

**Item No. 5**



Exhibition Place

Management Report  
May 31, 2013

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## Executive Summary

- **Combined Operating Income for Exhibition Place and Allstream Centre for the five months ended May 31, 2013 before net naming fees, building loan interest and amortization expense for the Allstream Centre was \$252,917 compared to a budget loss of (\$292,130) for a favourable variance of \$545,047.**
- Net Income for Exhibition Place and Direct Energy Centre for the five months ended May 31, 2013 was \$288,158 compared to a budget loss of (\$572,378) for a favourable variance of \$860,536.
- Operating (Loss) before interest and amortization expense for Allstream Centre for the five months ended May 31, 2013 was (\$35,242) compared to a budget of \$288,248 for an unfavourable variance of (\$315,490) primarily due to budget timing of new events offset by lower utility costs due to warmer weather and energy saving initiatives.
- The Sales & Marketing team secured 17 new events for Exhibition Place.
- Dionne Bishop of Sales & Marketing is now a Director at Large for the ISES Toronto Chapter.
- Exhibition Place's Recognition Committee received 60 staff nominations in April and May.

## May 2013 Financials for Combined Exhibition Place and Allstream Centre

**Combined Operating Income for Exhibition Place and Allstream Centre for the five months ended May 31, 2013 before net naming fees, building loan interest and amortization expense for the Allstream Centre was \$252,917 compared to a budget loss of (\$292,130) for a favourable variance of \$545,047.**

### Exhibition Place

Net Income for Exhibition Place and Direct Energy Centre for the five months ended May 31, 2013 was \$288,158 compared to a budget loss of (\$572,378) for a favourable variance of \$860,536.

- Rental income from events of \$4,526,874 is unfavourable to budget by (\$187,455) primarily due to higher than budgeted rent from January events such as the Boat show offset by budget timing of new events business.
- Electrical net services of \$815,826 are favourable to budget by \$110,296 primarily due to higher than budgeted net electrical from CRFA, Green Living Show and SIAL offset by a reduction of net electrical revenue due to budget timing of new events.
- Food & Beverage concessions of \$423,757 are unfavourable to budget by (\$150,792) primarily due to budget timing of corporate events.
- Show services from third party billings at \$1,345,970 are unfavourable to budget by (\$357,472) with corresponding decrease in related show expenses of (\$221,046) for a net unfavourable variance of (\$136,426) primarily due to budget timing of new events.
- Parking revenues at \$3,322,688 are favourable to budget by \$461,566 primarily due to higher than budgeted revenue from Sportsman Show, Toronto Marlies Games, Toronto Artist Show and SIAL offset by lower TFC parking due to lower than anticipated attendance.
- Program recoveries and interest income at \$148,636 are unfavourable to budget by (\$40,102) 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 \$11,432,350 are favourable to budget by \$777,175 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 five months ending May 31, 2013 before interest expense and naming rights are lower than the corresponding period in 2012 primarily due to a higher net direct event income due to budget timing of new events in 2012.

Direct Energy Centre accounts receivable as at May 31, 2013 was \$1,812,530 consisting primarily of:

- \$511,015 of deposits owed as contractual for future events of which \$428,346 (84%) has been received after May 31, 2013.
- \$190,610 for services on completed events of which \$43,879 (23%) has been received after May 31, 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.
- \$123,066 owed for sponsorship arrangements, of which nil has been received after May 31, 2013.

Exhibition Place accounts receivable as at May 31, 2013 was \$1,582,541 consisting primarily of:

- \$922,425 owed by tenants of which \$80,392 (9%) has been received after May 31, 2013.
- \$231,170 owed by Ricoh for payroll costs of which nil has been received after May 31, 2013.
- \$152,912 owed by BMO Field for payroll costs of which \$23,081 (15%) has been received after May 31, 2013.
- \$144,570 owed by City for various Capital and cost reimbursements and sick bank recoveries of which nil have been received after May 31, 2013.
- \$43,164 owed as contractual deposits for future events of which \$31,164 (72%) has been received after May 31, 2013.
- \$33,420 for show services on completed events of which \$2,892 (8%) has been received after May 31, 2013.

#### Allstream Centre

Operating (Loss) before interest and amortization expense for Allstream Centre for the five months ended May 31, 2013 was (\$35,242) compared to a budget of \$288,248 for an unfavourable variance of (\$315,490) primarily due to budget timing of new events.

- Rental income of \$288,408 is unfavourable to budget by (\$185,809) primarily due to budget timing of new events. Finance staff has met sales and marketing and the rental budget is expected to be achieved.
- Food & Beverage concessions of \$140,110 are unfavourable to budget by (\$323,074) primarily due to budget timing of new events.
- Show services income from third party billings of \$209,675 is unfavourable to budget by (\$366,670) with corresponding decrease in related show expenses of (\$282,143) for a net unfavourable variance of (\$100,090) primarily due to budget timing of new events.
- Parking revenue at \$51,162 is unfavourable to budget by (\$16,448).
- Direct and indirect expenses at \$662,493 are favourable to budget by \$266,580 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 May 31, 2013 was \$142,457 consisting primarily of:

- \$87,235 owed by Cerise Fine Catering of which \$22,179 (25%) has been received after May 31, 2013.
- \$30,119 owed as contractual deposits for future events of which nil was received after May 31, 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.
- \$5,875 for services on completed events of which nil has been received after May 31, 2013.

## Sales and Marketing

### May Sales Effort

During this period, our Sales & Marketing team secured 17 new events for Exhibition Place. The events are categorized as follows:

- 9 meetings & conventions
- 1 trade and consumer shows
- 3 sporting event
- 4 other

### May Sales Summary

New events held during this time period include APMG – US Conference, SIAL Canada, Canadian Grocer Editorial Board Breakfast, Toronto Marathon Expo, NCA Exams May, Information Technology Service Management Forum (itSMF) Canada Conference, Crohn’s and Colitis Foundation of Canada, TTC’s Accessibility Forum, Mayfest 2013, UHN Surgical Integrated Nursing Summit, mesh conference 2013, Event Safety Net Crisis Management, CAEM Tech Day, Canada Sales Congress, Walk With Israel, the Advertising & Design Club of Canada, X-Series: IAB Canada Real Time Bidding Conference, and “Suits” TV Series May film shoot.

### Business Travel

Geoff Mak and Tamer Mecky attended MPI Toronto Chapter luncheon on May 3<sup>rd</sup>, a networking event where they met with Toronto Corporate meeting planners and exchanged updates about the meeting industry.

On May 9<sup>th</sup> and 10<sup>th</sup>, Don Leddy & Stephanie Lander attended the Ottawa MPI Prix Prestige Awards. This annual event gathers over 300 industry professionals to recognize the year’s best industry meeting performers in the Ottawa region and is an exceptional networking opportunity.

On May 22<sup>nd</sup>, 2013 Geoff Mak attended Tourism Toronto’s Southwestern Ontario Sales Mission event in Brantford, Ontario, on May 22<sup>nd</sup>. Over 40 potential clients from Southwest Ontario attended this event with many new contacts secured and the promise of future leads for new business in the meetings & conventions markets.

On May 28<sup>th</sup> and 29<sup>th</sup>, Don Leddy travelled to Washington DC, to facilitate the IAEE CEM – Exhibit Sales program. This full day program put Direct Energy Centre in front of a number of leading industry event managers.

### Publicity

#### Direct Energy Centre

- News Report during this period included 7 hits for Direct Energy Centre. Stories included: Things to do; SIAL, One of a Kind Spring Show; Ignite Expo

### Allstream Centre

- News Report during this period included **4** hits for Allstream Centre. Stories included: Mesh Digital Conference

### Exhibition Place

- News Reports for this period include **68** hits for Exhibition Place. Stories Included: Things to do; Casino; People in Motion; Goodlife Toronto Marathon; Honda Indy; Crime Stoppers Ball; Motorcycle Show; Khalsa day; Toronto Horse Day; Muzik Nightclub; Rooftop Solar Project; Toronto Caribbean Carnival; Medieval Times

### Social Media Mentions

- Total number of mentions for Exhibition Place, Direct Energy Centre and Allstream Centre for this period on social media platforms; Twitter; Blogs; Facebook is: **536**

## Event Management Services

During the month of May, Event and Meeting Co-ordinators and Exhibitor Services staff at Exhibition Place, Direct Energy Centre and Allstream Centre were involved in the following events:

Exhibitions/Meetings/Conventions/Corporate Events	
MAY 2013	
<ul style="list-style-type: none"><li>▪ SIAL Toronto</li><li>▪ M4S 2013</li><li>▪ APMG – US Conference (AC)</li><li>▪ Toronto Marathon Expo</li><li>▪ Information Technology Management Forum (AC)</li><li>▪ NCA Exams</li><li>▪ Miet Euchre Tourney 2013 (AC)</li><li>▪ TTCs 2013 Accessibility Forum</li><li>▪ UHN Surgical Integrated Nursing Summit (AC)</li></ul>	<ul style="list-style-type: none"><li>▪ MayFest</li><li>▪ Mesh Conference (AC)</li><li>▪ CAEM Tech Day (AC)</li><li>▪ 2013 Canada Sales Congress (AC)</li><li>▪ Walk with Israel</li><li>▪ X-Series: IAB Canada Real Time Bidding Conference (AC)</li><li>▪ SUITS TV Series Film Shoot</li><li>▪ Learning &amp; Dev. Series (AC)</li></ul>

### Event Services

As part of the extensive preparation for SIAL our Event Co-ordinator attended the SIAL show in Montreal to study show logistics, as this was a brand new event at our facility. Staff also held numerous meetings with outside agencies, such as the Canadian Food Inspection Agency, to ensure that imported foods were correctly handled and disposed of. All safety guidelines were adhered to, and the event was inspected constantly to ensure there were no violations of any kind.

The NCA Exams, TTC Accessibility Forum, Mayfest and Walk With Israel all proceeded smoothly. Based on our observations of the events in 2012, staff made a few adjustments to services, to ensure a better experience for guests and show managers alike.

### Exhibitor Services

In addition to servicing four events for the month of May, staff worked on the inventory of Allstream assets and started meeting with food vendors and preparing quotes for work in the Food Building for the upcoming CNE.

This month was also a good opportunity for staff to attend training classes in Communications & Conflict, and Exhibition Place's Annual Safety Day.

### Allstream Centre

Eleven events took place in Allstream Centre during May. Crohn's & Colitis returned for their third year and their event was a huge success, as was Mesh Marketing.

New to us was Information Technology, UHN Surgical Integrated Nursing Summit and X-Series. Insurance and Investment Journal's 2013 Canada Sales Congress was held for the first time in Toronto; the event was a great success and will be returning to Allstream Centre for 2014. APMG was also a first time client and was once again planned through JPLD, a third party planner. MIET Euchre Tournament was once again a successful event that was used as a vehicle to promote the building to meeting planners.

### Parking

Parking activity in May was down from May of last year, but was consistent with prior years. In May 2012 Direct Energy Centre had hosted the Canadian Volleyball Championships.

In May Parking staff concluded an agreement with car2go to bring a year-round car sharing service to Exhibition Place. The car2go service offers one-way short term rentals, primarily within the downtown area, using fuel efficient SMART cars. For a nominal one time registration fee staff and visitors can take advantage of this service, with pick up and drop off locations at most Green P parking lots, and now at Exhibition Place.

## IT/Telecommunications

Technical enhancements are taking place within Direct Energy Centre in regards to the networking infrastructure. These include the replacement of data switches (10 times faster) switching technology as well as the expansion of the CISCO Wifi equipment utilization. Hall D has been upgraded to the CISCO Wi-Fi system that also provides outdoor and wireless connectivity within Allstream Centre. Once the equipment replacement is complete, the entire campus will utilize a common CISCO controller for all of the WIFI (both indoors and outdoors).

## Building Operations

### Mechanical

- Repairs to the bottom seals of the A/B Hufcor wall
- Completed floor repairs with epoxy compound on several damaged areas
- Installed water meters for cattle wash/humidifiers/irrigation for LEED certification
- Installed drainage pipe through the Direct Energy Centre to Allstream tunnel
- Performed minor repairs to plumbing floor ports in Hall A
- Repaired hydraulic piston of Dock #17
- Start-up irrigation system in building & surrounding area

### Electrical

- Replaced burnt out lamps in IT/Telecom offices
- Checked Carma Electrical Meter EMP # 10
- Repaired floor port in Hall A which was damaged by water
- Turned off power freezers in Centerplate kitchen
- Repaired telecom outlets in Salons

## Facility Services

The Facility Services team delivered Cleaning, Labour, Signage and Technical Services for shows and events in May including all Exhibition Place events, a soccer game at BMO Field, and various tenant events. Activities/ projects that are completed or are currently in progress are as follows:

- In the process of auctioning off wooden bleachers as they no longer meet the Ontario Building Code. The (56) sets will be removed by the end of July and give back valuable parking space.
- Continue to assist in the removal of cattle stalls that are no longer required. The stalls will be recycled and some portions re-used.
- Cleaning and Technical Services prepared the Better Living Centre for the upcoming 2013 Canadian National Exhibition (CNE) Casino, which will open in July.
- Continue to meet with CNE staff to prepare quotations for Labour, Cleaning and Technical Services.
- May was the start of our performance period to attain LEED-EBOM status for Direct Energy Centre. The performance period will run over the next three months.
- Purchased and placed 20 commercial floor mats at entrance points throughout the DEC as a requirement for LEED accreditation.
- Ordered and now have (40) new four-stream waste receptacles made from 100% recycled content for shows in Direct Energy Centre.
- Sign Shop designed posters showcasing our Green Smart energy-efficient initiatives, which will be installed on 13 of our three-stream exterior waste receptacles. As with the Walking Tour, they will highlight and give detailed information on one of the twelve initiatives that they relate to. Each poster has a QR barcode for scanning to view our Environmental Walking Tour map and information on each of the projects. Each poster also has a decal to indicate if Wi-Fi is available at that location.
- Continue to refine the Technical Services equipment inventory, replacing the older equipment that we still need to service our clients along with disposing of equipment that is no longer rentable.

## EXcellence in Action

Moira McGrath sent an email dated May 7<sup>th</sup> to Denise DeFlorio regarding her APMG – US event at Allstream Centre: “[...] the flawless execution was due in no small part to you and your extended team – thanks for making my work such fun! Fingers crossed that I’ll find another project to bring to your facility in the very near future...”

Moira McGrath also made the following comments in her Client Satisfaction Survey for APMG: “Fantastic Food and Beverage support - Doris Bertrand and her staff are to be commended!” and “Denise, Don and Doris are a large part of the reason why I will continue to seek opportunities that will allow us to stage our events at the Allstream Centre - The value of any organization is in its people and these people are tremendous assets to your organization - Thank you.”

Denise DeFlorio and Nancy Kloek received an email from Meagan Kashty dated May 7<sup>th</sup> regarding the Canadian Grocer Meeting at Allstream Centre: “Just wanted to thank you for all your help last week for our breakfast meeting! Everyone on the board agreed it was a success, and I really appreciate how accommodating you both were.”

Linda Sinclair sent an email dated May 9<sup>th</sup> to the Exhibition Place feedback email address which read: “On May 6<sup>th</sup> and 7<sup>th</sup>, itSMF Canada held a conference in the Allstream Center. I wanted to pass huge thank you to your staff that assisted us in the planning and at the conference for the 2 days. Not only were we happy with the catering company who I have sent a letter to already, the service from the Allstream Center staff was amazing. Nancy Kloek and all other support that was there (not sure of the people that took care of the AV set ups or anyone else assisting) were just amazing. There was always

someone around to ask for help and we received assistance very promptly. Nancy was so friendly and never got tired of us asking for help or answering any questions we had. The venue was fantastic also. It was very clean and bright and suited our needs perfectly. I will surely refer anyone that asks for a great venue to the Allstream Center. Please pass this on to everyone that was involved and once again thank you!"

Linda Sinclair also wrote the following comments in her Client Satisfaction Survey for the itSMF conference" "Beyond excellent – feedback was nothing but positive from everyone that attended" and "I am so pleased with the Allstream Centre and Cerise Catering and all the staff. Many that attended were also very impressed and I am sure you will get more business from those that attended [...] the food, venue and staff were all exceptional and I would like to thank you all for making our conference a huge success"

Sandra Marino received an email dated May 15<sup>th</sup> from Natalia Kaliberda:"We would like to take a moment to thank Centerplate for services provided to CPMA and our exhibitors during our 88<sup>th</sup> Annual Convention & Trade Show in Toronto, April 17-19, 2013. [...] we were happy with the services that you provided to our event. We were pleased with the offered variety and quality of food. We appreciated your responsiveness to our needs and your efforts to assist us in the most efficient and professional way. Your team was all customer-orientated, courteous and caring and you were always right on top of things and there for us and our exhibitors. The lunch on the trade show floor was a very positive experience. The menu items were interesting and original as well as very tasty. The lunch set-up worked well, service was good and timely, and food quantities and choices were sufficient. We have received lots of compliments on this function from our members, exhibitors and sponsors. We truly enjoyed working with you and your wonderful team – you all were very pleasant, professional and always there for us to ensure things ran smoothly. Thank you for making us feel welcome!"

Jeff Gay received an email dated Jun 3<sup>rd</sup> from Ian and Stephanie Mellor regarding People in Motion 2013: "With another successful show behind us, we just wanted to pass along our compliments to your capable staff who assisted us so well over the 3 days. Specifically Brian, Taz and Manny who all went above and beyond on numerous occasions to help our attendees and exhibitors feel safe and comfortable. Additional thanks to Carmen who kept her cleaning crew on track though out the event. You should be very proud of the team you have."

Alan Crawley sent an email dated June 5<sup>th</sup> to Jim MacGregor which read " I wanted to extend my sincere thanks to yourself and the rest of the team at the Direct Energy Centre for the great work done around the SIAL Canada 2013 tradeshow. We appreciated you putting up with us as we tried to determine how best to accommodate our B2B meeting plans (which ultimately supported our schedule of over 800 B2B's held over just two days!) and the requirements around the Premier's involvement. Thanks again to the gentlemen that helped with the details around the advance visit. Looking forward to working with you again on future events."

Laura Purdy sent an email dated June 13<sup>th</sup> to Arlene Campbell and Preeka Woods regarding Dionne Bishop, Marketing Coordinator, which read "I am pleased to share the good news that Dionne is now a Director at Large for the ISES Toronto Chapter."

Exhibition Place's Recognition Committee received 60 staff nominations for the April/May period. Following are the winners:



	April/May Winners
Section 1	Lucy Vuong, Cleaning Services
Section 2	Nick Penic, Technical Services
Section 3	Jim MacGregor, Event Services
Section 4	Dara Nolan, Lockshop
Section 5	Antoni Janiszewski, Finance

## Centerplate

### Catering & Sales Department

During SIAL Centerplate catered a 300 person reception for show management in Café Soleil. The menu included Cod Goujonet, Lamb Lollypops with Madagascar Sauce, Tandoori Chicken Tikka with Saffron & Mint Raita, Duck Prosciutto and Dried Cherry Skewer, Zucchini and Padano Frittata, and Apple & Fennel Soup Shooters. The reception went very well and Centerplate extended bar service by 2 hours for the show manager. Overall SIAL was a great show and the client was happy with food services.

Centerplate catered a plated dinner for Agri-foods for 360 people in Heritage Court. Offerings included Roasted Beet Salad topped with Goat Cheese and Pomegranate in a Maple Balsamic Emulsion, PEI Lobster Bisque with Sweet Pepper Puree and Whisky topped with Mascarpone Cheese Mousse, Roasted Sunchoke Soup with Sunchoke Chips and Meyer Lemon Oil, and Centre Cut Black Angus Beef Tenderloin with Chanterelle Mushroom Ragout. Lemon Chiffon Tart with Fresh Berries was served for dessert. The timing of speeches and the serving of the main course required tweaking and was resolved.

During M4S, the client ordered boxed lunches for 100 people each day with sandwiches including Smoked Salmon, Roasted Ham and Havarti, Roasted Chicken and Sun Dried Tomato Pesto, Black Forest Ham with Pineapple, Grilled Vegetables and Chevre. These sandwiches were served on assorted breads with individual bags of Potato Chips and Gourmet Chocolate Chip Cookies.

### Retail Department

During SIAL, Centerplate opened four concessions on the south wall including Go Fresh, Fahrenheit Grill, Princes' Deli and Pizza Pizza. Sales were steady during the lunch period, however slowed down for the remainder of the day due to the food sampling on the show floor. Move in/out were also slow.

During Mayfest Centerplate offered guests a variety of freshly made salads, sandwiches, baked goods and snacks as well as hot items such as Hot Dogs, Sausages, BBQ Pulled Pork Sandwiches with Coleslaw and Potato Chips, and Nachos with Chili, Sour Cream, Cheese, Black Olives, Green Onions and Guacamole. The event went well and the guests were happy with our food offerings. Food and beverage sales were lower than expected.

During M4S Centerplate setup a concession stand offering freshly made Pasta and Potato Salads, Hot Dogs, Montreal Smoked Meat Sandwiches and Grab and Go items, however sales were low and after speaking with the client we closed shortly after lunch.

## Cerise Fine Catering

The Cerise Team stretched its wings in the month of May hosting a wide variety of industry related social gala and corporate Canada events.

IT Service Management and their 325 delegates joined us for a two day program on May 6<sup>th</sup> and 7<sup>th</sup>. This group well utilized the technological infrastructure that the facility has become recognized for within the Event Industry in Toronto.

The return of the third annual Crohn's and Colitis Gala allowed the organization to exceed this year's expected attendance with 950 black tie guest. Guests were treated to a lavish duo entrée' menu and the zany comedy of Canada's Martin Short. The event was successful both from a fund raising and operational perspective.

Mesh Marketing held a two-day event that explored how the Web is evolving, the emergence of new and emerging trends on the 15<sup>th</sup> and 16<sup>th</sup>. Their involvement with the Allstream Centre was focused on the need to have state of the art facilities to compliment both their program and brand image. All expectations were exceeded and a return of their program is being discussed for next year.

On May 22<sup>nd</sup> Cerise hosted the Insurance and Investment Journal as they held their annual Canada Sales Congress Luncheon for 850 persons. The luncheon panel featured top masters in their ilk discussing their perspective on success from their vantage point at the top of their industry. Originally anticipated to be a 700 persons, the event excelled in attendance and favourable comments from the attendees.

Submitted by:

Submitted by:

Arlene Campbell  
General Manager, Sales & Events

Dianne Young  
CEO, Exhibition Place

## APPENDIX 'A'

### Combined Exhibition Place and Allstream Centre Financial Summary

	Statement Of Operations Highlights For the five months ended May 31, 2013					
	Actual	Current Month Budget	Fav (Unfav) Variance	Actual	YTD Budget	Variance
	\$	\$	\$			
Event Income	1,972,965	1,323,652	649,313	\$ 12,856,093	\$ 13,314,801	\$ (458,708)
Direct Expenses	255,316	176,109	(79,207)	1,527,111	1,434,579	(92,532)
Indirect Expenses	1,656,870	2,177,088	520,218	11,076,065	12,172,352	1,096,287
<b>Operating Income (Loss) before building loan interest &amp; amortization and naming fees</b>	<b>60,779</b>	<b>(1,029,545)</b>	<b>1,090,324</b>	<b>252,917</b>	<b>(292,130)</b>	<b>545,047</b>
Interest expense - Allstream Centre	151,840	151,840	-	762,203	762,203	-
Amortization expense - Allstream Centre	129,216	129,216	-	646,080	646,080	-
<b>Operating Income (Loss) before naming fees</b>	<b>(220,277)</b>	<b>(1,310,601)</b>	<b>1,090,324</b>	<b>(1,155,366)</b>	<b>(1,700,413)</b>	<b>545,047</b>
Contribution from (to) Conference Centre Reserve Fund	(92,292)	124,226	(216,518)	1,043,668	728,178	315,490
<b>Net Income (Loss)</b>	<b>(312,569)</b>	<b>(1,186,375)</b>	<b>873,806</b>	<b>(111,699)</b>	<b>(972,235)</b>	<b>860,536</b>

(1) Operating Income for the Board before interest on City loan, amortization of building improvements net of contribution from naming fees is \$252,917 compared to a budgeted Operating Loss of (\$292,130) for a favourable variance of \$545,047.

(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  
MAY 2013 AND COMPARATIVES**

	MONTH			YTD			2012 YTD	
	ACTUAL	BUDGET	VARIANCE	ACTUAL	BUDGET	VARIANCE	ACTUAL	YOY VARIANCE
Number of Events	6	2	4	25	14	11	26	(1)
	\$	\$	\$	\$	\$	\$	\$	\$
Direct Event Income	422,525	223,557	198,968	6,013,670	6,137,176	(123,506)	6,011,093	2,577
Ancillary Income	273,232	80,215	193,017	1,621,364	1,841,978	(220,615)	1,673,989	(52,626)
Advertising and Sponsorship	-	18,501	(18,500)	87,825	92,500	(4,676)	95,691	(7,867)
Rent-MLSE-Ricoh Coliseum	43,878	41,740	2,138	219,393	208,700	10,693	219,393	-
Naming Rights	101,666	101,666	-	508,333	508,333	-	508,333	-
Parking EP	349,321	162,000	187,321	3,148,367	2,636,700	511,667	2,770,963	377,404
Parking - BMO Events	44,344	104,501	(60,157)	174,321	224,422	(50,101)	253,616	(79,295)
Program Recoveries and Other	38,799	37,748	1,051	148,636	188,738	(40,102)	171,898	(23,262)
CNE Recoveries	306,933	306,933	-	306,933	306,933	-		306,933
<b>Total Event Income</b>	<b>1,580,698</b>	<b>1,076,861</b>	<b>503,837</b>	<b>12,228,842</b>	<b>12,145,480</b>	<b>83,362</b>	<b>11,704,976</b>	<b>523,865</b>
Direct Expenses	228,520	153,740	(74,780)	1,461,482	1,334,436	(127,046)	1,468,523	(7,041)
Indirect Expenses	1,475,384	1,920,134	444,750	9,970,868	10,875,089	904,221	9,565,684	405,184
Naming Rights	101,666	101,666	-	508,333	508,333	-	508,333	-
<b>Total Event Expenses</b>	<b>1,805,570</b>	<b>2,175,540</b>	<b>369,970</b>	<b>11,940,683</b>	<b>12,717,858</b>	<b>777,175</b>	<b>11,542,540</b>	<b>398,144</b>
<b>Net Income (Loss)</b>	<b>(224,872)</b>	<b>(1,098,679)</b>	<b>873,807</b>	<b>288,158</b>	<b>(572,378)</b>	<b>860,536</b>	<b>162,437</b>	<b>125,722</b>

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

	MONTH			YTD			2012 YTD	
	ACTUAL	BUDGET	VARIANCE	ACTUAL	BUDGET	VARIANCE	ACTUAL	YOY VARIANCE
Number of Events	9	[Note 1]	-	43	[Note 1]	-	59	(16)
	\$	\$	\$	\$	\$	\$	\$	\$
Direct Event Income	206,187	113,764	92,423	332,953	600,288	(267,336)	926,052	(719,866)
Ancillary Income	169,012	120,221	48,791	243,137	501,423	(258,286)	434,882	(265,870)
Parking Revenue	17,069	12,807	4,262	51,162	67,610	(16,448)	123,348	(106,279)
<b>Total Event Income</b>	<b>392,268</b>	<b>246,792</b>	<b>145,476</b>	<b>627,252</b>	<b>1,169,321</b>	<b>(542,070)</b>	<b>1,484,282</b>	<b>(1,092,015)</b>
Direct Expenses	26,796	22,369	(4,427)	65,629	100,143	34,514	113,521	86,725
Indirect Expenses	79,819	155,288	75,469	596,864	788,930	192,066	682,145	963,201
<b>Total Event Expenses</b>	<b>106,615</b>	<b>177,657</b>	<b>71,042</b>	<b>662,493</b>	<b>889,073</b>	<b>226,580</b>	<b>795,666</b>	<b>1,049,926</b>
<b>Operating Income (Loss) before building loan interest &amp; amortization and naming fees</b>	<b>285,653</b>	<b>69,135</b>	<b>216,518</b>	<b>(35,242)</b>	<b>280,248</b>	<b>(315,490)</b>	<b>688,616</b>	<b>(402,964)</b>
Interest expense	151,840	151,840	-	762,203	762,203	-	780,605	628,765
Amortization expense	129,216	129,216	-	646,080	646,080	-	646,080	516,864
<b>Operating Income (Loss) before naming fees</b>	<b>4,597</b>	<b>(211,921)</b>	<b>216,518</b>	<b>(1,443,525)</b>	<b>(1,128,035)</b>	<b>(315,490)</b>	<b>(738,069)</b>	<b>742,665</b>
Contribution from/(to) Conference Centre Reserve Fund	(92,292)	124,226	(216,518)	1,043,668	728,178	315,490	-	(92,292)
<b>Net Income (Loss) before transfers</b>	<b>(87,695)</b>	<b>(87,695)</b>	<b>-</b>	<b>(399,857)</b>	<b>(399,857)</b>	<b>-</b>	<b>(738,069)</b>	<b>650,374</b>

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 FIVE MONTHS ENDED MAY 31, 2013**

**DIRECT ENERGY CENTRE**

	<u>MONTH ACTUAL</u>	<u>YTD ACTUAL</u>	<u>PRIOR YEAR ACTUAL</u>
Attendance [Note:1]	24,400	448,830	505,535

<u>EVENT</u>	(NOTE 1) ACTUAL # OF EVENTS			(NOTE 3) NET EVENT INCOME		(NOTE 2) REFRESHMENT
	2013	2012	2011	ACTUAL	BUDGET	PER CAP'S ACTUAL
	#	#	#	\$ (IN '000'S)	\$ (IN '000'S)	\$ (IN '000'S)
Consumers Show	15	11	16	4,641	4,144	3.90
Trade Show	5	5	6	999	793	4.64
Exam	2	0	0	37	-	-
Photo/Film Shoot	1	2	0	6	-	-
Meeting/Corporate	2	8	9	2	-	-
	<u>25</u>	<u>26</u>	<u>31</u>	<u>5,685</u>	<u>4,937</u>	<u>9</u>

**ALLSTREAM CENTRE**

<u>EVENT</u>	(NOTE 4) ACTUAL # OF EVENTS			(NOTE 3) NET EVENT INCOME
	2013	2012	2011	ACTUAL
	#	#	#	\$ (IN '000'S)
Gala	3	4	0	52
Conference	12	19	9	169
Reception	0	2	0	-
Meeting	27	29	13	252
Exam	1	5	2	15
	<u>43</u>	<u>59</u>	<u>24</u>	<u>488</u>

Note: 1 Attendance estimates provided by Show Management.

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

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 - MAY 2013  
GREATER THAN \$50,000**

Cheque No	Date	Amount	Description
			\$
	01/05/2013	ADP CANADA	224,658.23 HOURLY PAYROLL
	08/05/2013	ADP CANADA	225,859.08 HOURLY PAYROLL
	14/05/2013	ADP CANADA	345,720.46 SALARY PAYROLL
	15/05/2013	ADP CANADA	186,561.55 HOURLY PAYROLL
	22/05/2013	ADP CANADA	191,201.98 HOURLY PAYROLL
	28/05/2013	ADP CANADA	337,954.59 SALARY PAYROLL
	29/05/2013	ADP CANADA	143,116.94 HOURLY PAYROLL
10244	05/05/2013	CITY OF TORONTO	58,564.31 CEO SALARY 1ST QTR 2013
10271	13/05/2013	CITY OF TORONTO	78,647.47 PREMIUM FOR DENTAL LIFE FOR MAY 2013
10330	24/05/2013	CANADA CUSTOMS AND REVENUE AGENCY	242,270.96 H.S.T. REMITTANCE FOR APRIL 2013
10326	21/05/2013	TORONTO HYDRO	289,936.18 HYDRO APRIL 2013
10316	21/05/2013	OMERS	295,812.00 APRIL 2013 REMITTANCE
		<b>DISBURSEMENTS OVER \$50,000</b>	<b>2,620,303.75</b>
		<b>OTHER DISBURSEMENTS</b>	<b>669,483.89</b>
		<b>TOTAL DISBURSEMENTS</b>	<b>3,289,787.64</b>

**The Board of Governors of Exhibition Place  
BALANCE SHEET  
As at MAY 31, 2013**

	<b>2013 YTD</b>	<b>2012 LTD</b>
	<b>May</b>	<b>May</b>
<b>FINANCIAL ASSETS</b>		
CASH	1,677,689	2,216,775
SHORT-TERM INVESTMENTS	6,400,000	3,900,000
TRADE ACCOUNTS RECEIVABLE	3,537,528	4,170,393
ALLOWANCE FOR DOUBTFUL ACCOUNTS	(399,281)	(450,862)
NET ACCOUNTS RECEIVABLE	3,138,247	3,719,531
DUE FROM /TO EXHIBITION PLACE - CNEA	670,746	1,072,689
SALES TAX RECOVERABLE	110,580	103,009
OTHER RECEIVABLE	1,440,525	1,084,683
RECEIVABLE FROM THE CITY OF TORONTO	7,502,116	7,373,263
RECEIVABLE FROM THE CITY OF TORONTO - CAPITAL	345,305	505,135
	-----	-----
<b>TOTAL FINANCIAL ASSETS</b>	<b>21,285,207</b>	<b>19,975,085</b>
	=====	=====
<b>LIABILITIES</b>		
ACCOUNTS PAYABLES - TRADE	245,703	605,637
ACCRUED LIABILITIES	3,180,707	3,481,564
SALES TAX PAYABLE	373,135	422,203
CONFERENCE CENTRE RESERVE FUND	490,999	486,667
DEFERRED REVENUE	4,688,524	5,259,834
OTHER CURRENT LIABILITIES	704,920	843,166
EMPLOYEE BENEFITS PAYABLE - PSAB	9,004,270	8,607,046
OTHER LIABILITIES	518,717	484,454
LOAN PAYABLE - ERP PROJECTS	7,242,714	7,701,779
GOVERNMENT ASSISTANCE	1,585,314	1,732,831
LOAN PAYABLE- FCM CAPITAL ASSET	1,770,570	1,854,255
LOAN PAYABLE- CONFERENCE CENTRE ASSET	36,350,246	36,999,429
NET INCOME (LOSS) CURRENT	(111,699)	(575,632)
PRIOR YEAR SURPLUS	913,991	360,423
	-----	-----
<b>TOTAL LIABILITIES</b>	<b>66,958,112</b>	<b>68,263,659</b>
	=====	=====
<b>NET DEBT</b>	<b>45,672,905</b>	<b>48,288,574</b>
	=====	=====
<b>NON-FINANCIAL ASSETS</b>		
INVENTORIES	77,394	100,791
PREPAID EXPENSES	127,024	112,580
STEP UP RENT/OTHER RECEIVABLE	1,301,798	1,333,741
FIXED ASSETS		
EQUIPMENT	55,532,284	55,532,284
ACCUMULATED DEPRECIATION - EQUIPMENT	11,365,594	8,790,822
EQUIPMENT - NET	44,166,689	46,741,462
	-----	-----
<b>TOTAL NON-FINANCIAL ASSETS</b>	<b>45,672,905</b>	<b>48,288,574</b>
	=====	=====



## Summary of Sole Source Commitment Activity by Reason - May 1, 2013 to June 18, 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 May 1, 2013 to June 18, 2013 total is \$61,074.00. The percentage of dollar value of sole source purchasing activity for goods and services compared to the total purchasing expenditures of \$531,088.10 is 11.5% for this period. The revised annual percentage year to date is 6.1% on purchasing expenditures of \$2,725,829.51.

### EP Program

Reason for Sole Source	Number of Commitments	Number of Suppliers	Total Value
Match Existing Equipment/Service	2	2	\$ 44,304.00
Specialized Services	2	2	\$ 12,910.00
Ensure Warranty Maintenance	0	0	\$ -
Emergency	0	0	\$ -
Time Constraints	0	0	\$ -
Bridging Contract	0	0	\$ -
Proprietary/Trademark/Patent	1	1	\$ 3,860.00
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)	0	0	\$ -
<b>Total</b>	<b>5</b>	<b>5</b>	<b>\$ 61,074.00</b>

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.