



# Exhibition Place

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## Management Report October 31, 2012

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## Executive Summary

- Combined Operating Income for Exhibition Place and Allstream Centre for the ten months ended October 31, 2012 before net naming fees, building loan interest and amortization expense for the Allstream Centre was \$137,626 compared to a budget (loss) of (\$1,578,398) for a favourable variance of \$1,716,024.
- Net Income (loss) for Exhibition Place and Direct Energy Centre for the ten months ended October 31, 2012 was (\$449,866) compared to a budget (loss) of (\$1,605,838) for a favourable variance of \$1,155,972 primarily due to lower utilities, lower grounds maintenance due to minimal snow, warmer weather and building operating costs.
- Operating Income before interest and amortization expense for Allstream Centre for the ten months ended October 31, 2012 was \$587,492 compared to a budget of \$27,440 for a favourable variance of \$560,052.
- In September and October the Sales & Marketing team secured 41 new events for Exhibition Place.
- As of October 31, 2012 Exhibition Place staff have serviced 261 events compared to 241 in 2011 and 229 in 2010. In addition staff continue to support the tenant events on the grounds and the public's use of the parkland.
- In October, the management team of Centerplate, in partnership with Olympus Partners, purchased the company from majority owner, Kohlberg and Company.
- Exhibition Place's Recognition Committee received a record-setting 121 staff nominations for the August/September period.

## October 2012 Financials for Exhibition Place and Allstream Centre

**Combined Operating Income for Exhibition Place and Allstream Centre for the ten months ended October 31, 2012 before net naming fees, building loan interest and amortization expense for the Allstream Centre was \$137,626 compared to a budget (loss) of (\$1,578,398) for a favourable variance of \$1,716,024.**

### Exhibition Place

Net Income (loss) for Exhibition Place and Direct Energy Centre for the ten months ended October 31, 2012 was (\$449,866) compared to a budget (loss) of (\$1,605,838) for a favourable variance of \$1,155,972 primarily due to lower utilities, lower grounds maintenance due to minimal snow, warmer weather and building operating costs.

- Rental income from events of \$6,442,098 is favourable to budget by \$312,215 primarily due new unbudgeted events from Exhibition Place grounds such as Beer Festival, Becel Ride for Heart and Ride to Conquer Cancer.
- Electrical net services of \$887,062 are unfavourable to budget by (\$18,783).
- Food & Beverage concessions of \$647,420 are unfavourable to budget by (\$101,192) primarily due to less than budgeted corporate events.
- Telecommunications net services of \$317,957 are unfavourable to budget by (\$10,958).
- Show services from third party billings at \$3,435,637 are favourable to budget by \$470,976 with corresponding increase in related show expenses of \$445,919 for a net favourable variance of \$25,057 primarily due higher than budgeted costs from some of the larger events such as CFA Exam.
- Parking revenues at \$5,115,242 are favourable to budget by \$259,667 primarily due to sold out concerts at Ontario Place and higher than budgeted games and attendance for Toronto Marlies at RICOH and higher than budgeted BMO Field parking because of added CSA World Cup qualifying games.

Parking expenses are unfavourable to budget by (\$237,621) to reflect additional revenue stream and installation of new credit card software for a total net unfavourable variance after expenses of (\$22,046).

- Program recoveries and interest income at \$350,499 is unfavourable to budget by (\$38,525) primarily due to lower than budgeted interest income and an net unfavourable variance from BMO Field and Ricoh Coliseum recoveries due to lower level of services.
- Advertising and Sponsorship revenue within the Direct Energy Centre at \$183,035 is unfavourable to budget by (\$8,270).
- Direct and indirect expenses at \$23,145,344 are favourable to budget by \$774,216 primarily due to lower utilities due to the energy savings initiatives and warmer weather, lower operational maintenance costs and timing of marketing and sales expenditures. 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 - 2012 Year to date Combined Operating Income results for Allstream Centre and Exhibition Place for the ten months ended October 31, 2012 before interest expense and naming rights are higher than the corresponding period in 2011 due to budget timing of new events and additional energy savings due to warmer weather year over year.

Direct Energy Centre accounts receivable as at October 31, 2012 was \$1,769,850 consisting primarily of:

- \$1,226,615 owed as contractual deposits for future events of which nil has been received after November 2, 2012.
- \$266,866 for services on completed events of which nil (\$0) has been received after November 2, 2012.
- \$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 (\$0) has been received after November 2,, 2012.

Exhibition Place accounts receivable as at October 31, 2012 was \$1,021,436 consisting primarily of:

- \$292,627 owed by tenants of which \$6,331 (2%) has been received after November 2,, 2012.
- \$179,054 owed by City for various capital and cost reimbursements.
- \$162,856 owed by BMO Field for payroll costs of which nil (\$0) have been received after November 2, 2012, 2012.
- \$73,434 for show services on completed events of which nil (\$0) has been received after November 2, 2012.

### Allstream Centre

Operating Income before interest and amortization expense for Allstream Centre for the ten months ended October 31, 2012 was \$587,492 compared to a budget of \$27,440 for a favourable variance of \$560,052.

- Rental income was \$1,240,967 compared to a budget of \$752,218 for a favourable variance of \$488,749 primarily due to new events.
- Food & Beverage concessions of \$599,100 are favourable to budget by \$47,341 primarily due to new business.
- Show services from third party billings at \$810,248 are unfavourable to budget by (\$106,868) primarily due to additional costs to deliver show services.

- Direct and indirect expenses at \$1,594,307 are favourable to budget by \$71,636 primarily due to lower PMD show costs, lower utilities due to the energy savings initiatives and lower operational maintenance costs and timing of marketing and sales expenditures. 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, 2012 was \$205,461 consisting primarily of:

- \$78,095 owed as contractual deposits for future events, of which nil (\$0) has been received as of November 2, 2012.
- \$98,138 for services on completed events.
- \$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

### September/October Sales Effort

During this period, our Sales & Marketing team secured 41 new events for Exhibition Place. The events are categorized as follows:

- 29 meetings & conventions
- 4 trade and consumer shows
- 2 banquet/receptions
- 2 film/photo shoots
- 4 other

### September/October Sales Summary

New events held during this time period included ExpoCycle 2012, Wendy's Restaurant of Canada – Marketing Strategic Planning Session, Activation Area for 2014 FIFA World Cup Brazil Qualifier Canada's Men's National Team, Softchoice SLT Planning Offsite, Canadian Wireless trade Show, The Canadian Payroll Association National Payroll Week Breakfast, Mitsubishi High Test Performance Solutions September meeting, Basecamp parking for Immortal Instruments Feature Film, Total Power limited product launch, Europe Now tradeshow, Brides in the City, IAAPA Safety Institute, Chinese Professionals Association of Canada – 20<sup>th</sup> Anniversary Celebration, The Business Franchise and Investment Fall Expo, TPS Private Schools Conference, Covert Affairs TV Series Film Shoot, Kraft Canada, Discover America Day & TravXchange, CRFA Advisory Committee Meeting, CAEM Executive Forum, MPI Toronto Chapter – October Signature Series – Human Connection, Quick Play Media Inc., AIIM ECM Seminars, HCC Meeting, Canadian Wind Energy Association Conference, Circo De Bakuza – Bell Gala, Activation Area for Canada vs. Cuba Final Home Match, Mazda National Dealer October Meeting, Nordex USA Inc., Acciona Windpower North America Meeting, NextEra Energy Canada, ULC, RES Americas Interviews, WESNet AGM, RCO Annual Awards Dinner, GL Hassan Canada Inc., Canada Pension Plan Investment Board Meeting, HEALTH TRANSFORMATION: Partnering to Accelerate Best Care Conference, EMC Forum Toronto, OPSBA – Summit on Children and Youth Mental Health, and Climb the Turbine TREC Event.

### CAEM Executive Forum

Exhibition Place hosted the CAEM Executive Forum on October 3<sup>rd</sup> at Allstream Centre. Exposition and event professionals gathered for a first-class Forum and Luncheon sponsored by Exhibition Place. The Canadian Association of Exposition Management's strategic goal is to build relationships with affiliated

organizations within the exposition and associated events industry. This was CAEM's second Executive Forum and Luncheon, both of which were hosted at Allstream Centre, and was a great success.

### Business Travel

Barbara Outschoorn, Stephanie Lander and Don Leddy attended the CSAE Trillium Chapter Awards Gala on September 27<sup>th</sup>. This annual event attracted well over 100 industry professionals and served as a continuation of our efforts to tap into the Toronto Association market. Don has participated as a committee member for the past two events.

Joy Leonte attended the IMEX North America tradeshow with Tourism Toronto in Las Vegas October 9<sup>th</sup> to 11<sup>th</sup>. This event is billed as the largest industry tradeshow in North America and featured 2,000 hosted buyers from around the world. Follow-up on leads that came from this event is underway.

### Publicity

#### Direct Energy Centre

- News Report during this period included **76** hits for Direct Energy Centre. Stories included: CNE; Wireless Expo; Weekend to End Cancer; Weekend Events; Print World; IIDEX; Woodworking Show; Toronto Bridal Show; Brides in the City; CanWea; Toronto Waterfront Marathon
- Direct Energy Centre was included in September issue of Tourism Now upcoming events listings for the Fall Home Show

#### Allstream Centre

- News Report during this period included **11** hits for Allstream Centre. Stories included: Things to do; LEED Silver Certification
- The Marketing Department produced a press release titled "Allstream Centre Achieves LEED Silver Certification" after holding a media launch on Oct 1 held at Allstream Centre.
- The press release was picked up by International Association Venue Managers Inc online news, Ignite magazine, GMI Portal (formerly Conworld.net), Meetings Focus online Magazine and Yonge Street Media online.
- Allstream Centre ran a Box Ad in the October 3 e-spark online newsletter of Ignite magazine.

#### Exhibition Place

- News Reports for this period include **92** hits for Exhibition Place. Stories Included: Things to do; Ontario Place; PanAM Games; Labour Day parade; Fall Home Show; Toronto Urban Legends; Royal Agricultural Winter Fair; Toronto Ski Show; Casino; Road Closures; Honda Indy
- Exhibition Place was mentioned in an article titled "District Energy a Powerful Opportunity for Toronto" written by Tyler Hamilton for the Toronto Star online news.

#### Twitter Mentions

- Total number of mentions for Exhibition Place, Direct Energy Centre and Allstream Centre on social media Twitter Feed is: **576**

## Event Management Services

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

SEPTEMBER	
Exhibitions/Meetings/Conventions/Corporate Events	
<ul style="list-style-type: none"> <li>▪ Expo Cycle</li> <li>▪ Weekend to End Breast Cancer</li> <li>▪ Canadian Wireless</li> <li>▪ IIDEX / Neocon</li> <li>▪ Fall Home Show</li> <li>▪ Europe Now</li> <li>▪ Business Franchise Show</li> <li>▪ Brides in the City</li> </ul>	<ul style="list-style-type: none"> <li>▪ Wendys' Restaurant (AC)</li> <li>▪ Softchoice Meeting (AC)</li> <li>▪ Canadian Payroll Association Breakfast (AC)</li> <li>▪ Performance Solutions (AC)</li> <li>▪ Canadian Professional Association (AC)</li> <li>▪ IAAPA Safety Institute (AC)</li> <li>▪ TPS Private Schools Conference (AC)</li> <li>▪ Franklin Covey Associate Leadership (AC)</li> </ul>
OCTOBER	
Exhibitions/Meetings/Conventions/Corporate Events	
<ul style="list-style-type: none"> <li>▪ NCA Exams</li> <li>▪ Covert Affairs Film Shoot</li> <li>▪ Kraft Canada</li> <li>▪ Circo de Bakuza</li> <li>▪ Toronto Ski Snowboard and Travel Show</li> <li>▪ Paralegal Exams</li> <li>▪ Run Expo</li> <li>▪ CanWea</li> <li>▪ Screemers</li> <li>▪ Bicycle Blowout Sale</li> <li>▪ Ontario college Information Fair</li> <li>▪ Zoomers</li> <li>▪ Eid ul Adha Prayer and Party</li> <li>▪ Softchoice People Planning (AC)</li> <li>▪ NCA Exams (AC)</li> <li>▪ Discover America (AC)</li> <li>▪ Kraft Canada (AC)</li> <li>▪ CRFA Advisory Committee Meeting (AC)</li> <li>▪ CAEM Executive Forum (AC)</li> </ul>	<ul style="list-style-type: none"> <li>▪ MPI Toronto Chapter (AC)</li> <li>▪ Quick Play Media (AC)</li> <li>▪ HCC Meeting (AC)</li> <li>▪ AIM ECM Seminars (AC)</li> <li>▪ Mobile Sources Technical Review Forum (AC)</li> <li>▪ Franklin Covey Choices (AC)</li> <li>▪ CMA Exams (AC)</li> <li>▪ RES Americas Interviews (AC)</li> <li>▪ Mazda National Dealer Meeting (AC)</li> <li>▪ CanWea (AC)</li> <li>▪ Wesnet AGM Meeting (AC)</li> <li>▪ Canada Pension Plan Investment Board Meeting (AC)</li> <li>▪ Recycling Council of Ontario (AC)</li> <li>▪ International Conference on Residency Training (AC)</li> <li>▪ Health Transformation (AC)</li> <li>▪ ECM Select Roadshow (AC)</li> <li>▪ OPSBA Summit on Children and Youth Mental Health (AC)</li> </ul>

### Event Services

Event Services staff were extremely busy during September and October, servicing over 50 events, including meetings. A couple of the newer events to Exhibition Place included Expo Cycle, Canadian Wireless Trade Show and Europe Now. Our experienced staff were able to identify and implement savings for these new clients and streamline the whole event process.

During October we hosted Kraft Canada, a last minute booking, and Circo de Bakuza, Bell Canada's charity gala for promoting mental health awareness. Staff did an excellent job and the client was extremely happy with their event.

Due to the construction on Dufferin Street, the Director, Jeff Gay, arranged with City of Toronto Transportation for traffic to flow one way to make it easier for patrons to attend the Toronto Ski, Snowboard and Travel Show. The Ontario College Information Fair added a move in day this year, which proved to be tremendously helpful in the preparations. Centerplate supplied additional concessions as well. This also contributed to a very successful event.

### Exhibitor Services

Exhibitor Services managed 16 events during the months of September and October. In addition, staff prepared for the Royal Agricultural Winter Fair (RAWF). This year, RV parking for the RAWF required much more preparation as the RV parking layout changed from previous years. Staff are also preparing for the Print Show, which usually has more technical and detailed power requirements than other events.

### Allstream Centre

Allstream Centre hosted seven events in September, including return events such as Wendy's, Softchoice, Canadian Payroll and Mitsubishi. A new event, the Chinese Professional Association Gala, went extremely well.

Twenty-two events were hosted in October, as well as 8 sponsor rooms booked through CanWEA. We had great feedback from the CanWEA client. NCA, Softchoice, Quick Play, HCC, AIIM, and the Recycling Council all return to Allstream Centre after previously having successful events in the venue. KRAFT Canada was a last minute booking which resulted in rooms being changed for currently booked events, due to noise concerns. KRAFT's event was fabulous and the client was very pleased.

Overall, September through to October was a very busy time. All our clients were happy with our services and the food and beverage, as evidenced by customer surveys returned.

### Centerplate Ownership Change

In October, Des Hague, President and CEO of Centerplate, and the management team of Centerplate, in partnership with Olympus Partners, purchased the company from majority owner, Kohlberg and Company.

The changes of ownership respecting Centerplate are such that Centerplate has become a wholly owned subsidiary of Centerplate Holdings Corp.

Section 17.3.4 of the Agreement between the Board and Servomation (Centerplate) provides that *no Board approval is required* in the circumstances set out in that section, i.e. assignment to an affiliate of Centerplate or an entity purchasing all or substantially all of Centerplate's equity.

By way of Centerplate's letter dated September 14, 2012 to the Exhibition Place CEO, Centerplate has complied with the notice requirements of section 17.3.4. In accordance with that section, the new owner, Centerplate Holdings Corp. must agree to be bound by all of the terms and conditions of the Agreement.

### Parking

Parking activity for the September/October period was up slightly from the same period last year, with parking for new shows replacing that lost from bi-annual and discontinued shows. Parking also saw increased activity from Ontario Place concerts and from programming on their lots.

## IT/Telecommunications

IT/Telecommunications was busy providing various services in Allstream Centre and Direct Energy Centre during September and October. Events such as Canadian Wireless World and CanWea utilized significant bandwidth both via WIFI and over hardwired connections.

IT/Telecommunications staff presented a “lunch and learn” session on September 19<sup>th</sup> for Exhibition Place staff, which provided overviews on various areas supported by the department. Topics covered included WIFI, Network distribution, CNE security cameras, telephony and the new time clock management system.

IT/Telecom has been actively researching cost effective solutions for providing real time system redundancy for our Microsoft Exchange Server. The Exchange server provides email, calendar, contact, task and folder resources that are critical organizational data needs. Staff assessed 3<sup>rd</sup> party cloud solutions as well as locally hosted hardware/software solutions. Appasure from DELL was selected as the solution to provide the virtualized replication and recovery system. This solution’s cost was significantly less than a cloud based replication system and due to the availability of data closets in alternate buildings provided equal or greater data security.

## Building Operations

### Mechanical

- Repaired Go Gourmet roll up door Industry Building roll up door numbers 40/20/53/1B
- Ongoing construction for movement of cleaning room to accommodate new offices
- Repaired floor in Hall A and general damages after move out of CNE
- Prepared for RAWF move in
- Painted parking lines in the underground parking lot
- Winterizing of irrigation & outside water sources fed from Direct Energy Centre
- Chiller decommission & Boilers commissioning for heating season
- Installed new photo sensor on east entrance of the underground parking lot

### Electrical

- Replaced potential transformers and current transformers Carma Metering
- Changed Encelium lighting relay in underground garage and repaired west parking arm
- Replaced ballast at room F2 in the East Annex
- Checked all Air Curtain Motors
- Wired key switch for projector Salon109
- Replaced key switches of Hufcor doors
- Hooked up pump motor East Annex boiler room
- Repaired all Loading Dock outside lighting and replaced the burnt out lamps in Safe Room
- Replaced ground fault circuit interrupter receptacle on roof
- Repaired exhaust fan in Industry building
- Fixed power issue for the Hall D escalator
- Tested Hot box drops in the Centerplate kitchen
- Checked HVAC units East and West Annex



## Facility Services

The Facility Services team worked diligently in September and October planning and overseeing the delivery of services. Below are activities and projects that are completed or are currently in progress:

- Completed a turnover in Ricoh involving the removal of ice surface, seating, boards and glass in preparation for the RAWF.
- Washed down and disinfected the two floors of the Horse Palace in preparation for the RAWF, also wiping down the ceiling and light shades.
- Participated in the Dixie/Bloor Job Fair this autumn with an aim of increasing our pool of Cleaning employees in preparation for the RAWF.
- Provided orientations and work assignment training for approximately 30 new Cleaners for the RAWF, with the assistance of our Health & Safety representative.
- Held an information session for our Cleaning members involving interactive discussions on topics such as the Pan Am Games, the hotel project, Ontario Place, new uniforms, our Leadership in Energy and Environmental Design (LEED) initiatives and our current waste diversion rates.
- Ordered in more uniforms to accommodate the extra casual cleaners required for the RAWF.
- Re-sealed Hall A and Heritage Court floors in preparation for Bell Canada's Circo de Bakuza gala.
- Successfully provided IATSE services for Circo De Bakuza, which was a great opportunity to highlight the skills and professionalism of our IATSE staff. The event took place in Hall A and Heritage Court, with 200+ rigging and motor points, multiple screens, automated scenery and properties. The skill level and attention to detail provided by our staff was noted by the client.
- Created and implemented a new production assessment form to be completed on IATSE calls. This form is a valuable tool which calls attention to safe working procedures and serves to better communicate equipment issues and hazards.
- Created a LEED Pest Control policy for Direct Energy Centre, which is being presented to Senior Management for further approval.
- In the process of completing LEED waste management and soft landscaping policies.
- Continue to work toward 3R certification in conjunction with the Recycling Council of Ontario.
- Researched and found a company, *ESP Solutions*, that will take all of our polystyrene material waste. The polystyrene will be re-used to fabricate items such as clothes hangers, park benches, flower pots, toys, rulers, seeding containers, picture frames and architectural moldings.
- Returned 100 stainless steel three-stream waste receptacles to Core Media, a CNE sponsor which assisted in our waste diversion efforts.
- Conducted a major post cleaning in the Food Building which was inspected by *NORAXX Inspections*, food safety management, on behalf of the Canadian National Exhibition.
- Completed a thorough wash-down of the entire underground garage, utilizing irrigation system.
- Removed the Casino video infrastructure before the upgrades to the Better Living Centre. The re installation will allow us to re run the infrastructure in a more efficient manor, eliminating redundancies, in the years ahead.
- Demolished several ticket booths and concession stands that were no longer required, separating the various materials before disposing, in an effort to clear up parking spaces in Lot P.
- Completed a comprehensive inventory of all Technical Services assets and streamlined storage locations for greater delivery of service to our clients and tenants.
- Scheduled the maintenance of projectors and battery backup systems to extend the life of equipment and maintain our ability to services needs of current and future clients.
- Rectified issues with the Industry Building paging system following the *Siemens* upgrade of the Fire and Life safety System. All paging systems up and ready in time for the RAWF.

- Continue to complete and document weekly maintenance of the children's playground in Centennial Square Park.
- Requested Toronto Parks and Recreation to remove many of our plantings around Direct Energy Centre and transfer them to green house for safe keeping during the winter season.

## EXcellence in Action

In September Jim Lee was invited by the IAEE 2013 Awards Committee to serve a second term on the committee and has agreed to continue on their team.

Deborah Hunt wrote in her Client Satisfaction Survey for National Payroll Week, which took place on September 13<sup>th</sup> in Allstream Centre: "Food and Beverage was great and we had excellent feedback from our attendees" and "Great service and support from the Allstream team which lead to a successful event."

Jennifer Monteith received an email from Blaine Rosenberg on September 22<sup>nd</sup> which read "... I wanted to thank you, for your kindness, and efficient service you showed toward me on September 22, 2012 at the National [sic] Home Show [...] This writer is not easily impressed, however you went over the top and I must admit that I was really taken by all of your gestures and attitude from the moment we met, up until I departed the site."

Natalee Coy of the NCA Exams, which took place from October 1<sup>st</sup> to 3<sup>rd</sup> in Allstream Centre, wrote in her Client Satisfaction Survey: "I personally enjoy working with Kathy Treanor as she is familiar with a lot of our procedures and knows exactly what is needed. "

Iris Ng with KRAFT Canada, which took place on October 3<sup>rd</sup>, wrote the following in her Client Satisfaction Survey regarding Direct Energy Centre; "Both Sandra's [sic] from Centerplate were great to work with [...]." Regarding Allstream Centre, Ms. Ng wrote: "Cerise worked very closely with us to ensure that an ideal custom menu was created to accommodate our products and the theme of our event." and "Allstream Centre is always a pleasure to work with. Your staff is courteous, efficient and go above and beyond to ensure our event runs successfully".

Ana Moya of the Expert Roundtable on Emerging Light-Duty Vehicle Technologies, which took place in Allstream Centre on October 11<sup>th</sup>, wrote in her Client Satisfaction Survey: "Great experience mainly due to the staff who were always listening to our requests, willing to make suggestions and meeting our needs." She also wrote that the F&B was "Outstanding, above average. Appreciated the healthy options."

Fedra Hoxha of the Health Council of Canada sent an email dated October 15<sup>th</sup> to Don Leddy and Victoria Port to say "Thank you for accommodating us this year and helping make our event successful. All I heard was praise of the venue and the service so I wanted to pass that on to you and your team."

Alba Mercury, Geoff Mak , Craig Shepherd and Brett Fitzpatrick all received email dated October 18<sup>th</sup> from Anne Bertrand which read "On behalf of Circo de Bakuza, please accept our heartfelt thanks for your terrific hospitality during our stay at the Direct Energy Centre. Your unwavering support during pre-production and while on site was a major contribution to the success of Bell Event 2012. Special

thanks also to Ron, David, Ed and the whole Exhibition Place team. Looking forward to working with you again in future”

Diane Blackburn of the Recycling Council of Ontario sent an email dated October 23<sup>rd</sup> to Doris Bertrand and Nancy Kloek to say “On behalf of the RCO board, staff and all the guests who attended our Awards gala at Allstream last Thursday, thank you for a great evening. As in every event, large or small that we have hosted at your venue, the service has been stellar and no detail is left to chance. The food is always divine, so please send our compliments to your chef and his staff. [...] Please thank all of the wait staff who move things along so efficiently; I actually overheard guests commenting on how good they were. [...] From my point of view as the event organizer I can always depend on the Allstream Center to deliver whatever I need and to anticipate the little details that sometimes go astray. I hope that we will be collaborating again very soon.”

Laura Purdy received an email dated October 24<sup>th</sup> from Brad Jersey of Airport Marketing Income - an Opus Solutions Company regarding his experience at Allstream Centre: “Thank you again for the fabulous service for Opus the past few weeks with our clients; EMC and Salesforce. The comments my team made were genuine. They love working with your team and love the property.”

Katie Sellers of Zoomer Lifestyle Show, which took place on October 27<sup>th</sup> and 28<sup>th</sup>, wrote in her Client Satisfaction Survey: “It was a great experience! I changed things around at the last minute and CenterPlate was VERY accommodating of my last minute changes” and “I had a great experience working with the Direct Energy Centre. All of the staff (especially Jim) were very accommodating of any last minute changes that needed to be added or adjusted.”

Nancy Kloek, Doris Bertrand and Ed Wall received an email dated October 29<sup>th</sup> from Susan Weinberg of Ontario Public School Boards’ Association: “Thank you all for the part you played in making the Summit run so smoothly. Your calm efficiency and patience during the event were very much appreciated. I couldn’t have done it without you!!”

David Brown of CCR Solutions sent an email dated October 30<sup>th</sup> to Brett Fitzpatrick which read “Can you do me a favour and pass on a big Thank You to the IATSE crew I had for Canwea. I could not have asked for a better crew, they were professional, prompt and courteous. They worked well with our client and were very accommodating with everything involved. I have worked with many branches of IATSE all over North America and this was one of the best experiences I have had to date. I look forward to coming back to Allstream and DEC and working with your staff as well as IA again in the future.”

Exhibition Place’s Recognition Committee received 121 staff nominations for the August/September period. Following are the winners:

	August/September Winners
Corporate Sec./Parking/Press Bldg.	Jennifer Barretto, Receptionist
QE	Dennis Van Dusen, Accounting Services Representative
Cleaning	Bento Soares, Cleaning Foreperson
DEC	Linda Medeiros, Facility Coordinator
Operations	Marius Dragu, Environmental Systems Coordinator

## Centerplate

### Catering & Sales Department

#### September

Centerplate offerings for the IIDEX opening party, which was hosted by the Interior Designers of Canada, included Vegetarian and Ham Frittata squares and Apple Blintzes and Low Fat Muffins served with Maple Syrup Sheep's Milk Yogurt. Centerplate also hosted the opening night reception on the show floor, which consisted of several booths hosting mini receptions as well as the client, Informa Canada, hosting several bars on the show floor. Some of the food items served included Sun-dried Tomato and Basil Crostini, Antipasto Skewers with Artichoke, Tomato, Kalamata Olive and Mozzarella, Southwest Style Spring Rolls with a Black Bean dip and mini Cheese and Roasted Vegetable Quesadilla with Sweet Chili Cilantro dip.

During Expo Cycle, Centerplate served passed food and drinks at the opening reception in the Galleria. Guests enjoyed a variety of items including Mediterranean Chicken Kabob with Figs and Roasted Tomato, Hibachi Beef Skewers with Green Onion and Teriyaki Glaze, Smoked Salmon with Bermuda Onion and Capers on Pumpnickel and Coconut Crusted Shrimp with a Mango dip.

Overall the events went well and the clients were very happy with the food and service.

#### October

During the Kraft event Centerplate hosted a reception in Café Soleil for 500 guest and served Bakers Chocolate Chip Cookies, Nabob and Maxwell House Coffee and Tetley Tea. The client was especially happy that we understood their need to use Kraft specific products and we worked with them to make sure the event showcased their brand.

For the Bell Gala, in support of CAMH (Hospital for Addiction and Mental Health), Centerplate collaborated with the client to have four Celebrity Guest Chefs to serve four different meals for 500 people.

The evening started with passed Hors D'Oeuvres including Quebec Brie with Pepper and Olive, Parmesan and Thyme on Medallion Pudding, Smoked Duck with Mango Salsa on Yorkshire Petite, Endive with Smoked Trout and Citrus scented Cream Cheese, Coconut Crusted Shrimp with Mango Cilantro Dip, and Rosemary Chicken Brochette with Zucchini Relish.

During the reception each guest chef had a demonstration table where they each served a signature item to guests. David Lee served Hamachi Ceviche with Tortilla Chips, Lynn Crawford served Chicken Liver Parfaits with Beet Marmalade on a Baguette, Lorenzo Loseto served Lemon Thyme Pettole, Harvest

Vegetables with Apricot Jam and Jamie Kennedy served Smoked Sturgeon & Caviar Canapé on Red Fife Blini.

For dinner David Lee served a Nova Scotia Lobster Salad with Green Papaya Thai Basil Mint, Coriander and Chilies, Braised Beef Short Ribs with Corn Truffle, Pickled Onions and Queso Anejo and Pudding with Wild Blueberries. Lynn Crawford served Bacon and Egg warm Frisee Lardon Salad, Beef Tenderloin with Mushroom Gravy and Lobster Mash Potatoes and Pear Upside Down Cake with Vanilla Caramel Sauce. Lorenzo Loseto served Black Cod Salad with Golden Beats and Radish Carpaccio, Cornish Hen, Chanterelle Soffritto with Duchesse Potato and Rooibos Brule with Filo Hay and Mint Gel. Jamie Kennedy served Rich Vegetarian Minestrone with Black Walnut & Arugula Pesto, Off-the-Bone Braised Beef Short Rib with Sweet Potato Gratin and Parsley Ravigote and Individual Preserved Summer Fruit Trifle.

In addition to the culinary delights served up by the Celebrity Guest Chefs, a Signature Cocktail of Vodka, Triple Sec and Apple Cider was served. The evening was a tremendous hit and the client sent a note saying how happy she was.

During the Canadian Wind Energy Association event Centerplate served lunch for 2,000 people each day as well as hosted a reception for 2,000 people. Offerings included a Couscous Salad with Cucumbers, Red Peppers and Olives, a Spinach Salad with Mandarin Oranges, Bean Sprouts, Crumbled Egg Whites and Sliced Mushrooms, Lemon Grass Rice and Mixed Vegetables, and Poached Salmon with Low Fat Yogurt Dill. Dessert consisted of Crepes with Berries and Whipped Cream and Chocolate Brownies.

During the evening reception Centerplate hosted three food stations, including a Pasta Station with Penne, Grilled Chicken, Sautéed Mushrooms, Bell Peppers, Sundried Tomatoes and Prosciutto in a Tomato Sauce, and Fusilli with Grilled Vegetables in an Alfredo Sauce. A Poutine Station offered Yukon or Sweet Potato fries, Gravy and Cheese Curds, and Pulled Pork or Beef Chili. A Mexican Station served Soft Shell Tacos, Jalapeno Poppers and Brown Sugar Churros. The client was happy with the food and service at each event.

## Retail Department

### September

During the Franchise Show Centerplate served smoked Pastrami and Turkey Deli-style Sandwiches and fresh made Bagel Sandwiches. Offerings for Brides in the City included Savory and Sweet Crepes and assorted fresh made Bagels, grab and go Sandwiches and Salads. Guests at the Wireless Trade Show and Europe Now enjoyed fresh Crepes, Shawarma, Falafel and made-to-order Pasta.

During Expocycle and the Fall Home Show Centerplate offered exhibitors and visitors a choice of Chef's Pastas of the day, hot pressed Sandwiches, fresh Salad bar, Chicken Souvlaki with tossed Salad, a Bagel Sandwich Bar, Grilled Chicken and Beef Burgers at Expocycle and Chicken Shawarma and Falafel at the Home Show.

Centerplate opened the Lakeshore Trattoria for IIDEX and served Italian style hot Sandwiches, Pastas, Salads and Desserts. We also opened, for the first time, our new Indian Concept serving Tandoori Chicken Breast with Garlic Nan & Cucumber Raita, Lamb Rogonjosh with Saffron Rice Pilaf and Pappadum, Centerplate Signature Butter Chicken Pot Pie along with a Grilled Vegetable Wrap with Goat Cheese and an Indian inspired Taco Crisp filled with Beef or Grilled Vegetables and Salad.

## **October**

During the Run Expo and Bicycle Blow-out Sale, Centerplate opened a Fresh Hot Sandwich cart featuring Paninis and Deli Sandwiches on Rye along with fresh Bagels, made-to-order Salads and Sandwiches. For the Ski Show and Zoomers, Centerplate offered guests Pasta and Panini, freshly made Crepes from Crepe De Licious, Pizza Pizza and Shawarma. The client was very happy with our food offerings and service. Centerplate also opened an Exhibitor Lounge Bar and Café for the first time at the Ski Show and opened Pizza Pizza for the first time at the College Information Fair. The events went well and the clients were happy with the food offerings and service.

## **Cerise Fine Catering**

### **September**

September rolled in with a great start to our fall season, with Allstream Centre hosting both first-time events, as well as events returning for the second and third time. It is great to see the expressions on guest's faces as they taste and enjoy the delicious food created by Chef Stephen and his team.

Wendy's featured an array of delicious food throughout the day. Softchoice was back once again and received rave reviews for Allstream Centre and the service provided by staff of both Exhibition Place and Cerise fine Catering.

The month ended with an elegant gala dinner for the Chinese Professional Association. An eye-catching display of family style appetizers were served to guests, followed by a salad of radicchio crown garnished with blue cheese crumble, butternut squash confetti, and dry cranberries topped with a maple vinaigrette. The main entrée featured a duet of petit fillet of beef, and pistachio crusted salmon accompanied by turned carrots and roasted fingerling potatoes. An artistically created almond nugget basket with cream and fresh berries was served for dessert and was a hit with guests.

### **October**

October featured back-to-back meetings and galas which allowed the enthusiastic staff of Allstream Centre and Cerise Fine Catering to shine. Events included the NCA Exams, KRAFT Canada and galas such as the Ukrainian Youth Association dinner.

The highlight of the month was KRAFT's kick-off event, which featured spectacular decorated stations serving Mac n' Cheese, sliders and home-made potato chips. A tantalizing display of desserts left the client speechless. The Barenaked Ladies rocked the house, leaving all who attended wanting more. KRAFT was a huge success and allowed the Allstream Centre and Cerise Fine Catering teams to put forth their best efforts and truly shine.

CanWea filled Allstream Centre with a large variety of exhibits and suppliers featuring wind powered technology, allowing Cerise to showcase our food and service capabilities to a very wide group of clients. CanWea passed on great reviews about the taste and presentation of Cerise's food and the execution of services.

The month ended with the Ukrainian Youth Association event, at which Cerise served a fall menu of red and yellow beets and seasonal salad topped with dried cranberries, goat cheese crumble, glazed walnuts, maple vinaigrette, Medallions of beef, roasted potatoes, tipped carrots and fresh green beans. Dessert featured a sparkler topped Baked Alaska, which was paraded into the room butler style; it was a total hit with the guests!

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, 2012					
	Actual	Current Month Budget	Variance	Actual	YTD Budget	Variance
	Event Income (note 3)	\$ 2,055,027	\$ 2,135,930	\$ (80,903)	\$ 24,877,277	\$ 24,007,105
Direct Expenses	340,591	219,295	(121,296)	2,983,758	2,609,424	(374,334)
Indirect Expenses	2,779,821	2,301,105	(478,717)	21,755,893	22,976,080	1,220,186
<b>Operating Income (Loss) before building loan interest &amp; amortization and naming fees</b>	<b>(1,065,385)</b>	<b>(384,469)</b>	<b>(680,916)</b>	<b>137,626</b>	<b>(1,578,398)</b>	<b>1,716,024</b>
Interest expense - Allstream Centre	154,098	154,104	6	1,554,010	1,554,858	848
Amortization expense - Allstream Centre	129,216	129,174	(42)	1,292,160	1,291,744	(416)
<b>Operating Income (Loss) before naming fees</b>	<b>(1,348,699)</b>	<b>(667,747)</b>	<b>(680,952)</b>	<b>(2,708,544)</b>	<b>(4,425,000)</b>	<b>1,716,456</b>
Contribution from (to) Conference Centre Reserve Fund	692,687	(49,826)	742,513	1,411,478	1,990,295	(578,817)
<b>Net Income (Loss)</b>	<b>(656,012)</b>	<b>(717,573)</b>	<b>61,561</b>	<b>(1,297,066)</b>	<b>(2,434,705)</b>	<b>1,137,639</b>

(1) Operating Income for the Board before building loan interest and amortization of building improvements net of contribution from naming fees is \$137,626, compared to a budgeted loss of (\$1,578,398) for a favourable variance of \$1,716,024.

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

(3) Actual number of events for Combined Exhibition Place is 192.



**EXHIBITION PLACE  
FINANCIAL STATEMENT HIGHLIGHTS  
OCTOBER 2012 AND COMPARATIVES**

	MONTH			2012 YTD			2011 YTD	
	ACTUAL	BUDGET	VARIANCE	ACTUAL	BUDGET	VARIANCE	ACTUAL	YOY VARIANCE
Number of Events	12	6	6	90	34	56	96	-6
Direct Event Income	\$ 900,336	\$ 799,504	\$ 100,832	\$ 9,488,939	\$ 9,248,423	\$ 240,516	\$ 9,715,099	\$ (226,160)
Ancillary Income	64,392	294,907	(230,515)	2,441,842	2,467,248	(25,406)	2,729,906	(288,064)
Advertising and Sponsorship	17,981	19,130	(1,149)	183,035	191,305	(8,270)	173,360	9,675
Rent-MLSE-Ricoh Coliseum	43,878	41,740	2,138	438,786	417,400	21,386	417,400	21,386
Naming Rights	101,667	101,667	0	1,016,667	1,016,667	0	1,016,666	-
Parking EP	360,092	337,000	23,092	4,372,443	4,190,500	181,943	4,367,752	4,691
Parking - BMO Events	78,754	75,426	3,328	742,999	665,275	77,724	784,489	(41,490)
Program Recoveries and Other	58,144	38,903	19,241	350,499	389,025	(38,526)	386,697	(36,198)
CNE Recoveries	-	-	-	3,660,268	3,727,880	(67,612)	3,830,274	(170,006)
<b>Total Event Income</b>	<b>1,625,244</b>	<b>1,708,276</b>	<b>(83,032)</b>	<b>22,695,478</b>	<b>22,313,722</b>	<b>381,756</b>	<b>23,421,643</b>	<b>(726,166)</b>
Direct Expenses	307,624	189,918	(117,706)	2,752,190	2,493,012	(259,178)	2,657,460	(94,730)
Indirect Expenses	2,526,730	2,044,484	(482,246)	19,376,487	20,409,881	1,033,394	20,151,870	775,383
Naming Rights	101,667	101,667	(0)	1,016,667	1,016,667	(0)	1,016,666	-
<b>Total Event Expenses</b>	<b>2,936,021</b>	<b>2,336,069</b>	<b>(599,952)</b>	<b>23,145,344</b>	<b>23,919,560</b>	<b>774,216</b>	<b>23,825,996</b>	<b>680,653</b>
<b>Net Income (Loss)</b>	<b>(1,310,777)</b>	<b>(627,793)</b>	<b>(682,984)</b>	<b>(449,866)</b>	<b>(1,605,838)</b>	<b>1,155,972</b>	<b>(404,353)</b>	<b>(45,513)</b>

**ALLSTREAM CENTRE  
FINANCIAL STATEMENT HIGHLIGHTS  
OCTOBER 2012 AND COMPARATIVES**

	MONTH			YTD			2011 YTD	
	ACTUAL	BUDGET	VARIANCE	ACTUAL	BUDGET	VARIANCE	ACTUAL	YOY VARIANCE
Number of Events	22	[Note 1]	-	102	[Note 1]	-	85	17
Direct Event Income	\$ 289,449	\$ 256,756	\$ 32,693	\$ 1,352,004	\$ 980,942	\$ 371,062	\$ 1,146,374	\$ 205,630
Ancillary Income	128,178	158,742	(30,564)	672,953	626,204	46,749	704,054	(31,101)
Parking Revenue	12,156	12,156	(0)	156,842	86,237	70,605	142,938	13,904
<b>Total Event Income</b>	<b>429,783</b>	<b>427,655</b>	<b>2,128</b>	<b>2,181,799</b>	<b>1,693,384</b>	<b>488,415</b>	<b>1,993,366</b>	<b>188,433</b>
Direct Expenses	32,967	29,376	(3,591)	231,568	116,411	(115,157)	286,176	54,608
Indirect Expenses	151,424	154,954	3,530	1,362,739	1,549,532	186,793	1,345,817	(16,922)
<b>Total Event Expenses</b>	<b>184,391</b>	<b>184,330</b>	<b>(61)</b>	<b>1,594,307</b>	<b>1,665,943</b>	<b>71,636</b>	<b>1,631,993</b>	<b>37,686</b>
<b>Operating Income (Loss) before building loan interest &amp; amortization and naming fees</b>	<b>245,392</b>	<b>243,324</b>	<b>2,068</b>	<b>587,492</b>	<b>27,440</b>	<b>560,052</b>	<b>361,373</b>	<b>226,119</b>
Interest expense	154,098	154,104	6	1,554,010	1,554,858	848	1,589,337	35,327
Amortization expense	129,216	129,174	(42)	1,292,160	1,291,744	(416)	1,292,159	(1)
<b>Operating Income (Loss) before naming fees</b>	<b>(37,922)</b>	<b>(39,954)</b>	<b>2,032</b>	<b>(2,258,678)</b>	<b>(2,819,162)</b>	<b>560,484</b>	<b>(2,520,123)</b>	<b>261,445</b>
Contribution from Conference Centre Reserve Fund	692,687	(49,826)	742,513	1,411,478	1,990,295	(578,817)	1,655,635	(244,157)
<b>Net Income (Loss) before transfers</b>	<b>654,765</b>	<b>(89,780)</b>	<b>744,545</b>	<b>(847,200)</b>	<b>(828,867)</b>	<b>(18,333)</b>	<b>(864,488)</b>	<b>17,288</b>

Note 1: 2012 Allstream Centre Total Event Income Budget was based on Proforma and 2011 actual information on first year history.

**DIRECT ENERGY CENTRE AND ALLSTREAM CENTRE  
EVENT STATISTICS  
FOR PERIOD ENDED OCTOBER 31, 2012**

**DIRECT ENERGY CENTRE**

	MONTH ACTUAL	YTD ACTUAL	PRIOR YEAR ACTUAL
Attendance [Note:1]	89,420	674,855	732,750

EVENT	(NOTE 1)			(NOTE 3)		(NOTE 2)
	ACTUAL # OF EVENTS			NET EVENT INCOME		REFRESHMENT PER CAP'S
	2012	2011	2010	ACTUAL	BUDGET	ACTUAL
	#	#	#	\$ (IN '000'S)	\$ (IN '000'S)	\$
Consumers Show	23	28	35	4,939	4,206	2.83
Trade Show	9	10	9	1,091	1,246	6.35
Exam	4	3	3	391	392	1.86
Photo/Film Shoot	2	0	0	54	-	21.43
Meeting/Corporate	12	16	9	761	-	30.15
	<b>50</b>	<b>57</b>	<b>56</b>	<b>7,236</b>	<b>5,845</b>	<b>62.62</b>

**ALLSTREAM CENTRE**

EVENT	(NOTE 4)			(NOTE 3)		(NOTE 2)
	ACTUAL # OF EVENTS			NET EVENT INCOME		REFRESHMENT PER CAP'S
	2012	2011	2010	ACTUAL	BUDGET	ACTUAL
	#	#	#	\$ (IN '000'S)		\$ (IN '000'S)
Gala	5	4	8	133	-	122.27
Conference	30	26	17	1,109	-	107.94
Reception	11	11	6	109	-	65.90
Meeting	50	40	29	299	-	38.33
Exam	6	4	4	105	-	4.73
	<b>102</b>	<b>85</b>	<b>64</b>	<b>1,755</b>	<b>-</b>	<b>339</b>

Note: 1 Attendance estimates provided by Show Management.

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

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

Note: 4 Allstream Centre opened on October 2009

**BOARD OF GOVERNORS - EXHIBITION PLACE  
CHEQUE DISBURSEMENTS - OCTOBER 2012  
GREATER THAN \$50,000**

Chq No	Date		\$ Amount	Description
8950	25/10/2012	CITY OF TORONTO	665,374.99	2012 INSURANCE
	02/10/2012	ADP CANADA	432,936.71	SALARY PAYROLL
8906	16/10/2012	CITY OF TORONTO	432,468.41	HYDRO AUGUST 2012
8905	16/10/2012	CITY OF TORONTO	383,800.00	2012 SICK BANK & VEHICLE CONTRIBUTION
	17/10/2012	ADP CANADA	378,719.22	HOURLY PAYROLL
	16/10/2012	ADP CANADA	373,773.51	SALARY PAYROLL
8941	19/10/2012	CANADA CUSTOMS & REVENUE AGENCY	317,220.15	H.S.T. REMITTANCE FOR SEPTEMBER 2012
	24/10/2012	ADP CANADA	289,659.06	HOURLY PAYROLL
8781	04/10/2012	CITY OF TORONTO	289,438.65	HYDRO JULY 2012
	10/10/2012	ADP CANADA	256,780.09	HOURLY PAYROLL
8758	30/10/2012	CITY OF TORONTO	222,689.97	ALLSTREAM - LOAN PMYT NOVEMBER 2012
	03/10/2012	ADP CANADA	197,531.17	HOURLY PAYROLL
8939	25/10/2012	OMERS	171,581.00	PENSION CONTRIBUTION FOR SEPTEMBER 2012
8855	04/10/2012	SIEMENS BUILDING TECHNOLOGIES	99,687.51	CAPITAL WORKS - FIRE ALARM SYSTEM
8817	04/10/2012	LIMEN GROUP LTD.	82,037.66	CAPITAL WORKS - ISF PRINCES' GATE
8895	15/10/2012	CITY OF TORONTO	81,576.75	PREMIUM FOR MAJOR., DENTAL LIFE FOR OCTOBER 2012
8962	25/10/2012	MAPLE LEAF SPORT & ENTERTAINMENT	70,949.46	OCTOBER 2012 PARKING RICOH
8886	11/10/2012	LOCAL 58 BENEFITS FUND	66,058.01	UNION DUES FOR SEPTEMBER 2012
8868	04/10/2012	TONY BATTISTA PAVING INC.	59,777.00	CAPITAL WORKS - PARKING LOTS & ROADS
8818	04/10/2012	MARTINWAY CONTRACTING LTD.	53,587.39	CAPITAL WORKS - PROGRESS BILLING #2&3
8891	11/10/2012	TRUSTEES OF LOCAL 506	51,010.75	UNION DUES FOR SEPTEMBER 2012
		<b>DISBURSEMENTS OVER \$50,000</b>	<b>4,976,657.46</b>	
		<b>OTHER DISBURSEMENTS</b>	<b>987,126.12</b>	
		<b>TOTAL DISBURSEMENT</b>	<b>5,963,783.58</b>	

**BOARD OF GOVERNORS OF EXHIBITION PLACE  
BALANCE SHEET  
AS AT OCTOBER 31, 2012**

	<b>OCTOBER 2012</b>	<b>OCTOBER 2011</b>
<b>FINANCIAL ASSETS</b>		
CASH AND SHORT-TERM INVESTMENTS	\$ 10,769,327	\$ 12,086,081
ACCOUNTS RECEIVABLE - NET	2,272,773	5,171,716
OTHER RECEIVABLE	2,681,043	1,699,728
RECEIVABLE FROM THE CITY OF TORONTO - PSAB	7,373,263	6,383,993
RECEIVABLE FROM THE CITY OF TORONTO - CAPITAL	18,829	2,050,242
<b>TOTAL FINANCIAL ASSETS</b>	<b>23,115,235</b>	<b>27,391,760</b>
<b>LIABILITIES</b>		
ACCOUNTS PAYABLES & ACCRUED LIABILITIES	4,700,582	9,729,985
PROVINCIAL & FEDERAL SALES TAX PAYABLE	387,327	572,020
DEFERRED REVENUE	7,052,438	7,630,472
OTHER CURRENT LIABILITIES	1,279,016	595,347
DUE TO/FROM CNEA	4,710,960	3,035,725
EMPLOYEE BENEFITS PAYABLE - PSAB	8,607,046	8,132,781
LOAN PAYABLE - ERP PROJECTS	7,605,076	8,033,740
LOAN PAYABLE - FCM CAPITAL ASSET	1,809,229	1,891,712
LOAN PAYABLE - CONFERENCE CENTRE	36,631,312	37,119,015
GOVERNMENT ASSISTANCE	1,670,701	-
NET INCOME (LOSS) CURRENT	(1,297,066)	(1,268,840)
SURPLUS/(DEFICIT)	(2,689,182)	(410,323)
<b>TOTAL LIABILITIES</b>	<b>70,467,439</b>	<b>75,061,634</b>
<b>NET DEBT</b>	<b>(47,352,204)</b>	<b>(47,669,874)</b>
<b>NON-FINANCIAL ASSETS</b>		
INVENTORIES	102,274	94,251
PREPAID EXPENSES	155,998	415,157
RENT RECEIVABLE (STEP UP LEASE)	1,425,265	1,484,214
EQUIPMENT - NET	45,668,667	45,676,252
<b>TOTAL NON-FINANCIAL ASSETS</b>	<b>47,352,204</b>	<b>47,669,874</b>

## Summary of Sole Source Commitment Activity by Reason - September 1, to October 31, 2012

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 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 September 1, thru to October 31 total is \$191,160.51. The percentage of dollar value of sole source purchasing activity for goods and services compared to the total purchasing expenditures of \$1,803,657.52 is 10.6% for this period. The revised annual percentage year sole source to date is \$923,740.13 or 8.2% on purchasing expenditures of \$11,204,393.03.

### EP Program

Reason for Sole Source	Number of Commitments	Number of Suppliers	Total Value
Match Existing Equipment/Service	1	1	\$ 6,484.00
Specialized Services	1	1	\$ 7,700.00
Ensure Warranty Maintenance	1	1	\$ 99,685.21
Emergency	0	0	\$ -
Time Constraints	0	0	\$ -
Bridging Contract	0	0	\$ -
Proprietary/Trademark/Patent	1	1	\$ 3,664.59
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)	14	4	\$ 19,021.67
<b>Total</b>	<b>18</b>	<b>8</b>	<b>\$ 136,555.47</b>

### CNE Program

Reason for Sole Source	Number of Commitments	Number of Suppliers	Total Value
Match Existing Equipment/Service	0	0	\$ -
Specialized Services	8	8	\$ 54,605.04
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)	0	0	\$ -
<b>Total</b>	<b>8</b>	<b>8</b>	<b>\$ 54,605.04</b>

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