

Item No. 5



Management Report
for
The Board of Governors of Exhibition Place
January 2013

Executive Summary

\$ 000's	Month			2012
	Actual	Budget	Variance	
Revenues	20	26	(6)	21
Expenses	(200)	(245)	45	(195)
Operating Profit / (Loss)	(180)	(219)	39	(174)

- For the month ending January 31, 2013, the Operating Loss before Depreciation, Incentives and Rebates for BMO Field of \$180K was \$39K favourable to budget.
- Total revenues of \$20K for the month were \$6K unfavourable to budget.
- Total operating expenses of \$200K for the month were \$45K favourable to budget mainly due savings in supplies and services (\$33K) and full time salaries (\$10K).

Events hosted by BMO Field:

	Month		
	Actual	Plan	Variance
TFC Games (MLS, Friendlies & CONCACAF)	-	-	-
CSA Games	-	-	-
International Games	-	-	-
TOTAL	-	-	-
Field Rental Hours	-	-	-

January 2013 Financials

BALANCE SHEET

The following provides an analysis of key balance sheet items:

- Cash of \$1.3M decreased by \$558K from January 31, 2012 due to incentives, rebates and excess cash distributions to the owners of \$1.1M partially offset by cash from operations of \$540K.
- Accounts receivable of \$908K was made up primarily of the BMO Field Suite Licenses (\$751K), other operating receivables (\$97K), the capital reserve receivable from the City of Toronto (\$42K), and MLSE receivables (\$20K).
- Subsequent receipts as of February 14th were \$45K. BMO Field is currently monitoring receivables and one collection issue was identified relating to a 2012 Suite Licenses fee which has already been provided for.

- The year over year decrease in accounts receivable of \$552K was due primarily to fewer suites sold for the 2013 season versus the 2012 season and faster collections of 2013 BMO Suite Licenses (\$350K), capital reserve receivable from the City (\$95K), other operating receivables (\$92K), and MLSE receivables (\$14K).
- Accounts payable and accrued liabilities of \$573K were primarily made up of general liabilities (\$249K), operating payables (\$218K), MLSE cost recoveries (\$53K) and non-renewal suite holder deposits payable (\$52K).
- The year over year decrease in accounts payable and accrued liabilities of \$697K was due primarily to a liability resulting from negotiations with the CSA (\$409K), timing of the payment for the 2011 capital reserve fund to the City of Toronto (\$400K), operating payables (\$45K) and MLSE cost recoveries (\$10K) partially offset by an increase in general liabilities (\$168K).
- Incentives & rebates payable of \$388K will be paid upon completion of the year-end audit. The year over year decrease was attributable to higher operating profits in 2011 resulting primarily from the one time CSA settlement agreement.

PROFIT & LOSS

The operating loss for the month ending January 31, 2013 of \$180K was \$39K favourable to budget. The following provides an analysis of the significant variances in the year.

- Full-time salaries and benefits were \$11K favourable to budget primarily due to vacancies.
- Supplies and services expenses were \$33K favourable to budget mainly due to savings in contracted building security (\$9K) and IT costs (\$3K) coupled with the timing of expenses of field maintenance (\$7K), trade labour and supplies (\$5K), uniform expenses (\$5K), and general maintenance (\$3K).

Submitted by:

Peter Church
General Manager
BMO Field

BMO FIELD
BALANCE SHEET
as at January 31, 2013

	<u>January 31, 2013</u>	<u>January 31, 2012</u>
ASSETS		
Current Assets		
Cash	\$ 1,335,952	\$ 1,894,434
Accounts receivable	908,372	1,460,833
Taxes recoverable	5,849	44,422
Prepaid expenses & deposits	37,994	109,624
Inventory	18,002	25,199
	<u>2,306,169</u>	<u>3,534,512</u>
Capital Assets	32,020	24,659
	<u>\$ 2,338,189</u>	<u>\$ 3,559,171</u>
LIABILITIES AND RETAINED EARNINGS		
Current Liabilities		
Accounts payable and accrued liabilities	\$ 572,839	\$ 1,269,742
Deferred revenue	994,234	1,096,915
Incentives & rebates payable	387,943	568,043
	<u>1,955,016</u>	<u>2,934,700</u>
Long-Term Suite Deposits	196,896	243,159
Retained Earnings	186,276	381,312
	<u>\$ 2,338,189</u>	<u>\$ 3,559,171</u>
STATEMENT OF RETAINED EARNINGS		
Opening Retained Earnings	\$ 368,252	\$ 556,839
Operating Loss	(181,976)	(175,527)
Closing Retained Earnings	<u>\$ 186,276</u>	<u>\$ 381,312</u>

BMO FIELD
INCOME STATEMENT
For the One Month Ending January 31, 2013

	Month			2012
	Actual	Budget	Variance \$	
Revenues				
Contra Sponsorship	-	2,500	(2,500)	117
Other Usage Fee	20,031	20,231	(200)	19,834
Other Revenue	-	3,302	(3,302)	904
Total Revenues	\$ 20,031	\$ 26,033	\$ (6,002)	\$ 20,855
Expenses				
Cost of Goods Sold	\$ (313)	\$ -	\$ 313	\$ (165)
Full-Time Salaries	50,230	59,957	9,727	38,218
Benefits	9,457	11,151	1,694	7,594
Travel and Entertainment	-	1,600	1,600	335
Supplies and Services	42,922	75,892	32,970	43,719
Insurance	11,625	11,625	-	11,625
Utilities	21,951	22,000	49	31,753
Capital Reserve	34,640	34,986	346	34,300
Management Fee	18,873	19,072	199	18,698
Other	10,513	8,630	(1,883)	8,938
Total Operating Expenses	\$ 199,898	\$ 244,913	\$ 45,015	\$ 195,015
Operating Loss before Depreciation, Incentives & Rebates	\$ (179,867)	\$ (218,880)	\$ 39,013	\$ (174,160)
Depreciation	2,109	3,333	1,224	1,367
Operating Loss before Incentives & Rebates	\$ (181,976)	\$ (222,213)	\$ 40,237	\$ (175,527)
Incentives & Rebates	\$ -	\$ -	\$ -	\$ -
Operating Loss	\$ (181,976)	\$ (222,213)	\$ 40,237	\$ (175,527)
Gross Margin %	0.0%	0.0%	0.0%	0.0%

**BMO FIELD
STATEMENT OF CASH FLOWS**

NET INFLOW (OUTFLOW) OF CASH RELATED TO THE FOLLOWING ACTIVITIES	One month ending	
	January 31, 2013	January 31, 2012
OPERATING	\$ (243,494)	\$ (550,007)
FINANCING	(43,808)	-
	\$ (287,302)	\$ (550,007)
Net Cash Inflow during the period		
Cash, beginning of period	1,623,254	2,444,441
Cash, end of period	\$ 1,335,952	\$ 1,894,434
 OPERATING		
Operating loss after incentives and rebates	\$ (181,976)	\$ (175,527)
Amortization of capital assets	2,109	1,367
Cash used by non cash working capital items	(63,627)	(375,847)
	\$ (243,494)	\$ (550,007)
 FINANCING		
Long-term deposits	\$ (43,808)	\$ -
	\$ (43,808)	\$ -
 Changes in non-cash working capital balances related to operations		
Accounts receivable	\$ (557,238)	\$ (1,029,102)
Taxes recoverable	390	(10,804)
Prepaid expenses	(34,009)	(72,060)
Inventory	-	(2,312)
Accounts payable and accrued liabilities	(430,777)	(358,484)
Deferred revenue	958,007	1,096,915
Cash used in operating activities	\$ (63,627)	\$ (375,847)