



Exhibition Place

Management Report
July 1st, 2010 to October 31, 2010

Executive Summary

- **Consolidated Net Operating Profit for Exhibition Place, Direct Energy Centre and Allstream Centre for the ten months ending October 31, 2010 before net naming fees, interest and amortization expense for the Allstream Centre was a profit of \$1,173,331 compared to a budget loss of (\$985,458) for a favourable variance of \$2,158,789**
- **Net Operating Profit for Exhibition Place and Direct Energy Centre for the ten months ending October 31, 2010 was \$746,466 compared to a budget loss of (\$1,093,340) for a favourable variance of \$1,839,805 mainly due to the G8/20 Summit event and lower utilities and building operating costs.**
- Net Operating Income before interest and amortization expense for Allstream Centre for the ten months ending October 31, 2010 was \$426,865 compared to a budget of \$107,882 for a favourable variance of \$318,983 mainly due to the International Media Centre.
- During this period, the Sales & Marketing team secured 31 new events for Exhibition Place
- Judith Goodkin arrived in September to fulfill the position of General Manager for Cerise Fine Catering at Allstream Centre.
- For the fifth year running, Exhibition Place has outdone the competition at the Recycling Council of Ontario's Waste Minimization Awards. This year's award is a Platinum Facility Management Award. Many thanks to Mike Dimaso for coordinating the submission.
- Exhibition Place hosted the Media Centre for the G20 Summit in Direct Energy Centre on June 26th and 27th. All hands were on deck, 24/7, to ensure the success of the event. Many staff received letters of praise from the Summit Management Office and from the various media outlets for having gone above and beyond the call of duty.

October 2010 Financials Exhibition Place and Direct Energy Centre

Consolidated Net Operating Profit for Exhibition Place, Direct Energy Centre and Allstream Centre for the ten months ending October 31, 2010 before net naming fees, interest and amortization expense for the Allstream Centre was a profit of \$1,173,331 compared to a budget loss of (\$985,458) for a favourable variance of \$2,158,789. Because of the general economic situation impacting our industry, expenditure controls have been put in place for all programs and operating areas.

Exhibition Place and Direct Energy Centre

Net Operating Profit for Exhibition Place and Direct Energy Centre for the ten months ending October 31, 2010 was \$746,466 compared to a budget loss of (\$1,093,340) for a favourable variance of \$1,839,805 mainly due to the G8/20 Summit event and lower utilities and building operating costs.

- Rental income was \$7,124,992 compared to a budget of \$5,600,138 for a favourable variance of \$1,524,854 mainly due to the International Media Centre and the Aga Khan event. Finance and Marketing staff has met to forecast rental to December and the budget will be exceeded.
- Electrical net services of \$899,471 are favourable to budget by \$60,123 mainly due to additional services for the Artist Project and International Media Centre.
- Direct and indirect expenses at \$23,114,361 are favourable to budget by \$138,770 mainly due to timing of expenditures in the Sales and Marketing Department, lower utilities due to warmer temperatures and energy savings initiatives and lower operational maintenance costs.
- Food & Beverage concessions of \$895,302 is unfavourable to budget by (\$22,796) due to the International Media Centre, offset by minimal corporate events booked to date and reduced attendance at some of the larger Shows.
- Telecommunications income at \$381,926 is favourable to budget by \$20,356

- Show services from third party billings at \$4,021,553 are up from budget by \$1,238,462 with corresponding increase in related show expenses of \$1,068,736 for a net favourable variance of \$169,726 mainly due to the International Media Centre and Aga Khan event offset by higher cost to deliver some show services for events such as Canada Blooms.
- Parking revenues at \$4,981,498 is favourable to budget by \$181,486 mainly due additional revenues from the International Media Centre offset by lower revenues from Direct Energy Centre events due to lower attendance and BMO Field. Parking expenses are also favourable to budget by \$100,771 for a total net favourable variance after expenses of \$282,257.
- Tenant income for rent and services at \$1,982,116 is higher than budget by \$134,969 gross, mainly due to increased show services from Muzik, Medieval Times and Liberty Grand during the third quarter. Show services expenses are lower by \$30,583 for a net positive variance of \$165,552.
- Program recoveries and interest income at \$262,970 is lower than budget by (\$220,570) mainly due to lower interest rate during the year and lower show services requirements from Ricoh Coliseum and BMO Field.
- Advertising and Sponsorship revenue within the Direct Energy Centre at \$166,526 is unfavourable to budget by (\$936).

Direct Energy Centre accounts receivable as at October 31, 2010 was \$2,716,744 consisting mainly of:

- \$313,157 for services on completed events, of which \$0 (0%) has been received as of November 5, 2010.
- \$217,318 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.
- \$2,018,349 owed as contractual deposits for future events of which \$1,752,011 (87%) has been received as of November 5, 2010.
- \$101,670 of Food & Beverage Concessions is owed by Centerplate, which is contractually due on the 25th of the following month.
- \$30,699 owed for sponsorship arrangement.

Exhibition Place accounts receivable for the month ending October 31, 2010 was \$2,901,999 consisting mainly of:

- \$632,293 owed by tenants of which \$221,124 (35%) has been received as of November 5 2010.
- \$300,000 owed by FCM for Conference Centre LEED Silver Grant which will be payable after one full year of operations (October 2010) and after completion and submission of an independent Environmental Study on the past 12 months environmental performance.
- \$276,210 owed by BMO Field for payroll costs and parking loss due to relocation of bubble.
- \$237,958 owed by MLSE for Ricoh Coliseum of which \$18,044 (8%) has been received as of November 5 2010.
- \$1,141,430 owed by City Water and City Waterfront for capital costs relating to the new Lakeshore exit.
- \$208,845 for show services on completed events of which \$122,668 (59%) has been received as of November 5 2010.

Allstream Centre

Net Operating Income before interest and amortization expense for Allstream Centre for the ten months ending October 31, 2010 was \$426,865 compared to a budget of \$107,882 for a favourable variance of \$318,983 mainly due to the International Media Centre.

- Rental income was \$948,893 compared to a budget of \$738,758 for a favourable variance of \$210,135 mainly due to the G8/20 Summit. Finance and Marketing staff has met to forecast rental to December and the budget will be achieved.
- Food & Beverage concessions of \$416,667 is unfavourable to budget by (\$2,915).
- Telecommunications net income at \$38,405 is favourable to budget by \$14,166.
- Show services from third party billings at \$682,593 are up by \$11,103 with corresponding increase in related show expenses of \$1,739 for a net favourable variance of \$9,364.
- Parking revenues at \$91,219 is unfavourable to budget by (\$47,813) mainly due to the fact that most attendees at the conference centre are visitors to Toronto and arrive by taxi, shuttle or transit.
- Direct and indirect expenses are unfavourable to budget by \$135,464 due to timing of expenditures..

Allstream Centre accounts receivable for the month ending October 31, 2010 was \$177,100 consisting mainly of:

- \$51,770 for services on completed events of which \$0 (0%) has been received as of November 5, 2010.
- \$41,262 owed as contractual deposits for future events of which \$22,357 (54%) has been received as of November 5, 2010.
- \$84,068 of Food & Beverage Concessions is owed by Cerise Fine catering of which \$32,451 (39%) has been received as of November 5, 2010.

Sales and Marketing

July/August/September/October Sales Effort

During this period, the Sales & Marketing team secured 31 new events for Exhibition Place. The events are categorized as follows:

- 17 meetings & conventions
- 2 product launches
- 3 photo/film shoots
- 3 consumer shows
- 1 trade show
- 1 press conference
- 1 ride and drive
- 1 sporting event
- 1 fashion show

July/August/September/October Summary

New events held during this time period included Imperial Council Sessions of 2010, Audit Week of Learning, Bud Pit Crew Photo Shoot, Industry Canada Press Conference, INDY Media Ride & Drive, Bollywood Party, Shoot for a Cure Walk, Canadian Recording Industry Association Annual General Meeting, Neptune Homeowner Information Seminar, Joint Information Technology Association of Canada Health and MEDEC Event, Nikita Films Inc., Mazda CanoeKayak Knockout, ActionCOACH – “Business is Booming” Tour, The City Career Expo, Carbon Economy Summit, Association for Information and Image Management ECM Seminars, 24th Annual Transportation Conference, ARIDO Conference, KPMG: Client Service Excellence, Griffith University Graduation, Canadian Funeral Trade Show, Ontario Funeral Service Association Annual General Meeting, Direct Energy Portfolio Launch, Toronto Microfinance Conference, The Business Franchise and Investment Expo October Session, Weightwise Expo/Language Expo, Planters/Revolution 650 Meeting, Kick Booty Conference, Tsakos

Wedding Photo Shoot, Fashion Magazine Angel Photo Stills Shoot, National Committee on Accreditation Examinations, Yad Vashem Banquet, e-Audit Training, The Ontario Feed-In Tarriff Supply Chain Forum, IBM Smarter Systems Conference, SoupaLicious Toronto, Bouras & Habrat Wedding Photos, LG Fashion Week Beauty by L'Oreal Paris, Chevrolet Cruze Launch Event, Minister of Environment Breakfast, Seneca College Conference, Spin Master Ltd. Product Launch, National Health Show, West Park Healthcare Centre Foundation fundraiser, Navratri Festival, Meridican Incentive Consultants Decorator's Meeting, and the Systems Applications & Products in Data Processing (SAP) Canada World Tour Conference.

Business Travel

Arlene Campbell attended the TS2 and IAEE Senior Executives Round Table in Boston, Massachusetts, from July 13th to 15th. The annual TS² conference and exposition is a one-stop resource for exhibit and event marketing best practices and leading-edge marketing initiatives. Arlene participated as a member of the IAEE Senior Executive Round Table, which provides a format to interact with peers, share strategies, hear a variety of trouble shooting methods, vent common pains and celebrate accomplishments.

On July 24-27, 2010 Joy Leonte attended the MPI World's Education Conference in Vancouver, BC. This was a great networking opportunity with meeting planners from throughout North America. Toronto has one of the largest MPI chapters and most of the local planners attended. We had numerous leads and site requests from attending this conference.

From August 18th to 19th Don Leddy was part of the Government Market Ottawa Sales calls and Government Planners training session. This was a partnership with the Sales Manager from Westin Harbour Castle to produce a training session for Federal Government meeting planners. This highly successful event drew positive reviews from planners and generated good interest from federal planners and one significant proposal decision pending shortly.

Don Leddy also attended Tourism Toronto Sales Mission and MPI Golf Tournament from August 24th to 27th. This was an excellent opportunity to network with potential and existing clients. One major lead was generated from sales calls and is currently being pursued.

On September 13th, Barbara Outschoorn coordinated in-market sales calls and drop-ins in Ottawa with a representative from the Renaissance Hotel. Barb also presented Allstream Centre to an influential group of meeting planners and hosted them to a boardroom lunch in their offices. In addition, Barb attended the MPI Kick-off reception sponsored by Tourism Toronto and Allstream Centre. The event is an opener for the season and drew a significant attendance of meeting planners. Follow-up on all of Barb's meetings and leads are currently in process.

Don Leddy, Barbara Outschoorn, Stephanie Whiteman, and Laura Purdy were part of the Canadian Society of Association Executives annual Conference on Sept 22-25th. The 2010 conference in Quebec City had approximate attendance of 500 Association Executives from across Canada participating in education and networking sessions. Allstream Centre staff hosted a pre-conference reception with approximate attendance of 40 association executives. This helped to kick off an excellent conference and provided great exposure for our venue. With results still being tabulated, the event is considered successful as many contacts were made throughout the 4 day event.

Stephanie Whiteman completed various in-market sales calls and two group client lunches to Association organizations in Ottawa on October 25-27th. Joined by Thompson Hotel, Congress Canada and BBW, the group targeted new clients and spread the word about our new Conference facilities.

2010 Conference Travel

See attached Appendix A for a summary of business travel for the year 2010.

2011 Conference Travel

See attached Appendix B for a summary of business travel for the year 2011.

Publicity

Direct Energy Centre

- News Report during this period included **51** hits for Direct Energy Centre. Stories included: G20; Zoomer Show; Honda Indy; Things to do: MIAC; CNE; Scotiabank Toronto Marathon; IIDEX Neocon
- Marketing Department released the following press releases during this period:
 - Direct Energy Centre hosts Greece's Official Marathon Flame" on September 24, 2010
- CAEM's publication Communiqué included "Direct Energy Centre Official Site for Marathon Ceremonies" in the October 2010 issue
- Conworld.net ran a story called "Toronto's Direct Energy Centre Hosts Greece's Official Marathon Flame" on September 27, 2010
- The Toronto Sun ran an article titled "Fast Food" on July 14, 2010 highlighting Centerplate at Direct Energy Centre for the Honda Indy. General Manager, Ashton Sequeira and Executive Chef Robert Campbell were both featured in a photo.

Allstream Centre

- News Report during this period included **36** hits for Allstream Centre. Stories included: G20, Environmental Stewardship, Award of Merit and Things to do in the city feature.
- Marketing Department released the following press releases during this period:
 - Allstream Centre wins Award of Merit on October 7, 2010
 - Allstream Centre receives Environmental stewardship certificate on September 2, 2010
- Allstream Centre is featured as 1 of 5 in Ignite magazines online section 'places, products + services'
- The August issue of "Green Pages" by KSE Creative ran a mention on Allstream Centre regarding the Carbon Economy Summit on Sept 21
- Meetingsnet.com ran a story titled "LEED-Silver Certified Conference Centre opened in Toronto" on October 6, 2010.
- The "Art Deco" Blog featured Allstream Centre for its well known revitalization of the Automotive Building on October 5, 2010
- Conworld.net and Ignite Online both ran a story on Allstream Centre winning the Award of Merit
- Conworld.net, Ignite Online, CAEM publication Communiqué and Tourism Now Newsletter all ran stories on Allstream Centre receiving the Environmental stewardship Certificate

Exhibition Place

- News Reports for this period include **150** hits for Exhibition Place. Stories Included: Honda Indy; What to do in Toronto; G20; Scotiabank Caribana; Beer Festival; CNE; Sustainable Award; Masala! Mehndi! Masti! ; LG Fashion Week
- Marketing Department released the following press releases during this period:
 - Exhibition Place CEO receives inaugural Outstanding achievement Award on September 30, 2010

- CAEM’s publication Communique ran a story titled “ Exhibition Place CEO receives inaugural Outstanding Achievement Award” in the October 2010 issue
- Canadian Architect ran a story titled “Winners of the 2010 Sustainable Buildings Canada Achievement Awards” highlighting Dianne Young’s achievement.
- Conworld.net ran a story called” Dianne Young receives Inaugural Outstanding Achievement Award” in the October 1, 2010 issue

Event Management Services

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

JULY
Exhibitions/Meetings/Conventions/Corporate Events
<ul style="list-style-type: none"> ▪ CHIN International Picnic ▪ Imperial Council Sessions ▪ Audit Week of Learning ▪ Shoot for a Cure ▪ Honda Indy ▪ Masala! Mehndi! Masti! ▪ Neptune Homeowner Information Seminar ▪ Caribana
AUGUST
Exhibitions/Meetings/Conventions/Corporate Events
<ul style="list-style-type: none"> ▪ Toronto’s Festival of Beer ▪ TABIA Springboard Seminar
SEPTEMBER
Exhibitions/Meetings/Conventions/Corporate Events
<ul style="list-style-type: none"> ▪ Eid ul Fitr Celebration ▪ Weekend to End Women’s Cancers ▪ Mazda CanoeKayak Knockout ▪ The City Career Expo ▪ IIDEX / Neocon ▪ The Clothing Show ▪ Scotiabank Toronto Waterfront Marathon ▪ Canadian Funeral Show ▪ Fall Home Show
OCTOBER
Exhibitions/Meetings/Conventions/Corporate Events
<ul style="list-style-type: none"> ▪ Weightwise Expo / Language Expo ▪ Business Franchise and Investment Expo ▪ LG Fashion Week Beauty by L’Oreal ▪ Toronto Ski Snowboard and Travel Show ▪ Goodlife Fitness Toronto Marathon ▪ Screemers ▪ Bicycle Blowout Sale ▪ Ontario College Information Fair

- National Health Show
- Receiving Centre for City Elections
- Zoomer Lifestyle
- Toronto Community Tenant Leaders Forum

The CHIN International Picnic went well. Staff dealt efficiently with all unforeseen issues as they arose and provided alternate arrangements to ensure that tenants' needs were met and they were not affected adversely by the increased road closures during the Picnic.

Staff continued preparations for the Honda Indy in July. Installation of the blocks was altered due to the G-20 security requirements in June. The client bought green offset power this year. Move out of the Honda Indy worked effectively with the move in of Caribana.

Staff were able to step in and supply the necessary equipment for Shoot for a Cure when their supplier was unable to and, in the process, saved the client some money that was credited to their charity.

This was the second year for Masala! Mehndi! Masti! on our grounds, and the event's 10th anniversary. Poor weather conditions on Friday and a heavy rainfall on Saturday impacted attendance.

Caribana this year recorded their highest ever attendance. Facility Services staff moved the event in during a single week. Staff worked closely with the Toronto Police, the Toronto Transit Commission and the Caribana Committee to ensure a smooth traffic flow. During move-out, staff identified the need for additional power sweepers next year to restore the grounds to usual standards of cleanliness.

Staff built on their past experience with Toronto's Festival of Beer to implement additional safety and parking precautions.

A concerted effort was made by staff to move out the CNE very quickly to accommodate events booked with short notice; the Eid Festival and the Weekend to End Women's Cancers taking place immediately after the CNE closed. Both had excellent attendance. Staff rose to the challenge given the limited time for preparation.

Most of the set up for the Mazda CanoeKayak Knockout was in the area occupied by the bleachers for the Air Show. Staff moved quickly to prepare the site and the client was very pleased.

Despite a couple of delays during move in, show management for IIDEX /NeoCon was very pleased with all services provided this year. The Clothing Show and the Fall Home Show both went very smoothly, and the Canadian Funeral Show was "outstanding" all round for a first time event.

All our service departments have worked closely to ensure seamless move-ins/outs of several back to back events. In some instances we have pre-installed services where possible with positive results. The Toronto Ski Snowboard and Travel Show, Bicycle Blowout Sale and the Goodlife Fitness Toronto Marathon all proceeded very well. The latter will be moving to May in 2011.

Screamers did well as in the past, with good crowds, as did the Ontario College Information Fair which always attracts huge crowds of kids. LG Fashion Week Beauty by L'Oreal moved this year to Heritage Court and was very well received by organisers and attendees.

Exhibitor Services

Exhibitor Services, in addition to working on the events during July, also assisted Centerplate in obtaining quotations for the installation of permanent power at various locations in Allstream Centre. We also began preparations for the August events including Toronto's Festival of Beer and the Canadian National Exhibition. During the very busy stretch of August to October Exhibitor Services serviced the order desk for 17 events. With some slim timelines for building turnover, preplanning to receive banners early and rough in of electrical proved necessary.

Allstream Conference Centre

Several meetings took place in the Allstream Centre, and it was also used during the Honda Indy. All events went well.

Staff will use the anticipated lull in meetings during August for the maintenance and refurbishing of select areas in this venue in preparation for the Fall season.

Meeting Coordination staff is continuing to work closely with Cerise Fine Catering to refine communication and responsibilities.

Kathy Treanor was added to the Meeting Coordination team at the Allstream Centre as the event load continues to increase.

Parking

During the month of August the Parking Department doubled its normal contingent of hourly staff to provide parking support to the annual CNE, as temporary lots such as Marilyn Bell Park and the Gore lot are put into daily use.

During the rest of the summer, parking activity and revenue was up from the previous year, with onsite events such as the Toronto Honda Indy, CHIN Picnic and Caribana all showing positive results. Exhibition Place parking lots also provided overflow parking for concerts and regular events at Ontario Place, and for canoe and kayak events at Marilyn Bell Park.

A parking rate increase of \$1 per day was approved in July, and implemented at the beginning of September. Parking activity has not been adversely impacted by this increase, as rates remain competitive with comparable venues.

Telecommunications

Exhibition Place hosted the media resources for the G20 Summit. The Media Centre in Direct Energy Centre and Allstream Centre relied on significant telecommunications infrastructure in order to provide communications between the various sites that composed the event. Exhibition Place Telecommunications provided considerable guidance to the G20 technical organization group as well as providing all Internet, Telephony and network connectivity for all of their office and logistical groups within Allstream Centre. The G20 technical group used Exhibition Place WIFI extensively within the Allstream Centre.

Extensive planning by the G20 technical committees resulted in considerable parallel new cabling being pulled throughout Direct Energy Centre in order to facilitate the media's networking requirements, however the demands of the event exceeded the capabilities of the new infrastructure. As a result,

Exhibition Place floor port distribution was still utilized extensively to satisfy the unanticipated needs of the event. The event from a technical perspective was very successful.

Through the City of Toronto's computer server refresh program, Exhibition Place has acquired four new server systems. These servers will provide a base platform for upgrading the Exhibition Place staff computer network services and will utilize the Windows 2008, Exchange 2010 and SQL 2010 software for operating system, email and database resources. The new servers have been configured and deployed and are delivering functionality to users across the campus. Since the new servers have limited data storage capacity, the Exhibition Place IT department is also in the process of acquiring a SAN (Storage Area Network) system to host the organizations data files. This device will be able to accommodate the significant amount of email, archival and working data of Exhibition Place for the current and foreseeable future while providing high level security and reliability.

The City of Toronto has also recently approved Exhibition Place's computer desktop refresh. Equipment is currently being tested and deployment of new laptops, desktops and printers should begin in the last quarter of 2010. The new computers will also provide additional data security measures and will be using Microsoft Windows 7 as its operating system as well as Microsoft Office 2010 as the productivity suite.

Exhibition Place's IT/Telecom group has deployed a new hardware firewall device. The device from Watchguard Technologies provides network intrusion detection and prevention, email Spam/Virus filtering as well as Virtual Private Network (VPN) connectivity. This device as well as the recently deployed Symantec Endpoint Antivirus/AntiIntrusion system has significantly improved computer network security as well considerably reduced SPAM emails.

With the growing adoption of mobile devices by staff across the campus, the Exhibition Place IT department has quickly ramped up the support of these systems by deploying a BES (BlackBerry Enterprise Server). This combination of hardware/software allows the IT department to facilitate email/data connectivity for the growing number of BlackBerry users including CNE and Cerise staff.

Mobile computer systems are becoming some of the most mission critical systems that the IT department manages and operates. Users rely on them for telephony, emails, remote control and other specialized applications. Working in conjunction with the Operations Department, IT has been able to provide mobile solutions for lighting and heating control for building operators and are looking at other cost saving, operationally optimizing technologies.

Telecommunications/IT was involved in the outfitting of the new boardrooms in Direct Energy Centre with visual display systems. After some deliberation, it was decided that energy efficient large screen flat panel screens be used instead of conventional projector technologies. These panels were low in purchase cost and offered exceptional resolution and easy connectivity to various output devices including laptops and tablets. These systems should allow for greater utilization of the "Paperless Meeting" initiatives of Exhibition Place.

In summary, the last four months have been very busy in the general telephony/data delivery to exhibitors/third party clients as well as providing new connectivity and functionality for our co-workers.

Records and Archives

Since 2008, Haunted Walking Tours have been held during the CNE and 2010 this program was expanded to offer tours to the public in the spring and autumn and a small charge. A total of \$3,321 has

been raised and will be used for special projects in Archives. The walks included tours through the Archives and ended at Scadding Cabin. The impetus behind the walks was the otherworldly encounters some employees have experienced while at work. For example, the Horticulture Building was once used as a temporary morgue; the current midway site a bloody battlefield during the War of 1812; and the grounds were once home to two military forts.

Recently, Christina Stewart, Media Archivist, provided a workshop at the University of Toronto to the members of the Toronto Area Archivist Group ("TAAG") on how to identify different types of film that archivists may hold in their repositories. Given most archivists know very little about film, this workshop attracted much attention across southern Ontario and received rave reviews from those who attended. As one participant said: "I'm not very knowledgeable [about film] and could use ten of these workshops! Christina should host a series."

Building Operations

Mechanical

- Washroom/Urinal piping replacement with Outside Patio, South West Galleria, Hall A East and West, Hall C, Hall D, washrooms completed
- Washroom cast iron main drain replacement Hall B completed
- Direct Energy Services working on replacement of the three 1250 Ton chiller panels with Optiview Panels and the New Refrigerant Leak system for the Chiller room
- Direct Energy Services working on replacement of two 50HP VFD's, the compressor shaft seal on Chiller #2, and bearings on cooling towers #2 &3
- All Heating Boilers serviced and ready for winter
- Replaced two Pneumatic actuators in the Mechanical Room on the 3rd Floor
- Repaired Refrigerant Leak on Chiller #1 and recharged refrigerant

Electrical

- Replaced burned out lights in Telecom rooms, washrooms, Mid Arch, Indy roof, Cleaning Office, Halls A,B,C,D,E,F and G, Salons, Galleria and Towers
- Repaired loose wires in floor ports
- Repaired no power in Parking roll up doors East and West, doors 20, 48, 49, 50
- Re-clipped conduit in the Swing Space
- Installed new battery packs for Diesels and Transfer Switches
- Re-hung Sconce light in Hall A
- Serviced electrical for Sump Pump
- Serviced control circuit for Door 3
- Installed new back up battery in WASX Substation in the West Annex
- Repaired Loading Dock lights and replaced fuse in Dock Leveler #9
- Checked light fixture which fell from the East Annex ceiling and installed safety straps on Atrium area lights
- Serviced no power to Supply Fans 26 &15 and no power in Dock Leveler #6
- Replace light switches in the Parking Garage mechanical room
- Serviced electrical drive system on Heritage court handicap door
- Serviced no power in the Royal Winter Fair offices
- Serviced electrical on North Extension Exhaust fan & powered louvers
- Disconnected unit heaters in the East Annex

- Replaced chain switch in the parking Kiosk
- Serviced Kitchen Exhaust Fan VFD
- Rewired Heritage Court outside sign
- Repaired broken push button switch for the Handicap Door in East Galleria
- Serviced Boardroom lighting sensors
- Disconnected two HVAC pumps in the Boiler room

Facility Services

Facilities Services successfully scheduled and planned the delivery of services for Cleaning, Labour, Technical Services and Creative Services for numerous shows and events, including twelve soccer games at BMO Field and six hockey games in Ricoh Coliseum. The following projects/activities were completed or are on-going:

- Completed a tree audit/assessment, pruning and removing trees that required immediate attention as per audit.
- Installed sod between BMO Stadium and Queen Elizabeth Exhibit Hall.
- Completed exterior trip hazard repairs for all outdoor events.
- Completed property and building deficiencies reported by Security Department.
- Installed two large monitors in newly constructed meeting rooms in Direct Energy Centre.
- In the process of developing maintenance schedule for audio/video equip. in Allstream Centre.
- Installed 70 new hanging points throughout the ceiling rig in the Allstream Centre.
- Awarded a Railing project for the Allstream Centre loading dock with installation scheduled to take place by end of October.
- Installation of extra speakers has commenced as we retrofit existing paging system to improve sound quality throughout Halls A through D in the Direct Energy Centre.
- Replaced many flags throughout the grounds including tenanted buildings.
- Completed repairs to 110ft. flag pole which included a new cabling system.
- Completed both installation and removal of the CNE Casino surveillance system .
- Scheduled and assisted with training and orientation for approximately 400 young workers in preparation for the CNE.
- Participated in the employee recognition program by forwarding names of young workers who continuously performed over and above their duties throughout the CNE.
- Purchased new black and white uniforms for cleaning staff .
- Purchased 30 lockers for the Cleaning Department to help with influx of summer cleaning staff.
- Inspected all harnesses and lanyards and purchased 30 new harnesses and lanyards for the Facility Services Department.
- Purchased 12 new *Petzyl* helmets for hi-reach workers, which were approved by the Ministry of Labour, and issued them as a practical replacement for construction hard hats.
- Completed inspection and repair to 16 chain-hoist motors used for theatrical set-ups.
- Hired an assistant Sign Writer for Creative Services and successfully delivered all sign orders for the CNE.
- Re-installed all removable planters used by Honda Indy and the CNE by removing the concrete lids and filling the planters with red mulch. This is a project initiated to enhance the growth of the trees along Princess' Boulevard.
- Continuing to collaborate with the Capital Works Department on our plans for a new Facility Services office. Construction began in September and will continue until year end.
- Working in conjunction with the Toronto Parks and Recreation Department to make improvements to our numerous gardens and lawns, presently coordinating the removal of exterior hanging baskets and plant material currently in our planters.

- Converted 5 auto train tractors into usable inventory moving tractors.
- Purchased 2 front end loader attachments to be installed on our new JD4520 tractors.
- Presently obtaining estimates for purchase of a rotary broom and snow blower to assist with snow removal program.
- Removed approximately 1,600 tons of old tanbark chips to landfill from past CNE and Royal Agricultural Winter Fair equestrian events.
- Removed all drum and barrel type waste receptacles on the grounds and replaced with new three-stream units.
- Submitted application to the Recycling Council of Ontario for the 2010 Ontario Waste Minimization Awards which and received Platinum Facility Management Award.
- Ron Mills and Mike DiMaso attended the 20th Annual National Composting Conference in Ottawa, Ontario this past September conducting a presentation on Exhibition Place green initiatives.
- Exhibition Place assisted in the Composting Council's *Soupalicious* event this October, which was held in Heritage Court.
- Completed the conversion of all cleaning chemicals used in the Allstream Centre to *EcoLogo* and *Green Seal* certified products .
- Issued a Request for Quotation for the provision of Roll Off Container Services and Mixed Waste Sorting Disposal Services for year 2011 and are currently reviewing the quotations received.
- Audited propane storage areas in the year-end grounds audit, which required the assistance of our Tenant Liaison to help identify and implement safer locations for tenant propane storage cages.
- Completed 27 show/event audits to identify possible safety hazards prior to event opening.
- Attended 24 pre-show meetings to inform our clients about our facilities, detailing fire code regulations, fire systems, labour laws and in-house security equipment.
- A meeting was held in October with the Toronto Fire Department to discuss Direct Energy Centre's Heritage Court east side fire exiting concerns.

Service Stars

Jim Lee received a letter dated July 5th from Masaya Otsuka of the Consulate General of Japan. "Messrs. Jim Lee and Rob Bartholomew were very helpful both during the preparation and the operation of the JPC, arranging the necessary estimates for both electrical work and labour, providing additional lighting at our request and generally advising and informing us of the most efficient ways of meeting our objectives. As well, the technicians from IATSE Local 58, Messrs. Jim Sheppard, David Alexander and Alex Heinz, exhibited both expertise and understanding that were invaluable... All of these gentlemen were patient and accommodating when confronted with the demanding conditions that came from dealing with a fast-moving environment as well as with another culture. We would greatly appreciate your conveying to them our sincere gratitude."

Alba Mercury received a letter dated July 7, 2010 from Karim Sunderji, President of His Highness Prince Aga Khan Shia Imami Ismaili Council for Ontario. "... I would like to take the opportunity to convey our deepest appreciation to you and your Staff for your outstanding contribution and support at the Grand event that took place in May 2010 at your centre. The cooperation and assistance received from all your staff was outstanding."

Alan McArdle of Deloitte sent an email to David Berlad dated July 12th to say "I cannot thank you enough for all of your help last week. The Catering and Catering Operations exceeded my expectations. You and

your team did a fantastic job! I can't think of anything for areas of improvement – just keep doing what you're doing."

Mike Dimaso received an email dated July 16th from Blaine Mohninger (Deputy Director, Environment) of the Summits Management Office regarding the G20 Summit: "It was a pleasure working with you also. I must say that the DEC was probably the best venue that I've ever worked with in terms of greening and can't say enough about your waste diversion program."

Charlie Johnstone of Honda Indy Toronto sent an email dated July 20th to Dianne Young, Jeff Gay, Jamie Needler, Peter Jeffrey, cc Joe Pantalone to say "On behalf of Kim Green and Kevin Savoree and our entire team at the Honda Indy Toronto, let me express our most sincere appreciation to the team at Exhibition Place for all your efforts in making this past weekend such a success. With our combined efforts and commitment the impact of the Honda Indy Toronto will continue to resonate in the hearts and minds of the consumer, the community and our respective business partners. You lead by example and your team is a pleasure to work with. We are indeed very fortunate to have Exhibition Place as our partner. Thanks again for all your efforts as we couldn't have done this without you!

Arlene Campbell received a letter from National Trade Productions on July 20th which read "Thank you for supporting TS2 2010, total Solutions Marketing for the Exhibit and Event Professional, as a member of our esteemed faculty. We're excited about this year's show and greatly appreciate your commitment to TS2."

Mary Moniz of Torchia Communications sent an e-mail dated July 22nd to Denise DeFlorio; "Thank you so much for all your help with the Honda Indy. Your support and kindness was greatly appreciated. Please extend our thanks to your staff. We were very impressed with their professionalism. The kitchen staff was especially accommodating and helpful."

Alba Mercury received an email dated August 3rd from Mark Culligan of Parks Waterfront District regarding the Caribana Parade. "1.2 MILLION !!! That was the attendance for the 2010 Caribana Parade. What a challenge, what an accomplishment. On behalf of the Parks Dept. Waterfront Management Team, we would like to THANK YOU ALL for your unselfish, joint effort in making this years event a success... Thank you to Alba and her staff at the Exhibition for the assistance that they gave to us with the setting up of the Lake Shore fencing.... It has been a really great experience to see the inner parks dept., outside city depts, and members of the private business community, collaborate so professionally. An event of this magnitude could not be a success without the willing cooperation of all involved, and we THANK YOU ALL !!!"

Arlene Campbell received a letter dated September 1st from Jacques Joly of the G20 Summit Management Office saying "We cannot allow this occasion to pass without expressing our deep sense of gratitude and appreciate to the Direct Energy Centre for the very important role you played during the G-20 Summit.... The work and professionalism that you provided certainly contributed to the success of this major Canadian event."

Jim Lee also received a letter dated September 1st from Jacques Joly; "The Summit Management Office has received many favourable comments with respect to the physical arrangements provided which were so vital to the achievement of this international event.....please accept our utmost appreciation and gratitude for your valuable contribution to this event."

Robert MacAskill of The Royal Horse Show sent an e-mail dated September 23rd to Bob Jadavji and John Koperwas; "Just a quick note to let you know Nigel Fernandes met with us yesterday, as we have initiated technical planning of our 2010 Royal streaming initiative. I must single out Nigel for his guidance, professional acumen and unwavering commitment in helping make the system work. Not only was he instrumental in completing the IT interface from the Ricoh Coliseum to TodoCast in California, but also, the smooth set up enabled the production department to focus on show matters, rather than concerns with the technical hook-up. We are delighted to have Nigel on the team again this year... And John, special thanks for all the support IT provides the Royal in its work to remain viable for online viewers."

Lindsey Keefe, Geoff Mak and Doris Bertrand received an e-mail dated September 24th from Carla Molinaro-Kim of KPMG saying "Thank for your help yesterday with our event, the plenary session and breakouts went quite well. Your banquet staff and conference team is very nice and accommodating. I appreciate the concierge and security desk, very helpful when you need a quick question answered."

Kathryn Hicks of R.M.P. Athletic Locker LTd. sent an e-mail dated September 29th to Corey Donovan regarding the Scotiabank Marathon: "thank you for taking such good care of the Brooks team this past weekend, especially accommodating for my gluten free requirements. I anticipated not really having anything to eat during the 2 day expo – and your willingness to supply me with a lunch was very much appreciated!"

Tasleem Lokhat received an e-mail dated October 1st from Len Rosen of Canadian Blood Services to say "Thanks for being such great hosts and for helping recruit new donors. I'm looking forward to working with you on future events."

Centerplate

July

Catering & Sales Department

Centerplate provided the catering services for the Honda Indy Toronto in July. We served packages which included Sloppy Joes, Hamburger Bars, Tuscan Flat Bread Sandwiches, assorted Salads and Desserts including Caramel Apples. The clients were very happy and we received many testimonials saying how great the staff, service and food was. Comments were made specifically about the style of food and presentation that was offered at an outdoor event and how enjoyable the race was because of it.

Retail Department

The Retail Department was also involved heavily in the Honda Indy. We opened up two beer gardens serving snacks and a full bar. One of the bars was in Café Soleil while the other was outside by the track. We also provided hawking in the stands and sold beverages and snacks to those watching the race.

August

Catering & Sales Department

During the CNE the Catering department served the Citizenship Ceremony in the Fountain Dining Room. We served the traditional Canadian Flag designed Cake with Fruit. Everyone had a great time as they do every year. Catering also hosted the CNE Concessionaires Awards Breakfast in Café Soleil and served a gourmet hot breakfast. The event was a success and everyone was happy with the food and service.

Retail Department

The Retail department was extremely busy during the CNE. Concessions such as Fahrenheit Grille offering Hamburgers, Chipotle Fries and Chicken Burgers were opened and other items on offer included Gourmet Salads and Sandwiches, Smoked Meat Sandwiches, Shawarma, Crepes and Pizza Pizza. Overall the event went very well.

September

Catering & Sales Department

September was a busy month for Catering. IIDEX Neocon, The Toronto Waterfront Marathon and the Funeral Trade Show all took place at the Direct Energy Centre. During IIDEX Centerplate provided food and beverage to the Green Building Festival. A sandwich lunch was served consisting of Roast Beef and Onion Crisps, Roasted Chicken and Sundried Tomato Pesto, and Black Forest Ham with Pineapple. During the reception Hors D'oeuvres were served such as Hibachi Beef Skewer with Green Onion & Teriyaki Glaze and Duck Prosciutto & Dried Cherry Skewer. The opening reception went extremely well also and Hors D'Oeuvres style appetizers were served paired with various beverages. Overall everyone was extremely happy with the evening.

At the Funeral Trade Show Centerplate served five hundred exhibitors and visitors to a gourmet lunch each day followed by a reception. Lunch offerings included Fish Tacos, Mini Veal Sliders, a Tri-Coloured Mashed Potato Bar and Mini Gourmet Pizzas. During the reception Zucchini and Padano Frittata, Chilled Soup Shooters were served and a Bruschetta and Flat Bread Station completed the offerings. The event was a huge success and the client was very happy.

Retail Department

Centerplate's new Smashed Potato concept was launched during IIDEX. Two types of Mashed Potatoes were offered with toppings selected by guests. Other temptations included the new made-to-order Salad Bar and Panini Station offering Turkey & Brie, Prosciutto & Asparagus and Grilled Vegetable Panini's. The client was very pleased with the new concepts and guests really seemed happy with the selections.

During the Funeral Trade Show Centerplate opened up a Gourmet Coffee Cart offering guests Espressos, Cappuccinos, Lattes, a Dark Chocolate Hot Chocolate and an assortment of fresh pastries. For the Toronto Waterfront Marathon guests were served made-to-order Pasta and Panini's.

October

Catering & Sales Department

For Fashion Week Centerplate opened several full bars to accompany the many receptions taking place. Items on offer included Hibachi Beef Skewers, Asparagus & Asiago Cheese Roulades, Goat Cheese & Exotic Mushroom Egg Rolls, Lamb Tenderloin with Blueberry Relish and Artichoke Bottom with Garlic & Herbs on Crisped Toast.

Retail Department

At the Ski, Snowboard & Travel Show Centerplate opened the new Smashed Potato Bar, Crepe Delicious, Pizza Pizza and our Panini Grill. Guests had their choice of White or Sweet Potato Mash with toppings of offering including Bacon, Cajun Chicken, Sour Cream, Chipotle Cream, Cheddar Cheese, Jalapeño Peppers, Green Onion and Seasonal Vegetables. At the Panini Grill guests were treated to Turkey & Swiss Panini's, Spicy Calabrese Salami & Provolone or Grilled Vegetables with Feta Cheese.

During Fashion Week Centerplate provided guests with healthy Gourmet Salads, Sandwiches and Snacks.

Cerise Fine Catering

The beginning of July was filled with hosting some 350 fresh young minds from Deloitte & Touche LLP. It was a busy week of meetings with food and beverage. Some of their favourite dishes included the Santa Fe Steak Salad with sliced steak, avocado, roasted corn, hearts of romaine lettuce and a chipotle pepper dressing, as well as a Chicken Cobb Salad with crispy pancetta in creamy Forme D'Ambert Dressing. Fresh Raspberry Smoothies were a big hit at break time.

Allstream Centre hosted a Bollywood event that featured some authentic Indian snacks. The earth rumbled by mid July with the roaring thunder of engines from Honda Indy.

The South Lawn was a designated VIP area where guests enjoyed cold beverages and fresh hamburgers, chicken burgers and hot dogs right off the grill. On the first Sunday of the event, the South Lawn was the VIP Pit Stop. Guests enjoyed BBQ ribs, chicken breast and salmon along with Spanish rice, corn on the cob and grilled asparagus.

The month finished with a mellow melody with the Canadian Recording Industry Association enjoying an intimate luncheon featuring succulent chicken breast topped with a zesty marinara sauce accompanied with a symphony of baby vegetables and new red roasted potatoes.

There was lots of window washing throughout the month of August, as many Exhibition-goers peeked in to see what changes have taken place in Allstream Centre. Opening day ceremonies of the CNE welcomed 350 Veterans, employees, families and guests to a hot breakfast featuring Sunday comfort food like scrambled eggs, crisp bacon, Ontario breakfast sausage and home fried potatoes. Distinguished Veterans and Guests enjoyed the lush view from our 2nd floor event space and a delicious lunch that featured succulent breast of chicken with herb seasoned roasted potatoes and vegetables followed by lemon meringue tart with raspberry sauce. Later that day, the youth that will carry the torch in future years attended the Ambassador of the Fair Dinner, and enjoyed Mediterranean salad, grilled chicken breast with marinara sauce accompanied with seasonal baby vegetables and Yukon gold and garlic mashed potatoes. The meal finished with chocolate mousse in pastry cup.

We used our quiet time in August to create policies and procedures to create the customer service WOW to be used as we go into our busy times in September and 4th quarter.

September welcomed not only our permanent General Manager, Judith Goodkin, but also a diverse group of corporate clients. Repeat clients this month included Information Technology Association of Canada (ITAC), KPMG, Rogers Business & Professional Publishing Group who within their day enjoyed a delicious sit down lunch featuring herb crusted supreme of chicken topped with a yellow and red ragout of locally grown peppers, served with wild rice and green beans and baby carrots. Parsnip and lentil ravioli with a roasted garlic tomato sauce was popular amongst the vegetarians.

Direct Energy Business had a day long meeting topped off by a reception where they savoured crab cakes with mango aioli, blini with smoked Salmon and lemon crème fraiche, shrimp spring rolls, and risotto cake with duck confit and scallion relish, amongst other tidbits.

Over 1,000 new patrons experienced Allstream Centre; these included delegates from Action Coach, IIDEX, AIIM ECM Seminar Group, Ontario Funeral Services and the executives from the Canadian Association of Exposition Management (CAEM). From across the sea in Queensland Australia, Griffith University Toronto Campus Graduation celebrated post-graduation festivities with Plain and Raisin

Scones with Devon Cream, and mini sandwiches of Smoked Salmon and Salmon Caviar, Baby Greens with Asparagus, Cucumber Salsa with Chive Cream Cheese, Grilled Chicken with Citrus Essence, Goat Cheese and Caramelized Shallot Tarts and Assorted Petit Fours. Griffith University is booking for 2011.

The Transportation Conference was a unique luncheon with guest moving their tables at each course in order to network with their colleagues. It was very successful. Their courses included a Short Haul of Gazpacho, Fork Lift of Garden Greens in a light vinaigrette dressing, Heavy Load of Braised Ontario Beef Short Rib next to a Pallet of Seasoned Roasted Potatoes accompanied with seasonal Ontario Vegetables, complete with Wheels in Motion of Ontario Peach Tart on a Cocoa and Cinnamon Truck stencilled plate garnished with raspberry coulis and fresh berries.

The Allstream Centre sparkled though out the entire month of October. At the beginning of the month Cerise hosted the Toronto Microfinance Conference preceded by the Gala Micro Ball where our distinguished guests enjoyed wild mushroom salad with mixed baby greens topped with toasted walnut vinaigrette. The salad was followed by mustard roasted Cornish hen with gold smashed potato and grilled vegetables. A raspberry mascarpone tart with persimmon and white chocolate drizzle finished the meal.

Things got physical when Booty Camp Fitness held their 1st training meeting at Allstream Centre. Banana Smoothies, fat free fruit muffins and our not-so-low calorie gourmet sandwiches and wraps were enjoyed by all. Once again, Exhibition Place and Cerise Fine Catering worked harmoniously to accommodate the constantly growing Ontario Feed-In Tariff Supply Chain Forum coordinated by Canadian Clean Energy Conferences. They are already looking at 2011 dates and requesting a much larger space. Black Box Communications and their IBM Smarter Systems meeting drew 130 new patrons into the building. The IBM VIPs enjoyed a private breakfast featuring Eggs Benedict topped with a Hollandaise Sauce and Truffle Pesto. Our good friends at KPMG were back for another full three days of meetings; as well as SAP with a larger event of 300 delegates. Other Corporate Clients this month included Chevrolet Cruz with a new product launch, Recycling Council and the Ministry of Environment.

The Canadian Society for Yad Vashem drew many special stars and dignitaries with the True Heroes Tribute Gala. Videod into this memorable evening was The Prime Minister of Canada, and messages from other Prime Ministers, Ambassador's and Consuls General from around the world. The True Heroes were honoured at the Gala and their offspring came from around the world to attend the dinner.

The Stars just kept coming thru this month at the Canadian Walk of Fame Gala Dinner. This elite group including David Clayton-Thomas, Nelly Furtado, Clara Hughes, Eric McCormack, Farley Mowat, Sarah Polley, Jill Hennessy and Howie Mandel just to name a few. The sophisticated menu included Shrimp Lollipops, Blini with Crème Fraiche and Salmon Caviar and Caramelized Onion and Goat Cheese Tartlet, as well as Butternut Squash Bisque Demi Tasse Cups to start. The guests then feasted on Radicchio Cup filled with Garden Greens, Goat Cheese Crumbles, Butternut Squash Confetti, Dried Cranberries in a Maple Vinaigrette followed by a Duo of Sliced Medallion of Beef with Red Wine Shallot Jus and Sliced Organic Boneless Breast of Chicken, with the piece de resistance, a Trio of Desserts featuring Praline Truffle Pyramid, Dulce Du Leche Mascarpone Tulip Cup and White Chocolate Ganache.

The month sailed off in style with the West Park Health Care Foundation's annual Scarlett Ball with its Cruise Ship theme. The Allstream Ballroom was truly transformed into the deck of a cruise ship. The menu was constructed to represent a variety of ports of call. The 500 guests enjoyed the evening as they travelled to the ports of Venice Italy nibbling on Beef Carpaccio Rolls with Arugula and Parmigiano, Crispy Polenta topped with Caramelized Onions, Drizzled Balsamic Reduction, and Watercress with

Herb Goat Cheese & Fig wrapped with Prosciutto. A colossal of Savory dishes from Shanghai China, Paris France, Juno Alaska, Copenhagen Denmark and Santorini Greece highlight this special evening. Ships ahoy as we move into November!

Submitted by:

Arlene Campbell
General Manager, Sales & Events

Submitted by:

Dianne Young
CEO, Exhibition Place

APPENDIX 'A' 2010 Conference Travel

Date	Tourism Toronto Business Group	Location	Event / Sales Activity / Organizer/ or Marketing Program	Target Audience	Proposed EXPLACE Seller	Travel Completed
ASSOCIATION						
MC&IT Sales Activities						
January 10 - 13, 2010	MC&IT	Dallas, TX	PCMA (Professional Convention Management Association) Annual Conference - TT & MTCC to co-host an "Imaginarium" throughout the event at the centre, sponsor closing general session speaker, host VIP book signing with closing session speaker, partner with CTC on Canada Night	US Association	Don Leddy Stephanie Whiteman	done
January 28, 2010	MC&IT	Ottawa, ON	CSAE (Canadian Society of Association Executives) Tete a Tete Trade Show, CSAE/MPI (Meeting Professionals International) Auction and Dinner - Build the business and showcase Toronto at one of the top trade shows in Canada for the Cdn Association/ Government Markets	Canadian Association	Barb Outschoorn Don Leddy Stephanie Whiteman	done
February 7, 2010	MC&IT	Chicago, IL	Midwest/West in market initiative - Client Event	US Association	Don Leddy	done
February 2 - 4, 2010	MC&IT	Washington, DC	Tourism Toronto GM Sales Mission: Key client event plus two days of sales calls with High Value Association clients and third party management companies	US Association	Arlene Campbell Barb Outschoorn	done
February 17, 2010	MC&IT	Chicago, IL	Experient Sales Mission		Barb Outschoorn	done
March 10, 2010	MC&IT	New York / Philadelphia	NYSAE We Love NY Day Tradeshow & client entertainment. Details TBA Northeast in-Market Initiatives - Meet with key self-contained & citywide partners, New York City (tie in the NYSAE) & Philadelphia	US Association	Barb Outschoorn	done
March 31, 2010	MC&IT	Washington, DC	Experient Sales Mission		Stephanie Whiteman	done
April 15, 2010	MC&IT	Toronto, ON	National Meetings Industry Day		entire team	done
May 27, 2010	MC&IT	Washington, DC	ASAE (American Society of Association Executives) & The Center-Springtime Expo	US Association	Stephanie Whiteman	done
May 6, 2010	MC&IT	Ottawa, ON	MPI Prix Prestige Awards Gala - Showcase Toronto at one of the top attended MPI events in Canada hosting over 250 planners	Canadian Association	Barb Outschoorn Don Leddy Stephanie Whiteman	done
June, 2010	MC&IT	Toronto, ON	Toronto FC - Client Event	SMERF	Barb Outschoorn	done
July 16-17, 2010	MC&IT	Chicago, IL	GM Sales Mission:	US Association	Stephanie Whiteman	done
August 21 - 24, 2010	MC&IT	Los Angeles, CA	ASAE (American Society of Association Executive) & The Center Annual Meeting	US Association	Laura Purdy Barb Outschoorn Don Leddy Stephanie Whiteman	done
August TBA, 2010	MC&IT	Ottawa, ON	Canadian Association August Sales Mission and HVA Client Event - Conduct Sales calls over 2 days and an HVA client event to go after new tentative business in the Cdn Association/ Government and Union Markets	Canadian Association	Barb Outschoorn Don Leddy Stephanie Whiteman	done
September 23 -25, 2010	MC&IT	Quebec City	CSAE Annual Conference and Showcase - Attend Annual conference and showcase to promote Toronto as a leading destination for Cdn Association business in Canada	Canadian Association	Laura Purdy Barb Outschoorn Don Leddy Stephanie Whiteman	done
September TBA, 2010	MC&IT	New York	New York City Sales Calls & Client Event	US Association	Don Leddy	
September/October TBD 2010	MC&IT	Washington, DC	Washington DC Signature Client Event	US Association	Stephanie Whiteman	
October TBA, 2010	MC&IT	Philadelphia	Philadelphia Sales Calls & Chapter Sponsorship (PCMA)	US Association	Barb Outschoorn	
November TBA, 2010	MC&IT	Ottawa, ON	Tourism Toronto Annual HVA Signature Event - Build the business and promote Toronto as a leading destination for Cdn Association, Government and Union business	Canadian Association	Don Leddy Stephanie Whiteman	
December 13 - 15,2010	MC&IT	Chicago, IL	Association Forum of Chicagoland Holiday Showcase	US Association	Don Leddy	
December, 2010	MC&IT	Toronto, ON	CSAE Trillium - Festive Gala	Provincial Association	Barb Outschoorn Don Leddy Stephanie Whiteman	
TBA, 2010	MC&IT	Washington, DC	Washington Signature Client Event	US Association	Don Leddy	

APPENDIX 'A' 2010 Conference Travel Continued

Date	Tourism Toronto Business Group	Location	Event / Sales Activity / Organizer/ or Marketing Program	Target Audience	Proposed EXPLACE Seller	Travel Completed
SPORTS ASSOCIATION & TRADESHOW						
April 21-23, 2010	MC&IT	Toronto, ON	Sports Event Congress 2010		Ellen de Boer	
June 27-29	MC&IT	Kelowna, BC	Canadian Association of Exposition Management Annual Conference	Tradeshow	Ellen de Boer	
July 13- 15th, 2010	MC&IT	Boston, MA	TS 2 Sales Mission		Arlene Campbell	
December 7 - 10, 2010	MC&IT	New Orleans, LA	Expo! Expo! IAEE's (International Association of Exhibitions and Events) Annual Meeting & Exhibition , targeting US trade show exhibit managers and us consumer show producers and managers. TT will participate in partnership with the MTCC within the CTC Canada Pavilion.	US Association	Ellen de Boer Arlene Campbell	
CORPORATE						
January 20 - 23, 2010	MC&IT	Las Vegas, NV	HelmsBriscoe Annual Conference	US Corporate	Joy Leonte	
May 11-12, 2010	MC&IT	Atlanta, GA	Conference Direct Partner Conference	US Corporate	Joy Leonte	
March 25 - 26, 2010	MC&IT	Montreal, QC	Montreal Signature Event - Multiple client appreciation lunches in two areas of Greater Montreal	Canadian Corporate	Debbie Sanderson	
May 26 - 27, 2010	MC&IT	London & Cambridge, ON	South Western Ontario Signature Event - Two Client events. One in London and one in Cambridge	Canadian Corporate	Debbie Sanderson	
July 24 - 27, 2010	MC&IT	Vancouver, BC	MPI (Meeting Professionals International) WEC (World Education Congress)	US Corporate	Joy Leonte Debbie Sanderson Geoff Mak	
August 17-18, 2010	MC&IT	Toronto, ON	IncentiveWorks Tradeshow & Participate in hosted buyers Program and deliver clients to community	Canadian Corporate	Joy Leonte Debbie Sanderson Geoff Mak	
December 1 - 5, 2010	MC&IT	Toronto, ON (possibly)	Host NCBMP (National Coalition of Black Meeting Planners) 2010 Annual Conference	Canadian Corporate	Joy Leonte Debbie Sanderson Geoff Mak	

APPENDIX 'B' 2010 Conference Travel

Date	Tourism Toronto Business Group	Location	Event / Sales Activity / Organizer/ or Marketing Program	Target Audience	Proposed EXPLACE Seller	Travel Completed
ASSOCIATION						
MC&IT Sales Activities						
January 27, 2011	MC&IT	Ottawa, ON	CSAE (Canadian Society of Association Executives) Tete a Tete Trade Show - Build the business and showcase Toronto at one of the top trade shows in Canada for the Cdn Association/ Government Markets.	Canadian Association	Barb Outschoorn Don Leddy Stephanie Whiteman	
January 27, 2011	MC&IT	Ottawa, ON	CSAE/MPI (Meeting Professionals International) Auction and Dinner - companion association event to Tete a Tete	Canadian Association	Barb Outschoorn Don Leddy Stephanie Whiteman Laura Purdy Arlene Campbell	
February 2 - 4, 2011	MC&IT	Washington, DC	Tourism Toronto GM Sales Mission: Key client event plus two days of sales calls with High Value Association clients and third party management companies	US Association	Stephanie Whiteman Arlene Campbell	
February 23, 2011	MC&IT	Ottawa, ON	CSAE Ottawa Sales Calls/Monthly Meeting - Luncheon Topic: Risk Management	Canadian Association	Barb Outschoorn	
March TBA, 2011	MC&IT	Ottawa, ON	March Sales Mission and High Value Account Client Event	Canadian Association	Barb Outschoorn	
March 23, 2011	MC&IT	Ottawa, ON	CSAE Ottawa Sales Calls/Monthly Meeting - Luncheon Topic: Governance	Canadian Association	Stephanie Whiteman	
April 14, 2011	MC&IT	Toronto, ON	National Meetings Industry Day		Barb Outschoorn Don Leddy Stephanie Whiteman Laura Purdy	
April 27, 2011	MC&IT	Ottawa, ON	CSAE Ottawa Sales Calls/Monthly Meeting - Luncheon Topic: Legal Issues	Canadian Association	Don Leddy	
April 28, 2011	MC&IT	Washington, DC	ASAE (American Society of Association Executives) & The Center-Springtime Expo	US Association	Stephanie Whiteman	
May 5, 2011	MC&IT	Ottawa, ON	MPI Prix Prestige Awards Gala - Showcase Toronto at one of the top attended MPI events in Canada hosting over 250 planners	Canadian Association	Barb Outschoorn Don Leddy Stephanie Whiteman	
May 25, 2011	MC&IT	Ottawa, ON	CSAE Ottawa Sales Calls/Monthly Meeting - Luncheon Annual General Meeting	Canadian Association	Barb Outschoorn	
June 9, 2011	MC&IT	Ottawa, ON	MPI Ottawa Summer Bash Dinner & Annual General Meeting	Canadian Association	Stephanie Whiteman	
July 14-15, 2011	MC&IT	TBD	CSAE (Canadian Society of Association Executives) Annual Summer Summit	Canadian Association	Barb Outschoorn Stephanie Whiteman	
July 15-16, 2011	MC&IT	Chicago, IL	GM Sales Mission	US Association	Barb Outschoorn	
August 6-9, 2011	MC&IT	St Louis, MO	ASAE (American Society of Association Executive) & The Center Annual Meeting	US Association	Barb Outschoorn Don Leddy	
August TBA, 2011	MC&IT	Ottawa, ON	Canadian Association August Sales Mission and High Value Account Client Event - Conduct Sales calls over 2 days and an HVA client event to go after new tentative business in the Cdn Association/ Government and Union Markets	Canadian Association	Stephanie Whiteman	
September TBA, 2011	MC&IT	Saskatoon, SK	CSAE Annual Conference and Showcase - Attend Annual conference and showcase to promote Toronto as a leading destination for Cdn Association business in Canada	Canadian Association	Barb Outschoorn Don Leddy Stephanie Whiteman	
September 14, 2011	MC&IT	Ottawa, ON	MPI Ottawa Kick-Off Reception	Canadian Association	Barb Outschoorn Don Leddy Stephanie Whiteman	
September 29, 2011	MC&IT	Ottawa, ON	CSAE Ottawa Sales Calls/Monthly Meeting - Luncheon Topic: Change Management	Canadian Association	Don Leddy	
October 27, 2011	MC&IT	Ottawa, ON	CSAE Ottawa Sales Calls/Monthly Meeting - Luncheon Topic: Marketing and Communications	Canadian Association	Barb Outschoorn	
November TBA, 2011	MC&IT	Ottawa, ON	Tourism Toronto Annual HVA Signature Event - Build the business and promote Toronto as a leading destination for Cdn Association, Government and Union business	Canadian Association	Don Leddy	
November 2, 2011	MC&IT	Ottawa, ON	CSAE Ottawa Sales Calls/Monthly Meeting - Breakfast Education Seminar	Canadian Association	Stephanie Whiteman	
November 24, 2011	MC&IT	Ottawa, ON	CSAE Ottawa Sales Calls/Monthly Meeting - Luncheon Topic: Government Relations	Canadian Association	Don Leddy	
December TBA, 2011	MC&IT	Chicago, IL	Association Forum of Chicagoland Holiday Showcase	US Association	Don Leddy	
December TBA, 2011	MC&IT	Toronto, ON	CSAE Trillium - Festive Luncheon Gala	Provincial Association	Barb Outschoorn Don Leddy Stephanie Whiteman	

APPENDIX 'B' 2010 Conference Travel Continued

Date	Tourism Toronto Business Group	Location	Event / Sales Activity / Organizer/ or Marketing Program	Target Audience	Proposed EXPLACE Seller	Travel Completed
SPORTS ASSOCIATION & TRADESHOW						
February 19, 2011	MC&IT	Toronto, ON	CAEM Awards Dinner	Canadian Association	Laura Purdy Ellen de Boer	
April 10-13, 2011	MC&IT	Bonita Springs, FL	Society of Independent Show Organizers	US Association	Laura Purdy with SMG	
April 27-29, 2011	MC&IT	Ottawa, ON	Sports Event Congress 2011	Sports Association	Ellen de Boer	
June 26-28, 2011	MC&IT	London, ON	Canadian Association of Exposition Management Annual Conference	Tradeshow	Ellen de Boer Arlene Campbell	
December 7-9, 2011	MC&IT	Las Vegas, NV	Expo! Expo! IAEE's (International Association of Exhibitions and Events) Annual Meeting & Exhibition, targeting US trade show exhibit managers and us consumer show producers and managers. TT will participate in partnership with the MTCC within the CTC Canada Pavilion.	US Association	Ellen de Boer Arlene Campbell	
December 15, 2011	MC&IT	Toronto, ON	CAEM Holiday Luncheon	Canadian Association	entire team	
CORPORATE						
January 6-7, 2011	MC&IT	Washington, DC	HelmsBriscoe Annual Conference	US Corporate	Geoff Mak Joy Leonte	
TBD	MC&IT	Montreal, QC	Montreal Signature Event - Multiple client appreciation lunches in two areas of Greater Montreal	Canadian Corporate	Tamer Mecky	
May 30-31, 2011	MC&IT	Niagara, ON	MPI (Meeting Professionals International) Toronto Education Conference	Canadian Corporate	Joy Leonte Tamer Mecky Geoff Mak	
July 14, 2011	MC&IT	TBA	Site Canada Summer Social	Canadian Corporate	Joy Leonte Tamer Mecky	
July 24 - 27, 2011	MC&IT	Vancouver, BC	MPI (Meeting Professionals International) WEC (World Education Congress)	US Corporate	Joy Leonte Tamer Mecky Geoff Mak	
August 17-18, 2011	MC&IT	Toronto, ON	IncentiveWorks Tradeshow & Participate in hosted buyers Program and deliver clients to community	Canadian Corporate	Joy Leonte Tamer Mecky Geoff Mak	
August 19-22, 2011	MC&IT	Toronto, ON	FICP (Financial & Insurance Conference Planners) Canadian Chapter	Canadian Corporate	Tamer Mecky	
October 11-13, 2011	MC&IT	Las Vegas, NV	IMEX America - new worldwide exhibition for incentive travel, meetings and events	International Corporate	Geoff Mak	
November 13-16, 2011	MC&IT	San Antonio, TX	FICP International	US Corporate	Tamer Mecky	
December 15, 2011	MC&IT	TBA	Site Canada Holiday Social	Canadian Corporate	Joy Leonte Geoff Mak	

APPENDIX 'C'

Combined Exhibition Place and Allstream Centre Financial Summary

Statement Of Operations Highlights						
For the ten months ended October 31, 2010						
	Actual	Current Month Budget	Fav (Unfav) Variance	Actual	YTD Budget	Fav (Unfav) Variance
	\$	\$	\$	\$	\$	\$
Event Income	5,905,254	5,310,171	595,083	25,572,966	23,688,408	1,884,558
Direct Expenses	286,147	235,313	(50,834)	2,720,355	2,760,717	40,362
Indirect Expenses	1,395,334	2,380,489	985,155	21,679,280	21,913,149	233,869
Operating Income (Loss) before building loan interest & amortization and naming fees	4,223,773	2,694,369	1,529,404	1,173,331 (1)	(985,458)	2,158,789
Interest expense - Allstream Centre	163,823	14,972	(148,851)	1,565,453 (2)	149,725	(1,415,728)
Amortization expense - Allstream Centre	112,856	31,642	(81,214)	1,291,664 (3)	316,423	(975,241)
Operating Income (Loss) before naming fees	3,947,094	2,647,754	1,299,340	(1,683,786)	(1,451,606)	(232,180)
Naming Fees	97,333	74,920	22,413	941,353	1,016,667	(75,314)
Net Income (Loss)	4,044,427	2,722,674	1,321,753	(742,433)	(434,939)	(307,494)

(1) Operating Income for the Board before interest on City loan, amortization of building improvements net of contribution from naming fees is \$1,173,331 compared to a budget loss of (\$ 985,458) for a favourable variance of \$2,158,789

(2) Interest is a non cash item for the first 10 months, as the loan payment per City loan agreement does not start until the first full year of operation which is November 1, 2010.

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

**EXHIBITION PLACE
FINANCIAL STATEMENT HIGHLIGHTS
OCTOBER 2010 AND YEAR TO DATE**

	MONTH ACTUAL	MONTH BUDGET	Fav (Unfav) VARIANCE	YTD ACTUAL	YTD BUDGET	Fav (Unfav) VARIANCE
Number of Events	20	6	14	90	35	55
Direct Event Income	1,216,323	528,321	688,002	10,213,050	8,516,833	1,696,217
Ancillary Income	209,974	230,692	(20,718)	3,063,490	3,018,652	44,838
Advertising and Sponsorship	17,833	16,746	1,087	166,526	167,462	(936)
Rent-MLSE-Ricoh Coliseum	41,740	41,740	-	417,400	417,400	-
Naming Rights	101,667	101,667	-	1,016,667	1,016,667	-
Parking EP	415,851	391,436	24,415	4,345,996	4,090,750	255,246
Parking - BMO Events	46,667	91,350	(44,683)	635,503	709,262	(73,759)
Program Recoveries and Other	(7,872)	48,354	(56,226)	262,970	483,540	(220,570)
CNE Recoveries	3,739,225	3,739,225	-	3,739,225	3,739,225	-
Total Event Income	5,781,408	5,189,531	591,877	23,860,827	22,159,791	1,701,036
Direct Expenses	277,058	229,102	(47,956)	2,607,527	2,630,204	22,677
Indirect Expenses	1,120,776	2,149,802	1,029,026	19,490,167	19,606,260	116,093
Naming Rights	101,667	101,667	-	1,016,667	1,016,667	-
Total Event Expenses	1,499,501	2,480,571	981,070	23,114,361	23,253,131	138,770
Net Income (Loss)	4,281,907	2,708,960	1,572,947	746,466	(1,093,340)	1,839,806

**ALLSTREAM CENTRE
FINANCIAL STATEMENT HIGHLIGHTS
OCTOBER 2010 AND YEAR TO DATE**

	MONTH ACTUAL	MONTH BUDGET	Fav (Unfav) VARIANCE	YTD ACTUAL	YTD BUDGET	Fav (Unfav) VARIANCE
Number of Events	11	[Note 1]	-	64	[Note 1]	-
Direct Event Income	62,919	46,448	16,471	1,116,394	896,894	219,500
Ancillary Income	50,161	52,794	(2,633)	504,526	492,691	11,835
Parking Revenue	10,766	21,398	(10,632)	91,219	139,032	(47,813)
Total Event Income	60,927	120,640	(59,713)	1,712,139	1,528,617	183,522
Direct Expenses	9,089	6,211	(2,878)	112,828	130,513	17,685
Indirect Expenses	172,891	129,020	(43,871)	1,172,446	1,290,222	117,776
Total Event Expenses	181,980	135,231	(46,749)	1,285,274	1,420,735	135,461
Operating Income (Loss) before building loan interest & amortization and naming fees	(121,053)	(14,591)	(106,462)	426,865	107,882	318,983
Interest expense	163,823	14,972	(148,851)	1,565,453	149,725	(1,415,728)
Amortization expense	112,856	31,642	(81,214)	1,291,664	316,423	(975,241)
Operating Income (Loss) before naming fees	(397,732)	(61,206)	(336,526)	(2,430,252)	(358,266)	(2,071,986)
Naming Fees	97,333	719,607	(622,274)	941,353	1,016,667	(75,314)
Net Income (Loss) before transfers	(300,399)	658,401	(958,800)	(1,488,899)	658,401	(2,147,300)

Note 1 2010 Allstream Centre Total Event Income Budget was based on Pro-forma information given there was no prior year history

**EXHIBITION PLACE
FINANCIAL STATEMENT HIGHLIGHTS
OCTOBER 2010 WITH COMPARISON TO OCTOBER 2009**

	2009 YTD OCTOBER ACTUAL	2010 YTD ACTUAL	2010 YTD BUDGET	Fav (Unfav) 2010 VARIANCE	VARIANCE TO YTD OCTOBER ACTUAL	VARIANCE TO YTD OCTOBER %
Number of Events	101	90	35	55	(11)	-11%
Direct Event Income	8,974,568	10,213,050	8,516,833	1,696,217	1,238,482	14%
Ancillary Income	2,226,895	3,063,490	3,018,652	44,838	836,595	38%
Advertising and Sponsorship	183,124	166,526	167,462	(936)	(16,598)	-9%
Rent-MLSE-Ricoh Coliseum	490,408	417,400	417,400	-	(73,008)	-15%
Naming Rights	583,333	1,016,667	1,016,667	-	433,334	74%
Parking EP	4,198,122	4,345,996	4,090,750	255,246	147,874	4%
Parking BMO	722,671	635,503	709,262	(73,759)	(87,168)	-12%
Program Recoveries and Other	259,955	262,970	483,540	(220,570)	3,015	1%
CNE Recoveries	3,659,225	3,739,225	3,739,225	-	80,000	2%
Total Event Income	21,298,301	23,860,827	22,159,791	1,701,036	2,562,526	12%
Direct Expenses	2,729,772	2,607,527	2,630,204	22,677	(122,245)	-4%
Indirect Expenses	18,273,925	19,490,167	19,606,260	116,093	1,216,242	7%
Naming Rights	583,333	1,016,667	1,016,667	-	433,334	74%
Total Event Expenses	21,587,030	23,114,361	23,253,131	138,770	1,527,331	7%
Net Income (Loss)	(288,729)	746,466	(1,093,340)	1,839,806	1,035,195	359%

**DIRECT ENERGY CENTRE AND ALLSTREAM CENTRE
EVENT STATISTICS
FOR PERIOD ENDED OCTOBER 31, 2010**

DIRECT ENERGY CENTRE

	<u>MONTH ACTUAL</u>			<u>YTD ACTUAL</u>			<u>PRIOR YEAR ACTUAL</u>
Attendance [Note:1]	119,300			760,150			766,900
	(NOTE 1)			(NOTE 3)			(NOTE 2)
<u>EVENT</u>	<u>ACTUAL # OF EVENTS</u>			<u>NET EVENT INCOME</u>		<u>REFRESHMENT</u>	
	<u>2010</u>	<u>2009</u>	<u>2008</u>	<u>ACTUAL</u>	<u>BUDGET</u>	<u>PER CAP'S</u>	
	<u>#</u>	<u>#</u>	<u>#</u>	<u>\$ (IN '000'S)</u>	<u>\$ (IN '000'S)</u>	<u>ACTUAL</u>	
Consumers Show	35	28	17	5,152	4,242	2.59	
Trade Show	9	12	12	1,204	1,015	6.88	
Exam	3	0	0	376	367	19.95	
Photo/Film Shoot	0	0	1	-	-	-	
Meeting/Corporate	9	21	17	1,810	2	156.09	
	<u>56</u>	<u>61</u>	<u>47</u>	<u>8,542</u>	<u>5,626</u>	<u>186</u>	

ALLSTREAM CENTRE

<u>EVENT</u>	<u>ACTUAL # OF EVENTS</u>			<u>(NOTE 3) NET EVENT INCOME</u>	
	<u>2010</u>	<u>2009</u>	<u>2008</u>	<u>ACTUAL</u>	<u>\$ (IN '000'S)</u>
Gala	8			158	
Conference	17			1,071	
Reception	6			25	
Meeting	29			88	
Exam	4			30	
	<u>64</u>			<u>1,372</u>	

Note: 1 Attendance estimates provided by Show Management.

Note: 2 Refreshment per cap's based on information reported by Centerplate and Cerise

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

**BOARD OF GOVERNORS - EXHIBITION PLACE
CHEQUE DISBURSEMENTS - OCTOBER 2010
GREATER THAN \$50,000**

Cheque No	Date	Amount	Description
		\$	
	10/6/2010	ADP CANADA	639,181.60 HOURLY PAYROLL
	10/5/2010	ADP CANADA	366,055.62 SALARY PAYROLL
	10/13/2010	ADP CANADA	218,407.45 HOURLY PAYROLL
	10/20/2010	ADP CANADA	232,971.07 HOURLY PAYROLL
	10/19/2010	ADP CANADA	405,452.47 SALARY PAYROLL
	10/27/2010	ADP CANADA	313,745.45 HOURLY PAYROLL
3587	10/21/2010	OMERS	134,376.18 PENSION CONTRIBUTION FOR SEPTEMBER 2010
3480	10/13/2010	TRUSTEES OF LOCAL 506	69,935.79 UNION DUES FOR SEPTEMBER 2010 - VAC. & BENEFITS
3581	10/15/2010	I.B.E.W. 353 TRUST FUND	53,429.39 UNION DUES FOR SEPTEMBER 2010 - VAC. & BENEFITS
3477	10/13/2010	LOCAL 58 BENEFITS FUND	93,588.41 UNION DUES FOR SEPTEMBER 2010 - VAC. & BENEFITS
3474	10/15/2010	CITY OF TORONTO	86,846.91 PREMIUM FOR MAJOR., DENTAL LIFE FOR OCTOBER 2010
3589	10/22/2010	CITY OF TORONTO	132,576.95 WATER JULY 31- SEPT 30, 2010
3585	10/18/2010	NORR LIMITED	52,500.00 HOLDBACK RELEASE ALLSTREAM CENTRE
3602	10/29/2010	EILEEN ROOFING INC.	131,845.91 CAPITAL WORKS - ROOF REPLACEMENT COLISEUM
3464	10/30/2010	CITY OF TORONTO	222,689.97 LOAN PMT ALLSTREAM 1ST
3506	10/15/2010	CITY OF TORONTO	340,919.88 HYDRO JULY 2010
3600	10/28/2010	CANADA CUSTOMS	160,235.97 H.S.T. REMITTANCE SEPTEMBER 2010
		DISBURSEMENTS OVER \$50,000	3,654,759.02
		OTHER DISBURSEMENTS	<u>881,848.02</u>
		TOTAL DISBURSEMENT	<u><u>4,536,607.04</u></u>

**BOARD OF GOVERNORS OF EXHIBITION PLACE
BALANCE SHEET
AS AT OCTOBER 31, 2010**

	<u>October 31, 2010</u>	<u>October 31, 2009</u>
	\$	\$
ASSETS		
CURRENT ASSETS		
CASH	1,856,066	226,277
SHORT-TERM INVESTMENTS	9,600,000	11,450,000
TRADE ACCOUNTS RECEIVABLE	3,573,702	7,959,960
ALLOWANCE FOR DOUBTFUL ACCOUNTS	(294,264)	(222,211)
NET ACCOUNTS RECEIVABLE	<u>3,279,438</u>	<u>7,737,749</u>
SALES TAX RECOVERABLE	178,797	85,221
OTHER RECEIVABLE	4,956,310	11,070,918
INVENTORIES	115,205	113,345
PREPAID EXPENSES	<u>1,010,680</u>	<u>70,391</u>
TOTAL CURRENT ASSETS	<u>20,996,496</u>	<u>30,753,901</u>
RECEIVABLE FROM THE CITY OF TORONTO	5,489,830	5,161,383
RECEIVABLE FROM THE CITY OF TORONTO - CAPITAL	<u>1,067,574</u>	<u>-</u>
SUBTOTAL	<u>6,557,404</u>	<u>5,161,383</u>
EQUIPMENT - NET	46,913,024	6,976,893
TOTAL ASSETS	<u>74,466,924</u>	<u>42,892,177</u>
LIABILITIES & EQUITY		
CURRENT LIABILITIES		
ACCOUNTS PAYABLES & ACCRUED LIABILITIES	6,938,233	17,559,689
PROVINCIAL & FEDERAL SALES TAX PAYABLE	460,002	288,184
CONFERENCE CENTRE RESERVE FUND	-	1,137,700
DEFERRED REVENUE	7,495,285	8,274,167
OTHER CURRENT LIABILITIES	<u>131,185</u>	<u>106,819</u>
TOTAL CURRENT LIABILITIES	<u>15,024,705</u>	<u>27,366,559</u>
DUE FROM CNEA	151,755	1,498,221
EMPLOYEE BENEFITS PAYABLE - PSAB	7,287,715	7,892,611
OTHER LIABILITIES	-	272,234
LOAN PAYABLE - ERP PROJECTS	8,021,815	6,348,408
LOAN PAYABLE - FCM CAPITAL ASSET - ALLSTREAM	1,972,574	-
LOAN PAYABLE - ALLSTREAM CENTRE	38,437,406	-
EQUITY		
NET INCOME (LOSS) CURRENT	(742,433)	(288,729)
SURPLUS/(DEFICIT)	<u>4,313,387</u>	<u>(197,126)</u>
SUBTOTAL	<u>3,570,954</u>	<u>(485,855)</u>
TOTAL LIABILITIES AND EQUITY	<u>74,466,924</u>	<u>42,892,177</u>