

Item No. 12



Exhibition Place

Management Report
November 30, 2011

Executive Summary

- **Combined Net Operating Loss for Exhibition Place and Allstream Centre for the ten months ending October 31, 2011 before net naming fees, interest and amortization expense for the Allstream Centre was a loss of (\$42,980) compared to a budget loss of (\$1,440,103) for a favourable variance of \$1,397,123.**
- Net Operating Loss for Exhibition Place and Direct Energy Centre for the ten months ending October 31, 2011 was (\$404,353) compared to a budget loss of (1,596,937) for a favourable variance of \$1,192,584 primarily due to lower utilities, building operating costs and additional revenue from event income and parking.
Net Operating Income before interest and amortization expense for Allstream Centre for the ten months ending October 31, 2011 was \$361,373 compared to a budget of \$156,834 for a favourable variance of \$204,539.
- During the months of October and November the Sales & Marketing team secured 39 new events for Exhibition Place
- Exhibition Place was recognized at the Smart Commute Partner Workshop for its commitment to implementing sustainable workplace transportation plans.
- The Recognition Committee received a total of 28 staff nominations for October and 36 for November. The year-end winner will be announced on December 13th.

October 2011 Financials for Exhibition Place and Allstream Centre.

Combined Net Operating Loss for Exhibition Place and Allstream Centre for the ten months ending October 31, 2011 before net naming fees, interest and amortization expense for the Allstream Centre was a loss of (\$42,980) compared to a budget loss of (\$1,440,103) for a favourable variance of \$1,397,123.

Exhibition Place

Net Operating Loss for Exhibition Place and Direct Energy Centre for the ten months ending October 31, 2011 was (\$404,353) compared to a budget loss of (1,596,937) for a favourable variance of \$1,192,584 primarily due to lower utilities, building operating costs and additional revenue from event income and parking.

- Rental income from events was \$6,520,977 compared to a budget of \$6,145,966 for a favourable variance of \$375,011 primarily due to additional new business.
- Electrical net services of \$1,118,714 are favourable to budget by \$205,708 primarily due to new business such as the Artist Project and UFC Fan Expo.
- Food & Beverage concessions of \$660,385 are unfavourable to budget by (\$62,588) primarily due to less than budgeted corporate events.
- Telecommunications net services of \$385,681 are unfavourable to budget by \$6,483 primarily due to lower than budgeted direct event Telecom revenue for Honda Indy and CHIN Picnic.
- Show services from third party billings at \$3,542,086 are favourable to budget by \$187,030 with corresponding increase in related show expenses of \$108,684 for a net favourable variance of \$78,346 primarily due to the UFC Fan Expo.
- Parking revenues at \$5,152,242 are favourable to budget by \$332,863 primarily due to the events in Ricoh plus additional attendance at Marlies Games, 10% increase in cars parked for the Home Show, additional revenues from Canada Blooms and from timing of one unbudgeted TFC game in March. Parking expenses are unfavourable to budget by (\$75,116) to reflect the additional revenue streams for a total net favourable variance after expenses of \$257,747.
- Tenant revenues for rent and services at \$1,978,605 are unfavourable to budget by (\$75,023) gross, primarily due to lower than budgeted show services from Queen Elizabeth Theatre, Medieval

Times and Liberty Grand. Tenant show services expenses are favourable to budget by \$58,120 for a net unfavourable variance of (\$16,903).

- Program recoveries and interest income at \$386,697 is favourable to budget by \$56,601 primarily due to additional interest income and additional services to Ricoh Coliseum.
- Advertising and Sponsorship revenue within the Direct Energy Centre at \$173,360 is favourable to budget by \$6,535.
- Direct and indirect expenses at \$22,809,330 are favourable to budget by \$280,561 primarily due to lower utilities due to the energy savings initiatives, lower operational maintenance costs and timing of marketing and sales expenditures. 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.
- 2010 Year to date Combined Operating Income results for Allstream Centre and Exhibition Place for the ten months ending October 31st before interest expense and naming rights were higher than 2011 due to the impact of the International Media Centre for the G8 and G20 in June 2010.

Direct Energy Centre accounts receivable as at October 31, 2011 was \$3,059,254 consisting primarily of:

- \$1,833,440 owed as contractual deposits for future events of which \$1,011,090 (55%) has been received as of November 23, 2011.
- \$390,183 for services on completed events of which \$121,927 (31%) has been received as of November 23, 2011.
- \$300,000 owed from City from the Conference Centre Reserve Fund for the loss of the Toronto Sportsman Show.
- \$207,816 owed for sponsorship arrangements of which \$84,750 has been received.
- \$201,439 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.
- \$91,854 of Food & Beverage Concessions is owed by Centerplate, which is contractually due on the 25th of the following month.

Exhibition Place accounts receivable for the 10 months ending October 31, 2011 was \$2,073,834 consisting primarily of:

- \$544,555 owed by tenants of which \$121,399 (22%) has been received as of November 23, 2011.
- \$330,822 owed by BMO Field for payroll costs of which \$216,412 (62%) has been received as of November 23, 2011.
- \$119,086 owed as contractual deposits for future events, of which \$103,451 (87%) has been received by November 23, 2011.
- \$77,405 for show services on completed events of which \$8,497 has been received as of November 23, 2011.
- \$20,408 owed by MLSE for Ricoh Coliseum of which \$20,408 (100%) has been received as of November 23, 2011.

Allstream Centre

Net Operating Income before interest and amortization expense for Allstream Centre for the ten months ending October 31, 2011 was \$361,373 compared to a budget of \$156,834 for a favourable variance of \$204,539.

- Rental income was \$1,013,815 compared to a budget of \$780,862 for a favourable variance of \$232,935 primarily due to event such as Shoppers Drug Mart, Ford Dealership, Mesh Marketing and TDSB.
- Food & Beverage concessions of \$662,427 are favourable to budget by \$131,768 due to the Shoppers Drug Mart, and Juno Award and Gala.
- Show services from third party billings at \$813,132 are favourable to budget by \$185,957 primarily due to some of the larger events.
- Direct and indirect expenses at \$1,631,993 are unfavourable to budget by (\$97,114) primarily due to higher PMD show costs which is offset by lower utilities due to the energy savings initiatives, lower operational maintenance costs and timing of marketing and sales expenditures. 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 for the ten months ending October 31, 2011 was \$446,609 consisting primarily of:

- \$292,301 owed as contractual deposits for future events.
- \$128,266 of Food & Beverage Concessions is owed by Cerise Fine Catering which is contractually due by the 25th of the following month.
- \$6,829 for services on completed events.

Sales and Marketing

October/November Sales Effort

During this period the Sales & Marketing team secured 39 new events for Exhibition Place. The events are categorized as follows:

- 23 meetings & conventions
- 4 trade and consumer shows
- 1 film/photo shoots
- 3 sporting events/marathons
- 8 other

October/November Sales Summary

New events held during October and November included The Business Franchise Investment Expo, Soupalicious Toronto, Audi Ride N Drive, NCA (Federation of Law Society) October Examinations, The Canadian Urban Institute – Canadian Brownfields Conference, The Transporter TV Series Film Shoot, American Apparel Warehouse Sale, Franklin Covey 5 Choices Meeting, IFIC Annual Conference, Certified Management Accountants Examinations, Softchoice Corporation Senior Executive Team Meeting, AIIM ECM Seminars, Brain Health Symposium, Toronto Real Estate Board Annual General Meeting, Recycling Council of Ontario, Delicious Food Show, TD Bank Group Road Show, Boys 2 Men Toronto District School Board Basketball Event, SmartGrid Canada – Creating Energy Solutions for Canadians, Humber College Presentations, Seneca College Reception, Health Council of Canada Meeting, HBC Commercial Film Shoot, Woodworking Machinery and Supply Expo, Quick Play Media Inc. – Town Hall Meeting, MEDEC – Medtech Conference, National Black Business & Professional Convention, Accenture – Consultants / Specialist Milestone, Canadian Restaurant and Food Association Advisory Meeting, meshmarketing Conference, Ontario Centres of Excellence Inc., ITAC – CCIO Round Table Breakfast Series Event, Canadian Aboriginal Festival, PSC/Post-Secondary Recruitment, Woofstock, Canadian Medical Protective Association Toronto Symposium, Applied Research Education Day, Accenture – Level B meeting, and MTS Allstream VP/Director Meeting.

Business Travel

Geoff Mak attended the inaugural IMEX North America tradeshow with Tourism Toronto in Las Vegas on October 11th to 13th. This event is billed as the largest industry tradeshow in North America and featured 2,000 hosted buyers from around the world. Geoff secured 14 individual appointments and networked during the tradeshow, at Tourism Toronto's hosted reception, and at various education and evening events. Multiple leads and contacts were secured for future business.

Barbara Outschoorn attended the CSAE Ottawa Chapter Luncheon on October 26th at the Canadian War Museum. Barb also had pre-arranged sales calls meetings with prospects for Allstream Centre. She is currently working on follow up.

Tamer Mecky attended the 2011 Financial & Insurance Conference Planners Annual Conference on November 13th to 16th in San Antonio, Texas. It was a tremendous success, with more than 600 participants engaging in four days of education and networking. FICP is an individual membership association for meeting planners employed within the insurance and financial services industry. The association exists to provide high-quality information, education and networking to financial and insurance meeting professionals

Don Leddy travelled to Ottawa for the Tourism Toronto High value client event on November 24th. The event was well attended, with over 100 event planners, and a valuable investment in terms of client contact.

Sales Missions & Travel

Please see attached Appendix B for the 2012 Sales Mission and Travel schedule as outlined in the Annual Plan. The budgeted value of \$100,200.00 represents registration, travel and accommodation fees. As part of our sales strategy, the sales team participates in industry/client golf tournaments, which represents a budgeted value of \$5,400.00.

Publicity

Direct Energy Centre

- News Report during this period included **138** hits for Direct Energy Centre. Stories included: CMTS; One of a Kind Christmas and Craft Show; American Apparel; Interiors Designers of Canada; National Home Show; Scotiabank Toronto Waterfront Marathon; The India Show; LG Fashion Week; CRFA

Allstream Centre

- News Report during this period included **38** hits for Allstream Centre. Stories included: Meshmarketing; NDP Convention; Canada's Best Restroom Contest; Grand Cru; Black Business Professional Association; Brian Health Conference; IFIC Annual Conference; True Patriot Love
- The Marketing department released the following Press Release, dated Nov 22, 2011 – "Allstream Centre Wins 2nd Place in "Canada's Best Restroom" Contest.

Exhibition Place

- News Reports for this period include **98** hits for Exhibition Place. Stories Included: Things to do; Zoomers Show; CNE; Woofstock; Facility Management Award; Toronto Ski, Snowboard & Travel Show; Road Closures; City Hall; RAWF; Fall Home Show; Delicious Food Show

- On Oct 25, 2011 the Marketing department released a Press Release entitled “Exhibition Place Wins Silver Facility Management Award.”
- In October Exhibition Place launched its Twitter account @ExplaceTO, and Facebook page “Exhibition Place”, as part of our social media strategy which was presented at the last Board of Governors meeting.

Event Management Services

During the months of October and November, Event and Meeting Co-ordinators and Exhibitor Services staff at Exhibition Place, Direct Energy Centre and Allstream Centre serviced the following events:

OCTOBER	
Exhibitions/Meetings/Conventions/Corporate Events	
<ul style="list-style-type: none"> ▪ International Development & Relief Foundation: AC ▪ Audi Ride & Drive: DEC ▪ Business Franchise and Investment Expo: DEC ▪ NCA Exams: AC ▪ Canadian Urban Institute: DEC ▪ American Apparel: DEC ▪ Franklin Covey 5 Choices: AC ▪ Toronto Ski Snowboard and Travel Show: DEC ▪ CMA Exams: AC ▪ Research in Motion: AC ▪ IFIC Annual Conference: AC ▪ Scotiabank Waterfront Marathon Running, Health & Fitness Expo: DEC ▪ Screemers: DEC ▪ Bicycle Fall Blowout Sale: DEC ▪ AIIM ECM Seminars: AC 	<ul style="list-style-type: none"> ▪ Brain Health Symposium: AC ▪ Recycling Council of Canada: AC ▪ Toronto Real Estate Board Annual General Meeting: AC ▪ Delicious Food Show: DEC ▪ CMTS: DEC ▪ TD Bank Roadshow: AC ▪ Smartgrid Canada: AC ▪ Ontario College Information Fair: DEC ▪ HCC 2011 Meeting: AC ▪ Humber College Presentation: DEC ▪ Seneca College: DEC ▪ HBC Filmshoot: DEC ▪ Woodworking & Machinery Supply Expo: DEC ▪ Grand Cru: AC ▪ Quick Play Media: AC ▪ Zoomer Lifestyle: DEC ▪ Scalar Decisions: AC
NOVEMBER	
Exhibitions/Meetings/Conventions/Corporate Events	
<ul style="list-style-type: none"> ▪ MEDEC – Medtech Conference: AC ▪ Accenture Consultants: AC ▪ Royal Agricultural Winter Fair (RAWF): DEC ▪ National Black Business and Professional Convention: AC ▪ Toronto Hydro Meeting: AC ▪ CRFA Advisory Meeting: AC ▪ Postage Stamp Show: DEC ▪ MeshMarketing: AC ▪ Ontario Centres of Excellence: AC ▪ Canadian Aboriginal Festival: DEC 	<ul style="list-style-type: none"> ▪ Winter Woofstock: DEC ▪ School Library Resource Fair: DEC ▪ CMPA 2011 Symposium: AC ▪ Applied Education Day: AC ▪ Accenture Level: AC ▪ Toronto Hydro Christmas Party: DEC ▪ One of a Kind Christmas Show and Sale: DEC ▪ TEOF: AC ▪ Foxy Client Event: AC

Event Services

October and November were extremely busy months in Event Services with over 50 events serviced. Move-ins for our biggest and most challenging events went very smoothly and show management was extremely pleased. Staff actively worked with clients to ensure all safety issues were addressed and assisted them to keep within their budgets. Event Services initiated many planning sessions with our internal departments to ensure we were able to meet the requirements of the tight turnovers between shows. This planning paid off and the success was evident to all.

Exhibitor Services

Exhibitor Services provided service to 15 events in October and November. As of the fourth quarter, our department began operation of the Greenest Exhibitor survey and awards program, with help from a selection of Exhibition Place employee judges. Preparation of service forms is underway for our 2012 events. The new reception desk located in the Direct Energy Centre Galleria, by Hall B, is now open. The hours of operation are Monday to Friday from 9:00am to 5:00pm. In addition, there will be concierge service provided during show hours including weekends.

Allstream Conference Centre

Allstream Centre hosted 15 events during October and 16 events in November, including the following repeat clients: NCA Exams, Softchoice, Aiim Seminars and Toronto Real Estate Board and during the month of November the repeat clients were Meshmarketing, ITAC, TEOF and MTS Allstream. We have received very positive feedback, with clients consistently commenting on the great customer service from all staff as well as F&B. Many clients, such as Medec, Mesh, and Aiim. hope to book again for next year.

On November 10th, Allstream Centre hosted True Patriot Love for over 2000 people. The event went very smoothly and the client was very impressed with the service received from start to finish.

Parking

Parking activity for October and November was up from last year as a result of new shows added in October, offset in part by a small decrease in attendance at some consumer shows.

A representative from the Parking Department attended a half day Smart Commute Partner Workshop in November. The Workshop looked at trends in downtown commuter parking and provided a venue for employers who have had success in promoting sustainable forms of commuter transportation to share their experiences. Exhibition Place was recognized for its commitment to implementing sustainable workplace transportation plans.

Telecommunications

The Telecommunications department provided a variety of services in October and November. This year's RAWF utilized considerable bandwidth from the IT systems, to provide users around the world with real time video on demand, direct from Ricoh Coliseum. Other data centric events included Mesh Marketing in Allstream Centre. Organizers of events such as this have indicated that WIFI (internet) is the most important feature of the entire function, and each patron of the event usually has 2 or 3 devices that they are connecting with continuously.

IT/Telecom implemented the first of the "Follow me" functions for users of the new Ricoh copier/fax/scanner units. Users in certain departments were configured to take advantage of the secure, location agnostic technology that permits a user to simply print/scan/fax from their computer and then

acquire the document from any of the many Ricoh devices on the grounds. Users utilize their existing security ID badge to authenticate and activate the printing function at the image centre of their choice. IT/Telecom plans to move all users to this technology by the end of the year.

A decision was made on the equipment to be used for time capture (electronic time cards). The hardware was procured and IT/Telecom are in the process of configuring the system for a trial before deployment in the parking department.

Additional projects in progress include WIFI enhancement for Allstream Centre, WIFI deployment for the 1812 event, and parking booth camera deployment.

Building Operations

Maintenance

- Repaired floor at Door # 20 ramp.
- Completed plumbing in the new Facilities Office.
- Completed RAWF move in and move out and cleared drains of debris post event.
- Completed two RICOH changeovers.
- Repairs made to various weather stripping on roll up doors.
- Tested Mid Arch boiler/steam generator. Project ongoing.
- Completed the start-up boiler system for the heating season.
- Winterized cooling towers and outer envelope water sources in Direct Energy Centre.
- Installed new drive and ordered transmission for Hufcor B/C wall, and installed new hanger in Hufcor A/B wall.
- Completed touch up painting throughout Direct Energy Centre and constructed new walls for Café Soleil.

Electrical

- Fixed an unresponsive electrical switch in the Management Office of Direct Energy Centre.
- Checked RAWF offices for burnt out lights and replaced burned out lamp in the lobby light pole.
- Completed Security maintenance requests.
- Completed Infra-Red scans of Direct Energy Centre substations.
- Installed new Lamacoid plates for snow melting equipment.
- Installed cameras in Direct Energy Centre east and west underground parking gates.
- Fixed lights in the Electrical storage room of Direct Energy Centre and fixed the problem with lights not coming on in outside signs located at east end of roof.

Facility Services

Facility Services was extremely busy delivering services in October and November to 160 events, including internal events, several Ricoh hockey games, the Lingerie Football game, and three soccer games at BMO stadium. Due to the RAWF, staff were required to complete an arena turnover from ice hockey to equestrian horse jumping and back to ice hockey under stringent timelines. In addition, Technical Services provided support for all technical productions at many events in Allstream Centre, including the True Patriot Love event. Staff also continues to provide a high level of services to the many tenants throughout the grounds.

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

- Ensured carry out of orientations, Health & Safety training and job specific training for approximately sixty new workers in Cleaning for the RAWF.
- Completed a building wash down and thorough dusting of lighting fixtures in the Horse Palace in preparation for the RAWF.
- Received and distributed new uniforms to all Cleaning staff; the fresh new look is a big hit.
- Removed all the pine mulch from Bandshell Park and re-leveled and seeded all damaged turf.
- Prepared for the removal of many plants and shrubs around the perimeter of Direct Energy Centre and had them stored in the City green houses for re-use next year.
- Provided pest control service and a final cleaning of the Food Building before winter shut down.
- In the process of applying for Recycling Council of Ontario's *3R Certified* waste diversion certification initiative.
- In the planning process of developing LEED policies for Direct Energy Centre.
- Met with City of Toronto Parks to develop a cost efficient plan to improve and maintain exterior landscaping with a focus on the south side of Allstream Centre.
- In the process of providing a thorough cleaning of the two escalators in Allstream Centre.
- Developed a detailed preventative cleaning maintenance schedule for Allstream Centre.
- Updated Allstream Centre cleaning order forms with LEED certified green chemical products.
- Sanitized various areas in Direct Energy Centre post RAWF
- Continue to look at greening our fleet and have recently purchased a used two stream re-packer which will assist with our recycling program.
- Purchased new safety helmets for our hi-reach operators which are very light weight and less cumbersome compared to the standard construction hard hat.
- Assisted BMO Field with cleaning and labour services in order to winterize the stadium.
- Consulted with Labourers' International Union Local 506 to post a Cleaning Custodian position for Allstream Centre.
- In the process of scheduling all staff and a selected group of unionized workers for the December 6th All Staff Customer Service sessions.
- Completed 20 show safety audits and reviewed 15 fire safety floor plans prior to forwarding to the Toronto Fire Department for final approval.

Records & Archives

Records and Archives hosted seven Haunted Walking Tours over the months of September and October. Attendance per walk varied from 30 to 200 people, depending on the weather and how close it was to Halloween. The cost per participant was \$20 and Records & Archives made nearly \$6,000 after expenses, which will be used to buy conservation supplies. In 2010, the Haunted Walking Tours were held once per month starting in April and running till October. Only \$2,421.00 was raised in 2010 due to poor turnouts in the spring and summer. Clearly, people prefer haunted walks in the autumn and especially in the weeks leading up to Halloween. In 2012, we will repeat the walking tours in September and October.

Prior to our second last haunted tour, our walk leader, Steve Collie, ran into Dan Akroyd in Brampton at an LCBO where Dan was promoting his new vodka. Steve introduced himself to Dan, told him about our walking tours and invited him to take part. Dan said he would consider it and autographed a copy of our walking tour handout. Although he did not make it to any of our walks, he did comment to Steve that Exhibition Place should be complimented for maintaining its historic buildings, so apparently he is obviously familiar with the grounds.

Records and Archives staff will also be hosting two workshops on film preservation. These workshops are aimed at archivists who work with film but know little about how to care for it. This is a specialized area and few have the training necessary to deal with this medium. Christina Stewart of Records and Archives is an expert in the field of film and will be leading these workshops. Originally, there was only to be one workshop in November with a limit of ten participants (a small group makes hands-on learning possible). However, the response was overwhelming, so Christina agreed to teach a second workshop in December. Archivists are coming to the workshops from as far away as St. John's, Newfoundland, Ottawa, Montreal and from all over southern Ontario, including three or more from the Archives of Ontario. The cost per participant is \$100 for the one-day workshop. All monies raised will also be used to buy conservation supplies for the Archives.

EXcellence in Action

Jim Lee received the following email dated October 11th from Doreen Biela: "As IAEE chair in 2012, it is my great privilege to seek out the appropriate industry professionals to serve on IAEE's committees and task forces. It is critical to lean on professionals who can provide the benefit of both their own experience and reputation, and who can help direct the association during these challenging times. With this in mind, I would be very grateful if you would accept a one-year term to serve as a member of the Awards Committee. Your participation will ensure that the important objectives of the committee/task force will be achieved." There was a large amount of interest in this position, making Jim's selection a further victory. He has accepted the position.

Sandra Palombo, Mitzi Concha and Ken Jattan received an email dated October 17th from Allison Girardin as follows: "I just wanted to send you all a BIG thank you from myself and the Make-A-Wish team. Words cannot express how grateful we are with how patient, organized and attentive you all have been throughout this whole process. Our breakfast was an absolute hit...yesterday was by all accounts a fantastic day made possible of course with the Direct Energy Centre's fabulous team!"

Rob Bartholomew received an email dated October 17th from Louise DeLuca of Lewellen & Best Exhibits, Inc. "We would like to say thank you for everything you did to help us move in early, and I understand the truss and rigging went up without a hitch! It has been a pleasure working with you on the CMTS Show."

Hermoine Wellman sent an email dated October 18th to Kathy Treanor regarding the AIIM ECM Seminars. "Thank you so much for all your help to make this event a success! Our President was very impressed with the Allstream Centre and has requested we hold any events in the Toronto area at your location."

Ann Burns of Softchoice sent an email dated October 20th to Geoff Mak to say "I know my CEO likes the facility very much as it is close the office and is very stream lined and technically up to date. Thank you and your team for all your assistance it was a pleasure doing business."

Doralice Lopez provided Sylvanna Acosta with information regarding the availability of rental wheelchairs at Direct Energy Centre and received the following email dated October 21st in return: "Thank you so much for the prompt response. Your customer service is impeccable!"

David Berlad received an email dated October 21st from Dianne Blackburn of the Recycling Council of Ontario, regarding their 2011 Waste Minimization Awards presentation and dinner: "... thank you and your staff for a perfect evening on Wednesday, October 19th. Every little detail was covered, the staff worked at lightning speed, efficiently, effectively and with great courtesy. Our guests loved the Allstream décor... Everyone was in awe of the modern enhancements, the seamless audio visual, the simple elegance – Allstream lived up to its growing reputation as one of Toronto's finest venues. As an organization we couldn't have asked for better treatment for ourselves and our guests. And the food was simply delicious. I had numerous comments on the excellent menu selection along with the regret that the sumptuous baked Alaska would set back a few diet plans by several weeks. All said, it was a very gala evening."

Francesca Leone received an email dated October 21st from Eva Bonomolo of the Toronto Real Estate Board regarding their Annual General Meeting: "What a great building, bright, spacious and a great breakfast and good selection of wraps for lunch. Thanks for the tour and I will be sure to recommend the Allstream as a venue."

Lindsey Keefe received a letter dated October 24th from Isabelle Desloges regarding the EV 2011 Electric Vehicles Conference and Trade Show "...the Conference and Trade Show have been a tremendous success, thanks to your beautiful venue and contribution. The various services provided were well-organized.... I appreciated your collaboration during the conference and hope you have enjoyed your experience as much as I did. Special thanks to Jim MacGregor for join the team during the last days and bringing his fresh outlook. Thank you again for all your efforts!"

Fedra Hoxha of Health Council Canada sent an email to Kathy Treanor on October 27th: "I wanted to also extend my thanks to you and your team at the Allstream Center for all the work you did and for the help my team and I received prior to and the day of the event. My team and I received a lot of praise at the end of the day from all the attendees and the comments were very positive about the venue and how smoothly things ran. I believe it was a team effort. I couldn't have done it without your help."

Don Leddy received an email from Alexandra Moorshead of SmartGrid Canada on October 26th: "The feedback on the event has been far beyond our expectations. One person – a regular conference attendee – told us our conference was the best he's ever attended. We've heard others make similar comments. The SmartGrid Canada board of directors and the attendees have been so impressed with Allstream Centre's facility and service. The food has also been amazing. With your help we have been successful in laying the foundation for future conferences. Thank you so much for working with me to make this happen. It's much appreciated. "

Kathy Treanor received an email dated November 4th from Debbie Gates regarding the MEDEC Medtech Conference; “Thank you to you and your team at the Allstream Centre for looking after us so well. While I haven’t gone through the evaluations from the participants, many people commented on how well they liked the facility. The state-of-the-art facility works well for our events and helps us to keep the costs down with most of the audio-visual being built in. It was a pleasure working with you and I look forward to the opportunity to work with you again in the future.”

Curt Boehmke sent an email dated November 7th to Jeff Gay as follows: I’d like to thank you for assigning Brian Smith as our lead event coordinator for the recently held WMS (Woodworking) Show. From the first call I made to connect with Brian I knew that I was in good hands. Pre-show, Brian was extremely prompt and courteous returning every phone call and email whether it related to an exhibitor’s question or to our own needs. He was always reassuring with his can-do attitude and listened to my concerns about cost-saving measures that we could implement to help the client’s overall bottom line. On site, he kicked it up a notch, repeatedly stopping by on a regular basis to check in and make sure everything was okay. On our first day of move in when concessions were closed, he took care of our lunch needs before we even asked. He went out of his way to pick up two cases of water for our show office and wrote it off like it was nothing. No one has ever done that for us before!He made it clear when he was leaving the building and who to contact when he was gone but did not seem put off when I called his cell after he had left. He quickly resolved on-site issues regarding Wi-Fi and additional seating for the concessions. He arranged for accounting on Monday morning to accept our registration bank and send the client a check so I wouldn’t have to worry about carrying it on the plane with me. He took me on a tour of the other halls in the DEC and the Allstream Centre and his pride of the entire facility was clearly evident. He drove me to the airport. It all added up to me feeling like we were his only client but I know he had just come off a number of shows without a day off and had others coming up. Brian is without a doubt one of the best on-site event coordinators I’ve had the pleasure of working with in more than 25 years in the industry and I couldn’t let his efforts go unnoticed. The balance of the DEC and Centerplate staffs were equally courteous and pleasant to work with as well. We appreciated everyone stopping by to say hi and check in on us. The complimentary coffee and danish supplied each morning and complimentary lunch voucher on one of the show days was very thoughtful and a perk you rarely receive from other venues”

Denise DeFlorio received an email dated November 15th from Edwin Cabural of the Canadian Restaurant and Foodservices Association: “I wanted to drop you a quick email to inform you of the outstanding service we received from Emily (Pong), at last week’s CRFA Advisory Meeting, November 8 from 1:00 – 3:00 in Room 200 A. She was very professional and always available when we had any question or any special request. We look forward to having more of our meetings at Allstream.”

Manji Allylshah of Ontario Centres of Excellence sent an email dated November 16th to Francesca Leone, Ana Cukic, and Lindsey Keefe: “Yesterday’s event was great. The food and service was amazing and everyone loved the venue. The staff were very kind and helpful. I look forward to working with all of you in the future.”

Kathy Treanor and David Berlad received an email dated November 16th regarding the MeshMarketing event: “I just wanted to say Thank You once again! The support that I received from you and your team not only yesterday but also throughout the whole planning process was great! The feedback that we received from our guests and the client was 100 % positive and most of the “mesh” regular attendees thought that this mesh was the best one! I am looking forward to working with you again in May!”

Exhibition Place’s Recognition Committee received 28 staff nominations in October and 36 in November. Following are the October, November and 4th Quarter Winners for the Excellence in Action Program:

	October Winners	November Winners	4th Quarter Winners
Corporate Secretary/ Parking/ Press Bldg.	Linda Costa, Assistant to the Corporate Secretary	Sharlene Alfonso, Parking Accounts Representative	Linda Costa, Assistant to the Corporate Secretary
QE	Brett Downing, Information Technology Specialist	Debbie Sanderson, Executive Assistant to the CEO	Debbie Sanderson, Executive Assistant to the CEO
Cleaning	Bill Floroff, Cleaner	Bernadette Dubinski, Cleaner	Bill Floroff, Cleaner
DEC	Blaine Knutson, Exhibitor/ Utility Services Rep.	Brian Smith, Event Coordinator	Brian Smith, Event Coordinator
Operations	Alex Rulff, Electrician	Jason Furtado, HVAC Foreperson	Jason Furtado, HVAC Foreperson

Centerplate

Catering & Sales Department

October

Centerplate hosted the opening night reception for CMTS on the show floor. Guests were offered a Rib Eye Carvery & Mashed Potato Station served with condiments including Caramelized Onions, Olives, Sautéed Red Peppers, Sautéed Mushrooms, Chipotle Mayo, Creole Crème Fraiche, Blue Cheese Fondue, Gravy, and chopped Crispy Bacon. Hors D’Oeuvres were also served, including Southwest Spring Rolls served with Black Bean Dip, Mini Chicken Burritos, Mini Fish Tacos and Hibachi Beef Skewers.

A variety of lunches were served during the Woodworking Show to show management and various exhibitors. Offering included an assortment of Deli Sandwiches and California-Style Wraps, such as Tuna Salad, Ham and Cheese, Roast Beef, Cajun Chicken and Grilled Vegetables with Feta Cheese.

Overall the events went well and the clients were very happy with the food and service.

November

During the Royal Agricultural Winter Fair Centerplate hosted one of the sponsors of the fair in Café Soleil. Hors D’Oeuvres were served, including Orange Chicken Spring Rolls, Spinach and Goat Cheese Crostini’s and Beef Tenderloin and Caramelized Onion Crepe Bundles. Many children attended the event, so Centerplate delighted them with a Nacho Station, Grilled Cheese Sandwiches, Hot Dogs and a full Ice Cream Station with toppings including Nuts, Cherries, Whipped Cream, Shredded Toasted Coconut, Chopped Assorted Candy Bars and Cookies. It was very well received by all attendees. The client sent a note saying how happy she was.

Centerplate also hosted an English-themed Tea Party in the Hitching Ring during the fair. Offerings included Cucumber, Smoked Trout and Horseradish Sandwiches, Roast Beef, Mustard and Watercress Sandwiches, Apple and Cheddar Sandwiches, Cranberry Scones with Devonshire Cream, Lemon Bars and Raspberry Linzer Bars.

As well, Centerplate served a charity event for CARD in the Royal Ballroom and served Classic Caesar Salad, Wild Mushroom and Orzo Pasta, Slow-roasted Baron of Beef Carvery, Grilled Vegetable with Chevre Stacks, Dauphinoise Potatoes and, for Dessert, Grilled Chocolate Cheese Sandwiches, individual Rhubarb Crumble and Deep Fried Apple with Vanilla Ice Cream. The guests were very happy with the food offerings and service.

During the One of a Kind Show Centerplate served the First Year Reception and provided assorted Fruit Juices, freshly baked Breakfast Pastries, Muffins and Bagels. Served with Butter, Preserves and Cream Cheese as well as freshly Brewed Coffee, Decaffeinated Coffee and Hot Tea.

During the TD and Hydro Children's Holiday Parties Centerplate served the children assorted Pizza and Drinks, and offered a Cookie Decorating Station – it was a huge hit.

Retail Department

October

Centerplate opened Go Fresh for CMTS and also provided visitors and exhibitors fresh Made-to-order Pasta, Paninis, Salads, Fresh Pastrami and Turkey Sandwiches on Rye, Grilled Burgers and Fries, Asian Style Noodles and Shawarma.

During the Ski, Snowboard & Travel Show and the Zoomers Lifestyle Show Centerplate offered guests a Pasta and Panini Station, freshly made Crepes from Crepe De Licious, Pizza and Shawarma. The clients were very happy with our food offerings and service.

For the Delicious Food Show, Centerplate operated a small bar lounge area where guests enjoyed Crudités with Edamame, Hummus & Flat Bread, an Artisanal Cheese Platter with Honeycomb, assorted Crackers & Homemade Preserves, a Smoked Salmon Platter, and an Antipasto Plate with Prosciutto, Cheese, Vine Tomatoes, Grilled Peppers, and Marinated Olives. Dessert offerings include a Parisian Macaroon Plate with Seasonal Berries or a Berry Brule Tart with Raspberry Coulis.

November

For the Woofstock event Centerplate offered visitors Asian Style Noodles, and made-to-order Paninis including Turkey or Pesto Chicken with Sundried Tomato or Grilled Vegetables. Gourmet Salads and Sandwiches were also available, as well as Sushi and Pizza.

During the One of a Kind Show Centerplate offered guests Chicken Shawarma, Crepe De Licious, Edo Sushi, Pizza, Bagels and Gourmet Coffees, Asian Style Noodles, Pastas and Paninis. The Bistro Restaurant was also open, and served Homemade Soup, Caesar Salad with Double Smoked Bacon, Vegetable Mirepoix and Croutons, a Nicoise Salad, Quiche, Turkey Club Sandwiches, and Pasta with Ontario Asparagus and Grilled Chicken. Dessert offerings included Pear Tart with Poire William Crème Anglaise or Chocolate Fondue with Fresh Seasonal Fruit & Rice Krispie Squares.

Cerise Fine Catering

October

October started off with a Cerise booked event for the International Development and Relief Fund. 475 guests enjoyed a new menu item of Boursin Stuffed Chicken. The Canadian Urban Institute joined us for nine meal parts over two days. They have already begun talks about two additional pieces of business for 2012. The Brain Health Symposium by the Baycrest Foundation was an all-day event with 700 attendees for lunch and several breaks, with an emphasis was on healthy food. Lunch was Pistachio Crusted Salmon with Quinoa and Vegetables and one of the breaks featured apples in a beautiful display, which was featured on CTV as the background for an interview about the event. TD bank also featured apples as a break item, which were arranged in a giant logo display. The Toronto Real Estate Board and AIIM were kind enough to send wonderful complimentary letters filled with kudos for Cerise' food and service. The month finished with the Grand Cru event, for which Cerise hosted 2,000 guests. The event featured a wine and cheese tasting put on by 72 different vintners and then a gala fundraising dinner with a very sophisticated menu of a Burrata and Prosciutto Micro Green Salad, a Carving Station with Filet and Stuffed Turkey, a Seafood Station with a Chef preparing Seafood and Sausage Paella, Fresh Shrimp, California Sushi Rolls and Cold Poached Salmon with Caper Aioli. The Investment Funds Institute of Canada and Smart Grid also had events at Allstream Centre.

October proved to be one of the highest volume months of the year. For 2011, we anticipate a 62% year over year increase in top-line sales over 2010. More importantly, Cerise is building our business by developing an excellent reputation for extraordinary food and service.

November

November started with many planning sessions devoted to True Patriot Love event, as Cerise was required to meet very tight timeline for dinner service. Our 2,100 guests feasted on a Butternut Squash Salad with Cranberries and Goat Cheese, Filet of Beef Tenderloin, Merlot Jus with Fingerling Potatoes and a colorful Medley of Vegetables. Family Style Desserts were served and Cerise was delighted to hear comments such as "the best in three years"! Most importantly, the event was successful in raising the most funds ever and Cerise was successful in providing the best food and service and finishing our service within the pre-determined timeframe.

On one date in November Cerise served twelve different meals and breaks to four different clients. We had a very busy month and Cerise is getting very good at the multiple event days!

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 ten months ended October 31, 2011						
	Actual	Current Month Budget	Variance	Actual	YTD Budget	Variance
Event Income (note 3)	\$ 3,069,014	\$ 2,520,781	\$ 548,233	\$ 25,415,009	\$ 24,201,333	\$ 1,213,676
Direct Expenses	292,642	288,473	(4,168)	2,943,636	2,673,961	(269,675)
Indirect Expenses	2,213,511	2,306,088	92,577	22,514,353	22,967,475	453,122
Operating Income (Loss) before building loan interest & amortization and naming fees	562,861	(73,781)	636,642	(42,980)	(1,440,103)	1,397,123
Interest expense - Allstream Centre	157,708	157,709	-	1,589,337	1,589,337	-
Amortization expense - Allstream Centre	129,216	135,585	(6,369)	1,292,159	1,355,847	63,688
Operating Income (Loss) before naming fees	275,937	(367,074)	643,011	(2,924,476)	(4,385,287)	1,460,811
Contribution from (to) Conference Centre Reserve Fund	29,064	122,868	(93,804)	1,655,635	1,899,268	(243,633)
Net Income (Loss)	305,001	(244,206)	549,207	(1,268,840)	(2,486,019)	1,217,178

(1) Operating Loss for the Board before interest on City loan, amortization of building improvements net of contribution from naming fees is (\$42,980) compared to a budget loss (\$1,440,103) for a favourable variance of \$1,397,123.

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

(3) Actual number of events for Combined Exhibition Place is 181.

**EXHIBITION PLACE
FINANCIAL STATEMENT HIGHLIGHTS
OCTOBER 2011 AND COMPARATIVES**

	MONTH			2011 YTD			2010 YTD	
	ACTUAL	BUDGET	VARIANCE	ACTUAL	BUDGET	VARIANCE	ACTUAL	YOY VARIANCE
Number of Events	20	6	14	96	40	56	90	6
Direct Event Income	\$ 1,452,915	\$ 1,172,908	\$ 280,007	\$ 9,715,099	\$ 9,260,101	\$ 454,998	\$ 10,213,050	\$ (497,951)
Ancillary Income	462,290	356,807	105,483	2,729,906	2,664,880	65,026	3,063,490	(333,584)
Advertising and Sponsorship	18,708	16,682	2,026	173,360	166,825	6,535	166,526	6,834
Rent-MLSE-Ricoh Coliseum	41,740	41,740	-	417,400	417,400	-	417,400	-
Naming Rights	101,666	101,666	-	1,016,666	1,016,666	-	1,016,666	-
Parking EP	551,637	511,869	39,768	4,367,752	4,104,282	263,470	4,345,996	21,756
Parking - BMO Events	86,074	49,347	36,727	784,489	715,096	69,393	635,503	148,986
Program Recoveries and Other	33,676	33,410	266	386,697	334,096	52,601	262,970	123,727
CNE Recoveries	-	-	-	3,830,274	3,830,274	-	3,739,225	91,049
Total Event Income	2,748,706	2,284,429	464,277	23,421,643	22,509,620	912,023	23,860,826	(439,183)
Direct Expenses	263,066	273,409	10,343	2,657,460	2,563,313	(94,147)	2,607,527	(49,933)
Indirect Expenses	1,985,755	2,064,652	78,897	20,151,870	20,526,578	374,708	19,494,199	(657,671)
Naming Rights	101,666	101,666	-	1,016,666	1,016,666	-	1,016,667	-
Total Event Expenses	2,350,487	2,439,727	89,240	23,825,996	24,106,557	280,561	23,118,393	(707,604)
Net Income (Loss)	398,219	(155,298)	553,517	(404,353)	(1,596,937)	1,192,584	742,433	(1,146,787)

**ALLSTREAM CENTRE
FINANCIAL STATEMENT HIGHLIGHTS
OCTOBER 2011 AND COMPARATIVES**

	MONTH			YTD			2010 YTD	
	ACTUAL	BUDGET	VARIANCE	ACTUAL	BUDGET	VARIANCE	ACTUAL	YOY VARIANCE
Number of Events	10	[Note 1]	-	85	[Note 1]	-	64	21
Direct Event Income	\$ 180,683	\$ 143,613	\$ 37,070	\$ 1,146,374	\$ 968,872	\$ 177,502	\$ 1,116,394	\$ 29,980
Ancillary Income	118,098	85,893	32,205	704,054	656,612	47,443	504,526	199,528
Parking Revenue	21,527	6,845	14,681	142,938	66,230	76,709	91,219	51,719
Total Event Income	320,308	236,352	83,956	1,993,366	1,691,713	301,653	1,712,139	281,227
Direct Expenses	29,576	15,064	14,511	286,176	110,648	(175,528)	112,828	(173,348)
Indirect Expenses	126,090	139,770	(13,681)	1,345,817	1,424,231	78,414	1,172,446	(173,371)
Total Event Expenses	155,666	154,835	831	1,631,993	1,534,879	(97,114)	1,285,274	(346,719)
Operating Income (Loss) before building loan interest & amortization and naming fees	164,642	81,517	83,125	361,373	156,834	204,539	426,865	(65,492)
Interest expense	157,708	157,709	-	1,589,337	1,589,337	-	1,565,453	(23,884)
Amortization expense	129,216	135,585	(6,369)	1,292,159	1,355,847	63,688	1,291,664	(495)
Operating Income (Loss) before naming fees	(122,282)	(211,776)	89,494	(2,520,123)	(2,788,350)	268,227	(2,430,252)	(89,871)
Contribution from Conference Centre Reserve Fund	29,064	122,868	(93,804)	1,655,635	1,899,268	(243,633)	941,353	714,282
Net Income (Loss) before transfers	(93,218)	(88,908)	(4,310)	(864,488)	(889,082)	24,594	(1,488,899)	624,411

Note 1 2011 Allstream Centre Total Event Income Budget was based on Proforma and 2010 actual information on first year history

**DIRECT ENERGY CENTRE AND ALLSTREAM CENTRE
EVENT STATISTICS
FOR PERIOD ENDED OCTOBER 31, 2011**

DIRECT ENERGY CENTRE

	MONTH ACTUAL	YTD ACTUAL	PRIOR YEAR ACTUAL
Attendance [Note:1]	119,600	732,750	760,150

EVENT	(NOTE 1) ACTUAL # OF EVENTS			(NOTE 3) NET EVENT INCOME		(NOTE 2) REFRESHMENT PER CAP'S
	2011	2010	2009	ACTUAL	BUDGET	ACTUAL
	#	#	#	\$ (IN '000'S)	\$ (IN '000'S)	\$ (IN '000'S)
Consumers Show	28	35	28	4,953	4,371	3.24
Trade Show	10	9	12	1,892	1,501	6.84
Exam	3	3	0	374	364	3.20
Photo/Film Shoot	0	0	0	-	-	-
Meeting/Corporate	16	9	21	196	1	4.51
	57	56	61	7,415	6,237	18

ALLSTREAM CENTRE

EVENT	(NOTE 4) ACTUAL # OF EVENTS			(NOTE 3) NET EVENT INCOME		(NOTE 2) REFRESHMENT PER CAP'S
	2011	2010	2009	ACTUAL	BUDGET	ACTUAL
	#	#	#	\$ (IN '000'S)	\$ (IN '000'S)	\$ (IN '000'S)
Gala	4	8	N/A	158	-	102.10
Conference	26	17	N/A	952	-	53.28
Reception	11	6	N/A	142	-	109.18
Meeting	40	29	N/A	268	-	51.67
Exam	4	4	N/A	74	-	3.17
	85	64		1,594	-	319

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.

Note: 4 Allstream Centre opened on October 2009

**BOARD OF GOVERNORS - EXHIBITION PLACE
CHEQUE DISBURSEMENTS - OCTOBER 2011
GREATER THAN \$50,000**

Cheque No	Date	Description	Amount
			\$
6434	24/10/2011	CANADA CUSTOMS AND REVENUE	924,610.55
	05/10/2011	ADP CANADA	666,201.39
	04/10/2011	ADP CANADA	394,614.63
	18/10/2011	ADP CANADA	390,784.16
6347	12/10/2011	POLLARD ENTERPRISES LTD.	339,104.98
	26/10/2011	ADP CANADA	333,704.12
	19/10/2011	ADP CANADA	272,341.99
6331	31/10/2011	CITY OF TORONTO	222,689.97
	12/10/2011	ADP CANADA	184,533.80
6421	31/10/2011	ONTARIO MUNICIPAL EMPLOYEES	167,336.58
6355	12/10/2011	LOCAL 58 BENEFITS FUNDS	121,203.93
6250	03/10/2011	CLIFFORD RESTORATION	119,218.28
6256	03/10/2011	DIRECT ENERGY BUSINESS SERVICES	108,853.35
6338	12/10/2011	BELL CANADA	96,925.35
6356	12/10/2011	CITY OF TORONTO	86,001.09
6284	03/10/2011	LIMEN GROUP LTD.	74,541.32
6360	12/10/2011	TRUSTEES OF LOCAL 506	71,572.63
6366	14/10/2011	CHIN RADIO 1540 LTD	63,050.04
6370	18/10/2011	I.B.E.W. 353 TRUST FUND	62,754.51
6254	03/10/2011	CITY OF TORONTO	57,121.82
6310	03/10/2011	TORONOT POLICE SERVICES	54,558.68
6295	03/10/2011	PHOENIX RESTORATION	53,009.38
6359	12/10/2011	LABOURERS' PENSION FUNDS	51,211.13
6296	03/10/2011	POWERTRADE ELECTRIC LTD.	50,471.86
6391	17/10/2011	FOREST RIDGE LANDSCAPING	50,408.16
		DISBURSEMENTS OVER \$50,000	5,016,823.70
		OTHER DISBURSEMENTS	735,597.99
		TOTAL DISBURSEMENT	<u>5,752,421.69</u>

**BOARD OF GOVERNORS OF EXHIBITION PLACE
BALANCE SHEET
AS AT OCTOBER 31, 2011**

	OCTOBER 31 2011	OCTOBER 31 2010
ASSETS		
CURRENT ASSETS		
CASH	\$ 986,081	\$ 1,856,066
SHORT-TERM INVESTMENTS	11,100,000	9,600,000
TRADE ACCOUNTS RECEIVABLE	5,510,104	3,573,702
ALLOWANCE FOR DOUBTFUL ACCOUNTS	(338,388)	(294,264)
NET ACCOUNTS RECEIVABLE	5,171,716	3,279,438
OTHER RECEIVABLE	1,699,728	3,822,937
INVENTORIES	94,251	115,205
PREPAID EXPENSES	415,157	1,010,680
TOTAL CURRENT ASSETS	19,466,933	19,684,326
RECEIVABLE FROM THE CITY OF TORONTO	6,383,993	5,489,830
RECEIVABLE FROM THE CITY OF TORONTO - CAPITAL	2,050,242	1,067,574
RENT RECEIVABLE (STEP UP LEASE)	1,484,214	1,312,170
SUBTOTAL	9,918,449	7,869,574
EQUIPMENT - NET	45,676,252	46,913,024
TOTAL ASSETS	75,061,634	74,466,924
LIABILITIES & EQUITY		
CURRENT LIABILITIES		
ACCOUNTS PAYABLES & ACCRUED LIABILITIES	9,729,985	6,938,233
PROVINCIAL & FEDERAL SALES TAX PAYABLE	572,020	460,002
CONFERENCE CENTRE RESERVE FUND	(369,706)	-
DEFERRED REVENUE	7,630,472	7,495,285
OTHER CURRENT LIABILITIES	595,347	131,185
TOTAL CURRENT LIABILITIES	18,158,118	15,024,705
DUE FROM CNEA	3,035,725	151,755
EMPLOYEE BENEFITS PAYABLE - PSAB	8,132,781	7,287,715
LOAN PAYABLE - ERP PROJECTS	8,033,740	8,021,815
LOAN PAYABLE - FCM CAPITAL ASSET	1,891,712	1,972,574
LOAN PAYABLE - CONFERENCE CENTRE	37,488,721	38,437,406
EQUITY		
NET INCOME (LOSS) CURRENT	(1,268,840)	(742,433)
SURPLUS/(DEFICIT)	(410,323)	4,313,387
SUBTOTAL	(1,679,163)	3,570,954
TOTAL LIABILITIES AND EQUITY	75,061,634	74,466,924

Summary of Sole Source Purchase Activity by Reason – October 1, 2011 to November 15, 2011

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 is the same used by the City of Toronto Purchasing and Material Management Division (PMMD) so as to maintain consistency in reporting.

Procedures for the processing of sole source purchase are outlined below and include due diligence measures to ensure that:

- (1) Detailed explanation is provided for the sole source purchase;
- (2) Sole sourcing is an appropriate method to obtain the needed goods and/or services;
- (3) Proper approvals as outlined in the Board Financial By Law are obtained before processing a sole source purchase; and
- (4) Where possible, the price is in accordance with current market conditions and prices offered to other customers.

Total sole source activity for October and November total \$6,724. The percentage of dollar value of sole source purchasing activity for goods and services compared to the total purchasing expenditures of \$3,324,326 is 0.2% for this period. The revised annual percentage year to date is 3% on purchasing expenditures of \$30,448,696.

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	1	1	\$ 6,724.41
Bridging Contract	0	0	\$ -
Proprietary/Trademark/Patent	0	0	\$ -
Health & Safety Issues	0	0	\$ -
Other Reasons -Used Equipment	0	0	\$ -
Other Reasons - Number of firms with total value of various separate orders exceeding \$3,000 (See Note)	0	0	\$ -
Total	1	1	\$ 6,724.41

CNE 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/Traemark/Patent	0	0	\$ -
Health & Safety Issues	0	0	\$ -
Other Reasons - Used Equipment	0	0	\$ -
Other Reasons - Number of firms with total value of various separate orders exdceeding \$3,000 (See Note)	0	0	\$ -
Total	0	0	\$ -

NOTE: Reporting Protocol requires that staff report on total value of all commitments to any single vendor that in total exceeds \$3,000 for the previous 12 months, where no formal competitive process has taken place.

APPENDIX 'B' - 2012 Sales Mission and Travel Schedule

Date	Tourism Toronto Business Group	Location	Event / Sales Activity / Organizer/ or Marketing Program	Target Audience	Proposed EXPLACE Seller
MC&IT Sales Activities					
ASSOCIATION					
Jan/Feb/March 2012	MC&IT	Toronto, ON	Mowat Bldg Mini Trade Show	Canadian Association	Don Leddy
February 9, 2012	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 Lander
February 9, 2012	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 Lander Laura Purdy Arlene Campbell
February 9-12, 2011	MC&IT	Toronto, ON	Fall in Love With Toronto Fam	Canadian Association	Barb Outschoorn Don Leddy Stephanie Lander
February. 2012	MC&IT	Ottawa, ON	CSAE Ottawa Sales Calls/Monthly Meeting - Topic: Risk Management	Canadian Association	Barb Outschoorn
February 2012 TBD	MC&IT	Ottawa, ON	CSAE Ottawa Sales Calls/Monthly Meeting - Topic: Risk Management	Canadian Association	Barb Outschoorn
March TBA, 2012	MC&IT	Ottawa, ON	March Sales Mission and High Value Account Client Event	Canadian Association	Stephanie Lander
March 2012 TBD	MC&IT	Ottawa, ON	CSAE Ottawa Sales Calls/Monthly Meeting - Topic: Governance	Canadian Association	Stephanie Lander
Spring exact date TBD	MC&IT	Washington, DC	Tourism Toronto Sales Calls: In Market in DC	Canadian Association	Barbara Outschoorn
Fall exact date TBD	MC&IT	Chicago, IL	Tourism Toronto Sales Calls: In Market in Chicago	Canadian Association	Stephanie Lander
April 19, 2012	MC&IT	Ottawa, ON	National Meetings Industry Day	Canadian Association	Barb Outschoorn Don Leddy Stephanie Lander
April 2012 TBD	MC&IT	Ottawa, ON	CSAE Ottawa Sales Calls/Monthly Meeting - Topic: Legal Issues	Canadian Association	Don Leddy
May 9, 2012	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 Lander
May 23-14, 2012	MC&IT	London & Cambridge	CVB Southwestern Signature Event	Canadian Association	Barbara Outschoorn
May 2012 TBD	MC&IT	Ottawa, ON	CSAE Ottawa Sales Calls/Monthly Meeting - Annual General Meeting	Canadian Association	Barb Outschoorn
June 2012.	MC&IT	Ottawa, ON	MPI Ottawa Summer Bash Dinner & Annual General Meeting	Canadian Association	Don Leddy

Date	Tourism Toronto Business Group	Location	Event / Sales Activity / Organizer/ or Marketing Program	Target Audience	Proposed EXPLACE Seller
June 12-13, 2012	MC&IT	Toronto, ON	Ignite Business Event Expo	Canadian Association	Barb Outschoorn Don Leddy Stephanie Lander Laura Purdy
July . 2012	MC&IT	TBD	CSAE (Canadian Society of Association Executives) Annual Summer Summit	Canadian Association	Stephanie Lander Don Leddy
August TBA, 2012	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	Don Leddy
September 2012.	MC&IT	Ottawa, ON	MPI Ottawa Kick-Off Reception	Canadian Association	Barb Outschoorn Don Leddy Stephanie Lander
September 2012 TBD	MC&IT	Ottawa, ON	CSAE Ottawa Sales Calls/Monthly Meeting - Topic: Change Management	Canadian Association	Stephanie Lander
September/October 2012	MC&IT	Toronto, ON	Mowat Bldg Mini Trade Show	Canadian Association	Don Leddy
October 2012 TDB	MC&IT	Ottawa, ON	CSAE Ottawa Sales Calls/Monthly Meeting - Topic: Marketing and Communications	Canadian Association	Don Leddy
Fall exact date TBD	MC&IT	Washington, DC	Tourism Toronto Sales Calls: In Market in DC	Canadian Association	Stephanie Lander
Fall exact date TBD	MC&IT	Chicago, IL	Tourism Toronto Sales Calls: In Market in Chicago	Canadian Association	Don Leddy
October/November 2012	MC&IT	Toronto, ON	Toronto Tourism Education Session	Canadian Association	Barb Outschoorn Don Leddy Stephanie Lander
November 1-3, 2012	MC&IT	Ottawa, ON	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 Lander Laura Purdy
November TBA, 2012	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	Barbara Outschoorn
November 2012 TBD	MC&IT	Ottawa, ON	CSAE Ottawa Sales Calls/Monthly Meeting - Education Seminar	Canadian Association	Barbara Outschoorn
November 2012 TBD	MC&IT	Ottawa, ON	CSAE Ottawa Sales Calls/Monthly Meeting - Topic: Government Relations	Canadian Association	Stephanie Lander
November/December 2012	MC&IT	Toronto, ON	CSAE Festive Event	Canadian Association	Barb Outschoorn Don Leddy Stephanie Lander
November/December 2012	MC&IT	Toronto, ON	MPI Trillium Fetival Luncheon Gala	Provincial Association	Barb Outschoorn Don Leddy Stephanie Lander
December TBA, 2012	MC&IT	Toronto, ON	CSAE Trillium - Festive Luncheon Gala	Provincial Association	Barb Outschoorn Don Leddy Stephanie Lander
December TBA, 2012	MC&IT	Toronto, ON	CSAE Trillium Winter Summit	Provincial Association	Barb Outschoorn Don Leddy Stephanie Lander

Date	Tourism Toronto Business Group	Location	Event / Sales Activity / Organizer/ or Marketing Program	Target Audience	Proposed EXPLACE Seller
December TBA, 2012	MC&IT	Toronto, ON	MPI Toronto Chapter Holiday Gala and Annual Fundraiser	Provincial Association	Barb Outschoorn Don Leddy Stephanie Lander
December TBA, 2012	MC&IT	Ottawa, ON	Ottawa Holiday Event with MPI	Canadian Association	Barb Outschoorn Don Leddy StephanieLander

SPORTS ASSOCIATION & TRADESHOW

February 19, 2012	MC&IT	Toronto, ON	CAEM Awards Dinner	Canadian Association	Laura Purdy Ellen de Boer Arlene Campbell
March 25-28, 2012	MC&IT	San Diego	Society of Independent Show Organizers	US Association	Laura Purdy w/ SMG
June 24-26, 2012	MC&IT	Halifax, NS	Canadian Association of Exposition Management Annual Conference	Tradeshow	Ellen de Boer Hardat Persaud
December 4-6, 2012	MC&IT	Orlando, FL	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, 2012	MC&IT	Toronto, ON	CAEM Holiday Luncheon	Canadian Association	Sales team
Dates TBD	MC&IT	TBD	Show Visit- Client Services Delivery	Tradeshow	Event Coordinators

CORPORATE

TBD	MC&IT	Montreal, QC	Montreal Signature Event - Multiple client appreciation lunches in two areas of Greater Montreal	Canadian Corporate	Tamer Mecky
May 23-14, 2012	MC&IT	London & Cambridge	South Western Ontario Signature Event	Canadian Corporate	Joy Leonte
June 10-11, 2012	MC&IT	Niagara, ON	MPI (Meeting Professionals International) Toronto Education Conference	Canadian Corporate	Joy Leonte Tamer Mecky
June TBD	MC&IT	Toronto (Allstream Centre)	IBE(Ignite Business Event Expo	Canadian Corporate	Joy Leonte, Tamer Mecky, Geoff Mak
June 16, 2012	MC&IT	Toronto, ON	Toronto Signature Event	Canadian Corporate	Joy Leonte, Tamer Mecky, Geoff Mak
June 27, 2012	MC&IT	Mississauga, ON	Toronto West Signature Event	Canadian Corporate	Joy Leonte, Tamer Mecky, Geoff Mak
July 28-31, 2012	MC&IT	St. Louis, USA	MPI (Meeting Professionals International) WEC (World Education Congress)	US Corporate	Geoff Mak
August 21-22, 2012	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 23-25, 2012	MC&IT	Toronto, ON	FICP (Financial & Insurance Conference Planners) Canadian Chapter	Canadian Corporate	Tamer Mecky
October 9-11, 2012	MC&IT	Las Vegas, NV	IMEX America - new worldwide exhibition for incentive travel, meetings and events	International Corporate	Joy Leonte
November 11-14, 2012	MC&IT	Los Angeles	FICP International	US Corporate	Tamer Mecky
Total					\$100,174.92

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