

Item No. 7



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

Executive Summary

000's	January 31, 2012			
	Actual	Plan	Variance	2011
Revenues	21	22	(1)	22
Expenses	(195)	(224)	29	(198)
(LBITDA)	(174)	(202)	28	(176)

- For the month ending January 31, 2012, the Operating Loss before Depreciation, Incentives and Rebates for BMO Field of \$170K was \$28K favourable to budget.
- Total revenues of \$21K for the month were flat to budget.
- Total operating expenses of \$195K for the month were \$29K favourable to budget mainly due to lower full time salaries (\$19K) and supplies & services (\$9K).

Events hosted by BMO Field:

	January 31, 2012			2011 Actual
	Actual	Plan	Variance	
TFC Games (MLS, Friendlies & CONCACAF)	-	-	-	-
CSA Games	-	-	-	-
International Games	-	-	-	-
Other	-	-	-	-
TOTAL	-	-	-	-
Field Rental Hours	-	-	-	-

January 2012 Financials

BALANCE SHEET

The following provides an analysis of key balance sheet items:

- Cash of \$1.9M increased by \$342K from January 31, 2011 mainly due to cash from operations of \$990K partially offset by the incentives, rebates and excess cash distributions to the owners of \$648K.
- Accounts Receivable of \$1.5M is made up primarily of the BMO Field Suite Licenses (\$1.1M), capital expenditures reimbursement from the City of Toronto (\$136K), MLSE receivable (\$127K), Dome Productions (\$22K) and other operating receivables (\$70K). BMO Field is currently monitoring receivables and no collection issues are anticipated.

- The year over year increase in accounts receivable of \$502K is due primarily to timing of collections of suite holder licensing fees (\$340K) and the capital reserve expenses recoverable from the City of Toronto (\$136K).
- Accounts Payable and Accrued Liabilities of \$1.2M is made up primarily of the CSA payable (\$447K), the 2011 capital reserve payable to the City at the end of the year (\$400K), MLSE Cost recoveries (\$54K) and other operating payables (\$299K).
- The year over year increase in accounts payable of \$520K is primarily due to the timing of the capital reserve fund payment to the City of Toronto (\$400K).
- An agreement was reached between CSA and BMO Field in January 2012 and final approval was obtained in February 2012. Final payment to the CSA was made in February 2012.
- Suite License invoices were mailed out in January 2012 with payments already being received in February. 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 January 31, 2012 of \$174K was \$28K favourable to budget. The following provides an analysis of the significant variances in the month:

- Full Time Salaries and benefits were \$19K favourable to budget in the month mainly due to staff vacancies.
- Supplies & Services were \$9K favourable to budget in the month mainly due to savings in building operations (\$11K) due to timing of expenses and IT (\$3K) partially being offset by higher costs of repairs to food and beverage equipment (\$5K).

Submitted by:

Peter Church
General Manager/BMO Field

BMO FIELD
BALANCE SHEET
as at January 31, 2012

	<u>January 31, 2012</u>	<u>January 31, 2011</u>	<u>December 31, 2011</u>
ASSETS			
Current Assets			
Cash	\$ 1,894,434	\$ 1,552,151	\$ 2,444,441
Accounts receivable	1,460,833	958,530	431,731
Taxes recoverable	44,422	39,694	33,618
Prepaid expenses & deposits	109,624	139,999	37,564
Inventory	25,199	52,364	22,887
	<u>3,534,512</u>	<u>2,742,738</u>	<u>2,970,241</u>
Capital Assets	24,659	56,638	26,026
	<u>\$ 3,559,171</u>	<u>\$ 2,799,376</u>	<u>\$ 2,996,267</u>
LIABILITIES AND RETAINED EARNINGS			
Current Liabilities			
Accounts payable and accrued liabilities	\$ 1,248,888	\$ 728,861	\$ 1,607,372
Deferred revenue	1,096,915	1,157,968	-
Incentives & rebates payable	588,897	464,304	588,897
	<u>2,934,700</u>	<u>2,351,133</u>	<u>2,196,269</u>
Long-Term Suite Deposits	243,159	243,159	243,159
Retained Earnings	381,312	205,084	556,839
	<u>\$ 3,559,171</u>	<u>\$ 2,799,376</u>	<u>\$ 2,996,267</u>
Opening Retained Earnings	\$ 556,839	\$ 383,935	\$ 383,935
Operating Profit	(175,527)	(178,851)	496,869
Distribution of Excess Cash	-	-	(323,965)
Closing Retained Earnings	<u>\$ 381,312</u>	<u>\$ 205,084</u>	<u>\$ 556,839</u>

BMO FIELD
INCOME STATEMENT
For the One Month Ending January 31, 2012

	January 31, 2012			January
	Actual	Budget	Variance \$	2011
Revenues				
Ticketmaster Rebates	\$ -	\$ -	\$ -	\$ -
Club Fees	-	-	-	-
Sponsorship	-	-	-	-
Contra Sponsorship	117	2,500	(2,383)	2,500
Food and Beverage	-	-	-	-
F&B Third Party Commissions	-	-	-	-
Event Merchandise	-	-	-	-
Suites	-	-	-	-
TFC Usage Fee	-	-	-	-
CSA Usage Fee	-	-	-	-
CRF	-	-	-	-
Other Usage Fee	19,834	19,620	214	19,273
Other Revenue	904	-	904	600
Total Revenues	\$ 20,855	\$ 22,120	\$ (1,265)	\$ 22,373
Expenses				
Cost of Goods Sold	\$ (165)	\$ -	\$ 165	\$ -
F&B Royalty	-	-	-	-
Full-Time Salaries	38,218	57,102	18,884	47,436
Part-Time Wages	-	-	-	-
Benefits	7,594	9,683	2,089	9,050
Travel and Entertainment	335	1,600	1,265	1,830
Supplies and Services	43,719	52,903	9,184	45,032
Insurance	11,625	11,625	-	11,710
Utilities	31,753	30,000	(1,753)	23,296
Capital Reserve	34,300	33,933	(367)	33,333
Management Fee	18,698	18,498	(200)	18,171
Other	8,938	8,378	(560)	8,033
Total Operating Expenses	\$ 195,015	\$ 223,722	\$ 28,707	\$ 197,891
Operating Loss before Depreciation, Incentives	\$ (174,160)	\$ (201,602)	\$ 27,442	\$ (175,518)
Depreciation	1,367	3,333	1,966	3,333
Operating Loss before Incentives & Rebates	\$ (175,527)	\$ (204,935)	\$ 29,408	\$ (178,851)
Incentives & Rebates	\$ -	\$ -	\$ -	\$ -
Operating Loss	\$ (175,527)	\$ (204,935)	\$ 29,408	\$ (178,851)
Gross Margin %	0.0%	0.0%		0.0%

BMO FIELD
STATEMENT OF CASH FLOWS

NET INFLOW (OUTFLOW) OF CASH RELATED TO THE FOLLOWING ACTIVITIES	One month ended	
	January 31, 2012	January 31, 2011
OPERATING	\$ (550,007)	\$ (491,810)
INVESTING	-	-
FINANCING	-	-
Net Cash Inflow (Outflow) during the period	\$ (550,007)	\$ (491,810)
Cash, beginning of period	2,444,441	2,043,961
Cash, end of period	\$ 1,894,434	\$ 1,552,151
OPERATING		
Operating profit after incentives and rebates	\$ (175,527)	\$ (178,851)
Amortization of capital assets	1,367	3,333
Cash provided by non cash working capital items	(375,847)	(316,292)
	\$ (550,007)	\$ (491,810)
INVESTING		
Acquisition of capital assets	\$ -	\$ -
	\$ -	\$ -
FINANCING		
Long-term deposits	\$ -	\$ -
Distribution of excess cash to owner	-	-
	\$ -	\$ -
Changes in non-cash working capital balances related to operations		
Accounts receivable	\$ (1,029,102)	\$ (695,429)
Prepaid expenses	(72,060)	(76,427)
Inventory	(2,312)	-
Accounts payable and accrued liabilities	(358,484)	(670,200)
Incentives & rebates payable	-	119,485
Taxes payable	(10,804)	(151,689)
Deferred revenue	1,096,915	1,157,968
Cash provided by operating activities	\$ (375,847)	\$ (316,292)