

Item No. 8



Management Report
for
The Board of Governors of Exhibition Place
February 2012

Executive Summary

000's	February 29, 2012			Year to Date			
	Actual	Plan	Variance	Actual	Plan	Variance	2011
Revenues	20	22	(2)	41	44	(3)	44
Expenses	(201)	(224)	23	(396)	(448)	52	(401)
(LBITDA)	(181)	(202)	21	(355)	(404)	49	(357)

- For the month ending February 29, 2012, the Operating Loss before Depreciation, Incentives and Rebates for BMO Field of \$181K was \$21K favourable to budget.
- Total revenues of \$20K for the month were flat to budget.
- Total operating expenses of \$201K for the month were \$23K favourable to budget mainly due to lower full time salaries (\$28K) and benefits (\$2K) partially offset by higher costs in supplies and services (\$9K).

February 2012 Financials

BALANCE SHEET

The following provides an analysis of key balance sheet items:

- Cash of \$1.5M decreased by \$231K from February 28, 2011 as incentives, rebates and excess cash distributions to the owners of \$648K were partially offset from cash from operations of \$427K.
- Accounts Receivable of \$1.0M is made up primarily of the BMO Field Suite Licenses (\$649K), capital expenditures reimbursement from the City of Toronto (\$136K), MLSE receivable (\$150K), Dome Productions (\$22K) and other operating receivables (\$55K).
- Subsequent receipts received as of March 13th are \$118K. BMO Field is currently monitoring receivables and no collection issues are anticipated.
- The year over year increase in accounts receivable of \$557K is due primarily to timing of collections of suite holder licensing fees (\$206K), capital reserve expenses recoverable from the City of Toronto (\$136K), MLSE recoveries (\$127K), and CSA taxes recoverable (\$57K).
- Accounts Payable and Accrued Liabilities of \$411K is made up primarily of general liabilities (\$200K), the 2012 capital reserve payable to the City at the end of the year (\$69K), MLSE Cost recoveries (\$45K) and other operating payables (\$88K).
- The year over year decrease in accounts payable of \$199K is primarily due to the CSA settlement agreement payment (\$409K) partially offset by an increase in operating payables (\$108K) and MLSE cost recoveries (\$69K).
- Suite Licenses are recorded as deferred revenue and recognized as revenue during the season from April through to October.

PROFIT & LOSS

The Operating Loss before Depreciation, Incentives and Rebates for BMO Field for the month ending February 29, 2012 of \$181K was \$21K favourable to budget. The following provides an analysis of the significant variances in the month:

- Full Time Salaries and benefits were \$30K favourable to budget in the month mainly due to staff vacancies.
- Supplies & Services were \$9K unfavourable to budget in the month mainly due timing of building operation expenses.

Submitted by:

Peter Church
General Manager/BMO Field

BMO FIELD
BALANCE SHEET
as at February 29, 2012

	<u>February 29, 2012</u>	<u>February 28, 2011</u>	<u>December 31, 2011</u>
ASSETS			
Current Assets			
Cash	\$ 1,504,697	\$ 1,735,390	\$ 2,444,441
Accounts receivable	1,035,964	478,471	431,731
Taxes recoverable	-	53,998	33,618
Prepaid expenses & deposits	102,451	122,665	37,564
Inventory	23,187	52,364	22,887
	<u>2,666,299</u>	<u>2,442,888</u>	<u>2,970,241</u>
Capital Assets	23,292	51,640	26,026
	<u>\$ 2,689,591</u>	<u>\$ 2,494,528</u>	<u>\$ 2,996,267</u>
LIABILITIES AND RETAINED EARNINGS			
Current Liabilities			
Accounts payable and accrued liabilities	\$ 411,269	\$ 610,722	\$ 1,607,372
Deferred revenue	1,215,143	1,157,968	-
Incentives & rebates payable	588,897	464,304	588,897
	<u>2,256,521</u>	<u>2,232,994</u>	<u>2,196,269</u>
Long-Term Suite Deposits	233,784	243,159	243,159
Retained Earnings	199,286	18,375	556,839
	<u>\$ 2,689,591</u>	<u>\$ 2,494,528</u>	<u>\$ 2,996,267</u>
Opening Retained Earnings	\$ 556,839	\$ 383,935	\$ 383,935
Operating Profit	(357,553)	(365,560)	496,869
Distribution of Excess Cash	-	-	(323,965)
Closing Retained Earnings	<u>\$ 199,286</u>	<u>\$ 18,375</u>	<u>\$ 556,839</u>

BMO FIELD
INCOME STATEMENT
For the Month and Two Months Ending February 29, 2012

	February 29, 2012			Fiscal			2011
	Actual	Budget	Variance \$	Actual	Budget	Variance \$	
Revenues							
Ticketmaster Rebates	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Club Fees	-	-	-	-	-	-	-
Sponsorship	-	-	-	-	-	-	-
Contra Sponsorship	305	2,500	(2,195)	422	5,000	(4,578)	5,000
Food and Beverage	-	-	-	-	-	-	-
F&B Third Party Commissions	-	-	-	-	-	-	-
Event Merchandise	-	-	-	-	-	-	-
Suites	-	-	-	-	-	-	-
TFC Usage Fee	-	-	-	-	-	-	-
CSA Usage Fee	-	-	-	-	-	-	-
CRF	-	-	-	-	-	-	-
Other Usage Fee	20,048	19,620	428	39,882	39,240	642	38,547
Other Revenue	60	-	60	964	-	964	600
Total Revenues	\$ 20,413	\$ 22,120	\$ (1,707)	\$ 41,268	\$ 44,240	\$ (2,972)	\$ 44,147
Expenses							
Cost of Goods Sold	\$ -	\$ -	\$ -	\$ (165)	\$ -	\$ 165	\$ -
F&B Royalty	-	-	-	-	-	-	-
Full-Time Salaries	28,907	57,102	28,195	67,125	114,204	47,079	92,297
Part-Time Wages	640	-	(640)	640	-	(640)	1,753
Benefits	7,423	9,683	2,260	15,017	19,366	4,349	19,755
Travel and Entertainment	-	800	800	335	2,400	2,065	2,559
Supplies and Services	59,893	50,735	(9,158)	103,612	103,638	26	82,872
Insurance	11,625	11,625	-	23,250	23,250	-	23,420
Utilities	31,000	31,000	-	62,753	61,000	(1,753)	49,287
Capital Reserve	34,300	33,933	(367)	68,600	67,867	(733)	66,667
Management Fee	18,698	18,498	(200)	37,396	36,996	(400)	36,342
Other	8,587	10,648	2,061	17,525	19,026	1,501	26,424
Total Operating Expenses	\$ 201,073	\$ 224,024	\$ 22,951	\$ 396,088	\$ 447,747	\$ 51,659	\$ 401,376
Operating Loss before Depreciation, Incentives & Rebates	\$ (180,660)	\$ (201,904)	\$ 21,244	\$ (354,820)	\$ (403,507)	\$ 48,687	\$ (357,229)
Depreciation	1,367	3,333	1,966	2,733	6,667	3,934	8,331
Operating Loss before Incentives & Rebates	\$ (182,027)	\$ (205,237)	\$ 23,210	\$ (357,553)	\$ (410,174)	\$ 52,621	\$ (365,560)
Incentives & Rebates	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Operating Loss	\$ (182,027)	\$ (205,237)	\$ 23,210	\$ (357,553)	\$ (410,174)	\$ 52,621	\$ (365,560)

**BMO FIELD
STATEMENT OF CASH FLOWS**

NET INFLOW (OUTFLOW) OF CASH RELATED TO THE FOLLOWING ACTIVITIES	Two months ending	
	February 29, 2012	February 28, 2011
OPERATING	\$ (930,369)	\$ (308,571)
FINANCING	(9,375)	-
Net Cash Inflow (Outflow) during the period	\$ (939,744)	\$ (308,571)
Cash, beginning of period	2,444,441	2,043,961
Cash, end of period	\$ 1,504,697	\$ 1,735,390
OPERATING		
Operating profit after incentives and rebates	\$ (357,553)	\$ (365,560)
Amortization of capital assets	2,733	8,331
Cash provided by non cash working capital items	(575,549)	48,658
	\$ (930,369)	\$ (308,571)
FINANCING		
Long-term deposits	\$ (9,375)	\$ -
	\$ (9,375)	\$ -
Changes in non-cash working capital balances related to operations		
Accounts receivable	\$ (604,233)	\$ (215,370)
Prepaid expenses	(64,887)	(59,093)
Inventory	(300)	-
Accounts payable and accrued liabilities	(1,196,103)	(788,339)
Incentives & rebates payable	-	119,485
Taxes payable	74,830	(165,993)
Deferred revenue	1,215,144	1,157,968
	\$ (575,549)	\$ 48,658