

Item No. 7



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

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## Executive Summary

000's	JANUARY 2011			2010 Actual
	Actual	Plan	Variance	
<b>Revenues</b>	\$ 22	\$ 21	\$ 1	\$ 19
<b>Expenses</b>	\$ (198)	\$ (203)	\$ 5	\$ (205)
<b>EBITDA (LBITDA)</b>	\$ (176)	\$ (182)	\$ 6	\$ (186)

- For the month ending January 31, 2011, the operating loss for BMO Field was \$176K (\$6K favourable to budget).
- Total revenues of \$22K for the month were \$1K favourable to budget.
- Total operating expenses of \$198K for the month were \$5K favourable to budget. Expenses were lower in the month mainly due to Full-time Salaries & benefits (\$10K) and Utilities (\$2K), partially offset by higher Supplies & Services (\$6K).

## January 2011 Financials

### BALANCE SHEET

The following provides an analysis of key balance sheet items:

- Cash of \$1.6M decreased by \$139K from January 31, 2010. The decrease was due to the payment of the incentives, rebates and excess cash distributions relating to 2009 of \$756K partially offset by Cash from operations of \$601K.
- Accounts Receivable of \$959K is made up primarily of 2011 suite invoices (\$897K), MLS Cup broadcast invoices (\$33K) of which \$28K was received in February, and bubble compensation (\$22K) from MLSE received in February. BMO Field is currently monitoring receivables and no collection issues are anticipated.
- Accounts Payable and Accrued Liabilities of \$618K is made up primarily of \$522K in current payables and accruals and \$64K payable to MLSE for shared cost recoveries.
- Deferred Revenue of \$1.2M represents 2011 suites revenue which will be recognized over the course of the TFC season (April – October).
- Incentives & rebates payable of \$464K will be paid upon completion of the 2010 year-end audit.

## PROFIT & LOSS

The Operating Loss for BMO Field for the month ending January 31, 2010 was \$176K (\$6K favourable to budget). The following provides an analysis of the significant variances in the month:

- Other revenues were \$1K favourable in the month mainly due to the rental of the Roger VIP room by the CMA.
- Full-time salaries & benefits were \$10K positive to budget in the month due to the shifting of full-time contracts to start later in the year and temporary vacancies currently been recruited.
- Supplies and Services expenses were \$6K negative to budget in the month mainly due to higher telephone cost (\$4K) due to delays in switching to a new service provider for our transmission lines.
- Utilities were \$2K positive to budget in the month due to lower anticipated gas (\$1K) expense as a result of lower rates and usage.

Submitted by:

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Peter Church  
General Manager  
BMO Field

**BMO FIELD**  
**BALANCE SHEET**  
as at January 31, 2011

	<u>January 31, 2011</u>	<u>January 31, 2010</u>	<u>December 31, 2010</u>
<b>ASSETS</b>			
<b>Current Assets</b>			
Cash	\$ 1,552,151	\$ 1,691,576	\$ 2,043,961
Accounts receivable	958,530	684,219	263,101
Taxes recoverable	39,694	-	-
Prepaid expenses & deposits	139,999	42,704	63,572
Inventory	52,364	39,024	52,364
	<u>2,742,739</u>	<u>2,457,522</u>	<u>2,422,998</u>
Capital Assets	56,638	80,000	59,971
	<u>\$ 2,799,376</u>	<u>\$ 2,537,522</u>	<u>\$ 2,482,969</u>
<b>LIABILITIES AND RETAINED EARNINGS</b>			
<b>Current Liabilities</b>			
Accounts payable and accrued liabilities	\$ 618,287	\$ 559,765	\$ 1,169,001
Taxes payable	-	24,482	111,995
Deferred revenue	1,157,968	1,066,660	-
Incentives & rebates payable	464,304	387,020	464,304
	<u>2,240,559</u>	<u>2,037,927</u>	<u>1,745,299</u>
Long-Term Suite Deposits	243,159	227,484	243,159
Retained Earnings	315,659	272,112	494,510
	<u>\$ 2,799,376</u>	<u>\$ 2,537,522</u>	<u>\$ 2,482,969</u>
Opening Retained Earnings	\$ 494,510	\$ 458,110	\$ 458,110
Operating Profit	(178,852)	(185,999)	414,510
Distribution of Excess Cash	-	-	(378,110)
Closing Retained Earnings	<u>\$ 315,659</u>	<u>\$ 272,112</u>	<u>\$ 494,510</u>

**BMO FIELD**  
**INCOME STATEMENT**  
For the Month Ending January 31, 2011

	January 2011			January
	Actual	Budget	Variance \$	2010
<b>Revenues</b>				
Contra Sponsorship	2,500	2,500	-	-
Other Usage Fee	19,273	19,040	233	18,675
Other Revenue	600	-	600	-
<b>Total Revenues</b>	<b>22,373</b>	<b>21,540</b>	<b>833</b>	<b>18,675</b>
<b>Expenses</b>				
Full-Time Salaries	47,436	56,642	9,205	44,625
Benefits	9,050	9,509	460	8,894
Travel and Entertainment	1,830	1,500	(330)	1,507
Supplies and Services	45,032	39,419	(5,613)	42,824
Insurance	11,710	11,625	(85)	10,993
Utilities	23,296	25,000	1,704	35,153
Capital Reserve	33,333	33,333	-	33,333
Management Fee	18,171	17,952	(219)	17,600
Other	8,033	8,111	78	9,744
<b>Total Operating Expenses</b>	<b>197,892</b>	<b>203,091</b>	<b>5,199</b>	<b>204,674</b>
<b>Operating Loss before Depreciation, Incentives &amp; Rebates</b>	<b>(175,518)</b>	<b>(181,551)</b>	<b>6,032</b>	<b>(185,999)</b>
Depreciation	3,333	3,333	-	-
<b>Operating Loss before Incentives &amp; Rebates</b>	<b>(178,852)</b>	<b>(184,884)</b>	<b>6,032</b>	<b>(185,999)</b>

**BMO FIELD**  
**STATEMENT OF CASH FLOWS**

<b>NET INFLOW (OUTFLOW) OF CASH RELATED TO THE FOLLOWING ACTIVITIES</b>	<b>One month ended</b>	
	<b>January 31, 2011</b>	<b>January 31, 2010</b>
OPERATING	\$ (491,809)	\$ (173,518)
FINANCING	-	37,484
<b>Net Cash Inflow (Outflow) during the period</b>	<b>\$ (491,809)</b>	<b>\$ (136,034)</b>
<b>Cash, beginning of period</b>	<u>2,043,961</u>	<u>1,827,610</u>
<b>Cash, end of period</b>	<b><u>\$ 1,552,151</u></b>	<b><u>\$ 1,691,576</u></b>
<b>OPERATING</b>		
Operating profit after incentives and rebates	\$ (178,852)	\$ (185,999)
Amortization of capital assets	3,333	-
Cash provided by (used in) non cash working capital items	<u>(316,291)</u>	<u>12,481</u>
	<b><u>\$ (491,809)</u></b>	<b><u>\$ (173,518)</u></b>
<b>FINANCING</b>		
Long-term deposits	<u>\$ -</u>	<u>\$ 37,484</u>
	<b><u>\$ -</u></b>	<b><u>\$ 37,484</u></b>
Changes in non-cash working capital balances related to operations		
Accounts receivable	\$ (695,429)	\$ (389,043)
Prepaid expenses	(76,427)	(25,734)
Accounts payable and accrued liabilities	(550,713)	(545,900)
Taxes payable	(151,689)	(85,287)
Deferred revenue	<u>1,157,968</u>	<u>1,058,445</u>
Cash provided by (used in ) operating activities	<b><u>\$ (316,291)</u></b>	<b><u>\$ 12,481</u></b>