



Exhibition Place

Management Report

June 30, 2016

Executive Summary

- Combined Operating Income (Loss) for Exhibition Place and Allstream Centre for the six months ended June 30, 2016 before net naming fees, building loan interest and amortization expense for the Allstream Centre was an income of \$1,841,847 compared to a budgeted income of \$818,641 for a favourable variance of \$1,023,206.
- Net Income for Exhibition Place and Enercare Centre for the six months ended June 30, 2016 was \$1,217,038 compared to budget net income of \$685,917 for a favourable variance of \$531,121.
- Operating Income (Loss) before interest and amortization expense for Allstream Centre for the six months ended June 30, 2016 was \$624,809 compared to a budget income of \$132,724 for a favourable variance of \$492,085. The Perfect China event held May 13 – 16 resulted in the favourable variance in Allstream Centre.
- The Sales & Marketing team secured 49 new events for Exhibition Place.
- Exhibition Place welcomed the Toronto Argonauts for their inaugural season at BMO Field in June, which has been extremely well received by the public. For many months prior, Exhibition Place staff worked diligently in cooperation with MLSE, the Argos and Toronto Police Services to plan for and execute Argos tailgate and game activities and ensure public enjoyment and safety.
- Gilles Bouchard joined the Exhibition Place team, as the Director of Event Management Services, in May. Gilles has extensive experience in the exhibition, meetings and events business and has served on the Board of CAEM.
- It was announced at the annual Canadian Association of Exposition Management (CAEM) Conference in June that Laura Purdy has been elected to the Board of CAEM
- The Global Association of the Exhibition Industry (UFI) announced, at its Open Seminar in Switzerland in June, that Dianne Young, CEO of Exhibition Place, has been elected as a member of the UFI Executive Committee. Dianne previously sat on the UFI Social Corporate Responsibilities Committee and then took up the position of Chair of the Sustainable Development Committee. In 2014, Dianne became the first Canadian ever to be elected to the Board of Directors.

June 2016 Financials for Combined Exhibition Place and Allstream Centre

Combined Operating Income (Loss) for Exhibition Place and Allstream Centre for the six months ended June 30, 2016 before net naming fees, building loan interest and amortization expense for the Allstream Centre was an income of \$1,841,847 compared to a budgeted income of \$818,641 for a favourable variance of \$1,023,206.

Exhibition Place

Net Income for Exhibition Place and Enercare Centre for the six months ended June 30, 2016 was \$1,217,038 compared to budget net income of \$685,917 for a favourable variance of \$531,121.

- Rental income from events of \$5,943,204 is favourable to budget by \$123,273 primarily due to higher than budgeted rental income from the Boat Show offset by budget timing of new events.
- Net electrical commissions of \$536,109 are unfavourable to budget by (\$106,338) primarily due to lower than budgeted commission from NBA Jam Session and budget timing of new events.
- Food & Beverage concessions of \$459,561 are unfavourable to budget by (\$75,956) primarily due to lower than budgeted revenue for NBA Jam Session and budgeting timing of new events.
- Show services from third party billings at \$2,201,075 are favourable to budget by \$102,520 primarily due to higher than budgeted show services revenue offset by lower than budgeted for NBA Jam Session and budget timing of new events.

- Parking revenues at \$4,094,254 are favourable to budget by \$185,754 primarily due higher than budgeted revenue from tenants and Toronto Marlies games at RICOH, offset by lower than budgeted revenue from the Boat Show, NBA Jam Session and OOK Spring event.
- Program recoveries and interest income at \$209,715 are in line with budget due to unfavourable variance from interest income of (\$3,414) offset by favourable variance from recoverable services to BMO and Ricoh of \$3,178.
- Direct and indirect expenses at \$14,618,514 are favourable to budget by \$362,233 primarily due to lower utilities due to the energy savings initiatives, lower operational costs and lower direct expenses. 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.

Energare Centre accounts receivable as at June 30, 2016 was \$1,149,932 consisting primarily of:

- \$488,916 of deposits owed as contractual for future events of which nil has been received since July 6, 2016.
- \$302,569 for services on completed events of which nil has been received by July 6, 2016.
- \$16,924 owed by MLSE- BMO Field of which nil have been received by July 6, 2016.
- \$15,021 owed by Spectra of which nil has been received by July 6, 2016.
- \$14,007 owed by MLSE (Ricoh) of which nil has been received by July 6, 2016.

Exhibition Place accounts receivable as at June 30, 2016 was \$5,949,125 consisting primarily of:

- \$1,391,246 owed by the CNEA of which \$597,738 (43%) has been received by July 6, 2016.
- \$1,129,366 owed by MLSE - BMO Field for payroll costs of which \$1,800 (7%) has been received by July 6, 2016.
- \$880,591 owed by City of which \$1,274 has been received by July 6, 2016.
- \$527,048 owed by tenants of which \$18,268 (3%) has been received by July 6, 2016. Collection efforts are made by staff on a monthly basis to collect all outstanding amounts.
- \$271,345 owed by MLSE (Ricoh) for services of which \$18,221 (7%) has been received by July 6, 2016.
- \$87,112 owed by MLSE, BioSteel Centre for payroll and utility costs of which nil has been received by July 6, 2016.
- \$67,413 for show services on completed events of which nil has been received by July 6, 2016.

Allstream Centre

Operating Income (Loss) before interest and amortization expense for Allstream Centre for the six months ended June 30, 2016 was \$624,809 compared to a budget income of \$132,724 for a favourable variance of \$492,085. The Perfect China event held May 13 – 16 resulted in the favourable variance in Allstream Centre.

- Rental income of \$811,517 is favourable to budget income by \$155,835 primarily due to budget timing of new events.
- Food & Beverage concessions of \$610,073 are favourable to budget by \$169,353 primarily due to budget timing of new catered events.
- Net electrical commissions of \$54,808 is favourable to budget by \$15,557 primarily due to budget timing of new events.
- Show services revenue from third party billings of \$879,599 is favourable to budget by \$329,136 primarily due to budget timing of new events.

- Parking revenue \$144,965 is favourable to budget by \$86,813.
- Direct and indirect expenses at \$1,290,973 are unfavourable to budget by \$62,800 primarily due to lower utilities due to the energy savings initiatives and higher than budgeted direct expenses due to budget timing of new events and Perfect China event. 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 June 30, 2016 was \$557,220 consisting primarily of:

- \$436,806 owed by Cerise Fine Catering of which nil has been received by July 6, 2016.
- \$59,563 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.
- \$43,030 for services on completed events of which nil has been received by July 6, 2016.
- \$17,821 owed as contractual deposits for future events of which nil has been received by July 6, 2016.

Sales and Marketing

May & June Sales Effort

During this period, our Sales & Marketing team secured 49 new events for Exhibition Place.

The events are categorized as follows:

- 28 meetings & conventions
- 6 trade & consumer shows
- 4 film/photo shoots
- 2 sporting events
- 1 exam
- 1 festival
- 1 reception
- 6 other

Business Travel

Geoff Mak and Lyne Montpetit attended the Meetings Professionals Industry (“MPI”) Toronto Educational Conference in Niagara Falls from May 15-17, 2016, where approximately 120 planners and suppliers had the opportunity to network and attend educational sessions relating to industry trends and new opportunities.

Marvin Self and Barbara Outschoorn hosted 8 Association clients to the MPI Prestige Awards and Dinner in Ottawa on May 18, 2016. This premier event attended by the Association market is an excellent venue for networking and enhancing relationships with prospective clients.

Geoff Mak attended the MPI World Education Congress June 11-14 in Atlantic City. MPI’s largest event attracted 1800 people this year with over 200 industry professionals from Canada and provided an excellent opportunity to network with clients and potential clients as well as learn about the latest industry trends.

Marvin Self attended the MPI Ottawa Chapter Volunteer Appreciation on June 23rd. This event allowed for Allstream / Enercare Centre’s to be visible and active in the Association Community and allowed for great networking to between attendee’s from all over Eastern Canada. Clients and suppliers were in attendance.

Hardat Persaud, Laura Purdy, Christine Wong, Ellen de Boer and Ken Jattan attended the annual Canadian Association of Exposition Management (CAEM) Conference in Charlottetown, PEI on June 26 – 28, 2016 and co-hosted the Enercare Centre booth at the trade show. Due to

a great location, the booth received high number of visitors and was attended by some new members of the Association which provided great opportunity to introduce our property to prospective clients. Laura Purdy was elected to the board of CAEM.

Publicity

Allstream Centre

- News reports for May included **12** hits for Allstream Centre with the following top stories: OAA (Ontario Architects Association) Awards at Allstream Centre, Canada's Largest Green Building Conference coming to Toronto, and Perfect China at Exhibition Place.
- News reports for June included **9** hits with the following top stories: CaGBC (Canada Green Building Council) 2016 at Allstream Centre, Exhibition Place Appoints New Directors.

Enercare Centre

- News reports for May included **18** hits for Enercare Centre with the following top stories: Perfect China, Hallyu North, and Exhibition Place Announces New Directors.
- On May 18th, Meetings + Incentive Travel published: Enercare Centre Hosts Perfect China.
- News reports for June included **17** hits with the following top stories: Garden of the Greek Gods/Muzik Lease Dispute, Muzik's application to host trade shows, The Fair Trade Show, and Enbridge Ride to Conquer Cancer starting at Enercare Centre.

Exhibition Place

- News reports for May included **98** hits with the following top stories: Honda Indy Tickets on Sale, Toronto's Top Festivals, Hallyu North Festival, Argonauts Tailgating, Pinty's Grand Prix announcement, and Expanded BMO Field Ready for TFC Home Opener.
- News reports for June included **477** hits with the following top stories: Argos Tailgating Event, Muzik Nightclub, and Honda Indy.

Social Media	May		June	
	Twitter	Facebook	Twitter	Facebook
Impressions	90.5K	86,844	90.3K	199,425
Number of Posts	204	32	192	32
Growth	99	9	64	17

Event Management Services

During the months of May and June, Event and Meeting Co-ordinators and Exhibitor Services staff at Exhibition Place, Enercare Centre and Allstream Centre (AC) were involved in the following events:

Exhibitions/Meetings/Conventions/Corporate Events	
May 2016	
<ul style="list-style-type: none"> Agri-Food Export Group (AC) NCA Examinations - May 2016 Toronto Argonauts Football Club "Huddle Up" Salesforce World Tour (AC) Deloitte Digital Salesforce (AC) Toronto Argonauts Football club Film Shoot 	<ul style="list-style-type: none"> Quick Play Media Inc. - Toronto Townhall (AC) Honda Indy Media Event CNEA Board & Annual Financial Meeting (AC) ITAC Moving the Digital Health Agenda Forward (AC) Good Games Con 2016

<ul style="list-style-type: none"> ▪ Get Connected Roadshow Breakfast Toronto (AC) ▪ Hallyu North 2016 ▪ Sporting Life 10k finishing Chute ▪ City of Toronto - Sign By-law Unit Meeting (AC) ▪ CIMVHR/ISTSS (AC) ▪ Tech Target Modern DR (AC) ▪ Ontario Association of Architects Annual Conference 2016 (AC) ▪ Mayfest 2016 ▪ Perfect (China) Incentive 	<ul style="list-style-type: none"> ▪ PanVista R&D ▪ Horse Stall Rental for Budweiser Clydesdale Horses ▪ Canadian Insurance Financial Forum (AC) ▪ Canada Sales Congress (AC) ▪ "Downsizing" Feature Film ▪ City Managers Meeting ▪ Home Shows Film Shoot ▪ People in Motion ▪ UJA Walk For Israel ▪ Deloitte Auditor Excellence (AC)
June 2016	
<ul style="list-style-type: none"> ▪ CARE\$YOU 2016 (AC) ▪ Aroma Tools ▪ Becel Heart & Stroke Ride for Heart ▪ doTERRA Canada Grand Opening (AC) ▪ Melissa Savery Photo Permit ▪ Believe & Soar ▪ BOG June Meeting ▪ My Essential Business ▪ Essential Bracelet ▪ The Fair Trade Show Inc. ▪ The Advertising & Design Club of Canada (AC) ▪ CaGBC 2016 Building Lasting Change Conference & Expo (AC) ▪ Barrister Exams ▪ Landmark (June) (AC) ▪ German Best Practice Award Showcase (AC) ▪ Build Tour Toronto (AC) ▪ Enbridge Ride to Conquer Cancer ▪ LUSH Fresh Handmade Cosmetics (AC) 	<ul style="list-style-type: none"> ▪ Neighbourhood Pharmacy Association of Canada Premus (AC) ▪ York Pioneer & Historical Society - Sunday Spinning ▪ Solicitor Exams ▪ TD Meeting Planner Event (AC) ▪ Amway Canadian Championships 1st. Leg Soccer Celebrations ▪ Unpacking Impact (AC) ▪ Tourism Toronto Convention & Business Events Film Shoot ▪ MTO 2016 Policy and Planning Divisions Staff Development Day (AC) ▪ Community Consultation Mtg. ▪ Toronto Argonauts Tailgating Events ▪ City of Toronto – Management Training ▪ Toronto Argonauts Opening Game ▪ BOG Committee Meetings (AC) ▪ Toronto Waterfront 10K ▪ Uber Drivers Appreciation Event

Event Services

During the month of May, Event Co-ordinators serviced numerous returning clients including the NCA Exams, Mayfest and People in Motion. Mayfest, a unique event celebrating the deaf community, was well attended and a positive experience for the guests. Exhibition Place Security provided an extra level of safety around the perimeter of the building due to the construction at the BMO field. Good Games Con was a first time client to our facility. It was very heavily attended and an overall success.

We also hosted two new events: Hallyu North and Perfect (China) Incentive, the latter being the largest incentive group ever to come to Canada.

During June we hosted three spin off events related to doTERRA at Allstream Centre, all of which went very well. Our events line up this month also included some returning clients such

as the Becel Ride For Heart, Barrister and Solicitor Examinations and the Enbridge Ride to Conquer Cancer. The management of Enbridge Ride to Conquer Cancer was extremely pleased at the speed with which our Facilities Department responded to their needs. Another new event that hopes to return to our grounds is the Uber Driver Appreciation Event, a private carnival / fair for Uber drivers and their families.

Exhibitor Services

Exhibitor Services processed orders for 10 events during the months of May and June, including providing production labour quotes for the CFL Kick-off event outside Stanley Barracks.

All servicing departments met to review and finalize the 2017 Master Price List. We also completed the annual inventory of Exhibition Place rentals by the end of May. The Allstream Centre and Food & Beverage asset inventory is scheduled for August.

Allstream Centre

The month of May was busy with approximately seventeen (17) events. We had quite a few returning clients such as Quick Play Media, Deloitte, Information Technology Association (ITAC), Tech Target and Salesforce World Tour, who had close to 3,000 people in attendance. Canada Sales Congress held a large conference, including exhibitors and 700 attendees, which was very successful. Ontario Associates of Architects held their annual conference with over 600 delegates in attendance. The reception was held on the south lawn.

Cerise once again hosted Royal LePage's Annual Top 100 lunch which was co-hosted with Allstream. This was a very successful client event.

City Managers Meeting and CNEA Board/Financial meetings also took place. New clients included Canadian Insurance Financial Forum, Canadian Institute for Military and Veteran Health as well as Canadian Radiation Protection Association which was held over 5 days.

Allstream Centre hosted approximately twenty (20) events in June, including internal meetings and quite a few new events with a very large attendance. doTERRA hosted an event to introduce product to Canada and had over 3100 people in attendance over two days. Canada Green Building Council was attended by over 500 delegates and included an Expo of 75 booths. This event was held over 3 days, with the Expo only on Day 2, and was a great success for the client. The Care4You Conference was attended by 300 health care professionals (nurses and teachers) and this client was also very happy with the outcome. The Ministry of Transportation held their Staff Development Day to honor their employees.

Rotman School of Management held their Unpacking Impact conference for 150 people. Premus 2016 conference was held over 4 days with most of the rooms being used including Ballroom B. This conference had over 600 people in attendance and focused on work related musculoskeletal disorders. Microsoft Canada held the Build Tour Toronto meeting with 400 people in Ballroom D throughout the day.

The German Chamber of Commerce returned with their Awards Showcase during an afternoon session followed by a reception. Landmark was back for their series of summer sessions and The Advertising & Design Club of Canada was back for their 6th straight year.

Allstream Centre and Cerise hosted meeting planners from TD Wealth Management for a luncheon.

Parking

May

May was filled with excitement as the Toronto professional sports season hit its annual climax. This month the Parking Department faced a number of challenges due to the short turnover time between games and last minute schedule adjustments. A number of parking and traffic management strategies were employed to ensure that all guests were accommodated during the shift in daily programming. The additional games played out of regular season by the Marlies, and Raptors had a positive impact on the monthly revenues; profits were above department expectations. The re-opening of BMO Field and Toronto FC home opener also contributed to the success of this month.

June

The month of June was the start to a lively summer; a number of events took place across the grounds and parking revenue was positive. This month we saw BMO Field become the new home to the Toronto Argos as they played their season home opener on June 23. This exciting addition to the event roster brought with it a new culture to the grounds. Football fans enjoyed tailgating celebrations in the parking lots to rally behind their team and generate additional enthusiasm before the game. Tailgate activities resulted in the loss of some parking space for the day; however the festive atmosphere was enjoyed by all.

With the Honda Indy hot on our heels, more space was lost for the placement of the spectator seating. Once again, parking management strategies were implemented to ensure that we met the needs of our guests and capitalized on parking revenues. Despite these minor challenges faced this month the department rose to the occasion and successfully maintained department standards.

IT/Telecommunications

Exhibition Place has been working with the City of Toronto on a refresh program for the main computer servers. The City's IT group has agreed to procure 4 servers that will upgrade the current hardware for email, domain validation and file system management.

After a successful rollout of the payroll/time clock integration project for the Housekeeping Department, IT made some minor changes to the system and rolled it out for the Labour Department as well. This framework also sets the stage for deploying the system across the grounds to all departments that utilize the time clock system.

IT/Telecom completed work on preparing for the relocation of staff to the 3rd floor of the General Services Bldg. This includes outfitting an additional POP on the 3rd floor for both voice and data services.

The Electrical Department recently completed the cabling infrastructure for the boardrooms in Enercare Centre. An upgrade to the Video/Data infrastructure makes it easier for users to utilize these services in the boardrooms.

Another enhancement in the boardrooms will be to deploy ChromeCast USB devices, which will allow for wireless video deployment from any ChromeCast compatible device (mobile etc.). IT installed and configured software to required departments as part of the digital signage system being deployed across Exhibition Place. This system will allow for real time signage updates to assist with the wayfinding project at Exhibition Place.

Building Operations

Mechanical

- Continued working on orders for Honda Indy / CNE
- Completed trip hazard repairs
- Completed various floor repairs using epoxy compound
- Repaired roll up doors #24, #1B, #2B, #6B, #8B
- Repaired roof leaks in Heritage Courts' east shipping dock
- Irrigation engaged for surrounding area
- Inspected & repaired all loading dock seals

Electrical

- Began installing new LED light fixtures and controls for inside the galleria towers
- Collected heat tracing information for repairs
- Completed Spectra's kitchen fan repair
- Completed annual high voltage maintenance in substations
- Completed power/telecom installation to the Finance boardroom table
- Completed annual high voltage maintenance in the Ricoh/West Annex
- Installed new building automation fibre optic cable
- Replaced motion sensors in Finance Office, Plumbing Office and Water Boardroom
- Repaired parking garage arms and conduits
- Repaired the east galleria card access swipe
- Replaced lamps and ballasts in the parking garage and in Spectra fridges and freezers
- Replaced burnt out lamps in Facility and Labour Pool Offices, in RAWF Office and in Cleaning Closets

Facility Services

- Transitioned to the electronic time management system for labour staff in early June, with Housekeeping now complete and online.
- Continue to consolidate assets and identify under-utilized inventory in order to streamline operations and assist with increasing parking inventory on the grounds
- Worked with Human Resources to commence hiring Housekeeping staff for our summer service delivery
- Completed pressure washing and window cleaning of the Enercare Centre, Horse Palace, Better Living Centre, and various tenants following a high volume of construction activity on the grounds during the winter months.
- Pressure washed water fountains and water features throughout the grounds, which became operational at the end of May.
- Completed our initial grounds wide clean up following the winter months, utilizing pressure washers and street sweeping equipment, with a special focus on the public spaces and the perimeter of our buildings.
- Cleaned outdoor washroom facilities in preparation for summer events.
- Completed the furnishing of an additional locker and change room area to better meet the needs of our staffing levels for Facility Services during peak periods.
- Hired an additional two soft landscaping assistants, bringing our complement to four, to focus on weeding and tending in public areas; work will continue into the summer months.
- Coordinated a grounds wide review of our trees and completed trimming and dead tree removal with our approved contractor.
- Participated in the annual grounds safety audit.
- Reviewed and prepared reports with recommendations for staffing levels relating to Housekeeping services for the CNE and other summer Bandshell Park events.
- Reviewed and projected Production staffing levels for the summer event season.

- Conducted a complete review of and in the process of rectifying technical issues with the Audio Visual Systems in the Enercare Centre salons and Allstream Centre meeting spaces, including the upgrade of projection bulbs, while planning the upgrade of the remaining projectors in the coming months.
- Production staff took possession of two mobile stations which will house required Health and Safety equipment relating to their job specific duties. This will ensure the availability of equipment in a centralized location at the various work sites.
- Completed preparation of a storage location in the Enercare Centre to consolidate Production inventory, centralizing operations for Production Services.
- Currently reviewing elevated work platform policies and procedures related to Production, Labour and Housekeeping services.

EXcellence in Action

Kristen Ferrone of the Toronto Argonauts Football Club sent an email dated May 4th to Andrew Landrigan and Wassim Dawoud; "...yesterday went amazing for us. Thank you again for all your help coordinating the logistic at the Enercare Centre. Look forward to working with you both in the future."

Kathy Treanor received an email dated May 17th from Mandy Faulkner of Moore Carlyle Consulting | MCC Destination Management; "I really enjoyed working with you also, you were always so quick to reply to my notes and always with a smile, thank you! [...] I look forward to next time!"

Linda Costa of the CNE sent an email dated May 19th to Kathy Treanor; "You and your team did a great job. Thank you so much."

Marvin Self received an email dated May 27th regarding the guided tour he received from Linda Cobon; "On behalf of the OAA Council and the Conference Committee, I would like to thank you for your participation in the 2016 OAA Conference – Architectural Matters Tour roster. The attendees were so pleased with the quality and variety of tours available at the Conference. We would not be able to deliver such unique, informative and engaging tours without your willingness to assist the OAA. Thank you once again for hosting us and we look forward to working with you again on future events and opportunities."

Alessandra Hall of dōTERRA sent an email June 9th to Nancy Kloek; "Thanks for working so hard to make our event a success- it was a pleasure working with you "

Christine Wong received an email dated June 10th from Rafik Riad of the Fair Trade Show; "I hope you are well. Thank you for all the guidance throughout the past months and for your continuous support. We really could not have done it without yours and Ken's (Jattan) help!"

Kathy Treanor received an email from Elisa Suppa dated June 14th regarding the Build Tour Toronto; "We wanted to say THANK YOU to you and your team for everything you did on Friday, and leading up to the event. [...] we definitely look forward to working with Allstream again in the future!"

Tami Jacobson sent an email dated June 16th to Doris Bertrand regarding the Salesforce Word Tour 2016 – Toronto; "We received rave reviews of the service and presentation for the Executive lunch. Again, thank you to you and your team for all your extra efforts and hard work. The event was a success."

Samantha Sferlazza sent an email dated June 23rd to Geoff Mak regarding the Build Tour Toronto; "...our management team was very pleased with the experience and venue overall. I think we were most impressed with the knowledge and level of expertise each of your team's leads (i.e. Kathy, Kim, Hank, etc.) possessed. In addition, STAGEVISION and the labourers were all very knowledgeable and quick on their toes with all of our questions, and last minute changes – it positively impacted the flow of event and set-up turnaround time. Lastly, thank you for your support as well – with such short lead time leading up to the event, you really helped to speed things along for us, and for that we are very grateful! "

Kathy Treanor received an email dated June 23rd from Nicole Hrinco regarding the Unpacking Impact Event; "You and the entire team are complete super stars. The level of service and attention to detail is truly appreciated."

Caleigh Borthwick sent an email dated June 27th to Jim MacGregor regarding the UBER Event; "Thanks again for all your help in putting this event together so quickly! Looking forward to future opportunities to work together!"

Wassim Dawoud received an email dated June 29th from Caleigh Borthwick; "Uber felt Bandshell Park was a great venue for the event. [...] A special note of thanks to Jim MacGregor who was absolutely wonderful to work with and very accommodating - we really appreciated all his help. Thanks and looking forward to future opportunities to work together again!"

Spectra by Comcast Spectacor May

Hallyu North and Perfect China were both very busy events for Spectra staff and both produced good revenue. Good Game Con took place in the Q.E. Hall and was also a very busy event. Despite just one vendor, this event also produced good revenue.

June

A first-time event, the Neighborhood Pharmacy Assoc., had lots of catering and reception food. The event went extremely well and the client was a pleasure to work with.

Two sets of Solicitor Exams took place. Service for the first event was not up to the client's expectations, Spectra adjusted for the second run and all went perfectly.

Cerise Fine Catering

In May, the Cerise Fine Catering /Allstream Centre team saw several multi-day corporate meetings including the Ont. Assn. of Architects, the Canadian Radiation Association and Deloitte. We enjoyed the successful return of Sales Force at the beginning of the month.

In June the Cerise Fine Catering/Allstream Centre team hosted the Canada Green Building Council conference and Premus, all of which were well received.

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 six months ended June 30, 2016					
	Actual	Current Month Budget	Fav (Unfav) Variance	Actual	YTD Budget	Variance
	\$	\$	\$	\$	\$	\$
Event Income	3,325,252	2,493,128	832,124	18,334,263	17,540,061	794,202
Direct Expenses	265,018	217,683	(47,335)	2,060,975	2,077,277	16,302
Indirect Expenses	2,441,462	2,258,549	(182,913)	14,431,441	14,644,143	212,702
Operating Income (Loss) before building loan interest & amortization and naming fees	618,772	16,896	601,876	1,841,847	818,641	1,023,206
Interest expense - Allstream Centre	139,346	139,346	-	841,301	841,301	-
Amortization expense - Allstream Centre	129,216	129,216	-	775,294	775,294	-
Operating Income (Loss) before naming fees	350,211	(251,665)	601,876	225,252	(797,954)	1,023,206
Contribution from (to) Conference Centre Reserve Fund	(230,714)	258,720	(489,434)	583,335	1,069,149	(485,814)
Net Income (Loss)	119,497	7,055	112,441	808,588	271,195	537,392

(1) Operating Income for the Board before interest on City loan, amortization of building improvements net of contribution from naming fees is \$1,841,847 compared to a budgeted Operating Income of \$818,641 for a favourable variance of \$1,023,206.

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

**EXHIBITION PLACE
FINANCIAL STATEMENT HIGHLIGHTS
JUNE 2016 AND COMPARATIVES**

	MONTH			YTD			2015 YTD	
	ACTUAL	BUDGET	VARIANCE	ACTUAL	BUDGET	VARIANCE	ACTUAL	YOY VARIANCE
Number of Events	21			74			62	12
	\$	\$	\$	\$	\$	\$	\$	\$
Direct Event Income	1,621,790	1,585,468	36,322	9,200,004	9,227,465	(27,461)	8,036,224	1,163,780
Ancillary Income	27,742	122,707	(94,965)	1,847,626	1,771,372	76,254	2,042,353	(194,727)
Advertising and Sponsorship	5,313	15,167	(9,854)	31,877	91,000	(59,123)	41,794	(9,917)
Rent-MLSE-Ricoh Coliseum	75,346	76,388	(1,042)	452,076	458,327	(6,251)	341,030	111,046
Naming Rights	97,154	85,417	11,738	582,929	512,500	70,429	502,940	79,990
Parking EP	509,951	294,500	215,451	3,598,718	3,542,500	56,218	3,461,991	136,727
Parking - BMO Events	218,986	160,000	58,986	495,536	366,000	129,536	606,920	(111,384)
Program Recoveries and Other	35,609	35,000	609	209,715	210,000	(285)	155,350	54,365
Total Event Income	2,591,892	2,374,646	217,246	16,418,481	16,179,164	239,317	15,188,601	1,229,880
Direct Expenses	184,172	203,072	18,899	1,817,674	1,899,223	81,549	1,957,668	(139,994)
Indirect Expenses	2,123,092	2,005,584	(117,508)	12,800,840	13,081,524	280,684	13,851,075	(1,050,235)
Naming Rights	97,154	85,417	(11,737)	582,929	512,500	(70,429)	502,940	79,989
Total Event Expenses	2,404,418	2,294,073	(110,345)	15,201,443	15,493,247	291,804	16,311,684	(1,110,241)
Net Income (Loss)	187,474	80,573	106,901	1,217,038	685,917	531,121	(1,123,083)	2,340,121

**ALLSTREAM CENTRE
FINANCIAL STATEMENT HIGHLIGHTS
JUNE 2016 AND COMPARATIVES**

	MONTH			YTD			2015 YTD	
	ACTUAL	BUDGET	VARIANCE	ACTUAL	BUDGET	VARIANCE	ACTUAL	YOY VARIANCE
Number of Events	13			73			62	11
	\$	\$	\$	\$	\$	\$	\$	\$
Direct Event Income	390,488	69,619	320,868	1,077,191	798,993	278,198	586,599	490,592
Ancillary Income	310,532	42,341	268,191	693,626	503,752	189,874	445,925	247,701
Parking Revenue	32,340	6,522	25,818	144,965	58,152	86,813	84,265	60,700
Total Event Income	733,359	118,482	614,877	1,915,782	1,360,897	554,885	1,116,789	798,993
Direct Expenses	80,846	14,612	(66,235)	243,301	178,054	(65,247)	177,869	65,432
Indirect Expenses	221,216	167,548	(53,668)	1,047,672	1,050,119	2,447	883,682	163,990
Total Event Expenses	302,062	182,159	(119,903)	1,290,973	1,228,173	(62,800)	1,061,551	229,422
Operating Income (Loss) before building loan interest & amortization and naming fees	431,297	(63,677)	494,974	624,809	132,724	492,085	55,238	(569,571)
Interest expense	139,346	139,346	-	841,301	841,301	-	866,321	(25,020)
Amortization expense	129,216	129,216	-	775,294	775,294	-	775,294	-
Operating Income (Loss) before naming fees	162,736	(332,238)	494,974	(991,786)	(1,483,871)	492,085	(1,586,377)	(594,591)
Contribution from Conference Centre Reserve Fund	(230,714)	258,720	(489,434)	583,335	1,069,149	(485,814)	794,778	(211,443)
Net Income (Loss) before transfers	(67,978)	(73,518)	5,540	(408,451)	(414,722)	6,271	(791,599)	806,034

Note 1. 2016 Allstream Centre Total Event Income Budget was based on Proforma and 2015 actual.

**ENERCARE CENTRE AND ALLSTREAM CENTRE
EVENT STATISTICS
FOR THE MONTH ENDED JUNE 30, 2016**

ENERCARE CENTRE

	<u>MONTH ACTUAL</u>		<u>YTD ACTUAL</u>		<u>PRIOR YEAR ACTUAL</u>	
Attendance [Note:1]	14,555		484,157		493,940	
			(NOTE 3)		(NOTE 2)	
<u>EVENT</u>	<u>ACTUAL # OF EVENTS</u>			<u>NET EVENT INCOME</u>		<u>REFRESHMENT PER CAP'S</u>
	<u>2016</u>	<u>2015</u>	<u>2014</u>	<u>ACTUAL</u>	<u>BUDGET</u>	<u>ACTUAL</u>
	#	#	#	\$ (IN '000'S)	\$ (IN '000'S)	
Consumers Show	19	17	21	5,664	4,045	3.70
Trade Show	2	3	5	490	491	2.01
Exam	3	4	5	263	162	12.00
Photo/Film Shoot	7	2	0	81	-	11.91
Meeting/Corporate	18	6	10	111	15	13.71
	49	32	41	6,609	4,713	-

ALLSTREAM CENTRE

				(NOTE 3)		(NOTE 2)
<u>EVENT</u>	<u>ACTUAL # OF EVENTS</u>			<u>NET EVENT INCOME</u>		<u>REFRESHMENT PER CAP'S</u>
	<u>2016</u>	<u>2015</u>	<u>2014</u>	<u>ACTUAL</u>	<u>BUDGET</u>	<u>ACTUAL</u>
	#	#	#	\$ (IN '000'S)	N/A	
Gala	2	3	2	28	-	-
Conference	29	26	21	1,075	-	137.66
Reception	7	7	7	91	-	85.88
Meeting	30	23	26	223	-	41.34
Photo/Film Shoot	0	0	3	-	-	-
Exam	5	3	1	37	-	4.46
	73	62	60	1,453	-	-

Note: 1 Attendance estimates provided by Show Management.

Note: 2 Refreshment per cap's based on information reported by Ovations/Cerise.

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

**COMBINED EXHIBITION PLACE AND ALLSTREAM CENTRE
CHEQUE DISBURSEMENTS - JUNE 2016
GREATER THAN \$50,000**

Chq. No	Date		\$ Amount	Description
	07/06/2016	ADP CANADA	339,817.94	SALARY PAYROLL
	08/06/2016	ADP CANADA	310,050.01	HOURLY PAYROLL
	15/06/2016	ADP CANADA	265,779.46	HOURLY PAYROLL
	22/06/2016	ADP CANADA	214,962.82	HOURLY PAYROLL
	23/06/2016	ADP CANADA	341,455.25	SALARY PAYROLL
	29/06/2016	ADP CANADA	229,111.70	HOURLY PAYROLL
9309	15/06/2016	J-SQUARED TECHNOLOGIES	52,885.53	2016 CAPITAL WORKS - ALLSTREAM CENTRE ELECTRICAL
9219	30/06/2016	CITY OF TORONTO	63,099.52	2016 LOAN PAYMENT
9343	15/06/2016	TORONTO HYDRO ENERGY SERVICES	74,517.93	DECEMBER 1- APRIL 30 WINDTURBINE
9317	15/06/2016	MAPLE LEAF SPORT & ENTERTAINMENT	74,724.02	2016 PARKING RICOH FEBRUARY MARCH
9316	15/06/2016	MAPLE LEAF SPORT & ENTERTAINMENT	79,181.20	2016 PARKING BMO MAY
9242	09/06/2016	CITY OF TORONTO	81,624.70	PREMIUM FOR DENTAL & LIFE FOR JUNE 2016
9223	30/06/2016	FEDERATION OF CANADIAN MUMICIPALITY	110,001.75	2016 LOAN PAYMENT
9280	15/06/2016	CERISE FINE CATERING	121,152.09	F&B FOR ALLSTREAM EVENT - MASTER VENDOR
9255	09/06/2016	LOCAL 58 BENEFITS FUND	125,697.20	2016 MAY REMITTANCE
9196	02/06/2016	ONIT CONSTRUCTION INC	127,680.01	2016 CAPITAL WORKS - GS REN
9397	23/06/2016	MAPLE LEAF SPORT & ENTERTAINMENT	152,889.76	2016 PARKING RICOH APRIL & MAY
9217	29/06/2016	BROOKFIELD MULTIPLEX CONSTRUCTION	163,850.00	CONTAMINATED SOIL REMOVAL
9459	29/06/2016	TREASURER CITY OF TORONTO	209,421.66	2016 PROPERTY TAX
9218	30/06/2016	CITY OF TORONTO	222,689.97	2016 JULY LOAN PAYMENT
9403	23/06/2016	OMERS	244,809.74	2016 MAY REMITTANCE
9277	15/06/2016	CANADA CUSTOMS AND REVENUE	279,417.23	2016 MAY REMITTANCE
9215	02/06/2016	VR MECHANICAL SOLUTIONS INC	447,413.06	CAPITAL WORKS - DISTRICT ENERGY SYSTEM
9422	23/06/2016	TORONTO HYDOR-ELECTRICE SYSTEM	503,161.95	2016 MAY REMITTANCE
		DISBURSEMENTS OVER \$50,000	4,835,394.50	
		OTHER DISBURSEMENTS	1,221,058.91	
		TOTAL DISBURSEMENT	<u>6,056,453.41</u>	

**BOARD OF GOVERNORS OF EXHIBITION PLACE
BALANCE SHEET
AS AT JUNE 30, 2016**

	June 2016	June 2015
	\$	\$
FINANCIAL ASSETS		
CASH	1,941,137	1,942,015
SHORT-TERM INVESTMENTS	750,000	5,250,000
ACCOUNTS RECEIVABLE		
TRADE ACCOUNTS RECEIVABLE	7,578,795	5,593,977
ALLOWANCE FOR DOUBTFUL ACCOUNTS	(694,567)	(632,891)
NET ACCOUNTS RECEIVABLE	6,884,228	4,961,086
SALES TAX RECOVERABLE	152,346	208,356
OTHER RECEIVABLE	898,959	482,561
RECEIVABLE FROM THE CITY OF TORONTO	7,411,019	7,299,481
TOTAL FINANCIAL ASSETS	<u>18,037,689</u>	<u>20,143,499</u>
LIABILITIES		
ACCOUNTS PAYABLES - TRADE	176,952	207,530
ACCRUED LIABILITIES	4,818,225	3,641,018
SALES TAX PAYABLE	484,496	580,349
DEFERRED REVENUE	4,032,270	9,703,163
OTHER CURRENT LIABILITIES	783,106	773,372
EMPLOYEE BENEFITS PAYABLE - PSAB	8,576,026	8,595,444
OTHER LIABILITIES	313,208	353,558
LOAN PAYABLE - ERP PROJECTS	10,976,777	9,676,880
GOVERNMENT ASSISTANCE	1,150,505	1,291,381
LOAN PAYABLE- FCM CAPITAL ASSET	1,447,289	1,537,224
LOAN PAYABLE- CONFERENCE CENTRE ASSET	33,155,191	34,168,606
NET INCOME (LOSS) CURRENT	808,588	(1,914,682)
PRIOR YEAR SURPLUS	(5,358,409)	(5,037,733)
TOTAL LIABILITIES	<u>61,364,224</u>	<u>63,576,110</u>
NET DEBT	<u>(43,326,535)</u>	<u>(43,432,611)</u>
NON-FINANCIAL ASSETS		
INVENTORIES	54,647	84,616
PREPAID EXPENSES	70,680	365,254
STEP UP RENT/OTHER RECEIVABLE	2,056,746	1,426,258
FIXED ASSETS		
EQUIPMENT	60,559,164	58,278,238
ACCUMULATED DEPRECIATION - EQUIPMENT	19,414,702	16,721,754
EQUIPMENT - NET	41,144,462	41,556,483
TOTAL NON-FINANCIAL ASSETS	<u>43,326,535</u>	<u>43,432,611</u>

Summary of Sole Source Commitment Activity by Reason - May 1, 2016 to June 30, 2016

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:

- (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, 2016 to June 30, 2016 total is \$ 6,487.33. The percentage of dollar value of sole source purchasing activity for goods and services compared to the total purchasing expenditures of \$ 578,267.76 is 1.1% for this period. The revised annual percentage year to date is 6.5 % on purchasing expenditures of \$1,728,628.99.

EP Program

Reason for Sole Source	Number of Commitments	Number of Suppliers	Total Value
Match Existing Equipment/Service	1	1	\$ 6,487.33
Specialized Services	0	0	\$ -
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 -	0	0	\$ -
Total	1	1	\$ 6,487.33