



# Exhibition Place

**FOR INFORMATION**

March 22, 2012

To: Board of Governors of Exhibition Place

From: Dianne Young, Chief Executive Officer

Subject: **Accounts Receivables – Direct Energy Centre,  
Allstream Centre and Exhibition Place as at February 29, 2012**

Summary:

This report provides information with respect to the accounts receivables for the Direct Energy Centre, Allstream Centre and Exhibition Place as at February 29, 2012.

Financial Impact:

There are no financial implications resulting from the adoption of this report at this time.

Decision History:

The Exhibition Place 2009-2012 had a Financial Goal to *maintain a positive operating financial performance across Exhibition Place and all of its business by effectively monitors costs and revenues* and as a Strategy to support this Goal we will *review and revise financial and organizational systems to strengthen controls and processes*.

Accounts Receivables activities for the Direct Energy Centre, Allstream Centre and Exhibition Place are reported to the Board on a monthly basis.

Issue Background:

The Confidential Attachment 1 outlines the accounts receivables outstanding for Direct Energy Centre, Allstream Centre and Exhibition Place for the year ending February 29, 2012, and notes that some monies have been received during the month of March 2012

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Dianne Young  
Chief Executive Officer

## **Attachment 1 – Confidential Information**

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March 22, 2012

To: The Board of Governors of Exhibition Place

From: Dianne Young  
Chief Executive Officer

Subject: **Accounts Receivables – Direct Energy Centre, Allstream Centre & Exhibition Place - as at February 29, 2012**

This report involves the security of property belonging to the City or one of its agencies, boards and commissions.

(1) Rationale For Non-disclosure

As outlined in the public portion of this report, staff are of the view that it would not be in the economic interests of the City or the Board to publicly disclose the information contained in this Attachment.

# Attachment 1 – Confidential Information

Direct Energy Centre  
Accounts Receivable Aging  
as at February 29, 2012

Customer Name	Amount Outstanding	Current	31 - 60 Days	61 - 90 Days	Over 90 Days	COMMENTS	Rec'd after Feb. 29	O/S @ Mar.17 61+ days
	\$	\$	\$	\$	\$			
<b>Completed Events</b>								
Royal Agricultural Winter Fair	539,561	-	529,959	-	9,601	Event services (final) - Nov. 2011 - \$416,959 paid in March	416,959	9,601
Canadian Boat Shows Inc.	136,819	346	136,473	-	-	- Event services - Toronto International Boat Show	-	-
Spirit Event Productions	128,396	128,396	-	-	-	- Event services - Boat Show / Loblaw NKO Conference - Jan./Feb. 2012	14,351	-
Loblaw Inc.	35,797	35,797	-	-	-	- Event services - Loblaw NKO Conference - Feb. 2012	-	-
Customer Accounts- less than \$10,000	60,521	34,821	2,241	8,094	15,365		12,514	23,459
<b>Sub-total</b>	<b>901,095</b>	<b>199,361</b>	<b>668,674</b>	<b>8,094</b>	<b>24,966</b>		<b>443,824</b>	<b>33,060</b>
<b>Future Events</b>								
Marketplace Events LLC	557,422	557,422	-	-	-	Event services estimates - National Home Show	486,608	-
Canadian Restaurant & Food Services	185,413	185,413	-	-	-	- Rent - National Home Show / Canada Blooms - March 2013	185,413	-
MMPI Canada Inc.	148,473	148,473	-	-	-	- <b>Paid in full</b>	148,473	-
Canada Blooms Horticultural Society	120,944	120,944	-	-	-	- <b>Paid in full</b>	120,944	-
MMPI Canada Inc.	47,003	47,003	-	-	-	- Rent - One of a Kind Spring Show - Apr. 2013	-	-
Green Living Enterprises	45,782	45,782	-	-	-	- <b>Paid in full</b>	45,782	-
MMPI Canada Inc.	40,837	40,837	-	-	-	- <b>Paid in full</b>	40,837	-
Spirit Cheer	37,424	37,424	-	-	-	- Rent - UCA Canadian Cheerleader Championships - Apr. 2012	9,356	-
Bicycle Trade Association of Canada	26,780	-	26,780	-	-	- <b>Paid in full</b>	26,780	-
Marketplace Events LLC	25,429	25,429	-	-	-	- <b>Paid in full</b>	25,429	-
Europe Now Enterprises	15,594	-	-	15,594	-	- Rent - Europe Now Show - Sept. 2012	7,000	8,594
Long Valley Productions Inc.	15,594	15,594	-	-	-	- Rent - Spring Bridal Show - Apr. 2012	-	-
People in Motion Inc.	11,844	11,844	-	-	-	- <b>Paid in full</b>	11,844	-
Customer Accounts- less than \$10,000	20,889	20,889	-	-	-	- <b>Paid in full</b>	20,889	-
<b>Sub-total</b>	<b>1,299,427</b>	<b>1,257,054</b>	<b>26,780</b>	<b>15,594</b>	<b>-</b>		<b>1,129,355</b>	<b>8,594</b>
<b>Centerplate</b>	<b>14,792</b>	<b>14,792</b>	<b>-</b>	<b>-</b>	<b>-</b>	Feb. catering commissions + various services	<b>14,440</b>	<b>-</b>
<b>City of Toronto</b>	<b>669,707</b>	<b>-</b>	<b>369,707</b>	<b>-</b>	<b>300,000</b>	Conference Ctr. reserve fund re: Sportsmen's Show / CCRF Allstream 2010	<b>-</b>	<b>300,000</b>
<b>Federation of Canadian Municipalities</b>	<b>223,719</b>	<b>-</b>	<b>223,719</b>	<b>-</b>	<b>-</b>	FCM Grant 2011 - final application	<b>-</b>	<b>-</b>
<b>Accounts with City Legal</b>								
Great Canadian Hockey Show Inc.	75,360	-	-	-	75,360	Rent - Great Cdn. Hockey Show - event cancelled - City Legal - reserved	-	75,360
Faze Publications Inc.	33,089	-	-	-	33,089	Rent - Faze Teen Show - event cancelled - City Legal - reserved	-	33,089
Yeung & Associates	18,623	-	-	-	18,623	Event services - Lunar New Year - Feb. 2007 - City Legal - reserved	-	18,623
Customer Accounts- less than \$10,000	22,855	-	-	-	22,855	Hype That Up Events/4 Walls Productions/ Toronto Int'l Soccer Show	-	22,855
<b>Sub-total</b>	<b>149,928</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>149,928</b>		<b>-</b>	<b>149,928</b>
<b>Sponsorship</b>								
Direct Energy	1,017,000	-	-	1,017,000	-	Naming Rights - Yr. 7 - <b>Paid in full</b>	1,017,000	-
Coca-Cola Bottling Ltd.	107,802	-	-	-	107,802	<b>Paid in full</b>	107,802	-
Ricoh Canada Inc.	29,663	29,663	-	-	-	- Sponsorship - Yr. 2 - 1st installment	-	-
Maple Leaf Consumer Foods	15,264	-	-	-	15,264	Volume based component - 2005/2006	-	15,264
<b>Sub-total</b>	<b>1,169,729</b>	<b>29,663</b>	<b>-</b>	<b>1,017,000</b>	<b>123,066</b>		<b>1,124,802</b>	<b>15,264</b>
	<b>4,428,396</b>	<b>1,500,869</b>	<b>1,288,880</b>	<b>1,040,687</b>	<b>597,960</b>		<b>2,735,837</b>	<b>506,846</b>

100%	35%	29%	24%	12%
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62%	11%
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**Exhibition Place**  
**Accounts Receivable Aging**  
**As of February 29, 2012**

Customer Name	Amount Outstanding	Current	31 - 60 Days	61 - 90 Days	Over 90 Days	COMMENTS	Rec'd after Feb 29	O/S @ Mar 17 61+ days
	\$	\$	\$	\$	\$			\$
<b>Tenants</b>								
Medieval Times & Tournament	189,919	146,095	-	43,824	-	Rental and services.	177,603	-
Liberty Entertainment General	162,949	150,907	12,042	-	-	Rental and services.	157,667	-
Gossip 1475530 Ontario Inc.	120,525	13,859	2,393	4,040	100,234	Utilities & 2009-2011 property tax under appeal; working with MPAC to finalize		104,273
Muzik Clubs Inc.	84,353	58,812	14,435	754	10,352	Property tax & utilities.	18,530	-
Q.E. Theatre	78,797	48,629	573	29,596	-	Rental and services.		29,596
Liberty Entertainment IATSE	66,186	38,108	28,078	-	-	IATSE Services.	28,078	-
Q.E. Theatre F.D.R.	19,165	6,908	-	12,257	-	Rental and services.		12,257
City of Toronto Police Horse Palace	12,269	12,269	-	-	-	Rental and services.		-
Customer Accounts - less than \$10,000	23,284	19,563	388	3,332	-	Total 10 tenants.	14,987	-
<b>Subtotal</b>	<b>757,448</b>	<b>495,150</b>	<b>57,909</b>	<b>93,803</b>	<b>110,586</b>		<b>396,865</b>	<b>146,126</b>
<b>Completed Events</b>								
Festival Management Committee	21,046	-	-	-	21,046	Caribana event rental & services; <b>Paid in full.</b>	21,046	-
Beerlicious	20,978	-	-	-	20,978	Rental and services		20,978
Customer Accounts - less than \$10,000	17,467	144	-	-	17,323	6 customers.	9,099	8,224
Parking Customer Accounts - less than \$10,000	6,419	4,545	-	855	1,019	4 customers		1,874
<b>Sub-total</b>	<b>65,910</b>	<b>4,689</b>	<b>-</b>	<b>855</b>	<b>60,366</b>		<b>30,145</b>	<b>31,076</b>
<b>Future Events</b>								
Princess Margaret Hospital Fdn	31,240	31,240	-	-	-	Rent - Interim & balance payment.		-
Astro Zodiac Enterprises - Wizard World	26,977	22,292	-	-	4,684	Concession buyout, rental and services	12,713	-
Certified General Account Assoc.	12,936	15	12,921	-	-	Rent - Balance. <b>Paid in full</b>	12,936	-
Heart and Stroke Foundation of Ontario	10,083	-	10,083	-	-	Rent - Balance payment.		-
Customer Accounts - less than \$10,000	1,461	-	1,461	-	-	Rent - Balance payment.		-
<b>Sub-total</b>	<b>82,696</b>	<b>53,547</b>	<b>24,465</b>	<b>-</b>	<b>4,684</b>		<b>25,649</b>	<b>-</b>
<b>Maple Leaf Sports &amp; Entertainment</b>								
MLSE, BMO Field	25,642	24,749	-	-	893	Rental and services	7,336	-
<b>Sub-total</b>	<b>25,642</b>	<b>24,749</b>	<b>-</b>	<b>-</b>	<b>893</b>		<b>7,336</b>	<b>-</b>
<b>Accounts with City Legal</b>								
Russian TV & Broadcasting	14,961	-	-	-	14,961	Valarly Meladze concert '07, Galtsev & Vetro Concert '07		14,961
Allen Kaiman	13,325	-	-	-	13,325	Monthly payments due per agreement		13,325
<b>Sub-total</b>	<b>28,286</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>28,286</b>		<b>-</b>	<b>28,286</b>
<b>Ricoh Coliseum</b>								
	377,326	220,868	95,341	2,784	58,332	Show services.	238,554	-
	<b>377,326</b>	<b>220,868</b>	<b>95,341</b>	<b>2,784</b>	<b>58,332</b>		<b>238,554</b>	<b>-</b>
<b>Other</b>								
City of Toronto Economic Development	45,000	-	45,000	-	-	Moving/Reconstruction of The Ned Hanlan @ Hanlan's Point		-
C Power Inc.	32,537	-	-	32,537	-	Trigen Program, 4th quarter 2011, will be paid at the end of Mar/2012.		32,537
Natural Resources Canada	13,058	-	-	-	13,058	Energy Innovators Initiative & ERA-3 (Energy Retrofit Assistance-3) program		13,058
Customer Accounts - less than \$10,000	1,205	-	-	205	1,000	2 Customers.		1,205
<b>Sub-Total</b>	<b>91,800</b>	<b>-</b>	<b>45,000</b>	<b>32,742</b>	<b>14,058</b>		<b>-</b>	<b>46,800</b>
<b>Grand Total</b>	<b>1,429,108</b>	<b>799,003</b>	<b>222,715</b>	<b>130,185</b>	<b>277,205</b>		<b>698,549</b>	<b>252,287</b>

100%	22%	21%	30%	27%
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**Allstream Centre**  
**Accounts Receivable Aging**  
as at February 29, 2012

Customer Name	Amount Outstanding	Current	31 - 60 Days	61 - 90 Days	Over 90 Days	COMMENTS	Rec'd after Feb. 29	O/S @ Mar.17 61+ days
	\$	\$	\$	\$	\$			
<b>Completed Events</b>								
Customer Accounts- less than \$10,000	5,248	424	-	4,825	-	Event services - various Jan./Feb. shows	4,825	4,825
<b>Sub-total</b>	<b>5,248</b>	<b>424</b>	<b>-</b>	<b>4,825</b>	<b>-</b>		<b>4,825</b>	<b>4,825</b>
<b>Future Events</b>								
Canadian Wind Energy Association	43,375	43,375	-	-	-	Rent - CANWEA Conference - Sept. 2012	43,375	-
Canadian Intellectual Property	17,069	-	-	-	17,069	Rent - Patent Agent Examinations - Apr. 2012	-	17,069
Social Justice Tribunals Ontario	16,213	16,213	-	-	-	Rent - Social Justice Tribunals Ontario Conference - Apr. 2012	-	-
University of Toronto Faculty of Medicine	15,505	15,505	-	-	-	Rent - CME Congress - June 2012	-	-
Iyengar Yoga Association of Canada	15,423	15,423	-	-	-	Rent - Iyengar Yoga Annual Conference - June 2012	11,143	-
The Real Property Institute of Canada	10,945	-	10,945	-	-	Rent - RPIC FCS 2012 Conference - May 2012	10,945	-
Customer Accounts- less than \$10,000	21,521	14,733	6,788	-	-		11,727	-
<b>Sub-total</b>	<b>140,050</b>	<b>105,248</b>	<b>17,734</b>	<b>-</b>	<b>17,069</b>		<b>77,190</b>	<b>17,069</b>
<b>Cerise Fine Catering</b>	<b>115,324</b>	<b>115,324</b>	<b>-</b>	<b>-</b>	<b>-</b>	Feb. catering commissions	<b>113,485</b>	<b>-</b>
<b>Accounts with City Legal</b>								
Empire Entertainment Group	19,228	-	-	-	19,228	Rent due re: catering shortfall - Bollywood Party - July 2010	-	19,228
	<b>279,850</b>	<b>220,996</b>	<b>17,734</b>	<b>4,825</b>	<b>36,296</b>		<b>195,500</b>	<b>41,121</b>

100%	79%	6%	2%	13%
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70%	15%
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