



Exhibition Place

Management Report

March 31, 2015

Executive Summary

- Combined Operating Income (Loss) for Exhibition Place and Allstream Centre for the two months ended February 28, 2015 before net naming fees, building loan interest and amortization expense for the Allstream Centre was a loss of (\$862,417) compared to a budget loss of (\$788,610) for an unfavourable variance of (\$73,807).
- Operating Income (Loss) before interest and amortization expense for Allstream Centre for the two months ended February 28, 2015 was (\$104,156) compared to a budget income of \$209,799 for an unfavourable variance of (\$313,954).
- The Sales & Marketing team secured 22 new events for Exhibition Place.
- Exhibition Place's Recognition Committee received 101 staff nominations for the February/March period.
- Dionne Bishop, Marketing Coordinator, successfully achieved her Certified Special Events Professional designation through the International Special Events Society.
- Cerise Fine Catering has entered a preferred audio/visual partnership with Stagevision, which offers clients competitive and convenient audio/visual solutions for their events.

February 2015 Financials for Combined Exhibition Place and Allstream Centre

Combined Operating Income (Loss) for Exhibition Place and Allstream Centre for the two months ended February 28, 2015 before net naming fees, building loan interest and amortization expense for the Allstream Centre was a loss of (\$862,417) compared to a budget loss of (\$788,610) for an unfavourable variance of (\$73,807).

Exhibition Place

Net Income (loss) for Exhibition Place and Direct Energy Centre for the two months ended February 28, 2015 was (\$758,261) compared to budget net income (loss) of (\$998,408) for a favourable variance of \$240,147.

- Rental income from events of \$1,963,411 is favourable to budget by \$237,074 primarily due to higher than budgeted rental income from the Boat Show and favourable variance from new events.
- Electrical net services of \$202,458 are unfavourable to budget by (\$31,187) primarily due to lower than budgeted net electrical services from the Boat Show and Bridal Show offset by a favourable variance from new events.
- Food & Beverage concessions of \$179,143 are unfavourable to budget by (\$4,494) primarily due to lower than budgeted food and beverage revenue from the Boat Show and the Sportsman Show offset by a favourable variance from unbudgeted new events.
- Show services from third party billings at \$650,000 are favourable to budget by \$189,204 with a corresponding increase in related show expenses of \$107,289 for a net favourable variance of \$81,915 primarily due to higher than budgeted net show services income and favourable variance from unbudgeted new events.
- Parking revenues at \$1,151,516 are favourable to budget by \$126,516 with a corresponding increase in parking expenses/rebates of \$23,186 for a net favourable variance of \$103,330. This is primarily due to lower than budgeted net revenue from the Boat Show and Bridal Show offset by additional parking revenue from other tenants.
- Program recoveries and interest income at \$65,356 are unfavourable to budget by (\$4,121) primarily due to lower than budgeted interest income.
- Direct and indirect expenses at \$5,406,109 are unfavourable to budget by (\$62,777) primarily due to lower utilities due to the energy savings initiatives, lower operational costs offset by higher 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.

Direct Energy Centre accounts receivable as at February 28, 2015 was \$1,853,489 consisting primarily of:

- \$818,984 for services on completed events of which \$487,394 (60%) has been received by April 7, 2015.
- \$797,938 of deposits owed as contractual for future events of which \$663,475 (83%) has been received by April 7, 2015.
- 121,247 owed by Ovations of which \$85,394 (70%) has been received by April 7, 2015.
- \$18,446 owed by MLSE - BMO Field for telecommunications services of which \$18,446 (100%) has been received by April 7, 2015.
- \$16,023 owed by MLSE (Ricoh) for telecommunications services of which \$16,023 (100%) has been received by April 7, 2015.

Exhibition Place accounts receivable as at February 28, 2015 was \$3,887,414 consisting primarily of:

- \$1,016,212 owed by City of which \$1,000,660 (98%) has been received by April 7, 2015.
- \$699,403 owed by tenants of which \$483,757 (69%) has been received by April 7, 2015.
- \$678,476 owed by MLSE - BMO Field for payroll a cost of which \$164,169 (24%) has been received by April 7, 2015.
- \$522,250 owed by MLSE (Ricoh) for services of which \$443,844 (85%) has been received by April 7, 2015.
- \$175,726 owed by the CNEA of which nil has been received by April 7, 2015.
- \$55,238 for show services on completed events of which \$16,670 (30%) has been received by April 7, 2015.

Allstream Centre

Operating Income (Loss) before interest and amortization expense for Allstream Centre for the two months ended February 28, 2015 was (\$104,156) compared to a budget income of \$209,799 for an unfavourable variance of (\$313,954).

- Rental income of \$68,714 is unfavourable to budget income by (\$254,398) primarily due to budget timing of new events.
- Food & Beverage concessions of \$84,006 are unfavourable to budget by (\$116,538) primarily due to budget timing of new catered events.
- Net Show services income from third party billings of \$16,596 is unfavourable to budget by (\$24,821) primarily due to budget timing of new events.
- Net parking income at \$5,558 is unfavourable to budget by (\$12,059) primarily due to budget timing of new events.
- Direct and indirect expenses at \$313,649 are favourable to budget by \$105,907 primarily due to lower utilities due to the energy savings initiatives and lower than budgeted direct expenses. 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 February 28, 2015 was \$429,153 consisting primarily of:

- \$149,664 owed as contractual deposits for future events of which \$11,649 (8%) was received by April 7, 2015.
- \$122,383 for services on completed events of which \$32,928 (27%) has been received by April 7, 2015.

- \$101,902 owed by Cerise Fine Catering of which \$2,286 (2%) has been received by April 7, 2015.
- Amounts totaling \$55,204 are 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

February/March Sales Effort

During this period, our Sales & Marketing team secured 22 new events for Exhibition Place. The events are categorized as follows:

- 15 meetings & conventions
- 2 trade & consumer shows
- 2 film shoot/press conference
- 1 ride & drive
- 1 exam
- 1 sporting event

February/March Sales Summary

New events held during this time period include ITAC Annual Ontario Reception 2015, PAC – National Packaging Competition, NDEB Quarterly Assessments, ISES Toronto Monthly Meeting, International Coaching Federation (Toronto Chapter), Yee Hong Community Wellness Foundation, Tesla Dual Motor Tour, Royal LePage Real Estate Services Annual Gala, Canadian Safe School Network, EDM – Above and Beyond, An Ontario Public Service (OPS) Event: “Implicit Bias, Inclusion and the Brain”, Jon Taffer Seminar, CRFA Show Reception & Breakfast, Dieticians of Canada – Ontario Regional Conference, Trillium Gift of Life Network – March Meeting, WBE Canada 2015 Conference, ARIDO AGM & Spring Conference, IDS March CEU program, BILD Annual Luncheon, CAA Worst Roads Campaign, Realizing the Health Benefits of Green Spaces in a Changing World. OHEA AGM Conference, Technomic – Canadian Foodservice Planning Meeting, Victory Charity Ball, The Ontario Public Health Convention, Intact Commercial Film Shoot, and “Warrior” TV Series Basecamp Parking.

Business Travel

David Stempowski attended the CanSPEP (Canadian Society of Special Event Planners) Annual Conference in Saskatoon from February 26th to 28th. The conference was attended by approximately 45 independent meeting planners; 75% of whom were Toronto based and 25% from outside of Ontario. The tradeshow was held on February 27th and the Allstream Centre/ Direct Energy Centre booth was attended by every planner via a social networking game to encourage a visit to each booth that day.

Barb Outschoorn and Don Leddy attended the CSAE (Canadian Society of Association Executives) Trillium Chapter Winter Summit on February 5th and 6th in Kitchener, Ontario, which was attended by over 200 industry professionals and Association Executives. In role as Trillium Chapter Board Member and representative of Allstream Centre, Don welcomed the first day keynote luncheon speaker to all 200 attendees. This event continues to provide excellent networking opportunities for the Association sales team.

Marvin Self represented Allstream Centre and Direct Energy Centre at the Tourism Toronto High Valued Account (HVA) event in Ottawa on March 19th. This event, which is sold out every year, included 20 clients representing major national association accounts. This allowed for excellent networking opportunities to build client relations and provided exceptional lead generation exposure. While in Ottawa, Barb and Marvin took the opportunity to conduct joint sales calls, prospecting Canadian Associations for Allstream Centre.

The corporate team, consisting of Stephanie Lander, Geoff Mak, David Stempowski and Lyne Montpetit, attended the MPI (Meetings Professionals International) Awards Gala in Toronto on March 12th. After a networking reception, the team hosted a table of current and prospective clients. The event attracted a large group of over 500 industry planners and suppliers largely from the GTA market.

Lyne Montpetit attended the Tourism Toronto Montreal Signature Event on March 24th. Over 50 clients and prospects enjoyed the lively networking reception where 20 suppliers promoted their services and raffled prizes. The following day, 12 suppliers welcomed 6 planners for a lunch and presentation in Pointe-Claire. Four sales calls completed the trip and follow-up emails provided key information requested.

Barb Outschoorn attended two back to back industry events with PCMA (Professional Convention Management Association) and CSAE on March 24th and 25th in Ottawa, Ontario. In addition to participating in the networking benefits of these two events, Barb also formulated a schedule of sales calls with Association meeting planners to develop new business in the Ottawa area.

Publicity

Direct Energy Centre

- News Report during this period included **169** hits for Direct Energy Centre. Stories included: Toronto Sportmen's Show; Motorcycle Show; Canada Blooms; National Home Show; Toronto International Boat Show; Things to Do; Restaurants Canada Show; The Baby Show; SIAL Canada; One of A kind Spring Show; Victory Charity Ball
- Marketing Department submitted a 1 page feature on Direct Energy Centre to SAB Magazine for the spring 2015 issue. This feature highlighted Direct Energy Centre's recent accomplishment of becoming LEED Gold: EB&OM

Allstream Centre

- News Report during this period included **5** hits for Allstream Centre. Stories included: Chinese New Year; International Women's Day
- Meetings & Incentive Travel magazine featured Allstream Centre Chef in an article titled "Feeding Creativity" in the January/February issue

Exhibition Place

- News Reports for this period include **196** hits for Exhibition Place. Stories Included: Toronto International Boat Show; International Bicycle Show; TFI; Artist Project; Things To Do; Sportsmen's Show; Above & Beyond; Liberty Village; Toronto Vintage Clothing & Antique Show; Hotel X Toronto
- Marketing Department wrote an article for the City Update News – January/February edition titled "Exhibition Place Recognized for Going Green."
- Marketing Department issued a press release on February 6th titled "New Director, Event Management Services appointed at Exhibition Place"
- Meetings & Incentive travel magazine ran the story titled "Exhibition Place Names new Event Management Services Director" on February 11th
- Exhibition Place Princes' gates were featured on the February tickets for the Toronto Blue Jays. This brand awareness was coordinated by the Marketing department.

Social Media Mentions

- Total number of mentions during this period for Exhibition Place, Direct Energy Centre and Allstream Centre on social media platforms; Twitter; Blogs; Facebook is: **1698**

Congratulations

Dionne Bishop, Marketing Coordinator, successfully achieved her Certified Special Events Professional designation through the International Special Events Society.

Event Management Services

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

Exhibitions/Meetings/Conventions/Corporate Events	
February 2015	
<ul style="list-style-type: none"> ▪ Royal Automotive Agency Detailing ▪ ITAC Annual Ontario Reception (AC) ▪ Toronto Sportsmen's Show ▪ BOG Meeting.(AC) ▪ PAC-National Packaging Competition ▪ NDEB Quarterly Assessment (AC) ▪ ISES Toronto Monthly Meeting (AC) ▪ Paralegal Exams ▪ Ride and Drive with Tesla ▪ Accenture -Manager/Principal Milestone (AC) 	<ul style="list-style-type: none"> ▪ EDM - Above and Beyond ▪ The Artist Project ▪ International Coaching Federation (AC) ▪ The Motorcycle Show ▪ Canadian Safe School Network (AC) ▪ Ontario SEM Co-Hort: Ex place Energy Management Assessment Mtg. (AC) ▪ Ontario Public Service Event (AC) ▪ Implicit Bias, Inclusion and the Brain (AC) ▪ Accenture Senior Manager / senior Principal Milestones (AC)
March 2015	
<ul style="list-style-type: none"> ▪ Restaurants Canada Show ▪ Jon Taffer Seminar (AC) ▪ BIO Energy Conference (AC) ▪ Technomic - Canadian Foodservice Planning Meeting (AC) ▪ Toronto International Bicycle Show ▪ Humber College HTOM Lecture (AC) ▪ Dietitians of Canada - Ontario Regional Conference (AC) ▪ CGA March Exams ▪ WBE Canada 2015 Conference (AC) 	<ul style="list-style-type: none"> ▪ Trillium Gift of Life Network - March Meeting (AC) ▪ IDC March CEU Program (AC) ▪ National Home Show/Canada Blooms ▪ Toronto Antique & Vintage Market & Toronto Vintage clothing Show ▪ CNEA Bd. Of Dir. Mtg. (AC) ▪ ARIDO AGM & Spring Conference (AC) ▪ Wizard World ▪ One of a Kind Spring Show & Sale ▪ Ontario Public Health convention (AC) ▪ City of Toronto Ball Hockey Tournament ▪ The Baby Show ▪ OHEA AGM Conference (AC)

Event Services

During February and March, we were privileged to host many our regular events as well as the EDM "Above and Beyond". Staff worked very closely with show management to keep their costs down without compromising the safety and comfort of patrons. Due to the extreme cold temperatures, the exiting plan was changed and we opened an hour and a half early to allow guests to wait in Heritage court. We also identified areas where show management could make changes for future events of this nature.

The Preview Night for the returning Artist Project was the most successful to date, despite extremely cold temperatures. On the whole, show management reported being very satisfied with our delivery of services and attention to their needs.

National Home Show once again co-located with Canada Blooms. Our experienced staff ensured that both events were move-in, serviced and move-out very smoothly. The very tight overnight conversion to the One of a Kind Spring Craft Show also went extremely well.

The Baby Show went very well and featured the added attraction of the Guinness event to install the greatest number of baby seats correctly.

Exhibitor Services

The months of February and March are some of the busiest for the order desks, which serviced nine events. In addition, we were involved in the preparation of Production Service Labour quotations for various PanAm AV providers.

We also coordinated the delivery of our new beverage provider's Pepsi machines throughout Direct Energy Centre, including installation of Pepsi signage.

Allstream Centre

Allstream Centre hosted 13 events in February, including returning clients such as Accenture (with 2 dates), ITAC, National Dental Exams, Royal LePage and Trillium Gift of Life. A new event, the Dragon Ball (Cerise), changed their venue after 15 years with MTCC and was successfully delivered in Allstream Centre. We also hosted Tesla for 4 days with their new vehicles as a Ride & Drive. Exhibition Place Energy Management Assessment team co-hosted a seminar with Ontario SEM.

We hosted 19 events in March that included return clients such as ARIDO, Technomic, IDC and the 3-day Public Health Conference. Restaurants Canada moved their Reception and Breakfast to Allstream Centre for the first time; it was very well received. BILD (Cerise) returned for their 5th year Annual Luncheon. PanAm held a lunch N' Learn with a good turn-out. Humber College's Lecture, featuring our very own Laura Purdy, was a hit with students. CNEA held their Board Meeting. The Bistricher/Rudinski Wedding (Cerise) with 800 guests was a huge success. The month ended with the OHEA AGM Conference.

Parking

Parking activity for the cold and snowy month of February had the Sportsmen's Show car count down by 11%. Additional parking revenue was captured by 5 Marlies games, Globe Trotters and a sold-out WWE in Ricoh Coliseum. An increase in revenue from Lot rentals and monthly parking was also a factor.

March showed our large events back-to-back, from CRFA to Home Show / Blooms to One of a Kind, which all had a negative variance below budget. The positive and increased revenue came from 6 events at the QET and Lot rentals / monthly parking.

IT/Telecommunications

IT/Telecom staff completed the deployment of the new digital signage system in Direct Energy Centre. This system is tied into the Electronic Booking Management System and provides patrons with updated information on current and upcoming events.

Significant upgrades have been made to the security badging system and are being rolled out shortly. The updated system will provide temporary badging and allows for the tracking of objects and personnel.

IT/Telecom has provided computer networking for the Queen Elizabeth Building's new air conditioning system and the paging system in Direct Energy Centre.

A new server for the door access system has been deployed and is operational. The new computer server provides significantly greater speed and has additional built in hardware redundancy.

Computer servers and data storage units for the new archives system have been procured and setup. IT is now working with the vendor to install the software and will provide assistance with migrating the original data.

IT/Telecom has been actively working with the TO2015's IT team in order to facilitate cable overlay designs, possible use of Exhibition Place infrastructure as well as general assistance with all IT/Telecom/Broadcasting requirements.

Building Operations

Mechanical

- Assisted with move in and out for Sportsman Show/Home Show/One of a Kind
- Repaired roll up doors from event damages #'s 20/17/4/10/13
- Repaired roof in Industry Building, Heritage Court and Galleria
- Painted Facility Services areas
- Repaired benches in Galleria and Hufcor walls in Halls AB/CD
- Repaired show floors in Hall A and Heritage Court using epoxy compound
- Removed edging from concrete walkways surrounding Direct Energy Centre; damaged due to severe frost and ambient temperature issues
- Replaced missing electrical roof trusses
- Completed lighting for Green Wall

Electrical

- Replaced heater motor in East Annex
- Tested all soap dispensers
- Replaced burnt out lamps in Presentation Theatre
- Disconnected sprinkler system compressor motor
- Investigated and tested HVAC units various problems
- Inspected and repaired dock levelers
- Rewired West Annex condensate pumps
- Tested overload relay Supply Fan #4 and Inspected Supply Fan #10 for issues of no power
- Decommissioned heating unit and installed new unit consisting of motor and heating coils.
- Repaired beacon heaters and installed heater in East Annex
- Replaced contactors for heating units in West Galleria lobby
- Investigated MPX substation for flood damage
- Investigated Security maintenance requests
- Replaced North Extension show panel damaged by truck
- Installed heat tracing plumbing storage sprinkler line
- Repaired issue of no power to vehicle charging station
- Installed test LED lights in East Tower and Hall A
- Removed timer from lunchroom TV

- Investigated and repaired East parking kiosks for issue of no power
- Investigated water leak in Milk Room
- Investigated and repaired no power to main POP room air conditioners

Facility Services

The following maintenance projects and activities were completed or are on-going:

- Provided snow removal and salting services for the entire grounds ensuring our shows, events and tenant functions were maintained to the best possible standards
- Moved snow piles to remote areas of the grounds in order to provide more parking spaces for our shows and events
- Completed the stripping and re-waxing of the entire Better Living Centre floor in preparation for the Artist Project
- Participated in Human Resources recent hiring blitz for casual Housekeeping staff
- Continue to conduct waste audits for all of our shows and events with a goal of increasing our overall waste diversion rate
- Completed pressure washing in the Direct Energy Centre's entrances to the underground garage prior to the Home Show, Canada Blooms and One of a Kind Show
- Refreshed the Living Wall installation in Hall D of the DEC Galleria with new plants prior to the Home Show and Canada Blooms
- Collaborated with HR to create a schedule for the re-hiring of summer Housekeeping Staff for both PanAm Games and CNE, as well as creating a work schedule for the new hires
- Conducted Orientation sessions and Health & Safety training for approximately 50 new hires in our Housekeeping Department in advance of the Home Show
- Met with our IT Department to develop a better system to keep track of the attendance for both unionized and casual Housekeeping employees
- Conducted interviews and hired new Facility Coordinators to back fill one position as well as two new temporary positions for the Pan Am TO2015 games
- Completed a successful 5-hour turnover of events in the DEC from the National Home Show and Canada Blooms to the Spring One of a Kind Craft Show, simultaneously providing our services to MLSE for the Toronto Marlies hockey game
- In the process of planning a ground wide clean-up due to dirt and debris trapped over the winter months in the melting snow piles
- In the process of receiving quotations for new entrance matting for Direct Energy Centre
- Completed the commissioning phase of the AV system in Salon 110 ensuring complete functionality and programming of the automated controls
- In the process of installing the upgraded Event Paging System in Halls E, F, and G, scheduling between shows and events as to not impact their operations
- In the process of preparing the installation and upgrade of Salon 106

Audio / Visual System

- In the process of creating a record of credentials for all seniority Production Services employees in conjunction with Security Department in preparation for TO2015
- In the process of organizing training sessions for our unionized Production Services staff focused on heavy equipment certifications and Audio/Visual operations for meetings, press conferences, and broadcasting to better serve our clients

EXcellence in Action

Jennifer Allaby wrote the following comments on her Client Satisfaction Survey for the Toronto Sportsmen's Show; "Peter Jeffrey is good at what he does and his knowledge of this event is essential to the process. Alba Mercury is fantastic, she epitomizes customer service. David Lyew does an amazing job and Peter Garraway is always pleasant and willing to do whatever it takes to get the job done well."

Dan Newman of Ricoh Canada sent an email dated February 24th to Jennifer Foster; “Thank you so very much for all the great service you provided along the way. You made my all-time list of “People I really enjoyed working with”...”

Marvin Self received an email dated February 25th from Katie McCabe: RE: Canadian Safe Schools Network; “Yourself and ALL members at the Allstream centre were excellent. Extremely accommodating, and willing to meet any needs I had during the planning process and throughout the day; it was great.”

Susan Stitt of International Coach Federation, Toronto Chapter, sent a letter dated February 28th to Don Leddy; “Thank you for all your help in making our conference a success. It was so easy to partner with you and the entire Allstream team. I thoroughly enjoyed all our interactions. Our evaluations are amazing and everyone loved the facility and the food. I would recommend Allstream to anyone without any hesitation and your venue will be the only venue I consider for any events I run moving forward. What stood out most to me was the quality of people you have [...] Kathy and Sonia are creative and solution oriented in resolving any request or issue I had. They came up with great solutions and often, multiple ways to resolve issues. I really loved this about both of them. Makes them great at their jobs.”

Nancy Kloek received an email dated March 3rd from Victoria Valaitis regarding the Ontario Public Service event; “...thank YOU so much for all the work that you put into our event! I know that we had some ‘unconventional’ practices but know that your patience and was very much appreciated. “

Louise Gervais of the Royal College of Physicians and Surgeons of Canada sent an email dated February 23rd to Barbara Outschoorn; “...the International Conference on Residency Education, is a very high profile event, which was hosted at the Allstream Centre [...] We had a great experience working with the lead contacts assigned to the various components of our meeting requirements pre-, onsite and post-conference. Our event took over the venue for the better part of a week and our requirements included some very extensive room set-ups; labour support for our audio visual requirements as well as comprehensive food and beverage for multiple programs. We particularly appreciated the expertise and commitment from the Allstream team contributing the success of our event.”

Kathy Treanor received an email dated March 9th from Georgette Harris regarding Dietitians of Canada – Regional Conference; “It was wonderful working with you, and really appreciated your attention to detail and efficiency. We also had very positive feedback about the Allstream Centre from our delegates. “

Mark Gosling of Humber College School of Hospitality, Recreation and Tourism sent an email dated March 9th to Laura Purdy regarding a community outreach tour she hosted; “I just wanted to pass on our thanks again for giving us your time when we visited last Thursday. We got a good reaction from the students and will translate that into a strong learning experience. Thank you.”

Martin Kenneally received an email dated March 11th from J.C. Neil Moore of C Centennial College School of Hospitality, Tourism & Culinary Arts regarding another community outreach tour; ““Today was FANTASTIC! [...] Your team went out of their way to put on a show that thoroughly impressed everyone present! I wish to extend my sincere thanks to you and to your entire team for providing such a great learning and networking opportunity. It is clear to me and also to my students that your people love their work and that they have passion for what they

do. Ken Jattan spoke with great enthusiasm in sharing details of how he and the team coordinate events. Peter Jeffrey added valuable insights into behind the scenes logistics. Geoff Mak and Dionne Bishop delivered a great presentation on the unique buildings and the heritage nature of several of them from both a sales and a marketing perspective.”

Kate Hodgson of WEB Canada sent a note to Nancy Kloek; “A special thank you for all of your hard work, but mostly your patience and flexibility in accommodating so many last minute requests. I truly appreciate everything you did to make us look good!”

Doris Bertrand and Nancy Kloek received an email dated March 16th from Sharon Portelli; “I wanted to send a quick note to let you know how appreciative the ARIDO team and I are for your support for ARIDO’s annual AGM/conference last week. Everything went exceptionally well and I cannot thank you and your teams enough. It is a pleasure to continue this working relationship with you.”

Stefani Margulies sent an email dated April 1st to Nancy Kloek regarding the Ontario Public Health Convention; “We have had some great feedback already from attendees and we are excited to host our event there next year. I look forward to working with you again.”

Denise DeFlorio received an email dated April 2nd from Angela Homewood regarding the Ports Toronto – Public Consultation; “.your team and venue was well received by our team, members of the public and our colleagues with other government agencies. [...] Hope to book another meeting at Allstream in the coming months.”

Recognition Committee

The Recognition Committee received 101 staff nominations for the February/March period. Following are the winners:

	February/March Winners
Section 1	Jin Qiao Leang, Housekeeping
Section 2	Richard Snow, Production Services
Section 3	Bob Blackburn, Labour Services
Section 4	Adam Brown, Electrical Services
Section 5	Chi Duong, Accounting Services

Ovations Food Services

The Toronto Sportsman’s Show and One of a Kind Spring Show provided many opportunities for Ovations to showcase our catering and concession services. We have brought in more outside vendors to give a broader range on types of cuisine and desserts, including Beavertails and the Churro’s Truck. We have seen revenues and customer satisfaction increase with adding more options to the show experience.

Ovations was provided with great catering opportunities from show coordinators and clients, such as the Beanfield Victory Charity Boxing Event and Home Show Industry Night, to showcase other services we can provide to an event or show. All events were a great success and surpassed expectations from previous years.

Cerise Fine Catering

February

February featured two key galas. The Royal LePage gala for 1000 guests was a repeat event for Cerise; it went smoothly and was a team success. Yee Hong Foundation's Dragon Ball was hosted at Allstream Centre for the first time. The event was attended by 1200 guests and featured Jully Black as main stage entertainment. Cerise Fine Catering and the Allstream Centre team worked in tandem to make this dynamic event a successful debut for the Yee Hong Foundation.

March

Cerise Fine Catering has entered a preferred audio/visual partnership with Stagevision. The purpose is to offer clients of Allstream Centre and Cerise Fine Catering competitive and convenient audio/visual solutions for their events. Stagevision's on-site contact is Hank Smith, Senior Account Director. As a further resource, Hardy Sohl is the President of Stagevision.

Cerise welcomes Charles Kerr to the role of Executive Chef at Allstream Centre. His broad range of experience in high-profile event venues in Toronto and across Canada, in addition to his performance in large-volume catering and a la carte service, will bring increased depth of knowledge and skill to the Allstream Centre/Cerise Fine Catering culinary team.

Events in March included CRFA for a 700-guest reception and 300-guest breakfast; ARIDO for 400 guests, and a 3-day repeat run of 750 guests per day for the Ontario Health Network. The events were well-planned and well-executed by our teams.

Cerise Fine Catering and Allstream Centre served a kosher event with a set out of a Hollywood period piece. A very high-expectations client left with high satisfaction.

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 two months ended February 28, 2015						
	Actual	Current Month Budget	Fav (Unfav) Variance	Actual	YTD Budget	Variance
	\$	\$	\$	\$	\$	\$
Event Income	2,662,770	2,242,835	419,934	5,035,185	5,147,480	(112,296)
Direct Expenses	329,172	286,185	(42,987)	615,055	579,746	(35,310)
Indirect Expenses	3,092,462	2,656,282	(436,180)	5,282,546	5,356,344	73,798
Operating Income (Loss) before building loan interest & amortization and naming fees	(758,864)	(699,632)	(59,232)	(862,417)	(788,610)	(73,807)
Interest expense - Allstream Centre	144,884	144,884	-	290,096	290,096	-
Amortization expense - Allstream Centre	129,216	129,216	-	258,432	258,432	-
Operating Income (Loss) before naming fees	(1,032,964)	(973,732)	(59,232)	(1,410,945)	(1,337,137)	(73,807)
Contribution from (to) Conference Centre Reserve Fund	219,583	25,223	194,360	535,794	221,840	313,954
Net Income (Loss)	(813,381)	(948,509)	135,128	(875,151)	(1,115,297)	240,147

(1) Operating Loss for the Board before interest on City loan, amortization of building improvements net of contribution from naming fees is (\$862,417) compared to a budgeted Operating Loss of (\$788,610) for an unfavourable variance of (\$73,807).

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

**EXHIBITION PLACE
FINANCIAL STATEMENT HIGHLIGHTS
FEBRUARY 2015 AND COMPARATIVES**

	MONTH			YTD			2014 YTD	
	ACTUAL	BUDGET	VARIANCE	ACTUAL	BUDGET	VARIANCE	ACTUAL	YOY VARIANCE
Number of Events	9			13			12	1
	\$	\$	\$	\$	\$	\$	\$	\$
Direct Event Income	1,394,681	949,125	445,556	2,685,675	2,412,191	273,484	2,534,388	151,287
Ancillary Income	337,119	320,644	16,475	612,330	686,052	(73,722)	582,236	30,094
Advertising and Sponsorship	9,647	19,263	(9,616)	19,294	38,527	(19,233)	34,276	(14,982)
Rent-MLSE-Ricoh Coliseum	66,456	56,839	9,617	113,677	113,677	-	87,757	25,920
Naming Rights	88,922	86,601	2,321	177,843	173,202	4,641	177,843	-
Parking EP	545,116	400,000	145,116	1,138,521	1,025,000	113,521	1,069,896	68,625
Parking - BMO Events	12,995	-	12,995	12,995	-	12,995	2,924	10,071
Program Recoveries and Other	53,030	34,738	18,292	65,356	69,477	(4,121)	52,724	12,632
Total Event Income	2,507,966	1,867,210	640,756	4,825,691	4,518,126	307,565	4,542,044	283,647
Direct Expenses	311,982	235,735	(76,247)	594,435	494,101	(100,334)	492,467	(101,968)
Indirect Expenses	2,836,594	2,409,533	(427,061)	4,811,674	4,849,231	37,557	3,622,582	(1,189,092)
Naming Rights	88,923	86,601	(2,322)	177,843	173,202	(4,641)	177,842	-
Total Event Expenses	3,237,499	2,731,869	(505,630)	5,583,952	5,516,534	(67,418)	4,292,891	(1,291,061)
Net Income (Loss)	(729,533)	(864,659)	135,126	(758,261)	(998,408)	240,147	249,152	(1,007,414)

**ALLSTREAM CENTRE
FINANCIAL STATEMENT HIGHLIGHTS
FEBRUARY 2015 AND COMPARATIVES**

	MONTH			YTD			2014 YTD	
	ACTUAL	BUDGET	VARIANCE	ACTUAL	BUDGET	VARIANCE	ACTUAL	YOY VARIANCE
Number of Events	11			17			10	7
	\$	\$	\$	\$	\$	\$	\$	\$
Direct Event Income	57,260	228,319	(171,059)	85,310	364,529	(279,220)	88,722	(3,413)
Ancillary Income	79,701	125,075	(45,374)	99,490	226,564	(127,074)	48,932	50,558
Parking Revenue	17,843	22,232	(4,389)	24,694	38,261	(13,567)	5,476	19,218
Total Event Income	154,804	375,625	(220,822)	209,494	629,354	(419,861)	143,131	66,363
Direct Expenses	17,190	50,450	33,260	20,620	85,645	65,025	12,309	(8,311)
Indirect Expenses	166,946	160,148	(6,798)	293,029	333,911	40,882	282,082	(10,947)
Total Event Expenses	184,136	210,598	26,462	313,649	419,556	105,907	294,391	(19,258)
Operating Income (Loss) before building loan interest & amortization and naming fees	(29,332)	165,027	(194,360)	(104,156)	209,799	(313,954)	(151,261)	47,105
Interest expense	144,884	144,884	-	290,096	290,096	-	298,126	8,030
Amortization expense	129,216	129,216	-	258,432	258,432	-	258,432	-
Operating Income (Loss) before naming fees	(303,432)	(109,073)	(194,360)	(652,684)	(338,730)	(313,954)	(707,819)	55,135
Contribution from Conference Centre Reserve Fund	219,583	25,223	194,360	535,794	221,840	313,954	580,230	(44,436)
Net Income (Loss) before transfers	(83,849)	(83,849)	-	(116,890)	(116,890)	-	(127,589)	10,699

Note 1. 2015 Allstream Centre Total Event Income Budget was based on Proforma and 2014 actual.

**DIRECT ENERGY CENTRE AND ALLSTREAM CENTRE
EVENT STATISTICS
FOR THE TWO MONTHS ENDED FEBRUARY 28, 2015**

DIRECT ENERGY CENTRE

	<u>MONTH ACTUAL</u>	<u>YTD ACTUAL</u>	<u>PRIOR YEAR ACTUAL</u>
Attendance [Note:1]	72,780	185,780	211,132

<u>EVENT</u>	<u>ACTUAL # OF EVENTS</u>			<u>NET EVENT INCOME</u>		<u>(NOTE 2) REFRESHMENT PER CAP'S ACTUAL</u>
	<u>2015</u>	<u>2014</u>	<u>2013</u>	<u>ACTUAL</u>	<u>BUDGET</u>	
	<u>#</u>	<u>#</u>	<u>#</u>	<u>\$(IN '000'S)</u>	<u>\$(IN '000'S)</u>	
Consumers Show	6	7	4	2,079	2,029	3.98
Trade Show	0	0	2	-	-	-
Exam	1	1	1	56	-	15.30
Photo/Film Shoot	0	0	0	7	-	-
Meeting/Corporate	3	3	0	37	-	-
	<u>10</u>	<u>11</u>	<u>7</u>	<u>2,179</u>	<u>2,029</u>	<u>19.29</u>

ALLSTREAM CENTRE

<u>EVENT</u>	<u>ACTUAL # OF EVENTS</u>			<u>NET EVENT INCOME</u>		<u>(NOTE 2) REFRESHMENT PER CAP'S ACTUAL</u>
	<u>2015</u>	<u>2014</u>	<u>2013</u>	<u>ACTUAL</u>	<u>BUDGET</u>	
	<u>#</u>	<u>#</u>	<u>#</u>	<u>\$(IN '000'S)</u>	<u>N/A</u>	
Gala	2	0	0	59	-	-
Conference	6	3	4	34	-	4.76
Reception	0	1	0	-	-	-
Meeting	8	4	5	47	-	5.00
Photo/Film Shoot	0	0	0	6	-	-
Exam	1	2	0	17	-	-
	<u>17</u>	<u>10</u>	<u>9</u>	<u>163</u>	<u>-</u>	<u>9.76</u>

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 - FEBRUARY 2015
GREATER THAN \$50,000**

Cheque No	Date		\$ Amount	Description
	03/02/2015	ADP CANADA	336,971.59	SALARY PAYROLL
	04/02/2015	ADP CANADA	179,982.57	HOURLY PAYROLL
	11/02/2015	ADP CANADA	208,603.73	HOURLY PAYROLL
	17/02/2015	ADP CANADA	338,004.58	SALARY PAYROLL
	18/02/2015	ADP CANADA	216,686.63	HOURLY PAYROLL
	25/02/2015	ADP CANADA	287,111.26	HOURLY PAYROLL
5257	02/02/2015	CITY OF TORONTO	50,687.10	2014 NOVEMBER & DECEMBER FUEL
5282	04/02/2015	STINGRAY ARCHITECTS INC	59,750.45	CAPITAL WORKS - DEC WASHROOM RENOVATIONS
5259	02/02/2015	ENBRIDGE	67,720.46	2015 JANUARY PAYMENT
5312	11/02/2015	CITY OF TORONTO	75,895.93	PREMIUM FOR DENTAL & LIFE FOR FEBRUARY 2015
5254	02/02/2015	CERISE FINE CATERING	78,206.59	NOVEMBER & DECEMBER PAYMENT
5284	04/02/2015	VAUGHAN PAVING LTD.	123,305.50	2014 CONCRETE AND ASPHALT REPAIRS VARIOUS LOCATION
5364	17/02/2015	BARRIE COMMUNICATIONS EQUIPMENT	137,295.00	CAPITAL WORKS - PAGING SYSTEM RETROFIT IN COLISEUM
5373	17/02/2015	ENBRIDGE	143,906.22	2015 JANUARY PAYMENT
5385	17/02/2015	OMERS	169,501.42	2015 JANUARY PAYMENT
5357	11/02/2015	TREASURER CITY OF TORONTO	180,274.76	2015 PROPERTY TAX
5275	04/02/2015	BROWN DANIELS ASSOCIATES	187,097.49	CAPITAL WORKS - SALON 110 RENOVATIONS
5288	28/02/2015	CITY OF TORONTO	222,689.97	2015 MARCH LOAN PAYMENT
5285	04/02/2015	VR MECHANICAL SOLUTIONS	261,812.74	CAPITAL WORKS - DISTRICT ENERGY SYSTEM
5283	04/02/2015	TORONTO CONVENTION AND VISITORS	282,500.00	MARKETING INCENTIVE FUND CONTRIBUTION
5473	25/02/2015	TORONTO HYDRO	329,118.68	2015 JANUARY HYDRO
5271	02/02/2015	TORONTO HYDRO	337,798.80	2014 DECEMBER HYDRO
5447	25/02/2015	CANADA CUSTOMS AND REVENUE	398,805.21	2015 H.S.T. JANUARY
5391	17/02/2015	SMITH AND LONG LIMITED	450,204.11	CAPITAL WORKS - FIRE ALARM REPLACEMENT
5398	18/02/2015	CITY OF TORONTO	1,000,000.00	TERM INVESTMENT
		DISBURSEMENTS OVER \$50,000	6,123,930.79	
		OTHER DISBURSEMENTS	871,246.25	
		TOTAL DISBURSEMENT	<u>6,995,177.04</u>	

**BOARD OF GOVERNORS OF EXHIBITION PLACE
BALANCE SHEET
AS AT FEBRUARY 28, 2015**

	2015 February \$	2014 February \$
FINANCIAL ASSETS		
CASH	2,309,828	2,902,380
SHORT-TERM INVESTMENTS	2,750,000	2,600,000
ACCOUNTS RECEIVABLE		
TRADE ACCOUNTS RECEIVABLE	6,081,970	4,827,600
ALLOWANCE FOR DOUBTFUL ACCOUNTS	(618,309)	(589,001)
NET ACCOUNTS RECEIVABLE	5,463,661	4,238,598
SALES TAX RECOVERABLE	301,747	169,735
OTHER RECEIVABLE	884,577	3,021,136
RECEIVABLE FROM THE CITY OF TORONTO	7,299,481	7,353,742
RECEIVABLE FROM THE CITY OF TORONTO - CAPITAL	168,163	225,846
TOTAL FINANCIAL ASSETS	19,177,458	20,511,437
LIABILITIES		
ACCOUNTS PAYABLES - TRADE	1,388,257	944,660
ACCRUED LIABILITIES	2,959,608	2,713,011
SALES TAX PAYABLE	556,880	519,268
DEFERRED REVENUE	8,159,646	8,003,731
OTHER CURRENT LIABILITIES	787,286	711,960
EMPLOYEE BENEFITS PAYABLE - PSAB	8,595,444	8,809,529
OTHER LIABILITIES	353,558	518,717
LOAN PAYABLE - ERP PROJECTS	9,065,603	7,011,946
GOVERNMENT ASSISTANCE	1,336,859	1,476,352
LOAN PAYABLE- FCM CAPITAL ASSET	1,587,892	1,675,083
LOAN PAYABLE- CONFERENCE CENTRE ASSET	34,495,572	35,445,159
NET INCOME (LOSS) CURRENT	(995,150)	121,563
PRIOR YEAR SURPLUS	(5,038,092)	(3,284,897)
TOTAL LIABILITIES	63,253,364	64,666,081
NET DEBT	(44,075,906)	(44,154,644)
NON-FINANCIAL ASSETS		
INVENTORIES	77,002	73,196
PREPAID EXPENSES	148,920	212,036
STEP UP RENT/OTHER RECEIVABLE	1,439,206	1,349,788
FIXED ASSETS		
EQUIPMENT	58,278,238	55,816,284
ACCUMULATED DEPRECIATION - EQUIPMENT	15,867,459	13,296,660
EQUIPMENT - NET	42,410,778	42,519,624
TOTAL NON-FINANCIAL ASSETS	44,075,906	44,154,644

Summary of Sole Source Commitment Activity by Reason - February 16, 2015 to March 21, 2015

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:

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 February 16, 2015 to March 21, 2015 total is \$12,459.15. The percentage of dollar value of sole source purchasing activity for goods and services compared to the total purchasing expenditures of \$281,598.44 is 4.4% for this period. The revised annual percentage year to date is 2.0% on purchasing expenditures of \$620,272.08.

EP Program

Reason for Sole Source	Number of Commitments	Number of Suppliers	Total Value
Match Existing Equipment/Service	0	0	\$ -
Specialized Services	1	1	\$ 8,251.00
Ensure Warranty Maintenance	0	0	\$ -
Emergency	0	0	\$ -
Time Constraints	0	0	\$ -
Bridging Contract	0	0	\$ -
Proprietary/Trademark/Patent	1	1	\$ 4,208.15
Health & Safety Issues	0	0	\$ -
Other Reasons -	0	0	\$ -
Total	2	2	\$ 12,459.15