



Management Report  
for  
The Board of Governors of Exhibition Place  
March 2010

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## Executive Summary

000's	MARCH 2010			YTD (3 Months)			2009
	Actual	Plan	Variance	Actual	Plan	Variance	Actual
<b>Revenues</b>	\$ 19	\$ 66	\$ (47)	\$ 56	\$ 336	\$ (280)	\$ 408
<b>Expenses</b>	\$ (280)	\$ (325)	\$ 45	\$ (690)	\$ (883)	\$ 193	\$ (1,157)
<b>(LBITDA)</b>	\$ (261)	\$ (259)	\$ (2)	\$ (634)	\$ (547)	\$ (87)	\$ (749)

- In October 2009, an agreement between MLSE, The Board of Governors of Exhibition Place, and the City of Toronto was approved to relocate the bubble from BMO Field to Lamport Stadium. As part of this agreement, BMO Field will receive net compensation of \$112K per bubble season from MLSE to offset the net lost. The budget was completed and approved prior to the agreement to relocate the bubble. Currently, BMO Field is projecting to be on budget for the year as a result of the bubble compensation and operational savings from not operating the bubble.
- For the month ending March 31, 2010, the operating loss before depreciation for BMO Field was \$261K (\$2K unfavourable to budget).
- Total revenues of \$19K for the month were \$47K negative to budget as a result of the relocation of the bubble to Lamport Stadium.
- Total operating expenses of \$280K for the month were \$45K favourable to budget. Expenses were lower in the month due to lower Supplies & Services (\$38K) and Utilities (\$13K), partially offset by higher Other expenses (\$5K) due to a foreign exchange revaluation, and Cost of Goods Sold (\$2K) as a result of season opening inventory adjustments and revaluation.

Events hosted by BMO Field:

	MARCH 2010			YTD (3 Months)			2009
	Actual	Plan	Variance	Actual	Plan	Variance	Actual
<b>Rental (hours)</b>	-	379	(379)	-	1,897	(1,897)	2,433

## March 2010 Financials

### BALANCE SHEET

The following provides an analysis of key balance sheet items:

- Cash of \$1.5M increased by \$179K from March 31, 2009. The increase in cash is due to cash from operations before incentives, rebates and excess cash distributions of \$396K, partially offset by the \$238K payment of the incentives, rebates and excess cash for 2008.
- Accounts Receivable of \$599K is made up primarily of 2010 suite invoices of \$319K (of which \$274K was collected subsequent to month-end), capital expenditures of \$151K to be reimbursed by the City of Toronto, and bubble compensation of \$98K from MLSE (which was collected in April). As at April 19, 2010, one suite invoice remains outstanding. The suiteholder has requested his contract be terminated. The suite sales department is working on a plan to mitigate any loss to BMO Field.
- Accounts Payable and Accrued Liabilities of \$1.2M includes \$499K payable to MLSE for its share of 2010 Suite revenue (payable at the end of the season), \$418K current payables and accruals, and \$110K payable to MLSE for shared cost recoveries.
- Deferred Revenue of \$618K is made up primarily of 2010 Suite revenue which will be recognized over the course of the TFC season (April – October).
- 2009 Incentives & rebates payable of \$387K will be paid upon completion of the Board of Governors of Exhibition Place's year-end audit.

### PROFIT & LOSS

The Operating Loss before depreciation for BMO Field for the month ending March 31, 2010 was \$261K (\$2K unfavourable to budget). The following provides an analysis of the significant variances in the month:

- Other Usage Fees were \$48K negative to budget in the month due to the relocation of the bubble resulting in no rental revenue, partially offset by bubble compensation.
- Cost of Goods Sold were \$2K negative in the month mainly due to inventory adjustments from transfers, shrinkage and valuation.
- Full-Time Salaries were even to budget in the month due to timing of the Suite commission payments, offset by savings from delaying of full-time contracts to start later in the year. Year to date, Full-Time Salaries were \$23K positive to budget as a result of delaying full-time contract employees to start later in year.
- Supplies and Services expenses were \$38K positive to budget in the month mainly due to lower OSA commissions (\$15K), snow removal (\$10K), cleaning labour (\$6K), security (\$4K), and contracted part-time labour (\$3K) as a result of the bubble relocation. Year to date, Supplies and Services were \$101K favourable to budget mainly due to lower OSA commission (\$44K), cleaning labour (\$16K), security (\$13K), snow removal (\$11K), and part-time building operations labour (\$6K) as a result of relocating the bubble.

- Utilities were \$13K positive to budget in the month mainly due to lower than anticipated gas (\$7K) and hydro (\$5K) usage as a result of the bubble relocation. Year to date, Utilities were \$70K favourable to budget due to lower gas (\$55K) and hydro (\$15K) usage as a result of the bubble relocation.
- Other Expenses were \$5K negative to budget in the month due primarily to a loss on foreign exchange. Year to date, Other Expenses were \$4K negative to budget mainly due to foreign exchange.

### **Event Management Services**

No significant activity in the month.

### **Building Operations**

The Building Operations team focused on North End Grandstands and grass field construction projects. The sod for the new grass field was laid on March 28<sup>th</sup>, ahead of schedule. Fertilizing and maintenance has begun in order to ensure the grass is in pristine condition for the home opener. Other work on the construction in the North Patio continues on schedule.

### **Food & Beverage**

The Food and Beverage team focused on the recruitment of part-time staff for 2010 Season; two job fairs were held to complete the staffing requirements. In addition, preparations began for the start of the season with concessions being outfitted and dry runs scheduled.

Submitted by:

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Vince Bozzo  
General Manager  
BMO Field

**BMO FIELD**  
**BALANCE SHEET**  
as at March 31, 2010

	<u>March 31, 2010</u>	<u>March 31, 2009</u>	<u>December 31, 2009</u>
<b>ASSETS</b>			
<b>Current Assets</b>			
Cash	\$ 1,494,725	\$ 1,315,858	\$ 1,827,610
Accounts receivable	598,576	501,108	295,175
Taxes recoverable	10,031	42,801	-
Prepaid expenses & deposits	45,460	115,704	16,970
Inventory	73,750	210,109	39,024
	<u>2,222,541</u>	<u>2,185,580</u>	<u>2,178,779</u>
Capital Assets	70,001	45,000	80,000
	<u>\$ 2,292,542</u>	<u>\$ 2,230,580</u>	<u>\$ 2,258,779</u>
<b>LIABILITIES AND RETAINED EARNINGS</b>			
<b>Current Liabilities</b>			
Accounts payable and accrued liabilities	\$ 1,233,964	\$ 1,787,736	\$ 1,105,665
Taxes payable	-	-	109,768
Deferred revenue	618,291	655,734	8,215
Incentives & rebates payable	387,020	118,841	387,020
	<u>2,239,276</u>	<u>2,562,311</u>	<u>1,610,669</u>
Long-Term Suite Deposits	239,109	218,125	190,000
Retained Earnings (Loss)	(185,842)	(549,857)	458,110
	<u>\$ 2,292,542</u>	<u>\$ 2,230,580</u>	<u>\$ 2,258,779</u>
Opening Retained Earnings	\$ 458,110	\$ 199,325	\$ 199,325
Operating Profit (Loss)	(643,953)	(749,182)	377,868
Distribution of Excess Cash	-	-	(119,083)
Closing Retained Earnings (Loss)	<u>\$ (185,842)</u>	<u>\$ (549,857)</u>	<u>\$ 458,110</u>

**BMO FIELD  
INCOME STATEMENT  
For the Three Months Ending March 31, 2010**

	March 2010			YTD			YTD
	Actual	Budget	Variance \$	Actual	Budget	Variance \$	2009
<b>Revenues</b>							
Food and Beverage	\$ 350	\$ -	\$ 350	\$ 350	\$ -	\$ 350	\$ 432
Suites	-	-	-	-	-	-	615
Other Usage Fee	18,675	66,381	(47,706)	56,025	335,905	(279,880)	406,785
Other Revenue	-	-	-	-	-	-	54
<b>Total Revenues</b>	<b>\$ 19,025</b>	<b>\$ 66,381</b>	<b>\$ (47,356)</b>	<b>\$ 56,375</b>	<b>\$ 335,905</b>	<b>\$ (279,530)</b>	<b>\$ 407,886</b>
<b>Expenses</b>							
Cost of Goods Sold	1,548	-	(1,548)	1,548	-	(1,548)	(326)
Royalty	-	-	-	-	-	-	2,174
Full-Time Salaries	57,850	58,157	306	150,999	174,470	23,471	149,335
Part-Time Wages	30,313	30,198	(115)	34,200	34,232	32	63,601
Benefits	9,776	9,744	(33)	27,586	29,231	1,645	31,915
Travel and Entertainment	338	1,050	712	1,964	2,950	986	3,282
Supplies and Services	60,593	98,564	37,971	138,238	238,747	100,509	513,447
Insurance	10,993	11,003	9	32,980	33,008	28	26,310
Utilities	38,194	51,000	12,806	102,547	173,000	70,453	158,529
Capital Reserve	33,333	33,333	-	99,999	100,000	1	99,999
Management Fee	17,600	17,948	348	52,800	53,845	1,045	52,635
Other	19,192	14,175	(5,016)	47,468	43,085	(4,383)	56,167
<b>Total Operating Expenses</b>	<b>\$ 279,731</b>	<b>\$ 325,172</b>	<b>\$ 45,441</b>	<b>\$ 690,329</b>	<b>\$ 882,567</b>	<b>\$ 192,238</b>	<b>\$ 1,157,068</b>
<b>EBITDA (LBITDA)</b>	<b>\$ (260,706)</b>	<b>\$ (258,791)</b>	<b>\$ (1,915)</b>	<b>\$ (633,954)</b>	<b>\$ (546,662)</b>	<b>\$ (87,292)</b>	<b>\$ (749,182)</b>
Depreciation	(9,999)	(9,999)	-	(9,999)	(9,999)	-	-
<b>Net Operating Loss after Depreciation, before Incentives &amp; Rebates</b>	<b>\$ (270,705)</b>	<b>\$ (268,790)</b>	<b>\$ (1,915)</b>	<b>\$ (643,953)</b>	<b>\$ (556,661)</b>	<b>\$ (87,292)</b>	<b>\$ (749,182)</b>

**BMO FIELD  
STATEMENT OF CASH FLOWS**

<b>NET INFLOW (OUTFLOW) OF CASH RELATED TO THE FOLLOWING ACTIVITIES</b>	<b>Three months ended</b>	
	<b>March 31, 2010</b>	<b>March 31, 2009</b>
OPERATING	\$ (381,994)	\$ 357,861
FINANCING	49,109	-
<b>Net Cash Inflow (Outflow) during the period</b>	<b>\$ (332,885)</b>	<b>\$ 357,861</b>
<b>Cash, beginning of period</b>	<b>1,827,610</b>	<b>957,997</b>
<b>Cash, end of period</b>	<b>\$ 1,494,725</b>	<b>\$ 1,315,858</b>
<b>OPERATING</b>		
Operating profit after incentives and rebates	\$ (643,953)	\$ (749,182)
Amortization of capital assets	9,999	-
Cash provided by (used in) non cash working capital item	251,960	1,107,043
	<b>\$ (381,994)</b>	<b>\$ 357,861</b>
<b>FINANCING</b>		
Long-term deposits	\$ 49,109	\$ -
	<b>\$ 49,109</b>	<b>\$ -</b>
Changes in non-cash working capital balances related to operations		
Accounts receivable	\$ (303,401)	\$ (249,822)
Prepaid expenses	(28,489)	(88,054)
Inventory	(34,726)	(179,809)
Accounts payable and accrued liabilities	128,299	1,306,544
Taxes payable	(119,799)	(183,032)
Deferred revenue	610,076	501,216
Cash provided by (used in ) operating activities	<b>\$ 251,960</b>	<b>\$ 1,107,043</b>