



Exhibition Place

# **Management Report**

January 31, 2017

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## Executive Summary

- Combined Operating Income (Loss) for Exhibition Place and Allstream Centre for the month ending January 31, 2017 before net naming fees, building loan interest and amortization expense for the Allstream Centre was an income of \$687,616 compared to a budgeted income of \$284,657 for a favourable variance of \$402,959.
- Net Income for Exhibition Place and Enercare Centre for the month ending January 31, 2017 was \$635,560 compared to budget net income of \$217,429 for a favourable variance of \$418,131.
- Operating Income (Loss) before interest and amortization expense for Allstream Centre for the month ending January 31, 2017 was (\$45,099) compared to a budget loss of (\$18,189) for an unfavourable variance of (\$26,910).
- The Sales & Marketing team secured 28 new events for Exhibition Place from mid-December to end of January
- BMO Field hosted the NHL Centennial Classic game on January 1<sup>st</sup>, between the Toronto Maple Leafs and the Detroit Red Wings (Toronto prevailed 5 to 4 in overtime!), and Exhibition Place was very pleased to host the 100,000 sq.ft. Pregame Fan Activation Zone on December 31 and into January 1. This history-in-the-making event was a huge success.

## January 2017 Financials for Combined Exhibition Place and Allstream Centre

Combined Operating Income (Loss) for Exhibition Place and Allstream Centre for the month ending January 31, 2017 before net naming fees, building loan interest and amortization expense for the Allstream Centre was an income of \$687,616 compared to a budgeted income of \$284,657 for a favourable variance of \$402,959.

## Exhibition Place

Net Income for Exhibition Place and Enercare Centre for the month ending January 31, 2017 was \$635,560 compared to budget net income of \$217,429 for a favourable variance of \$418,131.

- Rental income from events of \$1,392,752 is favourable to budget by \$45,212 primarily due to higher than budgeted rental income from the Boat Show offset by budget timing of new business.
- Net electrical income of \$136,243 are favourable to budget by \$42,070 primarily due to higher than budgeted electrical commissions from the Boat Show offset by budget timing of new business.
- Food & Beverage concessions of \$106,977 are unfavourable to budget by (\$54,017) primarily due to budget timing of new events.
- Show services revenue from third party billings at \$151,931 is unfavourable to budget by (\$369,587) primarily due to lower than budgeted net services income from the Boat Show and budget timing of new events.
- Net parking income at \$485,986 is favourable to budget by \$21,494 primarily due to the Boat Show and budget timing of new events.
- Program recoveries and interest income at \$43,377 are favourable to budget by \$6,877 primarily due to higher recoveries of services from RICOH and BMO Field offset by lower than budgeted interest income.
- Direct and indirect expenses at \$2,048,087 are favourable to budget by \$678,620 primarily due to lower utilities due to the energy savings initiatives and lower operational costs. Indirect expenses include costs from various departments; these are Chief Executive Officer, Chief Financial Officer and Corporate Secretary, General Manager, Marketing/Event Services, 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.

Enercare Centre accounts receivable as at January 31, 2017 was \$1,670,471 consisting primarily of:

- \$896,758 for services on future events of which \$754,259 (84%) has been received by March 7, 2017.
- \$574,356 for services on completed events of which \$102,357 (18%) has been received by March 7, 2017.
- \$133,131 owed by Spectra of which \$93,052 (70%) has been received by March 7, 2017.

Exhibition Place accounts receivable as at January 31, 2017 was \$5,824,835 consisting primarily of:

- \$1,315,333 owed by MLSE - BMO Field for payroll costs and utilities of which \$312,516 (24%) have been received by March 7, 2017.
- \$982,309 owed by tenants of which \$288,453 (29%) has been received by March 7, 2017. Collection efforts are made by staff on a regular basis to collect all outstanding amounts.
- \$893,104 owed by City of which \$145,260 (16%) has been received by March 7, 2017.
- \$421,318 owed by MLSE (Ricoh) for services of which \$253,270 (60%) has been received by March 7, 2017.
- \$107,127 for show services on completed events of which \$9,799 (9%) has been received by March 7, 2017.
- \$62,659 owed by MLSE, BioSteel Centre for payroll and utility costs of which \$23,156 (37%) has been received by March 7, 2017.
- \$1,268,853 owed by the CNEA of which \$950,793 (75%) has been received by March 7, 2017.
- \$36,960 of deposits owed as contractual for future events of which \$35,901 (97%) has been received by March 7, 2017.

### **Allstream Centre**

Operating Income (Loss) before interest and amortization expense for Allstream Centre for the month ending January 31, 2017 was (\$45,099) compared to a budget loss of (\$18,189) for an unfavourable variance of (\$26,910).

- Rental income of \$12,833 is unfavourable to budget income by (\$76,211) primarily due to budget timing of new events.
- Food & Beverage concessions of \$46,416 are unfavourable to budget by (\$13,302) primarily due to budget timing of new events.
- Net electrical income of \$7,292 is favourable to budget by \$1,968 primarily due to budget timing of new events.
- Show services revenue from third party billings of \$38,093 is unfavourable to budget by (\$40,647) primarily due to budget timing of new events.
- Net parking services income of \$6,683 is favourable to budget by \$7,744 primarily due to budget timing of new business.
- Direct and indirect expenses at \$140,221 are favourable to budget by \$71,373 primarily due to lower utilities due to the energy savings initiatives lower than budgeted operational costs. 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 as at January 31, 2017 was \$472,758 consisting primarily of:

- \$226,981 owed by Cerise Fine Catering of which 167,310 (74%) has been received by March 7, 2017.

- \$100,359 owed as contractual deposits for future events of which \$43,986 (44%) has been received by March 7, 2017.
- \$85,854 for services on completed events of which \$22,276 (26%) has been received by March 7, 2017.
- \$59,563 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.

## **Sales and Marketing**

### **December 15, 2016 – January 2017 Sales Effort**

During this period, the Sales & Marketing team secured 28 new events for Exhibition Place. The events are categorized as follows:

- 8 meetings & conventions
- 1 trade & consumer shows / festivals
- 1 film/photo shoot
- 2 sporting events/pre-game events
- 1 other

### **Business Travel**

Marvin Self attended PCMA Convening Leaders from January 8<sup>th</sup> to 8<sup>th</sup> in San Antonio Texas. This event was attended by 4,000 associate suppliers and associate professionals. The PCMA Canada East & West Chapters were well represented. U.S. based associations had a strong presence, as did Tourism Toronto and MTCC, which hosted the Imaginarium showcase. Several new leads were identified and are being pursued with our partners at Tourism Toronto.

Barb Outschoorn attended the first CSAE Ottawa chapter lunch and learn series on January 17<sup>th</sup>. This first time event was well attended and offered the opportunity to network with industry prospects. Meetings were scheduled around this lunch and learn event with prospective clients.

Don Leddy attended the CSAE Trillium Chapter Winter summit from January 18<sup>th</sup> to 20<sup>th</sup>. This event offers very good education and networking opportunities with executive level members. Over 300 attendees participated in this two day program. As a committee member, Don had opportunity for podium time during a session to speak about Allstream Centre, which was credited as a sponsor in the conference wrap up.

Wassim Dawoud attended the CanSPEP business summit on January 12<sup>th</sup> at Hilton Mississauga/Meadowvale. This full day interactive workshop was attended by meeting planners and suppliers and included a networking lunch.

Stephanie Lander and Wassim Dawoud attended the MPI Signature Series meeting on January 11<sup>th</sup>. This event was attended by a mix of meeting planners and suppliers at Bonnie Gordon College and included a networking reception followed by a team building activity.

Geoff Mak (Past President of MPI Toronto Chapter) attended the MPI Toronto Board Retreat in Toronto on January 15<sup>th</sup> and 16<sup>th</sup>. The retreat gathers the 20 members of the Chapter Leadership Team to plan and evaluate strategies and events.

## Publicity

**Allstream Centre:** 19 hits

**Top Stories:** Dragon Ball 2017, Toronto International Boat Show, Resilient Cities workshop, Allstream to be re-branded as Beanfield Centre.

**Enercare Centre:** 56 hits

**Top Stories:** Toronto International Boat Show, National Bridal Show, RC Show 2017.

**Exhibition Place:** 66 hits

**Top Stories:** Centennial Classic, Toronto International Boat Show, Ontario Place set to re-open, 10 Weirdest Yelp Reviews of Toronto (features the Exhibition Place Wind Turbine), Hotel X hotelier wins award for his Budapest Hotel.

## Social Media

	January
<b>Impressions</b>	<ul style="list-style-type: none"><li>Twitter – 72,100</li><li>Facebook – 1,546,697</li></ul>
<b>Number of Posts</b>	<ul style="list-style-type: none"><li>Twitter – 163</li><li>Facebook - 22</li></ul>
<b>Growth</b>	<ul style="list-style-type: none"><li>Twitter – 107</li><li>Facebook – 23</li></ul>

## Event Management Services

Event and Meeting Co-ordinators and Exhibitor Services staff at Exhibition Place, Enercare Centre and Allstream Centre (AC) were involved in the following events:

Exhibitions/Meetings/Conventions/Corporate Events	
January 2017	
<ul style="list-style-type: none"><li>NHL Centennial Classic</li><li>The Handmaids Tale TV Series</li><li>Toronto International Boat Show</li><li>Board of Governors Meeting (AC)</li><li>CNE Advisory Council &amp; CNE Research Presentation (AC)</li><li>Tenant Meeting (AC)</li></ul>	<ul style="list-style-type: none"><li>Dragon Ball (AC)</li><li>NMMA Hall of Fame (AC)</li><li>Peter Munk Cardiac Centre (AC)</li><li>SEA Sustainability Conference (AC)</li><li>CNEA Advisory Council Meeting (AC)</li><li>CatIQ's Canadian Catastrophe Conference (AC)</li></ul>

## Event Services

The year began with the NHL Centennial Classic game, on January 1<sup>st</sup>, between the Toronto Maple Leafs and the Detroit Red Wings (5 to 4 Toronto win in overtime!). A Pregame Fan Activation Zone used 100,000 sq. ft. in Lot 852 south of BMO Field on December 31, 2016 into January 1, 2017. The event producers were pleased with the services provided for this event.

Event Services staff also serviced the Toronto International Boat Show; the date change to later in January gave MLSE the ability to install an extra 7000 temporary seats in parking lot 852 to support the NHL event. The Boat Show requires extensive preparations, and the later dates also gave staff more time to prepare a detailed waste plan which worked tremendously well. Staff also conducted studies to analyze the waste (plastic boat covers, wood and carpeting) and optimize the use of equipment and manpower. The weather was milder than it has been for

prior Boat Shows, which may have contributed to a higher attendance at both the preview day and throughout the show.

A late booking was received for the TV series The Handmaids Tale. The client reported a very positive experience.

### **Exhibitor Services**

Exhibitor services serviced The Toronto International Boat Show during January, in addition to processing exhibitor orders for six February events.

The process of transitioning Exhibitor Services and Parking Services duties to Showtech Power and Lighting has begun and currently most of the duties and responsibilities of Exhibitor Services have been re-aligned to other departments. Several internal departmental meetings with the heads of Finance, Events, and Parking have been scheduled and continue into February.

### **Allstream Centre**

Allstream Centre hosted nine events during January 2017, These included two meetings by the CNE, one tenant meeting and the first Board of Governors meeting for the year. Returning clients included Peter Munk and the Cerise-booked Dragon Ball Gala. New this year to the Allstream centre was CatIQ, SEA Sustainability Symposium and the Cerise booked NMMA Hall of Fame Award Breakfast.

### **Parking**

Parking activity for the month of January commenced with the Heritage Classic featuring Toronto Maple Leafs vs. Detroit Red Wings at BMO Field with an extensive traffic plan in place for the celebrities and patrons. Immediately after this event, tear down commenced in preparation for the Toronto International Boat Show; the grandstands from Lot 852 and Princes' Blvd. were dismantled and Princes' Blvd. re-opened on Friday night for the Boat Show's charity event, as well as the inventory in Lot 852. Boat Show attendance increased by 10% compared to 2016, with over 77,000 guests. Parking revenue for the Boat Show increased 3.4% and is 2.6% above budget for the month of January

### **IT/Telecommunications**

The IT Department has begun the procurement of equipment in order to deploy an upgraded WiFi system which includes additional outdoor Access Points for greater coverage, as well as a new controller and software that support 802.11ac Wave2 .

Wave2 802.11 ac WIFI is the latest and fastest wireless internet standard, which allows users with compatible end user devices to take advantage of bandwidth exceeding 1 Gbps. Telecommunications industry statistics predict that by 2019 the majority of fixed IP traffic will be WiFi, exceeding wired traffic by 21%. With this technology, and other enhancements made with this upgrade, Exhibition Place will remain at the forefront of facilities ready for tech demanding events as well as being capable of upgrading operations based systems for IOT ("Internet of Things) devices.

The IT department has been involved in the client services order desk transition and is making changes to the ordering software to accommodate this change of operation. IT has also been working closely with the ADP implementation team in order to facilitate a smooth transition to the cloud for payroll and HR functions.

## Building Operations

### Electrical

- Assisted RBI Electric with Enercare Centre hall lighting and heat tracing issues
- Assisted HVAC with Enercare Centre supply air fan and Allstream Centre exhaust fan issues
- Assisted Superior Door with repairs to garage rapid roll up doors/air curtains
- Completed ESA issues in BLC, Horse Palace, Carpentry cubicle and the QE Building
- Completed repairs to various parking kiosks
- Reset grounds time clocks
- Repaired Enercare loading dock air curtains
- Repaired Finance call system
- Replaced faulty Horse Palace solar panel meter
- Replaced brass inserts for outlets in the Enercare galleria
- Replaced Uninterrupted Power Supply unit in the GS security control room
- Replaced communication cabling in Facilities and for Better Living Centre cash office camera
- Repaired Better Living Centre exterior lighting issues heater in basement
- Traced building automation fibers
- Trouble shoot Enercare automatic washroom flushing and Grounds metering issues

### Mechanical

- Completed various floor repairs using epoxy compound in Halls A and B and Industry Bldg.
- Completed Carpet repair in Salon 109
- Continued work on new offices for Parking, Security and Corporate Secretary
- Installed new panel for the Enercare Centre west garage entrance
- Prepared and assisted the Boat Show move in and out, and completed related damages
- Repaired roll up doors #1, #7, #11, #28, #49, Enercare garage west entrance and exit
- Repaired water leaks in the south Galleria of Enercare, Industry Building and West Annex

### Facility Services

- Successfully delivered Production Services, Housekeeping, and Labour services for the 2017 Centennial Winter Classic, Toronto International Boat Show, and all related events
- Provided snow removal and salting services where required ensuring our shows, events and tenant functions were maintained to the best possible standards
- Refreshed the Living Wall outside of Hall D in the Enercare
- Undertook a maintenance effort to ensure the quality and functionality of the points of connection for the projection system at the Allstream Centre
- Reviewed and tested functionality of all audio visual systems in the Enercare Centre salons and currently in the process of rectifying deficiencies reported
- Hosted a one week long training session for Production Services employees covering multiple disciplines and skill sets including a first time practical rigging course in our facility
- Held Elevated Work Platform training for Housekeeping and Labour Departments
- Reviewing Production equipment currently housed in the Allstream Centre, with a focus on limiting liability to the Board of Governors
- Completed Toolbox Talks on topics including the rigging of signs for Boat Show; smoking in enclosed areas; Housekeeping attendance; uniform policy; breaks and lunches; as well as event specific show information to promote a customer service oriented environment
- Currently exploring and preparing the purchasing of furniture, fixtures, and equipment under the special appropriations budget
- Participated in the review of our current fleet and made recommendations based on our current business requirements
- Completed or in the process of completing Working at Heights certification for our Facility and Production Coordinators ensuring compliance with new legislation

- Set up a new waste diversion area under the Gardiner Expressway and succeeded in making it functionally operational; previous location, at the west-end cubicle in Lot 854, is slated for demolition to allow for more parking

### **EXcellence in Action**

Nancy Bush of University of Toronto sent an email dated January 24<sup>th</sup> to Marvin Self; “The facility is lovely. Andrew Landrigan was absolutely fantastic – kudos to him. Nick and Anna Laura from Cerise were great and the food was very good. The AV staff were also excellent, very conscientious.”

Brian Smith and Geoff Mak received an email dated February 14<sup>th</sup> from Kadi-Ann Blyden of Enercare Inc.; “You and the catering staff were fantastic to work with and we couldn't have pulled off a successful event without you. Great work & thank you so much for accommodating us.”

Danielle Chateau of George Brown College School of Hospitality & Tourism Management sent an email dated February 14<sup>th</sup> to Don Leddy and Andrew Landrigan; “Thank you again for taking time out of your schedules to speak with my students for the day. The presentation that you both gave was outstanding and fit with our curriculum really well. I know that the students really appreciated the opportunity to hear from you both and see some of the facilities that you offer to clients.”

Dario Guescini, also of GBC's School of Hospitality & Tourism Management, also sent an email dated February 14<sup>th</sup> to Don and Andrew; “I would like to thank you both once again for welcoming us yesterday. I was very impressed with the presentation and the organization for the day. Our students were fortunate to spend the day with you.”

### **Spectra by Comcast Spectacor**

Forty-five new Bypass POS units were distributed to all food outlets and sub-contractors for the Boat Show. Bar revenues were higher and food revenues slightly higher. The Food Court set up worked well and show management very happy with all catering events and services. The Boat Show was a good event overall in terms of revenue and the cashier system to keep track of trending items and sales going forward; it provides a better audit report and fact finding is made easy by this system.

### **Cerise Fine Catering**

January is typically a slow month, however we had the pleasure of serving 2,300 guests this past month. Cerise welcomed back repeat clients, and new client, the University of Toronto Sustainability Conference.

Our friends at the Yee Hong Community Wellness Foundation returned after a one year lapse with the 28<sup>th</sup> Annual Dragon Ball Gala. This colourful and entertaining evening drew 1,100 guests into Allstream Centre. Chef Kai prepared an infused menu that started with hors d'oeuvres of Quebec duck with soy and ginger pineapple and Yukon crab cakes with orange chili pepper emulsion and red daikon seedlings. The four course dinner included Hoisin glazed pork terrine with black mission figs, lemon grass scented shrimp ravioli, beef short ribs braised with five spices, and dauphinoise potato, baby carrots and sesame scented broccolini. A vegan option consisted of a stuffed Ontario hot house bell pepper with ancient grains, tempeh, beans and vegetable brunoise. Dessert featured a delectable passion fruit mousse on angel cake in a white chocolate bowl with coulis. Cerise looks forward to making the Chinese New Year celebration a staple for the Allstream Centre.



Submitted by:

Arlene Campbell  
General Manager, Sales & Event Management

Submitted by:

Dianne Young  
CEO, Exhibition Place

APPENDIX A

**Combined Exhibition Place and Allstream Centre  
Financial Summary**

	<b>Statement Of Operations Highlights</b>		
	<b>For the one month ended January 31, 2017</b>		
	<b>Actual</b>	<b>YTD Budget</b>	<b>Fav (Unfav) Variance</b>
	<b>\$</b>	<b>\$</b>	<b>\$</b>
Event Income	2,875,924	3,222,958	(347,034)
Direct Expenses	270,275	316,129	45,854
Indirect Expenses	1,918,033	2,622,172	704,139
<b>Operating Income (Loss) before building loan interest, amortization and naming fees</b>	<b>687,616</b>	<b>284,657</b>	<b>402,959</b>
Interest expense - Allstream Centre	136,599	136,599	-
Amortization expense - Allstream Centre	129,216	129,216	-
<b>Operating Income (Loss) before naming fees</b>	<b>421,801</b>	<b>18,842</b>	<b>402,959</b>
Contribution from (to) Conference Centre Reserve Fund	255,846	228,936	26,910
<b>Net Income (Loss)</b>	<b>677,647</b>	<b>247,778</b>	<b>429,869</b>

(1) Operating Income for the Board before interest on City loan, amortization of building improvements net of contribution from naming fees is \$687,616 compared to a budgeted Operating Income of \$284,657 for a favourable variance of \$402,959.

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

**EXHIBITION PLACE  
FINANCIAL STATEMENT HIGHLIGHTS  
JANUARY 2017 AND COMPARATIVES**

	MONTH			2016 YTD	
	ACTUAL	BUDGET	VARIANCE	ACTUAL	YOY VARIANCE
Number of Events	3			6	(3)
	<b>\$</b>	<b>\$</b>	<b>\$</b>	<b>\$</b>	<b>\$</b>
Direct Event Income	1,598,619	1,782,518	(183,899)	1,805,150	(206,531)
Ancillary Income	257,748	359,836	(102,088)	329,157	(71,409)
Advertising and Sponsorship	6,250	14,167	(7,917)	5,314	936
Rent-MLSE-Ricoh Coliseum	73,782	75,115	(1,333)	75,346	(1,564)
Naming Rights	97,155	85,417	11,738	97,155	-
Parking EP	697,387	658,500	38,887	595,959	101,428
Parking - BMO Events	6,484	17,500	(11,016)	6,357	127
Program Recoveries and Other	43,377	36,500	6,877	19,258	24,119
<b>Total Event Income</b>	<b>2,780,802</b>	<b>3,029,553</b>	<b>(248,751)</b>	<b>2,933,697</b>	<b>(152,894)</b>
Direct Expenses	264,770	291,967	27,197	309,218	(44,448)
Indirect Expenses	1,783,317	2,434,740	651,423	2,110,000	(326,683)
Naming Rights	97,155	85,417	(11,738)	97,155	-
<b>Total Event Expenses</b>	<b>2,145,242</b>	<b>2,812,124</b>	<b>666,882</b>	<b>2,516,374</b>	<b>(371,132)</b>
<b>Net Income (Loss)</b>	<b>635,560</b>	<b>217,429</b>	<b>418,131</b>	<b>417,323</b>	<b>218,238</b>

**ALLSTREAM CENTRE  
FINANCIAL STATEMENT HIGHLIGHTS  
JANUARY 2017 AND COMPARATIVES**

	MONTH			2016 YTD	
	ACTUAL	BUDGET	VARIANCE	ACTUAL	YOY VARIANCE
Number of Events	4	(Note 1)		8	(4)
	<b>\$</b>	<b>\$</b>	<b>\$</b>	<b>\$</b>	<b>\$</b>
Direct Event Income	33,307	111,131	(77,824)	35,204	(1,897)
Ancillary Income	54,823	69,013	(14,190)	27,895	26,928
Parking Revenue	6,992	13,261	(6,269)	7,600	(608)
<b>Total Event Income</b>	<b>95,122</b>	<b>193,405</b>	<b>(98,283)</b>	<b>70,699</b>	<b>24,423</b>
Direct Expenses	5,505	24,162	18,657	3,071	(2,434)
Indirect Expenses	134,716	187,432	52,716	152,545	17,829
<b>Total Event Expenses</b>	<b>140,221</b>	<b>211,594</b>	<b>71,373</b>	<b>155,616</b>	<b>15,395</b>
<b>Operating Income (Loss) before building loan interest &amp; amortization and naming fees</b>	<b>(45,099)</b>	<b>(18,189)</b>	<b>(26,910)</b>	<b>(84,917)</b>	<b>39,818</b>
Interest expense	136,599	136,599	-	141,016	4,417
Amortization expense	129,216	129,216	-	129,216	-
<b>Operating Income (Loss) before naming fees</b>	<b>(310,914)</b>	<b>(284,004)</b>	<b>(26,910)</b>	<b>(355,149)</b>	<b>44,235</b>
Contribution from Conference Centre Reserve Fund	255,846	228,936	26,910	202,549	53,297
<b>Net Income (Loss) before transfers</b>	<b>(55,068)</b>	<b>(55,068)</b>	<b>-</b>	<b>(152,600)</b>	<b>97,532</b>

Note 1. 2017 Allstream Centre Total Event Income Budget was based on Proforma and 2016 actual.

**ENERCARE CENTRE AND ALLSTREAM CENTRE  
EVENT STATISTICS  
FOR THE ONE MONTH ENDED JANUARY 31, 2017**

**ENERCARE CENTRE**

	<u>MONTH ACTUAL</u>	<u>YTD ACTUAL</u>	<u>PRIOR YEAR ACTUAL</u>
Attendance [Note:1]	70,130	70,130	127,354

<u>EVENT</u>	ACTUAL # OF EVENTS			(NOTE 3) NET EVENT INCOME		(NOTE 2) REFRESHMENT PER CAP'S
	2017	2016	2015	ACTUAL	BUDGET	ACTUAL
	#	#	#	\$ (IN '000'S)	\$ (IN '000'S)	
Consumers Show	1	5	3	1,460	1,232	5.23
Trade Show	0	0	0	-	-	-
Exam	0	0	0	-	-	-
Photo/Film Shoot	1	1	0	6	-	-
Meeting/Corporate	0	0	0	-	-	-
	<u>2</u>	<u>6</u>	<u>3</u>	<u>1,466</u>	<u>1,232</u>	<u>-</u>

**ALLSTREAM CENTRE**

<u>EVENT</u>	ACTUAL # OF EVENTS			(NOTE 3) NET EVENT INCOME		(NOTE 2) REFRESHMENT PER CAP'S
	2017	2016	2015	ACTUAL	BUDGET	ACTUAL
	#	#	#	\$ (IN '000'S)	N/A	
Gala	1	0	0	185	-	-
Conference	2	2	2	10	-	74.45
Reception	1	2	0	-	-	38.33
Meeting	0	4	4	-	-	-
Photo/Film Shoot	0	0	0	-	-	-
Exam	0	0	0	-	-	-
	<u>4</u>	<u>8</u>	<u>6</u>	<u>195</u>	<u>-</u>	<u>-</u>

Note: 1 Attendance estimates provided by Show Management.

Note: 2 Refreshment per cap's based on information reported by Ovations/Cerise.

Note: 3 Net event income includes rent and services, ancillary income includes catering and electrical commissions.

**CHEQUE DISBURSEMENTS - JANUARY 2017  
GREATER THAN \$50,000**

Cheque No	Date		Amount	Description
	04/01/2017	ADP CANADA	224,379.05	HOURLY PAYROLL
	11/01/2017	ADP CANADA	295,052.46	HOURLY PAYROLL
	18/01/2017	ADP CANADA	146,318.50	HOURLY PAYROLL
	25/01/2017	ADP CANADA	175,164.81	HOURLY PAYROLL
	05/01/2017	ADP CANADA	340,420.40	SALARY PAYROLL
	19/01/2017	ADP CANADA	360,522.44	SALARY PAYROLL
10944	18/01/2017	POI BUSINESS INTERIOS	54,876.87	CAPITAL WORKS - VARIOUS
10809	06/01/2017	CITY OF TORONTO	55,816.55	2016 NOVEMBER WATER
10951	18/01/2017	ROYAL BANK OF CANADA	60,869.90	SICK BANK PAY OUT TO RRSP
10883	18/01/2017	AC TECHNICAL SYSTEMS	62,786.62	CAPITAL WORKS - VARIOUS
10773	29/01/2017	CITY OF TORONTO	63,099.52	2017 JANUARY FCM SEMI ANNUAL LOAN PAYMENT
10914	18/01/2017	ENBRIDGE	72,492.32	2016 DECEMBER ENBRIDGE
10848	12/01/2017	CITY OF TORONTO, FINANCE DIVISION	80,265.38	2017 JANUARY PREMIUM FOR DENTAL & LIFE
10989	26/01/2017	CANADIAN NATIONAL EXHIBITION ASSOCIATION	81,771.38	2016 FOOD BUILDING EXHIBITOR SERVICES
10843	12/01/2017	BIRD MECHANICAL LTD.	96,259.05	CAPITAL WORKS - REPLACE CHILLERS
10877	12/01/2017	LOCAL 58 BENEFITS FUND	116,286.80	2016 DECEMBER UNION DUES
10839	10/01/2017	ONTARIO MUNICIPAL EMPLOYEE RETIREMENT SYSTEM	169,301.70	2016 DECEMBER REMITTANCE
10993	26/01/2017	CERISE FIND CATERING	171,428.57	F&B FOR ALLSTREAM EVENT
10772	01/01/2017	CITY OF TORONTO	193,996.56	2017 JANUARY LOAN PAYMENT
11054	30/01/2017	CANADA CUSTOMS AND REVENUE AGENCY	257,670.31	2016 DECEMBER REMITTANCE
10986	26/01/2017	BIRD MECHANICAL LTD.	294,793.16	CAPITAL WORKS - REPLACE CHILLERS
10896	18/01/2017	BIRD MECHANICAL LTD.	342,627.30	CAPITAL WORKS - REPLACE CHILLERS
10778	31/01/2017	CITY OF TORONTO	525,156.82	2017 DISTRICT ENERGY SYSTEM PROJECT
11036	26/01/2017	TORONTO HYDRO-ELECTRIC SYSTEM LTD.	545,788.25	2016 DECEMBER REMITTANCE
11055	30/01/2017	CITY OF TORONTO	1,250,000.00	2017 JANUARY TERM INVESTMENT
		<b>DISBURSEMENTS OVER \$50,000</b>	<b>6,037,144.72</b>	
		<b>OTHER DISBURSEMENTS</b>	<b>1,226,420.15</b>	
		<b>TOTAL DISBURSEMENTS</b>	<b>7,263,564.87</b>	

**BOARD OF GOVERNORS OF EXHIBITION PLACE  
BALANCE SHEET  
AS AT JANUARY 31, 2017**

	2017 January \$	2016 January \$
<b>FINANCIAL ASSETS</b>		
CASH	3,719,410	3,868,595
SHORT-TERM INVESTMENTS	1,250,000	4,250,000
TRADE ACCOUNTS RECEIVABLE	7,819,764	5,429,524
ALLOWANCE FOR DOUBTFUL ACCOUNTS	(848,544)	(702,107)
NET ACCOUNTS RECEIVABLE	6,971,220	4,727,417
SALES TAX RECOVERABLE	149,498	90,663
OTHER RECEIVABLE	625,638	1,293,280
RECEIVABLE FROM THE CITY OF TORONTO	7,324,853	7,411,019
<b>TOTAL FINANCIAL ASSETS</b>	<b>20,040,620</b>	<b>21,640,974</b>
<b>LIABILITIES</b>		
ACCOUNTS PAYABLES - TRADE	2,041,208	1,228,542
ACCRUED LIABILITIES	3,173,959	5,228,619
SALES TAX PAYABLE	516,336	377,262
DEFERRED REVENUE	5,849,916	7,513,741
OTHER CURRENT LIABILITIES	845,959	795,234
EMPLOYEE BENEFITS PAYABLE - PSAB	8,576,026	8,576,026
OTHER LIABILITIES	237,743	313,208
LOAN PAYABLE - ERP PROJECTS	10,111,129	11,042,626
GOVERNMENT ASSISTANCE	1,074,161	1,205,343
LOAN PAYABLE- FCM CAPITAL ASSET	1,404,464	1,495,686
LOAN PAYABLE- CONFERENCE CENTRE ASSET	32,598,179	33,583,464
NET INCOME (LOSS) CURRENT	580,492	264,721
PRIOR YEAR SURPLUS	(5,126,466)	(5,355,534)
<b>TOTAL LIABILITIES</b>	<b>61,883,106</b>	<b>66,268,938</b>
<b>NET DEBT</b>	<b>(41,842,486)</b>	<b>(44,627,963)</b>
<b>NON-FINANCIAL ASSETS</b>		
INVENTORIES	17,394	60,485
PREPAID EXPENSES	47,120	148,286
STEP UP RENT/OTHER RECEIVABLE	2,017,505	2,098,476
FIXED ASSETS		
EQUIPMENT	60,814,284	60,559,164
ACCUMULATED DEPRECIATION - EQUIPMENT	21,053,817	18,238,448
EQUIPMENT - NET	39,760,466	42,320,716
<b>TOTAL NON-FINANCIAL ASSETS</b>	<b>41,842,486</b>	<b>44,627,963</b>

## Summary of Sole Source Commitment Activity by Reason - January 1 - January 31, 2017

Part A of 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 below is the same used by the City of Toronto Purchasing and Materials Management Division (PMMD) so as to maintain consistency and uniformity 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 Laws are obtained before processing a sole source purchase; and
- (4) Where possible, the process is in accordance with current market conditions and prices offered to other customers.

Total sole source activity from January 1 to January 31, 2017 total is nil. The percentage of dollar value of sole source purchasing activity for goods and services compared to the total purchasing expenditures of \$265,637 is 0% for this period.

### 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	0	0	\$ -
Bridging Contract	0	0	\$ -
Proprietary/Trademark/Patent	0	0	\$ -
Health & Safety Issues	0	0	\$ -
Other Reasons -	0	0	\$ -
<b>Total</b>	<b>0</b>	<b>0</b>	<b>\$ -</b>