



Management Report
for
The Board of Governors of Exhibition Place
April 2011

Executive Summary

000's	April 2011			Year to date			2010 Actual
	Actual	Plan	Variance	Actual	Plan	Variance	
Revenues	\$ 1,208	\$ 1,254	\$ (46)	\$ 1,518	\$ 1,577	\$ (59)	\$ 1,088
Expenses	\$ (975)	\$ (1,019)	\$ 44	\$ (2,120)	\$ (2,075)	\$ (45)	\$ (1,744)
EBITDA (LBITDA)	\$ 233	\$ 235	\$ (2)	\$ (602)	\$ (498)	\$ (104)	\$ (656)

- For the month ending April 30, 2011, the operating profit for BMO Field of \$233K was \$2K unfavourable to budget.
- Total revenues of \$1.2M for the month were \$46K unfavourable to budget mainly due to lower Food & Beverage revenues (\$41K) and Merchandise Commissions (\$9K).
- Total operating expenses of \$975K for the month were \$44K favourable to budget mainly due to lower Cost of Goods Sold (\$24K) and Full-time and Part-time Salaries & Benefits (\$30K), partially offset by higher Supplies and Services (\$24K).

Events hosted by BMO Field:

	April 2011			2011			
	Actual	Plan	Variance	Actual	Plan	Variance	2010
TFC Games (MLS, Friendly & CONCACAF)	4	4	-	5	5	-	3
CSA Games	-	-	-	-	-	-	-
International Games	-	-	-	-	-	-	-
Other Events	-	-	-	-	-	-	-
TOTAL	4	4	-	5	5	-	3

March 2011 Financials

BALANCE SHEET

The following provides an analysis of key balance sheet items:

- Cash of \$2.8M increased by \$56K from April 30, 2010. The increase was due to cash from operations of \$808K partially offset by the payment of the incentives, rebates and excess cash distributions relating to 2009 of \$756K.
- Accounts Receivable of \$766K is made up primarily of TFC April event settlements (\$343K) to be finalized in May, Corporate Sponsorship receivable which will be collected at the end of the season (\$117K), capital expenditures reimbursement from the City of Toronto (\$102K) to be invoiced in May, marketing and signage sponsorship (\$79K) and expense recoveries from MLSE (\$51K) received in May. BMO Field is currently monitoring receivables and no collection issues are anticipated.
- Accounts Payable and Accrued Liabilities of \$2.8M was made up primarily of \$1.2M payable to MLSE for shared cost recoveries and TFC ticket liability, \$741K in current payables and accruals and TFC's share of suite revenue payable at the end of the season (\$521K).
- Deferred Revenue of \$688K was primarily made up of 2011 suites revenue which will be recognized over the course of the TFC season (April – October).
- Incentives & rebates payable of \$345K will be paid upon completion of the 2010 year-end audit.

PROFIT & LOSS

The Operating Profit for BMO Field for the month ending April 30, 2011 was \$233K. The following provides an analysis of the significant variances in the month:

- Food and Beverage revenues were \$41K or 5% negative to budget in the month as a result of lower average stile count (16,178 actual versus 18,320 budgeted) at the four TFC games in the month resulting in lower sales. The lower sales were partially offset by a higher average F&B quick serve per cap of \$11.14 actual versus \$10.69 budgeted.
- Costs of Goods Sold were \$24K favourable to budget in the month as a result of lower food and beverage sales. For the month, the gross margin percentage was 65.9% versus 64.6% budgeted.
- Full-time salaries & benefits were \$12K positive to budget in the month (year to date, \$35K) due to vacancies.
- Part-time wages were \$18K positive to budget in the month mainly due to lower F&B labour cost for the four TFC games in the month.

- Supplies and Services expenses were \$24K unfavourable to budget in the month (year to date, \$132K) mainly due to higher than anticipated opening costs for the facility due to the early start to the Toronto FC season.

Submitted by:



Peter Church
General Manager
BMO Field

BMO FIELD
BALANCE SHEET
as at April 30, 2011

	<u>April 30, 2011</u>	<u>April 30, 2010</u>	<u>December 31, 2010</u>
ASSETS			
Current Assets			
Cash	\$ 2,839,988	\$ 2,784,067	\$ 2,043,961
Accounts receivable	766,269	687,173	263,101
Prepaid expenses & deposits	88,056	38,978	63,572
Inventory	171,406	188,282	52,364
	<u>3,865,719</u>	<u>3,698,500</u>	<u>2,422,998</u>
Capital Assets	43,310	66,668	59,971
	<u>\$ 3,909,029</u>	<u>\$ 3,765,168</u>	<u>\$ 2,482,969</u>
LIABILITIES AND RETAINED EARNINGS			
Current Liabilities			
Accounts payable and accrued liabilities	\$ 2,839,462	\$ 2,836,231	\$ 1,399,061
Taxes payable	28,337	42,853	111,995
Deferred revenue	688,384	513,655	-
Incentives & rebates payable	344,819	344,819	344,819
	<u>3,901,002</u>	<u>3,737,558</u>	<u>1,855,875</u>
Long-Term Suite Deposits	243,159	239,109	243,159
Retained Earnings	(235,132)	(211,499)	383,935
	<u>\$ 3,909,029</u>	<u>\$ 3,765,168</u>	<u>\$ 2,482,969</u>
Opening Retained Earnings	\$ 383,935	\$ 458,110	\$ 458,110
Operating Profit (Loss)	(619,067)	(669,609)	303,935
Distribution of Excess Cash	-	-	(378,110)
Closing Retained Earnings	<u>\$ (235,132)</u>	<u>\$ (211,499)</u>	<u>\$ 383,935</u>

BMO FIELD
INCOME STATEMENT
For the Four Months Ending April 30, 2011

	April 30, 2011			YTD			
	Actual	Budget	Variance \$	Actual	Budget	Variance \$	2010
Revenues							
Ticketmaster Rebates	\$ 10,400	\$ 5,592	\$ 4,808	\$ 13,617	\$ 6,990	\$ 6,627	\$ 18,195
Club Fees	10,639	11,473	(834)	10,639	11,473	(834)	11,048
Sponsorship	116,813	115,399	1,414	116,813	115,399	1,414	113,136
Contra Sponsorship	2,500	2,500	-	10,000	10,000	-	-
Food and Beverage	722,747	763,575	(40,828)	913,763	961,606	(47,843)	600,246
F&B Third Party Commissions	38,225	45,599	(7,374)	49,190	57,796	(8,606)	36,998
Event Merchandise	12,398	21,632	(9,234)	16,808	27,040	(10,232)	14,529
Suites	98,169	97,801	368	98,825	99,519	(694)	90,995
TFC Usage Fee	65,416	64,640	776	81,770	80,800	970	47,520
CSA Usage Fee	-	-	-	-	-	-	-
CRF	69,881	71,280	(1,399)	86,656	89,056	(2,400)	53,005
Other Usage Fee	51,373	44,640	6,733	109,193	108,160	1,033	92,480
Other Revenue	10,031	10,000	31	10,631	10,000	631	10,000
Total Revenues	\$ 1,208,592	\$ 1,254,131	\$ (45,539)	\$ 1,517,905	\$ 1,577,839	\$ (59,934)	\$ 1,088,152
Expenses							
Cost of Goods Sold	\$ 246,219	\$ 270,656	\$ 24,437	\$ 319,333	\$ 347,382	\$ 28,049	\$ 246,623
Royalty	192,434	202,136	9,702	241,857	254,636	12,779	155,595
Full-Time Salaries	53,297	63,974	10,677	197,077	233,899	36,822	209,147
Part-Time Wages	153,769	171,953	18,184	301,588	323,579	21,991	238,201
Benefits	9,984	10,829	845	41,144	39,357	(1,787)	37,925
Travel and Entertainment	1,379	1,926	547	6,862	8,860	1,998	3,158
Supplies and Services	189,504	165,652	(23,852)	545,238	412,801	(132,437)	378,325
Insurance	11,710	11,625	(85)	46,841	46,500	(341)	43,974
Utilities	40,068	48,100	8,032	126,078	128,100	2,022	141,014
Capital Reserve	33,333	33,333	-	133,333	133,333	-	133,332
Management Fee	18,171	17,952	(219)	72,684	71,808	(876)	70,400
Other	25,461	21,003	(4,458)	88,276	75,513	(12,763)	86,735
Total Operating Expenses	\$ 975,329	\$ 1,019,139	\$ 43,810	\$ 2,120,311	\$ 2,075,768	\$ (44,543)	\$ 1,744,429
Operating Profit before Depreciation, Incentives & Rebates	\$ 233,263	\$ 234,992	\$ (1,729)	\$ (602,406)	\$ (497,929)	\$ (104,477)	\$ (656,277)
Depreciation	4,165	3,333	(832)	16,661	13,333	(2,496)	13,332
Operating Profit before Incentives & Rebates	\$ 229,098	\$ 231,659	\$ (2,561)	\$ (619,067)	\$ (511,262)	\$ (106,973)	\$ (669,609)

NET INFLOW (OUTFLOW) OF CASH RELATED TO THE FOLLOWING ACTIVITIES	Four months ended	
	April 30, 2011	April 30, 2010
OPERATING	\$ 796,027	\$ 907,348
FINANCING	-	49,109
Net Cash Inflow (Outflow) during the period	\$ 796,027	\$ 956,457
Cash, beginning of period	2,043,961	1,827,610
Cash, end of period	\$ 2,839,988	\$ 2,784,067
OPERATING		
Operating loss after incentives and rebates	\$ (619,067)	\$ (669,609)
Amortization of capital assets	16,661	13,332
Cash provided by (used in) non cash working capital items	1,398,433	1,563,625
	\$ 796,027	\$ 907,348
FINANCING		
Long-term deposits	\$ -	\$ 49,109
	\$ -	\$ 49,109
Changes in non-cash working capital balances related to operations		
Accounts receivable	\$ (503,168)	\$ (391,998)
Prepaid expenses	(24,484)	(22,008)
Inventory	(119,042)	(149,258)
Accounts payable and accrued liabilities	1,440,401	1,730,565
Incentives & rebates payable	-	(42,201)
Taxes payable	(83,658)	(66,915)
Deferred revenue	688,384	505,440
Cash provided by (used in) operating activities	\$ 1,398,433	\$ 1,563,625