



Exhibition Place

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# Management Report

January 31, 2015

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## Executive Summary

- Combined Operating Income (Loss) for Exhibition Place and Allstream Centre for the one month ended January 31, 2015 before net naming fees, building loan interest and amortization expense for the Allstream Centre was a loss of (\$103,552) compared to a budget loss of (\$88,978) for an unfavourable variance of (\$14,575).
- Net Income (loss) for Exhibition Place and Direct Energy Centre for the one month ended January 31, 2015 was (\$28,729) compared to budget net income (loss) of (\$133,749) for a favourable variance of \$105,020.
- Operating Income (Loss) before interest and amortization expense for Allstream Centre for the one month ended January 31, 2015 was (\$74,823) compared to a budget income of \$44,771 for an unfavourable variance of (\$119,595).
- The Sales & Marketing team secured 13 new events for Exhibition Place.
- Exhibition Place's Recognition Committee received 58 staff nominations for the December/January period, and Eric Keung of Security Services was voted in as the Recognition Program Year End Winner.
- ISES Toronto announced that Dionne Bishop was named as ISES Toronto President Elect as of January 1<sup>st</sup>.
- Jeff Gay retired in January and he will be missed, however staff are thrilled to welcome Martin Kenneally aboard as our new Director of Event Management Services. Martin has extensive management, team building, operational and strategic planning experience both nationally and internationally and is a valuable addition to the Exhibition Place team.

## January 2015 Financials for Combined Exhibition Place and Allstream Centre

Combined Operating Income (Loss) for Exhibition Place and Allstream Centre for the one month ended January 31, 2015 before net naming fees, building loan interest and amortization expense for the Allstream Centre was a loss of (\$103,552) compared to a budget loss of (\$88,978) for an unfavourable variance of (\$14,575).

## Exhibition Place

Net Income (loss) for Exhibition Place and Direct Energy Centre for the one month ended January 31, 2015 was (\$28,729) compared to budget net income (loss) of (\$133,749) for a favourable variance of \$105,020.

- Rental income from events of \$1,240,048 is favourable to budget by \$153,057 primarily due to higher than budgeted rental income from the Boat Show.
- Electrical net services of \$81,548 are unfavourable to budget by (\$35,726) primarily due to lower than budgeted net electrical services from the Boat Show and Bridal Show.
- Food & Beverage concessions of \$102,846 are unfavourable to budget by (\$6,940) primarily due to lower than budgeted food and beverage revenue from the Boat Show.
- Show services from third party billings at \$245,286 are unfavourable to budget by (\$32,100) with a corresponding decrease in related show expense of \$10,200 for a net unfavourable variance of (\$21,900) primarily due to lower than budgeted net show services income from January events.
- Parking revenues at \$593,405 are unfavourable to budget by (\$31,595) with a corresponding increase in parking expenses/rebates of \$17,948 for a net unfavourable variance of (\$49,543). This is primarily due to lower than budgeted net revenue from the Boat Show and Toronto Marlies games at RICOH Coliseum offset by additional parking revenue from other tenants.
- Program recoveries and interest income at \$12,326 are unfavourable to budget by (\$22,419) primarily due to lower than budgeted interest income and an unfavourable variance from Ricoh Coliseum recoveries due to lower level of labor services.
- Direct and indirect expenses at \$2,257,533 are favourable to budget by \$440,531 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 January 31, 2015 was \$1,624,952 consisting primarily of:

- \$776,226 for services on completed events of which 47,651 (61%) has been received by February 25, 2015.
- \$523,774 of deposits owed as contractual for future events of which \$342,907 (65%) has been received by February 25, 2015.
- 153,132 owed by Ovations of which \$130,664 (85%) has been received by February 25, 2015.
- \$18,446 owed by MLSE- BMO Field for telecommunications services of which nil have been received by February 25, 2015.
- \$16,023 owed by MLSE (Ricoh) for telecommunications services of which nil have been received by February 25, 2015.

Exhibition Place accounts receivable as at January 31, 2015 was \$6,183,458 consisting primarily of:

- \$3,026,367 owed by City of which \$2,279,948 (75%) has been received by February 25, 2015.
- \$661,902 owed by tenants of which \$89,979 (14%) has been received by February 25, 2015.
- \$633,018 owed by MLSE - BMO Field for payroll a cost of which nil has been received by February 25, 2015.
- \$508,984 owed by MLSE (Ricoh) for services of which \$8,382 (2%) has been received by February 25, 2015.
- \$195,977 owed by the CNEA of which \$75,959 (40%) has been received by February 25, 2015.
- \$71,645 for show services on completed events of which \$15,899 (22%) has been received by February 25, 2015.

### **Allstream Centre**

Operating Income (Loss) before interest and amortization expense for Allstream Centre for the one month ended January 31, 2015 was (\$74,823) compared to a budget income of \$44,771 for an unfavourable variance of (\$119,595).

- Rental income of \$24,129 is unfavourable to budget income by (\$118,460) primarily due to budget timing of new events.
- Food & Beverage concessions of \$17,996 are unfavourable to budget by (\$71,950) primarily due to budget timing of new catered events.
- Net Show services income from third party billings of \$3,921 is unfavourable to budget by (\$13,830) primarily due to budget timing of new events.
- Net parking income at \$6,610 is unfavourable to budget by (\$10,218) primarily due to budget timing of new events.
- Direct and indirect expenses at \$129,513 are favourable to budget by \$79,444 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 January 31, 2015 was \$331,773 consisting primarily of:

- \$240,888 owed by Cerise Fine Catering of which \$219,265 (91%) has been received by February 25, 2015.
- \$20,198 for services on completed events of which \$13,042 (65%) has been received by February 25, 2015.
- \$19,228 for accounts with City Legal; this amount is fully provided for as a bad debt in the financial statements or the rental revenue has not been recognized as income and deferred as appropriate.
- \$15,483 owed as contractual deposits for future events of which nil was received by February 25, 2015.

## **Sales and Marketing**

### **January Sales Effort**

During this period, the Sales & Marketing team secured 13 new events for Exhibition Place. The events are categorized as follows:

- 9 meetings & conventions
- 1 trade & consumer shows
- 1 film shoots
- 1 car detailing
- 1 ride & drive

### **January Sales Summary**

New events held during this time period include Health Nexus Sante meeting, York Marketing Association conference, 7<sup>th</sup> Annual Peter Munk Cardio Vascular Symposium, Traumatic Brain Injury Conference (Toronto Rehabilitation Institute), Allstream Sales Kick Off meeting, Integrated Automotive Group 2015 Vehicle Detailing, Car Haulers Canada Car Detailing, Accenture – Consultants/Specialists/Team Lead Milestones meeting, Toronto's Ultimate Travel Show, and "Beauty and the Beast" TV Series Film Shoot & Base Camp.

### **Business Travel**

On January 29<sup>th</sup>, Barb Outschoorn, Marvin Self and Don Leddy attended the CSAE Ottawa Chapter Tête-à-Tête tradeshow. This is an annual event that attracts hundreds of Ottawa based meeting planners. The event was well attended and garnered excellent exposure for our sales team. Barbara participated in the Tourism Toronto booth while Marvin and Don staffed the Allstream Centre booth, which allowed for greater coverage and exposure.

On the evening of January 29<sup>th</sup>, Barb, Marvin and Don hosted several meeting planners at the annual MPI Ottawa Charity auction & dinner. This excellent networking event continues to provide valuable exposure and name brand recognition in the Ottawa market.

## **Publicity**

### **Direct Energy Centre**

- News Report during this period included **32** hits for Direct Energy Centre. Stories included: Above & Beyond; Ultimate Travel Show; Toronto Boat Show; Toronto Sportsmen's Show; National Bridal Show; SIAL Canada

### Exhibition Place

- News Report during this period included **29** hits for Direct Energy Centre. Stories included: Royal Agricultural Winter Fair, Pan Am; Canadian Bridal Show
- In the January 2015 issue of Solid Waste Magazine Exhibition Place was featured in the article 'Changing the Tide to 3Rcertified'

### 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: **820**

### Event Management Services

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	
January 2015	
<ul style="list-style-type: none"><li>▪ Toronto International Boat Show</li><li>▪ Health Nexus Sante (AC)</li><li>▪ CNEA Board of Directors Mtg (AC)</li><li>▪ York Marketing Association</li><li>▪ Pan Am /Ex Place Team Mtg. (AC)</li><li>▪ National Bridal Show</li></ul>	<ul style="list-style-type: none"><li>▪ 7th. Annual Peter Munk Cardio Vascular Symposium (AC)</li><li>▪ Toronto's Ultimate Travel Show</li><li>▪ Beauty and the Beast Film Shoot</li><li>▪ Allstream Sales Kick Off (AC)</li><li>▪ Traumatic Brain Injury Conference (AC)</li><li>▪ Accenture Inc.(AC)</li></ul>

### Event Services

Our first large event for 2015 was the 57<sup>th</sup> Toronto International Boat Show, for which preparation began during December 2014. This year, there was a focus on a "New Boater Welcome Centre" and boater education, including training and over 200 seminars. Staff identified items that could be enhanced for this event next year. Move out went very well.

Staff worked closely with show management of National Bridal Show and Ultimate Travel Show to cut costs without compromising quality as these events evolve. Show Management was very appreciative of our efforts and of the food service provided by Ovations.

### Exhibitor Services

The exhibitor order desk serviced Boat Show, National Bridal Show and Ultimate Travel Show in January, in addition to processing orders for eight events during the first quarter of this year.

### Allstream Centre

Allstream Centre hosted nine events in January, including returning clients such as Accenture, Health Nexus, Peter Munk Cardiovascular Symposium, UHN and the CNEA Board Meeting. A special staff event featuring David Miller, President and CEO, World Wildlife Federation, was extremely well attended and very much appreciated by staff. York Marketing was with us for the first time and had a very successful student conference for Schulich School of Business.

### Parking

Parking activity for the cold month of January had the Boat Show attendance down by 4%, which is consistent with the parking revenue. Additional revenue came from our monthly passes and Medieval Times had a stronger showing.

## **IT/Telecommunications**

IT/Telecom is involved in the City of Toronto Shared Services project. Staff have attended meetings as well as prepared documents that will help determine the scope and possible schema's moving forward.

IT/Telecom has been working closely with the digital signage vendor in order to finalize the deployment of digital signage within Direct Energy Centre. . The vendor is currently working on integrating the Electronic Booking Management System (EBMS) content with the signage system.

## **Building Operations**

### **Mechanical**

- Constructed new fire alarm transponder rooms in various locations
- Assisted with Boat Show and Sportsman's Show move-in and move-out
- Made temporary repairs to Roll-up door #20 due to damages from the Boat Show
- Repaired eaves south Galleria leaks due to snow damage
- Repaired show floors throughout with epoxy compound

### **Electrical**

- Installed power for new Fire alarm Transponder Rooms
- Repaired control wiring for Roll-up door #45
- Completed repairs as per Joint Health and Safety Committee inspection reports
- Repaired wiring for automatic flushers, soap dispensers and faucets
- Investigated power issues for pumps in Boiler Room and repaired Boiler Room heater
- Installed wiring for new Chemical pumps in Chiller Room
- Repaired heaters in Industry Building and East Annex
- Repaired Air Curtain in the west end of the Parking Garage
- Installed new light fixtures in Upper East Annex and installed lighting for Living Wall
- Investigated Direct Energy Centre Buss Duct capacity and Buss Plug inventory
- Repaired Parking Garage Entrance and Exit signs
- Investigated retrofit options for Exhibit Hall and Galleria lighting
- Completed a reset of breakers for trap primers in Exhibit Halls
- Provided temporary power for telecom equipment during power shutdowns
- Tested back-pressure steam turbine generator
- Repaired receptacles in show panels and floor ports
- Replaced communication device for ACX solar array
- Installed card access for East Annex door
- Disconnected Sprinkler System compressor motor in parking garage
- Replaced Hall C Buss Plug for transformer feed
- Supported disconnect switches in Heritage Court
- Labelled House Panels in electrical rooms
- Replaced receptacle in main POP room and installed new receptacles in Main Kitchen
- Connected wiring for Glycol Pump
- Replaced burnt out lamps at Galleria entrances, loading docks, HVAC Shop and West Annex elevator and in Presentation Theatre

### **Facility Services**

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

- Delivered services for three shows, two events at Allstream Centre and two hockey games in Ricoh Coliseum including a major turn over for the Boat Show's indoor lake

- Snow removal and salting was ongoing in January; snow was relocated from parking lots to unused space at Allstream Centre to maximize parking for Sportsmen's Show
- 102.2 metric tons of road salt was ordered in January to keep up with weather conditions
- Re-located location for road-salt deliveries due to the GS yard not being available due to repairs of the Gardiner Expressway
- Received new pressure washer, tested and trained our staff on it
- Received new Elephant Vacuum and will be scheduling training on this new piece of equipment next month
- Received new Massey Ferguson tractor and trained Labour crew which has proved to be very helpful in the snow removal so far in 2015
- Relocated storage of stalls for RAWF due to the impact of the Gardiner Expressway repairs
- Received 80 new lockers for full time staff which resulted in old lockers now being available to casual call-in staff
- Coordinated the painting requirements in the Facility Services office and Housekeeping staff area; window treatments are scheduled to be put up in the Foreperson's office which face out to Manitoba Drive
- Met with CNE regarding Housekeeping for 2015 Fair; meetings will be ongoing and we've requested details on programming that will allow us to schedule staff effectively
- Completed year-end performance reviews for all staff, both union and non-union
- Swept Direct Energy Centre underground garage and pressure washed the entrances for the Toronto International Boat Show and the Sportsmen's Show
- Met with HR for the hiring of 80 extra Housekeeping employees in preparation for the National Home Show and Canada Blooms
- Completed housekeeping of mechanical and electrical rooms in the Direct Energy Centre
- Awarded PNH Solutions the contract as the new supplier to the Sign Shop
- Completed necessary requirements for the RFQ issued for Compost tender
- Removed inventory from the North Extension in order to use this rentable space for events
- Continuing to conduct waste audit for all of our shows and events in the goal of increasing our overall waste diversion rates
- Continued the installation of the upgraded Event Paging System in Halls E, F, and G; this was scheduled between shows and events in order not impact client operations
- Completed an upgrade of the Audio Visual System in Salon 110, which will be commissioned in the coming weeks
- Production Coordinators in conjunction with Capitol Works have commenced the review of specifications for the pending Audio Visual Upgrade of Salon 106.

### **EXcellence in Action**

Roshni Juttun sent an email dated January 14<sup>th</sup> to Nancy Kloek, Sonia Naeemi and Marvin Self regarding Health Nexus Sante; "Just wanted to say a big thank you to you all for the wonderful service you've offered during our event yesterday. Everything was perfect and we've got some very positive feedbacks from our participants!"

Marvin Self received an email dated January 19<sup>th</sup> from Melissa Zhang regarding York Marketing Association – Schulich School of Business; "The conference was amazing. We had great feedback overall and many of the corporate reps loved the venue. Staff were so nice. Thank you so much for your help in making this event happen.

ISES Toronto announced in their January email update that "Dionne Bishop has been named as ISES Toronto President Elect as of January 1st 2015. Dionne is a well respected leader in the Toronto event community and will supply ISES Toronto with spectacular leadership and stability well in to 2016 and beyond. I hope everyone will join me in congratulating her on such an

amazing accomplishment as she prepares to take the reins of ISES Toronto and we are already working on planning out the 2015/16 year.”

Marti Milks of the National Bridal Show sent an email dated January 27<sup>th</sup> to Brian Smith and Craig Shepherd; “Big thank you to both of you for an exceptional job well done. It was truly a pleasure working with both of you, and once again you ran a flawless event on both fronts. You guys were amazing, and it was a pleasure working with you.”

Marvin Self received an email dated February 4<sup>th</sup> from Kim Hussey regarding the Traumatic Brain Injury Conference; “Everything went perfectly. The Allstream is a well-oiled machine!”

October/November was the year end period for the Recognition Program, and a Year End winner was subsequently chosen and announced at a staff function on December 17<sup>th</sup>. We are thrilled to announce that Eric Keung with Security Services was voted in as the Recognition Program Year End Winner. Huge thanks to Eric for providing such EXcellent customer service.

The Recognition Committee received 58 staff nominations for the December 2014/January 2015 period. Following are the winners:

	<b>December/January Winners</b>
<b>Section 1</b>	<b>Kandice Barrett</b> , Housekeeping
<b>Section 2</b>	<b>Glen Hogg</b> , Parking Services
<b>Section 3</b>	<b>Doralice Lopez</b> , Sales & Marketing
<b>Section 4</b>	<b>Shariza Bharat</b> , Operations
<b>Section 5</b>	<b>Melissa Nobrega</b> , Payroll Services

### **Records and Archives**

Exhibition Place Records & Archives recently participated in the kick-off to Heritage Week at an event held on February 17<sup>th</sup> in the Mattamy Athletic Centre (previously home to Maple Leaf Gardens).

Sponsored by the Ontario Heritage Trust along with its partners, TO2015 and KidSport, the event was entitled “Celebrate Heritage Week with the Ontario Heritage Trust!” The theme was “Play. Endure. Inspire.” Participants had an opportunity to interact with two inspiring Canadian athletes – Perdita Felicien (retired Olympic hurdler) and Tyler Miller (Paralympics wheelchair basketball champion). CBC News Toronto co-hosts Anne-Marie Mediwake and Dwight Drummond were emcees for the day.

There were also a dynamic sport heritage expo featuring exhibits from Ontario’s sport and heritage organizations, such as Exhibition Place Records & Archives, the Hockey Hall of Fame, Ontario Curling Council, Parasports Ontario, TO 2015, Archives of Ontario, Boxing Ontario, Ontario Sports Hall of Fame, Canadian Baseball Hall of Fame, Ontario Basketball Association, Sports Alliance Ontario, Ontario Wheelchair Sports Association, Ontario Cricket Academy, Coaches Association of Ontario and Wushu Ontario, to name a few. The event attracted approximately 500 school children and adults from the greater Toronto area.

### **Ovations Food Services**

January was a great month for the Ovations team, which has been joined by Danielle Bourget, who brings with her over 25 years of catering experience within hotels all over Canada. Danielle is a fabulous addition to the management team; her knowledge and experience has lent itself tremendously well to the convention and trade industry.



The Boat Show went very well. This client was very pleased with our suggestion to expand food service for their event by creating a Food Court in the north Industry Building where we showcased some of Toronto's most famous Food Trucks: Loteria and Food Dudes. The response from customers was extremely positive and the client plans a repeat for 2016.

January was another great month for Ovations to showcase our food and beverage expertise and build on long-standing customer relationships.

### **Cerise Fine Catering**

Cerise's largest event in January was a two-day conference by Toronto General and Western Hospital Foundation, with 300 guests per day. Allstream and Cerise Fine Catering staff worked quickly and cooperatively to accommodate many sudden and unusual requests from the client, all with aplomb.

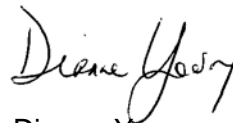
Cerise also hosted several repeat corporate clients for small meetings and seminars, and held our 2014 Staff Holiday Party in order to maximize staff availability.

Submitted by:



Arlene Campbell  
General Manager, Sales & Events

Submitted by:



Dianne Young  
CEO, Exhibition Place

APPENDIX A

## Combined Exhibition Place and Allstream Centre Financial Summary

	Statement Of Operations Highlights For the one month ended January 31, 2015		
	Actual	YTD Budget	Variance
	\$	\$	\$
Event Income	2,372,415	2,904,645	(532,230)
Direct Expenses	285,883	293,561	7,678
Indirect Expenses	2,190,084	2,700,062	509,978
<b>Operating Income (Loss) before building loan interest &amp; amortization and naming fees</b>	<b>(103,552)</b>	<b>(88,978)</b>	<b>(14,575)</b>
Interest expense - Allstream Centre	145,212	145,212	-
Amortization expense - Allstream Centre	129,216	129,216	-
<b>Operating Income (Loss) before naming fees</b>	<b>(377,980)</b>	<b>(363,405)</b>	<b>(14,575)</b>
Contribution from (to) Conference Centre Reserve Fund	316,211	196,617	119,594
<b>Net Income (Loss)</b>	<b>(61,769)</b>	<b>(166,788)</b>	<b>105,019</b>

(1) Operating Loss for the Board before interest on City loan, amortization of building improvements net of contribution from naming fees is (103,552) compared to a budgeted Operating Loss of (\$88,978) for an unfavourable variance of (\$14,575).

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

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

	MONTH			2014 YTD	
	ACTUAL	BUDGET	VARIANCE	ACTUAL	YOY VARIANCE
Number of Events	4			5	-1
	\$	\$	\$	\$	\$
Direct Event Income	1,290,994	1,463,066	(172,072)	1,524,996	(234,002)
Ancillary Income	275,211	365,408	(90,197)	232,183	43,028
Advertising and Sponsorship	9,647	19,264	(9,617)	17,138	(7,491)
Rent-MLSE-Ricoh Coliseum	47,221	56,838	(9,617)	43,879	3,342
Naming Rights	88,921	86,601	2,320	88,921	-
Parking EP	593,405	625,000	(31,595)	582,222	11,183
Program Recoveries and Other	12,326	34,739	(22,413)	12,601	(275)
<b>Total Event Income</b>	<b>2,317,725</b>	<b>2,650,916</b>	<b>(333,191)</b>	<b>2,501,940</b>	<b>(184,215)</b>
Direct Expenses	282,453	258,366	(24,087)	160,222	122,231
Indirect Expenses	1,975,080	2,439,698	464,618	2,025,193	(50,113)
Naming Rights	88,921	86,601	(2,320)	88,921	-
<b>Total Event Expenses</b>	<b>2,346,454</b>	<b>2,784,665</b>	<b>438,211</b>	<b>2,274,336</b>	<b>72,118</b>
<b>Net Income (Loss)</b>	<b>(28,729)</b>	<b>(133,749)</b>	<b>105,020</b>	<b>227,604</b>	<b>(256,333)</b>

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

	MONTH			2014 YTD	
	ACTUAL	BUDGET	VARIANCE	ACTUAL	YOY VARIANCE
Number of Events	6			2	4
	<b>\$</b>	<b>\$</b>	<b>\$</b>	<b>\$</b>	<b>\$</b>
Direct Event Income	28,050	136,210	(108,160)	12,030	16,020
Ancillary Income	19,789	101,489	(81,700)	8,500	11,289
Parking Revenue	6,851	16,029	(9,178)	1,400	5,451
<b>Total Event Income</b>	<b>54,690</b>	<b>253,729</b>	<b>(199,039)</b>	<b>21,930</b>	<b>32,760</b>
Direct Expenses	3,430	35,195	31,765	1,480	1,950
Indirect Expenses	126,083	173,763	47,680	140,362	(14,279)
<b>Total Event Expenses</b>	<b>129,513</b>	<b>208,958</b>	<b>79,444</b>	<b>141,842</b>	<b>(12,329)</b>
<b>Operating Income (Loss) before building loan interest &amp; amortization and naming fees</b>	<b>(74,823)</b>	<b>44,771</b>	<b>(119,595)</b>	<b>(119,912)</b>	<b>45,089</b>
Interest expense	145,212	145,212	-	149,219	(4,007)
Amortization expense	129,216	129,216	-	129,216	-
<b>Operating Income (Loss) before naming fees</b>	<b>(349,251)</b>	<b>(229,657)</b>	<b>(119,594)</b>	<b>(398,347)</b>	<b>49,096</b>
Contribution from Conference Centre Reserve Fund	316,211	196,617	119,594	205,684	110,527
<b>Net Income (Loss) before transfers</b>	<b>(33,040)</b>	<b>(33,040)</b>	<b>-</b>	<b>(192,663)</b>	<b>159,623</b>

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 MONTH ENDED JANUARY 31, 2015**

**DIRECT ENERGY CENTRE**

	<u>MONTH ACTUAL</u>	<u>YTD ACTUAL</u>	<u>PRIOR YEAR ACTUAL</u>
Attendance [Note:1]	113,000	113,000	128,380

<u>EVENT</u>	ACTUAL # OF EVENTS			(NOTE 3) NET EVENT INCOME		(NOTE 2) REFRESHMENT PER CAP'S
	2015	2014	2013	ACTUAL	BUDGET	ACTUAL
	#	#	#	\$ (IN '000'S)	\$ (IN '000'S)	
Consumers Show	3	4	3	1,221	1,320	3.89
Trade Show	0	0	0	-	-	-
Exam	0	0	0	-	-	-
Photo/Film Shoot	0	0	0	7	-	-
Meeting/Corporate	0	1	0	-	-	-
	<u>3</u>	<u>5</u>	<u>3</u>	<u>1,227</u>	<u>1,320</u>	<u>3.89</u>

**ALLSTREAM CENTRE**

<u>EVENT</u>	ACTUAL # OF EVENTS			(NOTE 3) NET EVENT INCOME		(NOTE 2) REFRESHMENT PER CAP'S
	2015	2014	2013	ACTUAL	BUDGET	ACTUAL
	#	#	#	\$ (IN '000'S)	N/A	
Gala	0	0	0	-	-	-
Conference	2	0	2	19	-	4.76
Reception	0	0	0	-	-	-
Meeting	4	2	2	26	-	5.00
Photo/Film Shoot	0	0	0	-	-	-
Exam	0	0	0	-	-	-
	<u>6</u>	<u>2</u>	<u>4</u>	<u>46</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 - JANUARY 2015  
GREATER THAN \$50,000**

Cheque No	Date		\$ Amount	Description
	06/01/2015	ADP CANADA	355,019.95	SALARY PAYROLL
	07/01/2015	ADP CANADA	118,010.69	HOURLY PAYROLL
	14/01/2015	ADP CANADA	182,754.66	HOURLY PAYROLL
	20/01/2015	ADP CANADA	341,127.48	SALARY PAYROLL
	21/01/2015	ADP CANADA	205,193.09	HOURLY PAYROLL
	28/01/2015	ADP CANADA	200,389.81	HOURLY PAYROLL
5247	09/01/2015	CANADA CUSTOMS AND REVENUE	50,170.44	2014 DECEMBER H.S.T REMITTANCE
5028	07/01/2015	MAPLE LEAF SPORTS & ENTERTAINMENT	53,028.74	2014 DECEMBER PARKING REVENUE
4996	07/01/2015	ENBRIDGE	56,752.90	2014 DECEMBER PAYMENT
4950	05/01/2015	CITY OF TORONTO	63,099.52	2015 LOAN PAYMENT
5022	07/01/2015	LOCAL 58 BENEFITS FUND	63,494.32	2014 DECEMBER UNION DUES
5236	27/01/2015	TOROMONT INDUSTRIES LTD.	77,042.27	2014 MOBILE D 100
5088	13/01/2015	CITY OF TORONTO	78,861.33	PREMIUM FOR DENTAL & LIFE FOR JANUARY 2015
5116	15/01/2015	MTS ALLSTREAM INC	105,821.46	SOFTWARE, HARDWARE, PROFESSIONAL SERVICES
5154	27/01/2015	CERISE FINE CATERING	107,056.76	2014 EVENTS FINAL SETTLEMENT
5053	07/01/2015	ROSS CLAIR	156,774.89	CAPITAL WORKS - DEC WASHROOM RENOVATIONS
5209	27/01/2015	OMERS	158,495.02	2014 DECEMBER PAYMENT
5160	27/01/2015	CITY OF TORONTO	158,632.47	2014 4TH QTR LEGAL & CEO SALARY
5145	27/01/2015	BARRIE COMMUNICATIONS EQUIPMENT	172,890.00	CAPITAL WORKS - PAGING SYSTEM RETROFIT IN COLISEUM
4949	05/01/2015	CITY OF TORONTO	222,689.97	2015 JANUARY LOAN PAYMENT
4956	31/01/2015	CITY OF TORONTO	222,689.97	2015 FEBRUARY LOAN PAYMENT
5058	07/01/2015	SMITH AND LONG LIMITED	407,933.96	CAPITAL WORKS - FIRE ALARM REPLACEMENT
5077	07/01/2015	VR MECHANICAL SOLUTIONS INC	596,718.02	CAPITAL WORKS - DISTRICT ENERGY SYSTEM
5133	21/01/2015	CITY OF TORONTO	1,000,000.00	TERM INVESTMENT
		<b>DISBURSEMENTS OVER \$50,000</b>	<b>5,154,647.72</b>	
		<b>OTHER DISBURSEMENTS</b>	<b>1,201,493.13</b>	
		<b>TOTAL DISBURSEMENT</b>	<b><u>6,356,140.85</u></b>	

**BOARD OF GOVERNORS OF EXHIBITION PLACE  
BALANCE SHEET  
AS AT OCTOBER 31, 2014**

	2014 Oct.	2013 Oct.
<b>FINANCIAL ASSETS</b>		
CASH	1,369,435	2,279,932
SHORT-TERM INVESTMENTS	2,350,000	2,200,000
TRADE ACCOUNTS RECEIVABLE	5,685,751	1,550,126
ALLOWANCE FOR DOUBTFUL ACCOUNTS	(599,335)	(392,615)
NET ACCOUNTS RECEIVABLE	5,086,416	1,157,511
OTHER RECEIVABLE	2,321,872	4,164,878
RECEIVABLE FROM THE CITY OF TORONTO	7,299,481	7,502,116
CAPITAL	1,279,719	2729323
<b>TOTAL FINANCIAL ASSETS</b>	<b><u>19,706,924</u></b>	<b><u>20,033,760</u></b>
<b>LIABILITIES</b>		
ACCOUNTS PAYABLES - TRADE	2,258,849	916,912
ACCRUED LIABILITIES	2,554,287	3,617,973
SALES TAX PAYABLE	558,292	489,696
CONFERENCE CENTRE RESERVE FUND	(38,019)	(47,059)
DEFERRED REVENUE	7,472,090	7,140,472
OTHER CURRENT LIABILITIES	716,883	715,375
EMPLOYEE BENEFITS PAYABLE - PSAB	8,809,529	9,004,270
OTHER LIABILITIES	444,683	518,717
LOAN PAYABLE - ERP PROJECTS	6,939,615	7,139,823
GOVERNMENT ASSISTANCE	1,383,092	1,524,780
LOAN PAYABLE- FCM CAPITAL ASSET	1,638,214	1,724,719
LOAN PAYABLE- CONFERENCE CENTRE ASSET	34,817,262	35,751,531
NET INCOME (LOSS) CURRENT	(945,054)	(94,932)
PRIOR YEAR SURPLUS	(4,633,415)	(3,704,820)
<b>TOTAL LIABILITIES</b>	<b><u>61,976,311</u></b>	<b><u>64,697,456</u></b>
<b>NET DEBT</b>	<b><u>42,269,387</u></b>	<b><u>44,663,696</u></b>
<b>NON-FINANCIAL ASSETS</b>		
INVENTORIES	66,077	68,869
PREPAID EXPENSES	275,883	160,325
STEP UP RENT/OTHER RECEIVABLE	1,124,308	1,340,627
FIXED ASSETS		
EQUIPMENT	55,816,284	55,532,284
ACCUMULATED DEPRECIATION - EQUIPMENT	15,013,164	12,438,408
EQUIPMENT - NET	40,803,120	43,093,875
<b>TOTAL NON-FINANCIAL ASSETS</b>	<b><u>42,269,387</u></b>	<b><u>44,663,696</u></b>

## Summary of Sole Source Commitment Activity by Reason - January 1, 2015 to February 15, 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 (PMMMD) 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 January 1, 2015 to February 15, 2015 total is \$0.00. The percentage of dollar value of sole source purchasing activity for goods and services compared to the total purchasing expenditures of \$338,673.64 is 0% for this period.

### EP Program

Reason for Sole Source	Number of Commitments	Number of Suppliers	Total Value
Match Existing Equipment/Service	0	0	\$ -
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	\$ -
<b>Total</b>	<b>0</b>	<b>0</b>	<b>\$ -</b>