,038,206.25	OTHER DISBURSEMENTS
		5,738,281.82	TOTAL DISBURSEMENT

**BOARD OF GOVERNORS OF EXHIBITION PLACE
BALANCE SHEET
AS AT OCTOBER 31, 2016**

	2016 October \$	2015 October \$
FINANCIAL ASSETS		
CASH	3,017,716	2,300,046
SHORT-TERM INVESTMENTS	250,000	5,250,000
ACCOUNTS RECEIVABLE		
TRADE ACCOUNTS RECEIVABLE	7,696,456	7,537,470
ALLOWANCE FOR DOUBTFUL ACCOUNTS	(709,234)	(647,557)
NET ACCOUNTS RECEIVABLE	6,987,223	6,889,912
SALES TAX RECOVERABLE	178,176	273,715
OTHER RECEIVABLE	2,472,064	2,954,237
RECEIVABLE FROM THE CITY OF TORONTO	7,411,019	6,946,337
TOTAL FINANCIAL ASSETS	20,316,199	24,614,249
LIABILITIES		
ACCOUNTS PAYABLES - TRADE	1,048,131	2,141,090
ACCRUED LIABILITIES	3,971,866	5,099,801
SALES TAX PAYABLE	699,881	546,441
DEFERRED REVENUE	7,046,095	8,277,889
OTHER CURRENT LIABILITIES	797,192	772,071
EMPLOYEE BENEFITS PAYABLE - PSAB	8,576,026	8,595,444
OTHER LIABILITIES	313,208	353,558
LOAN PAYABLE - ERP PROJECTS	10,982,594	9,753,312
GOVERNMENT ASSISTANCE	1,106,634	1,245,903
LOAN PAYABLE- FCM CAPITAL ASSET	1,458,977	1,549,640
LOAN PAYABLE- CONFERENCE CENTRE ASSET	32,806,249	33,836,280
NET INCOME (LOSS) CURRENT	443,370	876,087
PRIOR YEAR SURPLUS	(5,854,340)	(5,547,388)
TOTAL LIABILITIES	63,395,883	67,500,128
NET DEBT	(43,079,685)	(42,885,880)
NON-FINANCIAL ASSETS		
INVENTORIES	23,471	70,111
PREPAID EXPENSES	829,394	116,937
STEP UP RENT/OTHER RECEIVABLE	2,023,362	1,996,644
FIXED ASSETS		
EQUIPMENT	60,559,164	58,278,238
ACCUMULATED DEPRECIATION - EQUIPMENT	20,355,706	17,576,049
EQUIPMENT - NET	40,203,458	40,702,188
TOTAL NON-FINANCIAL ASSETS	43,079,685	42,885,880

Summary of Sole Source Commitment Activity by Reason - September 1, 2016 to October 31, 2016

Part A of the report below informs the Board of the sole source activity for Exhibition Place including sole source purchases approved through the Board. The format used to provide the information below is the same used by the City of Toronto Purchasing and Materials Management Division (PMMD) so as to maintain consistency and uniformity in reporting.

Procedures for the processing of sole source purchase are outlined below and include due diligence measures to ensure that:

- (1) Detailed explanation is provided for the sole source purchase.
- (2) Sole sourcing is an appropriate method to obtain the needed goods and/or services
- (3) Proper approvals as outlined in the Board Financial By Laws are obtained before processing a sole source purchase; and
- (4) Where possible, the process is in accordance with current market conditions and prices offered to other customers.

Total sole source activity from September 1, 2016 to October 31, 2016 total is nil (\$0). The percentage of dollar value of sole source purchasing activity for goods and services compared to the total purchasing expenditures of \$950,009 is 0 % for this period. The revised annual percentage year to date is 3.9 % on purchasing expenditures of \$ 3,795,741.

EP Program

Reason for Sole Source	Number of Commitments	Number of Suppliers	Total Value
Match Existing Equipment/Service	0	0	\$ -
Specialized Services	0	0	\$ -
Ensure Warranty Maintenance	0	0	\$ -
Emergency	0	0	\$ -
Time Constraints	0	0	\$ -
Bridging Contract	0	0	\$ -
Proprietary/Trademark/Patent	0	0	\$ -
Health & Safety Issues	0	0	\$ -
Other Reasons -	0	0	\$ -
Total	0	0	\$ -