



Exhibition Place

Management Report October 31, 2013

Executive Summary

- Combined Operating Income (Loss) for Exhibition Place and Allstream Centre for the ten months ended October 31, 2013 before net naming fees, building loan interest and amortization expense for the Allstream Centre was \$762,120 compared to a budget income of \$320,610 for a favourable variance of \$441,510.
- Net Income for Exhibition Place and Direct Energy Centre for the ten months ended October 31, 2013 was \$816,414 compared to a budget income of \$131,397 for a favourable variance of \$685,017.
- Operating (Loss) before interest and amortization expense for Allstream Centre for the ten months ended October 31, 2013 was (\$54,294) compared to a budget income of \$189,213 for an unfavourable variance of (\$243,507).
- The Sales & Marketing team secured 21 new events for Exhibition Place.
- At Delicious Food Show, Ovation Food Services was chosen to be the provider of Food Canada Network's Michael Smith Celebrity Chef Breakfast. Ovation staff worked closely with Michael and his team to prep for the breakfast and served 225 VIP guests on the day of the event.

October Financials for Combined Exhibition Place and Allstream Centre

Combined Operating Income (Loss) for Exhibition Place and Allstream Centre for the ten months ended October 31, 2013 before net naming fees, building loan interest and amortization expense for the Allstream Centre was \$762,120 compared to a budget income of \$320,610 for a favourable variance of \$441,510.

Exhibition Place

Net Income for Exhibition Place and Direct Energy Centre for the ten months ended October 31, 2013 was \$816,414 compared to a budget income of \$131,397 for a favourable variance of \$685,017.

- Rental income from events of \$9,539,972 is unfavourable to budget by (\$42,008) primarily due to an aggressive new business budget of \$1.7 million for Direct Energy Centre. The new business included an examination at \$300,000 which did not occur.
- Electrical net services of \$1,209,893 are favourable to budget by \$150,666 primarily due to higher than budgeted net electrical from the CRFA, Sportsman Show, National Home Show, Green Living Show, IIDEX, Beer Festival and SIAL.
- Food & Beverage concessions of \$520,211 are unfavourable to budget by (\$240,403) primarily due to lower than budgeted new catered and corporate business category.
- Show services from third party billings at \$2,544,936 are unfavourable to budget by (\$536,223) with corresponding decrease in related show expenses of (\$299,954) for a net unfavourable variance of (\$236,269) primarily due to lower than budgeted new events.
- Parking revenues at \$5,451,669 are favourable to budget by \$795,194 with a corresponding increase in parking expenses of \$261,413 for a net favourable increase of \$533,781. This is primarily due to higher than budgeted revenue from Sportsman Show, Toronto Marlies Games, Toronto Artist Show, SIAL, Tenants, TFC & CSA games and as well sold out or high attendance concerts at Ontario Place; partially offset by the Ski Show not being held in October 2013.
- Program recoveries and interest income at \$235,600 are unfavourable to budget by (\$141,876) primarily due to lower than budgeted interest income and an unfavourable variance from BMO Field and Ricoh Coliseum recoveries due to lower level of labor services.
- Direct and indirect expenses at \$20,521,741 are favourable to budget by \$665,591 primarily due to lower utilities due to the energy savings initiatives combined with warmer weather, lower operational

costs and lower direct expenses due to budget timing of new events. 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.

- Comparative information - 2013 Year to date Combined Operating Income (Loss) results for Allstream Centre and Exhibition Place for the ten months ending October 31, 2013 before interest expense and naming rights are higher than the corresponding period in 2012 primarily due to savings from indirect costs offset by lower net direct event income due to budget timing of new events.

Direct Energy Centre accounts receivable as at October 31, 2013 was \$1,468,000 consisting primarily of:

- \$804,536 of deposits owed as contractual for future events of which nil has been received as of November 4, 2013.
- \$377,713 for services on completed events of which nil has been received as of November 4, 2013.
- \$177,996 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.
- \$15,264 owed for sponsorship arrangements, of which nil has been received as of November 4, 2013.

Exhibition Place accounts receivable as at October 31, 2013 was \$1,433,870 consisting primarily of:

- \$922,219 owed by tenants of which \$20,487 (2.2%) has been received as of November 4, 2013.
- \$117,871 owed by BMO Field for payroll costs of which nil have been received as of November 4, 2013.
- \$77,319 for show services on completed events of which nil has been received as of November 4, 2013.
- \$72,218 owed by City for various services of which \$11,459 (15%) has been received as of November 4, 2013.

Allstream Centre

Operating (Loss) before interest and amortization expense for Allstream Centre for the ten months ended October 31, 2013 was (\$54,294) compared to a budget income of \$189,213 for an unfavourable variance of (\$243,507).

- Rental income of \$694,922 is unfavourable to budget by (\$50,344) primarily due to lower than budgeted new business.
- Food & Beverage concessions of \$389,757 are unfavourable to budget by (\$395,873) primarily due lower than budgeted Cerise booked catered business.
- Show services income from third party billings of \$585,309 is unfavourable to budget by (\$370,600) with corresponding decrease in related show expenses of (\$251,624) for a net unfavourable variance of (\$118,976) primarily due to lower than budgeted new business.
- Net parking revenue at \$86,221 is unfavourable to budget by (\$21,756) primarily due to lower than budgeted new business.
- Direct and indirect expenses at \$1,495,237 are favourable to budget by \$247,896 primarily due to lower utilities due to the energy savings initiatives and warmer weather. 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, 2013 was \$250,971 consisting primarily of:

- \$135,586 for services on completed events of which nil has been received as of November 4, 2013.
- \$52,568 owed by Cerise Fine Catering of which nil has been received as of November 4, 2013.

- \$43,589 owed as contractual deposits for future events of which nil was received as of November 4, 2013.
- \$19,228 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.

Sales and Marketing

October Sales Effort

During this period, the Sales & Marketing team secured 21 new events for Exhibition Place. The events are categorized as follows:

- 10 meetings & conventions
- 5 consumer shows
- 1 exam
- 1 film shoot
- 2 holiday parties
- 2 other

October Sales Summary

New events held during this time period include Ontario Professional Planners Institute Meeting, Toronto International Microfinance Summit, AIIM Seminars 2013, Ontario Craft Brewer's Conference, Ophea Conference, Teachers of English as a Second Language Association of Ontario Conference, Health Council of Canada Meeting, Franklin Covey October Meeting, Engage 2013 – National Speakers Bureau, International Quality Productivity Centre Modular Construction and Prefabrication for Mining, Digital Day 2013, MPI Toronto Chapter Meeting, Eid Al Adha Holiday Party, Ontario College Information Fair, Business Franchise & Investment Expo, Venue Operations Plan Kick Off Meeting for Pan Am Games, International Holocaust Remembrance Alliance Conference, Trade Mark Agent Examination, and Film Shoot for Beauty and The Beast Productions, Season II.

Business Travel

Tamer Mecky, Corporate Account Executive, participated in the west coast sales mission with Tourism Toronto on October 21st to 25th. The mission objective was to promote Toronto in Calgary and Vancouver to new corporate prospective clients and to thank existing clients for their support. The mission was a success and we feel there may be more potential for Allstream Centre with Calgary in the near future.

With the support of Cerise, corporate Account Executives hosted MPI (Meeting Professional International) Toronto Chapter Volunteer Summit at Allstream Centre on October 30th. The event was attended by 65 senior meeting professionals and was a great opportunity to showcase Allstream Centre to senior leaders in the meeting industry.

Sales Missions & Travel

Please see attached Appendix B for the 2014 Sales Mission and Travel schedule as outlined in the Annual Plan. The budgeted value of \$123,970 represents registration, travel and accommodation fees. As part of our sales strategy, the sales team participates in industry/client golf tournaments, which represents a budgeted value of \$5,730.00.

Publicity

Direct Energy Centre

- News Report during this period included **25** hits for Direct Energy Centre. Stories included: IIDEX Canada; NBA All Star 2016; Canada Blooms; EID Celebration; Scotiabank Toronto Waterfront Marathon; Ignite Business Expo; The Royal Winter Agricultural Fair
- Marketing Department sent a press release titled "Direct Energy Centre Selected to Host the 2016 NBA Jam Session!" on October 4, 2013

Allstream Centre

- News Report during this period included **11** hits for Allstream Centre. Stories included: Microfinance Summit; ESL Week; Grand Cru Culinary Wine Festival
- A story titled "Major League Venues" ran the publication called 'In Conference – The Essential Guide to Meeting Planning' on October 28, 2013. This publication is a special insert to The Globe & Mail.

Exhibition Place

- News Reports for this period include **25** hits for Exhibition Place. Stories Included: Things to do; Honda Indy; NBA All Star 2016; Dufferin Bridge Closure; Turbine Stair Climb; TFI; The Royal Agricultural Winter Fair; Delicious Food Show

Social Media Mentions

- Total October number of mentions in this period for Exhibition Place, Direct Energy Centre and Allstream Centre on social media platforms; Twitter; Blogs; Facebook is: **524**

Event Management Services

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

OCTOBER 2013	
Exhibitions/Meetings/Conventions/Corporate Events	
<ul style="list-style-type: none">▪ Nikita Film shoot▪ Franklin Covey (AC)▪ Engage 2013 - National Speakers Bureau (AC)▪ Fall Home Show▪ Ontario Professional Planners Inst. (AC)▪ Toronto Intl. Microfinance Summit (AC)▪ Business Franchise & Investment Expo▪ IHRA Conference (AC)▪ Screemers▪ Eid al Adha AIM Seminars (AC)▪ Basecamp Parking- Beauty & Beast	<ul style="list-style-type: none">▪ Ontario Craft Brewers Conference (AC)▪ Run Expo▪ Ophea Conference 2013 (AC)▪ Bicycle Fall Blowout Sale▪ IQPC Modular Construction & Prefabrication for Mining (AC)▪ Ontario College Information Fair▪ Digital Day (AC)▪ Trade Mark Agent Examinations (AC)▪ Delicious Food Show▪ Zoomer Lifestyle▪ Teachers of English as a Second Language Assoc of Ontario. (AC)▪ HCC 2013 Meeting. (AC)

Event Services

During the month of October, Event Co-ordinators serviced several events including a film shoot and the Eid al-Adha Celebration, both of which were last minute additions to our schedule.

Our regular events this month included the Fall Home Show, Business Franchise & Investment Expo, Screemers, Delicious Food Show, Ontario College Information Fair and Zoomers.

The Delicious Food Show brought out thousands of foodies. Celebrity attraction at this event included lifestyle guru Martha Stewart and other Food Network celebrities such as Lynn Crawford, Michael Smith, David Rocco and Nadia G.

Staff is working on possible solutions to keep an accurate head count during events which have a very high volume, such as the Eid al-Adha Celebration and the Ontario College Information Fair.

As has become our regular practice during multi-event, show date weekends, staff placed additional directional signage to assist patrons in finding their way.

Operational planning meetings with the 2015 Pan Am games continued in October as did negotiations with the Honda Indy relating to a date shift in 2014 and discussions surrounding 2015 and beyond.

Exhibitor Services

Exhibitor Services administered a total of 11 events, 3 of which were at Allstream Centre. Staff is also working on processing upcoming orders for the Royal Agricultural Winter Fair and One of a Kind Christmas Craft Show. Both represent a very high volume of exhibitor service orders.

Allstream Centre

Allstream Centre hosted 13 events in October, most of which were multiple-day events. New events included Ontario Craft Brewers and Ophea Conference, which ran two days and included a trade show component, and IQPC. AIIM Seminars, Digital Day, Trade Mark Agent Exams and HCC were all returning clients. TESL (Teachers of English as a Second Language) was a large 3 day conference with over 1300 delegates. The building was very busy over these days.

Parking

Parking activity in October was similar to the same period last year. Increased parking activity from returning shows, and the addition of one new show, made up for the parking loss of one major show in October.

Parking staff worked with the Royal Agricultural Winter Fair to relocate all trailers and campers offsite for the 2013 Fair, thus maintaining net public parking inventory during hotel construction.

IT/Telecommunications

IT/Telecommunications has been working on upgrading the Exhibition Place Financial system to Microsoft GP 2013. This upgrade will provide the Finance Department and its users with the latest version of accounting software and will facilitate the integration of the automated time clock system data.

IT/Telecom has provided the Operations Department with a database to track water main problems. This system allows the staff to identify pipe locations, fault histories and can generate a various reports.

A new insurance tracking database was also recently developed. This allows the tracking of claims by program/type and provides extensive reporting capabilities.

IT/Telecom has installed and deployed a second web camera for observing the hotel construction site. This camera will also capture images for a reconstructive time lapse film.

Meetings with the Pan Am technical committee have begun, and IT/Telecom is currently in the process of providing an inventory suite of systems / infrastructure to the group.

Building Operations

Mechanical

- Cleaned debris from roof of Direct Energy Centre
- Completed floor repairs in North Extension to east loading dock
- Prepared for Royal Agricultural Winter Fair move in
- Repaired glass unit at south-east entrance of Galleria
- Removed broken glass unit at west entrance of Galleria; waiting for replacement unit from contractor
- Repairs done to the east and west underground parking roll up doors
- Prepared and tested Mid arch boilers for heating season

Electrical

- Installed thermostats and manual on-off switches for Air Handling Units in Lower West Annex
- Installed new exhaust fans for two small substations under stairs in West Annex
- Replaced Ion Meter in West Annex
- Load checked West Annex metering
- Installed heating motors Lower West Annex
- Replaced broken roll up doors pushbuttons
- Replaced broken pushbutton gas valve controls in Exhibitor Services
- Replaced contactor for the Exhaust Fan in Industry Building
- Replaced burnt out lamps and ballasts in the underground garage and Upper East Annex
- Turned off floor ports for cleaning
- Corrected deficiencies as listed in the Electrical Safety Authority Report

Facility Services

Facility Services provided Cleaning, Labour and Technical services to our many shows and events throughout our venues. The Allstream Centre was extremely busy with 13 back to back events. Staff also services 6 hockey games at Ricoh Coliseum and 1 soccer match at BMO Field. Labour completed a large turnover at Ricoh in preparation for The Royal Horse Show. The following activities were completed or are ongoing:

- In the process of preparing and scheduling for The Royal Agricultural Winter Fair, including organizing technical assets to meet the needs of the event.
- Worked in conjunction with Human Resources and Health and Safety to orient 30 new Cleaners for RAWF. Over 300 Cleaners were scheduled for The Royal and another 100 for a concurrent sporting event at BMO Field.
- Completed a full wash-down of the underground garage.
- In the process of planning snow and salt procedures for the winter season and ensuring equipment is ready for the first snow fall.

- Moved 6 trees with the tree planter boxes that were scheduled for demolition at the hotel site and transplanted them in vacant spots along Princess' Boulevard, south of Direct Energy Centre.
- In the process of preparing an initial cleaning quote for the Pan Am organizers to assist them with their budgeting process.
- Completed an assessment of Audio Visual systems for the meeting spaces in the Direct Energy Centre; deficiencies were documented and corrective maintenance performed, ensuring operational readiness.
- Working on the completion of the Capital Works project for upgrading the audio visual systems in Salon 108.

EXcellence in Action

Caroline Rudolph-Zbarsky of Spinal Cord Injury Ontario sent an email dated September 19th to Pat Trajanovski which read “[...] I have never seen such an accommodating work environment with every staff member being so friendly. Bernadette was such a pleasure to meet and speak with. Terry, another one of our clients continued to rave about his leadhands Mary and Janelle. I had the pleasure of meeting both and they were so polite in answering my questions and taking the time to debrief me on Terry’s tasks and performance. Once again thank you for your support and I look forward to telling my clients about future positions at the CNE, as you are an employer of choice with a great work environment and culture.”

Ron Mills received a letter dated October 2013 from Danielle Buklis of The Compost Council of Canada which read “[...] we’d like to thank yourself Ron as well as Dianne Young, CEO and Arlene Campbell, GM for their support of the tour, presentation and luncheon; Mark Goss, GM Operations for taking the time out of his schedule to present Exhibition Place’s green initiatives to the conference tour participants, and Brian Dow for participating in the tour of Exhibition Place’s energy efficiency initiatives and for his insight on waste diversion practice and policies ground-wide at Exhibition Place. This was a wonderful boost to our tour day. We so greatly appreciate your continued support and your ability to participate in our conference and events. [...] Exhibition Place is a leader in many ways, and other venues could learn much from you. Thank you for your support of our Council.”

Dionne Bishop received an email dated October 11th from Andrea Lozynsky: “To the whole team at Allstream Centre, thank you for being part of our Engage speaker event for our 40th anniversary. Your team was incredible to work with from beginning to end. Accommodating, professional, thoughtful, and high quality. Laura’s words at the end of our presentation were just right for the moment. [...] We trust more meeting professionals will welcome the opportunity to hold some of their coming events at Allstream in future!”

Heidi Welker of PCMA Canada sent a letter dated October 11th to Jeff Gay which read “[...]thank you for your involvement at our education session, “Planning Away the Risk” [...] Judging by the level of noise in the room, it’s fair to say that you were successful in engaging our members with a very relevant and important topic. Your generous offer of time and energy made a huge difference to the quality of education provided. We were most impressed with your ability to get the discussion rolling. It’s not an easy task when you’re not familiar with your audience. PCMA’s professional development program aims to equip our members with tools that will help meeting planners and suppliers make an impact to their audience. We believe you have helped us achieve that goal. Thank you for your contribution to the betterment of the work we do in our industry. “

Denise DeFlorio received an email dated October 15th from Michele Landry, Summits Management Office, Foreign Affairs and International Trade Canada: “It was an absolute pleasure working with you

and your team and thank you again for your hard work and commitment in making this event a successful one. I truly appreciate all your efforts to accommodate all last minute requests.”

Gary Hills of Brookfield Corporate Operations sent an email to John Koperwas, cc Nigel Fernandes, on October 23rd; “I’d like to extend special thanks to you and Nigel Fernandes for assistance at Stanley Barracks on Monday of this week in re-establishing Internet connectivity. Nigel exceeded expectations by extending his support beyond CNE’s demark, in assisting with in building cabling to help us meet a VoIP PRI turn-up test window. Thanks once again.”

Cassandra Fernandez of IQPC New York sent an email dated October 24th to Kathy Treanor: “Thank you so much for your help in planning the Modular Construction in Mining Conference. I have heard from Alex that the conference went wonderfully and our attendees were very happy with the event. [...] it was a pleasure working with Allstream [...] Thanks again Kathy for all of your help.”

Denise DeFlorio received an email dated October 30th from Stefanie Wolf of TESL Ontario “I just wanted to say thank you for all the work that you put into our conference. I know the flips were a bit complex, but you ensured that they were seamless, every time! [...] I do certainly hope that the 'powers-to-be' choose to come back to the Allstream Centre again next year. I know that the exhibitors loved being there, and [...] the attendees [...] loved it too! I hope to be working with you again next year.”

Karen O’Connor sent an email dated October 31st to Nancy Kloek regarding MPI’s Volunteer Summit: “I thought everything was fantastic and could not have made it happen without your very kind and expert assistance.”

Leslie Wright of Meeting Professionals International sent a letter dated November 4th to Laura Purdy which read “On behalf of the Toronto Chapter and our volunteers who attended the Volunteer Summit on October 30th, I want to thank you for hosting this event. The downtown location made it much easier for the volunteers to attend and increased the number that we had anticipated. Everything from the catering by Cerise Fine Catering to the AV with Westbury Naitonal exceeded our expectations and helped to make this event a success. We look forward to working with you again in the future.

Ovations Food Services

October was a terrific month for the Ovations team, which provided Food & Beverage services to 7 events. Delicious Food Show provided a wonderful opportunity; Ovations Food Services was chosen to be the provider of the Food Canada Network’s Michael Smith celebrity chef breakfast. Ovations staff worked closely with Michael and his team over recipes and on the day of the event served 225 VIP guests. Menu production was overseen by Executive Chef Dilup Attygalla and menu highlights included the following items:

- Twenty-Fruit Salad
- Trio of Smoothies
- Blueberry and Cream Cheese Stuffed French Toast
- Mustard Glazed Bacon Strips
- Cider Braised Sausage

- Slow Scrambled Eggs with Smoked Salmon on a Chive Biscuit with Brown Butter Hollandaise sauce

Ovations culinary team, along with Maher Ahmed, executed magnificently and the guests were ecstatic.

Cerise Fine Catering

October has been both a successful and rewarding month for our Allstream Centre. Cerise Fine Catering hosted an Event Planner Reception on October 2nd and the comments from those attending were overwhelmingly positive. The day following the event, Cerise received a request for proposal for event space in September of 2014 from an invited guest.

The following week Ovations welcomed the International Holocaust Remembrance Association, a three-day event sponsored by the Department of Foreign Affairs and International Trade Canada. The event was a great success for our honoured guests.

On October 17th members of the Ontario Craft Brewers Association sipped and sampled a plethora of fine local brews, while sampling complimentary food pairings. Attendance for this first time client exceeded expectations, as well as attendance figures from previous years. Comments on the food and service from Ovations were positive and we hope this will encourage a return of the event to Allstream Centre in 2014.

Business volume peaked in the last week of October with Rogers Digital Day, IQPC Modular Design for Mining and Teachers of a Second Language. It was a very busy time period operationally and Cerise staff all performed exceptionally well, garnering positive comments from all event planners involved.

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 ten months ended October 31, 2013					
	Actual	Current Month Budget	Fav (Unfav) Variance	Actual	YTD Budget	Variance
	\$	\$	\$	\$	\$	\$
Event Income	2,218,812	1,891,225	327,587	23,795,765	24,267,742	(471,977)
Direct Expenses	185,885	242,957	57,072	2,685,284	2,562,190	(123,094)
Indirect Expenses	2,379,749	2,227,837	(151,912)	20,348,361	21,384,942	1,036,581
Operating Income (Loss) before building loan interest & amortization and naming fees	(346,822)	(579,569)	232,747	762,120	320,610	441,510
Interest expense - Allstream Centre	150,327	150,327	-	1,516,876	1,516,876	-
Amortization expense - Allstream Centre	129,217	129,216	-	1,292,160	1,292,160	-
Operating Income (Loss) before naming fees	(626,366)	(859,112)	232,747	(2,046,916)	(2,488,426)	441,510
Contribution from (to) Conference Centre Reserve Fund	(2,207)	133,882	(136,089)	2,071,984	1,828,477	243,507
Net Income (Loss)	(628,573)	(725,230)	96,657	25,068	(659,949)	685,017

(1) Operating Income for the Board before interest on City loan, amortization of building improvements net of contribution from naming fees is \$762,120 compared to a budgeted Operating Income of \$320,610 for a favourable variance of \$441,510.

(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
OCTOBER 2013 AND COMPARATIVES**

	MONTH			YTD			2012 YTD	
	ACTUAL	BUDGET	VARIANCE	ACTUAL	BUDGET	VARIANCE	ACTUAL	YOY VARIANCE
Number of Events	12			70			93	-23
	\$	\$	\$	\$	\$	\$	\$	\$
Direct Event Income	911,974	729,351	182,623	12,440,804	12,715,773	(274,969)	9,488,939	2,951,865
Ancillary Income	270,694	231,023	39,671	2,288,996	2,659,676	(370,680)	2,441,842	(152,846)
Advertising and Sponsorship	17,139	18,501	(1,362)	195,371	185,000	10,371	183,035	12,336
Rent-MLSE-Ricoh Coliseum	43,878	41,740	2,138	438,786	417,400	21,386	438,786	-
Naming Rights	101,663	101,663	-	1,016,663	1,016,663	-	1,016,663	-
Parking EP	433,460	422,000	11,460	4,773,026	3,991,200	781,826	4,372,443	400,583
Parking - BMO Events	81,658	75,426	6,232	678,643	665,275	13,368	742,999	(64,356)
Program Recoveries and Other	(6,021)	37,747	(43,768)	215,600	377,476	(161,876)	350,499	(134,899)
CNE Recoveries	-	-	-	306,933	306,933	-	3,660,268	(3,353,335)
Total Event Income	1,854,445	1,657,451	196,994	22,354,822	22,335,396	19,426	22,695,474	(340,652)
Direct Expenses	235,034	224,681	(10,353)	2,577,194	2,402,394	(174,800)	2,752,190	(174,996)
Indirect Expenses	2,060,154	1,970,171	(89,983)	17,944,547	18,784,938	840,391	19,376,487	(1,431,940)
Naming Rights	101,668	101,668	-	1,016,667	1,016,667	-	1,016,667	-
Total Event Expenses	2,396,856	2,296,520	(100,336)	21,538,408	22,203,999	665,591	23,145,344	(1,606,936)
Net Income (Loss)	(542,412)	(639,069)	96,658	816,414	131,397	685,017	(449,870)	1,266,284

**ALLSTREAM CENTRE
FINANCIAL STATEMENT HIGHLIGHTS
OCTOBER 2013 AND COMPARATIVES**

	MONTH			YTD			2012 YTD	
	ACTUAL	BUDGET	VARIANCE	ACTUAL	BUDGET	VARIANCE	ACTUAL	YOY VARIANCE
Number of Events	14	[Note 1]	-	84	[Note 1]	-	102	(18)
	\$	\$	\$	\$	\$	\$	\$	\$
Direct Event Income	271,606	111,050	160,556	793,443	962,763	(169,320)	1,352,004	(558,561)
Ancillary Income	77,326	107,555	(30,229)	553,879	852,467	(298,588)	672,953	(119,074)
Parking Revenue	15,433	15,167	266	93,621	117,116	(23,495)	156,842	(63,221)
Total Event Income	364,365	233,772	130,593	1,440,943	1,932,346	(491,403)	2,181,798	(740,855)
Direct Expenses	10,851	18,276	7,425	108,090	159,796	51,706	231,568	123,478
Indirect Expenses	217,927	155,998	(61,929)	1,387,147	1,583,337	196,190	1,362,738	(24,409)
Total Event Expenses	228,778	174,274	(54,504)	1,495,237	1,743,133	247,896	1,594,306	99,069
Operating income (Loss) before building loan interest & amortization and naming fees	135,587	59,498	76,089	(54,294)	189,213	(243,507)	587,492	(641,786)
Interest expense	150,327	150,327	-	1,516,876	1,516,876	-	1,554,010	37,134
Amortization expense	129,216	129,216	-	1,292,160	1,292,160	-	1,292,160	-
Operating Income (Loss) before naming fees	(143,956)	(220,045)	76,089	(2,863,330)	(2,619,823)	(243,507)	(2,258,678)	(604,652)
Contribution from/(to) Conference Centre Reserve Fund	(2,207)	133,882	(136,089)	2,071,984	1,828,477	243,507	1,411,478	660,506
Net Income (Loss)	(146,163)	(86,163)	-	(791,346)	(791,346)	-	(847,200)	55,854

Note 1 2013 Allstream Centre Total Event Income Budget was based on Proforma and 2012 actual.

**DIRECT ENERGY CENTRE AND ALLSTREAM CENTRE
EVENT STATISTICS
FOR THE TEN MONTHS ENDED OCTOBER 31, 2013**

DIRECT ENERGY CENTRE

	MONTH ACTUAL	YTD ACTUAL	PRIOR YEAR ACTUAL
Attendance [Note:1]	81,702	534,382	603,855

EVENT	(NOTE 1) ACTUAL # OF EVENTS			(NOTE 3) NET EVENT INCOME		(NOTE 2) REFRESHMENT PER CAP'S ACTUAL
	2013	2012	2011	ACTUAL	BUDGET	ACTUAL
	#	#	#	\$ (IN '000'S)	\$ (IN '000'S)	\$ (IN '000'S)
Consumers Show	26	23	28	4,863	2,751	3.55
Trade Show	7	9	10	1,171	967	4.75
Exam	5	4	3	198	136	6.94
Photo/Film Shoot	3	2	0	30	-	-
Meeting/Corporate	3	12	16	12	-	-
	44	50	57	6,274	3,854	15

ALLSTREAM CENTRE

EVENT	(NOTE 4) ACTUAL # OF EVENTS			(NOTE 3) NET EVENT INCOME		(NOTE 2) REFRESHMENT PER CAP'S ACTUAL
	2013	2012	2011	ACTUAL	BUDGET	ACTUAL
	#	#	#	\$ (IN '000'S)	N/A	\$ (IN '000'S)
Gala	4	5	4	79	-	62
Conference	26	30	26	186	-	52
Reception	4	11	11	115	-	68
Meeting	48	50	40	322	-	80
Photo/Film Shoot	1	0	0	15	-	-
Exam	2	6	4	12	-	-
	85	102	85	729		262

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.

Note: 4 Allstream Centre opened on October 2009.

**COMBINED EXHIBITION PLACE AND ALLSTREAM CENTRE
CHEQUE DISBURSEMENTS - OCTOBER 2013
GREATER THAN \$50,000**

Cheque No	Date		\$ Amount	Description
	01/10/2013	ADP CANADA	316,150.02	SALARY PAYROLL
	02/10/2013	ADP CANADA	271,242.01	HOURLY PAYROLL
	09/10/2013	ADP CANADA	204,478.60	HOURLY PAYROLL
	15/10/2013	ADP CANADA	326,944.91	SALARY PAYROLL
	16/10/2013	ADP CANADA	191,586.89	HOURLY PAYROLL
	23/10/2013	ADP CANADA	167,421.42	HOURLY PAYROLL
	29/10/2013	ADP CANADA	310,440.76	SALARY PAYROLL
	30/10/2013	ADP CANADA	289,527.76	HOURLY PAYROLL
11197	01/10/2013	MISTER CHEMICAL LTD.	61,724.87	2013 CNE CLEANING SUPPLIES
11388	25/10/2013	SIEMENS BUILDING TECHNOLOGIES	68,271.59	2013 CAPITAL WORKS - HORSE PALACE FA RETROFIT
11335	25/10/2013	CANADIAN NATIONAL EXHIBITION ASSOCIATION	69,376.00	TRANSFER ABM COMMISSION FOR AUGUST
11235	08/10/2013	CITY OF TORONTO	75,876.95	PREMIUM FOR DENTAL & LIFE FOR OCTOBER 2013
11289	10/10/2013	CITY OF TORONTO	78,612.72	2013 SICK BANK & AUGUST FUEL
11302	10/10/2013	LOCAL 58 BENEFITS FUND	80,165.75	2013 SEPTEMBER UNION DUES
11223	01/10/2013	CITY OF TORONTO	87,294.93	2013 AUGUST WATER
11220	01/10/2013	CITY OF TORONTO	136,477.92	2013 LEGAL SECOND QUARTER
11324	31/10/2013	OMERS	166,020.20	2013 SEPTEMBER REMITTANCE
11226	31/10/2013	CITY OF TORONTO	222,689.97	2013 NOVEMBER LOAN PAYMENT- ALLSTREAM CENTRE
11232	08/10/2013	CANADIAN NATIONAL EXHIBITION ASSOCIATION	241,223.53	TRI-STAR DISASTER RECOVERY - 2013 FOOD BUILDING
11334	25/10/2013	CANADA CUSTOMS AND REVENUE	322,705.98	2013 H.S.T. SEPTEMBER REMITTANCE
11398	25/10/2013	TORONTO HYDRO-ELECTRIC SERVICES	323,292.81	2013 SEPTEMBER HYDRO
11216	01/10/2013	TORONTO HYDRO-ELECTRIC SERVICES	414,739.99	2013 AUGUST HYDRO
11222	01/10/2013	BROOKFIELD MULTIPLEX CONSTRUCTION	722,887.50	2013 CAPITAL WORKS - CONTAMINATED SOIL REMEDIATION
11322	17/10/2013	BROOKFIELD MULTIPLEX CONSTRUCTION	1,065,879.00	2013 CAPITAL WORKS - CONTAMINATED SOIL REMEDIATION
		DISBURSEMENTS OVER \$50,000	6,215,032.08	
		OTHER DISBURSEMENTS	1,131,372.82	
		TOTAL DISBURSEMENT	7,346,404.90	

**The Board of Governors of Exhibition Place
Balance Sheet
As At October 31, 2013**

	2013 YTD \$	2012 YTD \$
FINANCIAL ASSETS		
CASH	2,279,932	469,327
SHORT-TERM INVESTMENTS	2,200,000	10,300,000
TRADE ACCOUNTS RECEIVABLE	1,550,126	2,687,801
ALLOWANCE FOR DOUBTFUL ACCOUNTS	(392,615)	(415,028)
NET ACCOUNTS RECEIVABLE	1,157,511	2,272,773
OTHER RECEIVABLE	4,164,878	(2,029,917)
RECEIVABLE FROM THE CITY OF TORONTO	7,502,116	7,373,263
THE CITY OF TORONTO - CAPITAL	2,729,323	18,829
TOTAL FINANCIAL ASSETS	20,033,760	18,404,275
LIABILITIES		
ACCOUNTS PAYABLES - TRADE	916,912	265,240
ACCRUED LIABILITIES	3,617,973	4,445,389
SALES TAX PAYABLE	489,696	387,327
CONFERENCE CENTRE RESERVE FUND	(47,059)	(10,000)
DEFERRED REVENUE	7,140,472	7,052,438
OTHER CURRENT LIABILITIES	715,375	784,514
EMPLOYEE BENEFITS PAYABLE - PSAB	9,004,270	8,607,046
OTHER LIABILITIES	518,717	484,454
LOAN PAYABLE - ERP PROJECTS	7,139,823	7,605,076
GOVERNMENT ASSISTANCE	1,524,780	1,670,701
LOAN PAYABLE- FCM CAPITAL ASSET	1,724,719	1,809,229
LOAN PAYABLE- CONFERENCE CENTRE ASSET	35,751,531	36,641,312
NET INCOME (LOSS) CURRENT	(94,932)	(1,297,066)
PRIOR YEAR SURPLUS	(3,704,820)	(2,689,182)
TOTAL LIABILITIES	64,697,456	65,756,479
NET DEBT	(44,663,696)	(47,352,204)
NON-FINANCIAL ASSETS		
INVENTORIES	68,869	102,274
PREPAID EXPENSES	160,325	155,998
STEP UP RENT/OTHER RECEIVABLE	1,340,627	1,425,265
FIXED ASSETS AND EQUIPMENT	55,532,284	55,532,284
ACCUMULATED DEPRECIATION - EQUIPMENT	12,438,408	9,863,617
FIXED ASSETS AND EQUIPMENT - NET	43,093,875	45,668,667
TOTAL NON-FINANCIAL ASSETS	44,663,696	47,352,204

Summary of Sole Source Commitment Activity by Reason - October 1, 2013 to October 31, 2013

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:

Part A

- (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 October 1 to October 31 total is \$8,281.92. The percentage of dollar value of sole source purchasing activity for goods and services compared to the total purchasing expenditures of \$266,265.43 is 3.1% for this period. The revised annual percentage year to date is 5.1% on purchasing expenditures of \$5,601,716.49.

EP Program

Reason for Sole Source	Number of Commitments	Number of Suppliers	Total Value
Match Existing Equipment/Service	0	0	\$ -
Specialized Services	1	1	\$ 5,000.00
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 -Used Equipment	0	0	\$ -
Other Reasons - Number of firms with total value of various separate orders exceeding \$3,000 (See Note)	2	1	\$ 3,281.92
Total	3	2	\$ 8,281.92

NOTE: Reporting Protocol requires that staff report on total value of all commitments to any single vender that in total exceed \$3,000 for the previous 12 months, where no competitive process has taken place.

APPENDIX B – 2014 Sales Mission and Travel Schedule

DATE	TOURISM TORONTO BUSINESS GROUP	LOCATION	EVENT/SALES ACTIVITY/ORGANIZER/ MARKETING PROGRAM	TARGET AUDIENCE	PROPOSED EXPLACE SELLER
ASSOCIATION					
Jan/Feb/March 2014	MC&IT	Toronto, ON	Tourism Toronto - Mowat Bldg Mini Trade Show	Canadian Association	Don Leddy
February 6, 2014	MC&IT	Ottawa, ON	CSAE (Canadian Society of Association Executives) Tete a Tete Trade Show	Canadian Association	Barb Outschoorn Don Leddy Arlene Campbell Laura Purdy
February 6, 2014	MC&IT	Ottawa, ON	MPI (Meeting Professionals International) Auction and Dinner	Canadian Association	Barb Outschoorn Don Leddy Arlene Campbell Laura Purdy
January 29-31, 2014	MC&IT	London, ON	CSAE (Canadian Society of Association Executives) Trillium Winter Summit	Canadian Association	Don Leddy Barb Outschoorn
February 2014	MC&IT	Ottawa, ON	CSAE (Canadian Society of Association Executives) Ottawa Sales Calls/Monthly Meeting -	Canadian Association	Don Leddy
Spring 2014	MC&IT	Ottawa, ON	Association Ottawa Client Spring Event	Canadian Association	Barb Outschoorn Don Leddy Stephanie Lander
March 2014	MC&IT	Ottawa, ON	CSAE (Canadian Society of Association Executives) Ottawa Sales Calls/Monthly Meeting	Canadian Association	Barb Outschoorn
April 2014	MC&IT	TBD	Tourism Toronto – Canadian Association March Sales Mission and (HVA) High Value Account Client Event	Canadian Association	Stephanie Lander
April 8-9, 2014	MC&IT	Toronto, ON	Ignite Business Event Expo	Canadian Association	Barb Outschoorn Don Leddy Stephanie Lander Laura Purdy
April 10, 2014	MC&IT	Ottawa, ON	MPI (Meeting Professionals International) Ottawa - National Meetings Industry Day	Canadian Association	Barb Outschoorn
May 8, 2014	MC&IT	Ottawa, ON	MPI (Meeting Professionals International) Prix Prestige Awards Gala	Canadian Association	Barb Outschoorn Don Leddy Stephanie Lander
Spring 2014	MC&IT	Washington, DC	Sales Mission Association	US Association	1 Seller

TBD	MC&IT	Ottawa, ON	In Market Join with Hotelier (3 Trips)	Canadian Association	Barb Outschoorn Don Leddy Stephanie Lander
November 2014	MC&IT	TBD	PCMA Eastern Chapter Conference	Canadian Association	Barb Outschoorn
April 2014	MC&IT	Ottawa, ON	CSAE (Canadian Society of Association Executives) Ottawa Sales Calls/Monthly Meeting	Canadian Association	Stephanie Lander
May 2014	MC&IT	Ottawa, ON	CSAE (Canadian Society of Association Executives) Ottawa Sales Calls/Monthly Meeting -	Canadian Association	Don Leddy
June 2014	MC&IT	Ottawa, ON	MPI (Meeting Professionals International) Ottawa Summer Bash Dinner & Annual General Meeting	Canadian Association	Stephanie Lander
July 2014	MC&IT	TBD	CSAE (Canadian Society of Association Executives) Annual Summer Summit	Canadian Association	Stephanie Lander Barb Outschoorn
August 2014	MC&IT	Ottawa, ON	Tourism Toronto - Canadian Association August Sales Mission and High Value Account Client Event	Canadian Association	Don Leddy
September 2014	MC&IT	Ottawa, ON	MPI (Meeting Professionals International) Ottawa Kick-Off Reception	Canadian Association	Don Leddy
September 2014	MC&IT	Ottawa, ON	CSAE (Canadian Society of Association Executives) Ottawa Sales Calls/Monthly Meeting -	Canadian Association	Barb Outschoorn
November 2014	MC&IT	Toronto, ON	Tourism Toronto - Mowat Bldg Mini Trade Show	Canadian Association	Don Leddy
October 29-31, 2014	MC&IT	Niagara Falls, ON	CSAE (Canadian Society of Association Executives) Annual Conference and Showcase	Canadian Association	Barb Outschoorn Don Leddy Stephanie Lander Laura Purdy
October 2014	MC&IT	Ottawa, ON	CSAE (Canadian Society of Association Executives) Ottawa Sales Calls/Monthly Meeting -	Canadian Association	Stephanie Lander
Fall 2013	MC&IT	Washington, DC	Tourism Toronto Sales Calls: In Market in DC	Canadian Association	Stephanie Lander
Fall 2013	MC&IT	Chicago, IL	Tourism Toronto Sales Calls: In Market in Chicago	Canadian Association	Don Leddy
November 2014	MC&IT	Ottawa, ON	Tourism Toronto - Canadian Association November Sales Mission and High Value Account Client Event	Canadian Association	Barbara Outschoorn
November 2014	MC&IT	Ottawa, ON	CSAE (Canadian Society of Association Executives) Ottawa Sales Calls/Monthly Meeting – Bfast Education	Canadian Association	Don Leddy
November 2014	MC&IT	Ottawa, ON	CSAE (Canadian Society of Association Executives) Ottawa Sales Calls/Monthly Meeting -	Canadian Association	Barb Outschoorn

December 2014	MC&IT	Ottawa, ON	CSAE (Canadian Society of Association Executives) - Ottawa-Gatineau Chapter Christmas Social & Dinner	Canadian Association	Barb Outschoorn Don Leddy Stephanie Lander
December 2014	MC&IT	Toronto, ON	CSAE (Canadian Society of Association Executives) Trillium Chapter Holiday Season Reception & Dinner	Provincial Association	Barb Outschoorn Don Leddy Stephanie Lander
December 2014	MC&IT	Ottawa, ON	MPI (Meeting Professionals International) Ottawa - Festive Holiday Luncheon	Provincial Association	Barb Outschoorn Don Leddy
SPORTS ASSOCIATION & TRADESHOW					
February 6, 2014	MC&IT	Toronto, ON	CAEM Awards Dinner	Canadian Association	Laura Purdy Ellen de Boer
December 2014	MC&IT	Toronto, ON	CAEM Holiday Luncheon	Canadian Association	Ellen de Boer Arlene Campbell Laura Purdy
TBD	MC&IT	TBD	CAEM Executive Forum & Luncheon	Canadian Association	Ellen de Boer
March 30-April 2, 2014	MC&IT	Las Vegas, NV	Society of Independent Show Organizers	US Association	Laura Purdy
June 22-24, 2014	MC&IT	Edmonton, AB	CAEM Annual Conference	Tradeshow	Ellen de Boer
December 9-11, 2014	MC&IT	Los Angeles, CA	Expo! Expo! IAEE's (International Association of Exhibitions & Events) Annual Meeting & Exhibition	US Association	Ellen de Boer
CORPORATE					
monthly, 2014	MC&IT	TBA	MPI (Meeting Professionals International) Monthly Meetings - 5 Meetings in Total	Canadian Corporate	Corporate Seller Tamer Mecky Geoff Mak
Monthly, 2014	MC&IT	TBA	Toronto Board of Trade Monthly Meetings – 6 Meetings in Total	Canadian Corporate	Corporate Seller Tamer Mecky Geoff Mak
February 21-22, 2014	MC&IT	Ottawa, ON	CanSPEP Annual Conference	Canadian Corporate	Tamer Mecky
March 6, 2014	MC&IT	Toronto, ON	MPI (Meeting Professionals International) Awards Gala	Canadian Corporate	Tamer Mecky Geoff Mak
April 10, 2014	MC&IT	Toronto, ON	MPI (Meeting Professionals International) National Meetings Industry Day Luncheon	Canadian Corporate	Tamer Mecky Geoff Mak Arlene Campbell Laura Purdy
1 st Quarter	MC&IT	Montreal, QC	Montreal In Market Sales Calls	Canadian Corporate	Tamer Mecky
TBD	MC&IT	TBD	Tourism Toronto South Western Ontario Signature Event	Canadian Corporate	Tamer Mecky

Summer	MC&IT	Montreal, QC	Tourism Toronto – Montreal Signature Event	Canadian Corporate	Tamer Mecky
Fall 2014	MC&IT	TBD	Tourism Toronto West Coast Ontario Signature Event	Canadian Corporate	Tamer Mecky
TBA, 2014	MC&IT	Toronto, ON	MPI (Meeting Professionals International) PD Session – 2 Meetings total	Canadian Corporate	Tamer Mecky Geoff Mak
June 2014	MC&IT	TBA	MPI (Meeting Professionals International) Toronto Education Conference	Canadian Corporate	Tamer Mecky Geoff Mak
April 2014	MC&IT	Toronto, ON	SITE Canada Summer Social	Canadian Corporate	Geoff Mak Tamer Mecky
April 8-9, 2014	MC&IT	Toronto, ON	Ignite Business Expo	Canadian Corporate	Geoff Mak Tamer Mecky
August 2-5, 2014	MC&IT	Minneapolis, MN	MPI (Meeting Professionals International) WEC (World Education Congress)	US Corporate	Geoff Mak
August 2014	MC&IT	Toronto, ON	IncentiveWorks Tradeshow	Canadian Corporate	Tamer Mecky Geoff Mak Laura Purdy
August 2014	MC&IT	TBD	FICP (Financial & Insurance Conference Planners) Canadian Chapter	Canadian Corporate	Tamer Mecky
September 2014	MC&IT	Toronto, ON	CAEM Executive Forum & Luncheon	Canadian Corporate	Geoff Mak Tamer Mecky
November 16-19, 2014	MC&IT	Waikoloa Village, HI	FICP International Educational	US Corporate	Tamer Mecky
December 2014	MC&IT	Toronto, ON	MPI (Meeting Professionals International) Holiday Gala	Canadian Corporate	Tamer Mecky Geoff Mak
December 2014	MC&IT	Toronto, ON	CAEM Holiday Luncheon	Canadian Corporate	Geoff Mak Tamer Mecky
December 2014	MC&IT	TBD	SITE Canada Holiday Special	Canadian Corporate	Geoff Mak Tamer Mecky