



Exhibition Place

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# Management Report

February 29, 2016

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## Executive Summary

- Combined Operating Income (Loss) for Exhibition Place and Allstream Centre for the one month ended January 31, 2016 before net naming fees, building loan interest and amortization expense for the Allstream Centre was an income of \$332,404 compared to a budgeted income of \$291,299 for a favourable variance of \$41,105.
- Net Income for Exhibition Place and Enercare Centre for the one month ended January 31, 2016 was \$417,321 compared to budget net income of \$241,346 for a favourable variance of \$175,975.
- Operating Income (Loss) before interest and amortization expense for Allstream Centre for the one month ended January 31, 2016 was (\$84,917) compared to a budget income of \$49,953 for an unfavourable variance of (\$134,870).
- The Sales & Marketing team secured 31 new events for Exhibition Place.
- Metrolinx and Smart Commute awarded Exhibition Place the Smart Commute Silver Workplace designation for 2016.
- NBA Centre Court in February was a huge event for both Exhibition Place and the City of Toronto. Enercare Centre became NBA Centre Court and the Legends Brunch was hosted at Allstream Centre; these events were resounding successes.

## January 2016 Financials for Combined Exhibition Place and Allstream Centre

Combined Operating Income (Loss) for Exhibition Place and Allstream Centre for the one month ended January 31, 2016 before net naming fees, building loan interest and amortization expense for the Allstream Centre was an income of \$332,404 compared to a budgeted income of \$291,299 for a favourable variance of \$41,105.

## Exhibition Place

Net Income for Exhibition Place and Enercare Centre for the one month ended January 31, 2016 was \$417,321 compared to budget net income of \$241,346 for a favourable variance of \$175,975.

- Rental income from events of \$1,391,414 is favourable to budget by \$89,276 primarily due to higher than budgeted rental income from the Boat Show offset by budget timing of new events.
- Electrical commission and net electrical service revenue of \$78,755 are unfavourable to budget by (\$25,355) primarily due to budget timing of new events.
- Food & Beverage concessions of \$134,262 are favourable to budget by \$20,371 primarily due to higher than budgeted food and beverage revenue from the Boat Show offset by budgeting timing of new events.
- Show services from third party-billings at \$468,030 are favourable to budget by \$88,186 with a corresponding increase in related show expense of \$75,250 for a net favourable variance of \$12,936 primarily due to higher than budgeted net show services income from January events offset by budget timing of new events.
- Parking revenues at \$602,316 are unfavourable to budget by (\$60,684) primarily due to lower than budgeted revenue from the Boat Show offset by budget timing of new events and higher than budgeted revenue from tenants and Toronto Marlies games at RICOH.
- Program recoveries and interest income at \$19,258 are unfavourable to budget by (\$15,742) primarily due to lower than budgeted interest income and lower than budget labour service recoveries due to budget timing of tenanted events.
- Direct and indirect expenses at \$2,418,219 are favourable to budget by \$174,008 primarily due to lower utilities due to the energy savings initiatives, lower operational costs offset by higher direct expenses. 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.

Energicare Centre accounts receivable as at January 31, 2016 was \$1,942,252 consisting primarily of:

- \$985,260 of deposits owed as contractual for future events of which \$178,313 (18%) has been received by March 3, 2016.
- \$670,030 for services on completed events of which 317,324 (47%) has been received by March 3, 2016.
- \$201,188 owed by Spectra of which \$179,299 (89%) has been received by March 3, 2016.
- \$34,318 owed by MLSE - BMO Field of which \$34,318 (100%) have been received by March 3, 2016.
- \$14,072 owed by MLSE (Ricoh) of which \$14,072 (100%) has been received by March 3, 2016.

Exhibition Place accounts receivable as at January 31, 2016 was \$3,085,983 consisting primarily of:

- \$521,965 owed by City of which \$511,967 (98%) has been received by March 3, 2016.
- \$475,007 owed by MLSE (Ricoh) for services of which \$320,423 (67%) has been received by March 3, 2016.
- \$474,586 owed by tenants of which \$302,701 (64%) has been received by March 3, 2016.
- \$275,631 owed by MLSE - BMO Field for payroll costs of which \$164,776 (60%) has been received by March 3, 2016.
- \$254,160 owed by the CNEA of which \$39,373 (15%) has been received by March 3, 2016.
- \$52,437 for show services on completed events of which \$1,421 (3%) has been received by March 3, 2016.

### **Allstream Centre**

Operating Income (Loss) before interest and amortization expense for Allstream Centre for the one month ended January 31, 2016 was (\$84,917) compared to a budget income of \$49,953 for an unfavourable variance of (\$134,870).

- Rental income of \$27,764 is unfavourable to budget income by (\$105,526) primarily due to budget timing of new events.
- Food & Beverage concessions of \$27,050 are unfavourable to budget by (\$62,542) primarily due to budget timing of new catered events.
- Net electrical services revenue of \$292 is unfavourable to budget by (\$7,687) primarily due to budget timing of new events.
- Net Show services income from third party billings of \$1,726 is unfavourable to budget by (\$17,953) primarily due to budget timing of new events.
- Parking revenue \$7,147 is favourable to budget by \$2,165.
- Direct and indirect expenses at \$155,616 are favourable to budget by \$62,076 primarily due to lower utilities due to the energy savings initiatives and lower than budgeted direct expenses. 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, 2016 was \$534,815 consisting primarily of:

- \$332,774 for services on completed events of which \$67,856 (20%) has been received by March 3, 2016.
- \$76,677 owed by Cerise Fine Catering of which nil has been received by March 3, 2016.

- \$65,800 owed as contractual deposits for future events of which \$18,999 (29%) was received by March 3, 2016.
- \$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

### January & February Sales Effort

During this period the Sales & Marketing team secured 31 new events for Exhibition Place. The events are categorized as follows:

- 19 meetings & conventions
- 3 trade & consumer shows
- 3 film shoots
- 4 other
- 1 charity fundraiser
- 1 exam

### Business Travel

Barbara Outschoorn participated in the PCMA Convening Leaders Conference on January 10<sup>th</sup> to 13<sup>th</sup> in Vancouver, B.C. During the course of the conference, Barb also attended various networking events and met various meeting and conference planners from Canada as well as the U.S. Barb is currently following up with the contacts she made while at this conference.

Arlene Campbell, Laura Purdy, Don Leddy, Marvin Self and Barbara Outschoorn attended the Tête a Tête Trade Show in Ottawa, Ontario, on January 21<sup>st</sup>. The Trade show was preceded by the Reveal Social on January 20<sup>th</sup>, which provided a vehicle to network with approximately 200 to 300 Canadian meeting planners and suppliers the evening prior to the tradeshow. At the tradeshow the Association team welcomed various Canadian Association meeting planners to our own booth and participated in the Tourism Toronto booth. The day closed with the MPI Charity Auction Dinner, where the Association Team for Allstream Centre hosted clients to a dinner and auction event.

Don Leddy travelled to the CSAE Trillium Chapter Winter Summit in Burlington, Ontario on February 3<sup>rd</sup> to 5<sup>th</sup>. Don represented Allstream Centre to the 200 Association executive attendees at this annual conference.

As well, Don attended the CSAE Ottawa-Gatineau chapter monthly meeting in Ottawa on February 16<sup>th</sup> to represent Allstream Centre in the National Capital region.

## Publicity

### January

- News reports for January include **392 hits** for Allstream Centre, Enercare Centre and Exhibition Place. Top stories included the Boat Show, Twiggy the waterskiing squirrel, NBA All Star Weekend previews and ASOT 750.
- Meetings & Incentives Travel ran an article titled "Exhibition Place renews with GES" on January 12<sup>th</sup>.
- CSAE Communique Newsletter, North American News and GMI Portal all ran articles about Exhibition Place renewing GES as official supplier.

## February

- News reports for February included **670 hits** for Allstream Centre, Enercare Centre and Exhibition Place. Top stories included NBA All Star Weekend, The Artist Project, BMO Field Expansion & Winter Brewfest.
- YongeStreetMedia.ca ran an article titled “The Artist Project Heats Up Toronto’s Contemporary Art Scene” on February 17<sup>th</sup>

## Social Media

**Impressions** – Impressions made across Twitter and Facebook were similar to previous months. This is due to the fact that there were a similar number of events held in January as compared to December.

February saw a strong increase in number of impressions made on Twitter. This is due to increased activity made during the NBA All Star Weekend with several tweets going viral and getting shared throughout the weekend. Apart from this there were also several other events held in February that were extremely popular online.

January  
Twitter – 35000  
Facebook – 22653

February  
Twitter - 159000  
Facebook - 33968

### No. of Posts

January  
Twitter – 141  
Facebook – 7

February  
Twitter - 156  
Facebook - 6

### Fan Growth

January  
Twitter – 57  
Facebook – 41

February  
Twitter - 61  
Facebook - 34

## Event Management Services

During the months of January and February, 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 2016	
<ul style="list-style-type: none"> <li>▪ Toronto International Boat Show</li> <li>▪ NMMA Hall of Fame Breakfast (AC)</li> <li>▪ NAPCP 2016 Canadian commercial Card and Payment Conference (AC)</li> <li>▪ CNEA Board of Directors Meeting (AC)</li> <li>▪ KYGO - EDM Concert</li> <li>▪ National Bridal Show</li> <li>▪ 8th. Annual Peter Munk Cardiovascular Symposium (AC)</li> <li>▪ BOG January Meeting (AC)</li> </ul>	<ul style="list-style-type: none"> <li>▪ Toronto’s Ultimate Travel Show</li> <li>▪ Enercare Video Shoot</li> <li>▪ Royal LePage Commercial 2016 Sales Kick Off (AC)</li> <li>▪ Traumatic Brain Injury Conference (AC)</li> <li>▪ Armen Van Buren - A state of Trance Festival – EDM Concert</li> <li>▪ Accenture consultant Milestone Meeting (AC)</li> </ul>

## February 2016

- |   |  |
|---|--|
| <ul style="list-style-type: none"><li>▪ Royal Automotive Agency Detailing</li><li>▪ Landmark</li><li>▪ Penske Vehicle Services Detailing</li><li>▪ Integrated Auto. Group 2016 Vehicle Detailing</li><li>▪ NBA Centre Court</li><li>▪ NDEB Assessments - Feb. Exams (AC)</li><li>▪ Mitsubishi Walk Around Competition (AC)</li><li>▪ Trillium Gift of Life Network (AC)</li></ul> | <ul style="list-style-type: none"><li>▪ Celebrity Party</li><li>▪ The Artist Project</li><li>▪ Winter Brewfest</li><li>▪ The Motorcycle Show</li><li>▪ Enercare Film Shoot</li><li>▪ Canadian Safe School Network (AC)</li><li>▪ Accenture Manager Milestone Meeting (AC)</li><li>▪ Canadian Safe School Network (AC)</li><li>▪ Technomic Canadian Foodservice Planning Meeting (AC)</li></ul> |
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### Event Services

Attendance at this year's Boat Show Preview Day was the highest in 6 years. Twiggy the water skiing squirrel was a huge hit and the crowds were steady all week and into the weekend. Both the Bridal Show and the Ultimate Travel Show took place smoothly.

Exhibition Place was proud to host the NBA All Star Weekend Centre Court this year. All reports indicated that this was a huge success both for Exhibition Place and the City of Toronto. Thousands of youth and adults attended and played basketball and met celebrity basketball stars such as Andrew Wiggins of Toronto. We were able to set up early for the Motorcycle Show as the NBA Jam Session moved out earlier than expected. A Celebrity Party was held at the Queen Elizabeth Hall on Feb. 13<sup>th</sup> and 14<sup>th</sup>.

A brand new event, Winter Brewfest, was held in Heritage Court and sold out on both dates. Returning events during February included Penske Automotive Detailing, Royal Automotive Detailing and Integrated Automotive Detailing, all of which took place smoothly. Staff arranged valet service during The Artist Project, which worked well. The unseasonably warm temperatures during February contributed to the overall success of the events this month.

### Exhibitor Services

Exhibitor Services processed orders for eight (8) events during the months of January and February. These included services for the Celebrity Party held in the Queen Elizabeth Exhibit Hall.

Exhibitor Services is currently processing advance orders for the National Home Show co-located with Canada Blooms. We expect a high volume of signed orders and are contacting exhibitors to go over their requirements.

Following the announcement that Danielle Bourget is now the General Manager of Spectra, Exhibitor Services is meeting with her to go through a list of operational issues.

### Allstream Centre

There were nine (9) events during the month of January, two of which were booked by Cerise. The Canadian Association of Business Students held their annual dinner which hosts Universities across Canada that competes in different sporting events. The National Marine Manufacturers held their Awards Breakfast. The CNEA Board of Directors meeting and an Exhibition Place Tenant Information Session were also held. The National Association of Canadian Commercial Card Payment held their annual 2 day conference for the first time in



Canada and the Peter Munk Cardiovascular Symposium returned for a 2 day conference. Royal LePage also held their Commercial Sales Kick-off and Traumatic Brain Injury held their 2 day workshops. Accenture held their Consultant meeting. Much work was done to prepare for the Allstream all-employee meeting for 1200 people, including finalizing the R&S, however, the tour was cancelled. All events went very smoothly.

For the month of February we had 12 events. In addition, 3 internal meetings were held; BOG, Lunch n Learn and a Customer Service Review Meeting. Many clients returned this month including Landmark, with four more booked, National Dental Exams, Mitsubishi Car competition in their 6th year with us and Trillium Gift of Life Network. All events went well. The rest of week we hosted Accenture, Canada Safe School Network and Technomic from Chicago as this is in association with CRFA.

The Allstream Centre also hosted the NBA All Star Legends Breakfast that was a spectacular success with excellent food service and production values using the entire floor space

### **Parking**

In January 2016, the attendance for the Boat Show was up by 1%. This was the first event with the MLSE construction fence utilizing Lot 2 with a loss of 340 parking spaces due to the installation of the roof for BMO Field. Additionally, there was a loss of 390 spaces in Lot 3 from the previous year. Princes' Blvd. was closed at Nunavut & Ontario Dr. and Princes' Blvd. was closed between the QE and BLC. Exhibitor parking was restricted to the Gore Lot, Lot P, and BLC at a discounted rate due to construction. Shuttle buses were added daily to accommodate the exhibitors. Service increased on the weekends for the public. In order to ensure the show ran smoothly, the Ontario Place Lot was rented for storage, and additional Pay Duty officers, security, and customer service representatives were hired. Parking revenue was down 8.1% for the Boat Show and 7.2% overall for the month of January versus the budgeted numbers. Parking revenue was down 7.7% in comparison to the actual numbers.

In February 2016, the NBA All-Star festivities were in Toronto. Exhibition Place had related events in Ricoh Coliseum and Enercare Centre with additional spin-off parties throughout the grounds at Liberty Grand, Muzik, and the Queen Elizabeth Theatre. These events had customer drop-offs by vehicles, Uber, and buses which contributed to negative revenue in comparison to budgeted numbers for Parking. The Motorcycle Show and Artist Project had increased numbers from last year.

### **IT/Telecommunications**

In January and February IT/Telecommunications resources were significantly dedicated to providing services for the NBA All Star Centre Court event. Services were deployed within Enercare Centre, Allstream Centre and Ricoh Coliseum. The magnitude of requirements was significant and included dark fibre distribution, Wi-Fi, high speed internet, ISDN, private wireless VLANs, and private fibre networks. Careful planning and accurate service delivery resulted in a successful event. Quoting an NBA network engineer "I was continuously impressed by your willingness to help out and accommodate all of our needs. The flexibility offered was unmatched by any other convention center I've worked with in the past." which exemplifies the quality of service delivered by our IT team.

Other projects being deployed include electronic employee time cards that feed directly off of the data from the e-timeclock system. This final stage of integration should provide for seamless, automated time and job cost information transfer which should significantly reduce the demands on the payroll department.

## Building Operations

### Mechanical

- Assisted with move in and move out of the Boat Show, NBA All Star and Motorcycle Show, including damage repairs caused during the event.
- Repaired troll up doors # 20, #28, #25, Queen Elizabeth Hall door #1, #48 and door #49
- Completed various floor repairs, using epoxy compound.
- Repaired Notice of Violations from Toronto Fire Services throughout Enercare Centre and the Exhibition Place grounds.
- Repaired roof leaks in the Galleria, Industry Building, Heritage Court, West Annex, Mid Arch.

### Electrical

- Investigated operation of heater units in Industry Building and replace the motors.
- Investigated what stopped the fans from operating in the fire alarm system and the label on the Motor Control Centre.
- Replaced the door strike access pad in the East Annex men's washroom.
- Investigated the heaters in the Industry Building and North Extension as per request from the HVAC department.
- Replaced the lamp fixtures in the parking garage entrances, replaced the burnt out light bulbs in the parking area, repaired and replaced the loading dock light.
- Replaced burnt out light bulbs and lamps as requested in the stairwells as per the security department check list.
- Replaced the heater motor in the parking garage and installed the new contactor for the garage ventilation unit.
- Replaced the temperature transmitters in Industry Bldg. and the building automation system.
- Replaced the receptacle in the Enercare Centre roof for the video camera.
- Traced the cables for the building automation system in the Industry Building.
- Repaired the damaged Fire Alarm pull station located in the Industry Building.
- Disconnected and reconnected the heater in the East Annex.
- Repaired the broken key switches for the following roll up doors #45, #46 and #49.
- Checked the power on the plumbing drain traps.
- Removed the temporary welding receptacles installed for VR Mechanical.
- Installed new carbon dioxide detector in the boiler room.
- Installed the new compactor temporarily at the West loading dock.
- Installed new remote control switch for the Hufcor doors.

### Facility Services

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

- Provided snow removal and salting services for the entire grounds.
- Moved all rentals inventory from under the Gardiner to the Horse Palace to create more parking spaces for the upcoming National Home Show and Canada Blooms.
- Completed the stripping and re-waxing of the entire Better Living Centre floor in preparation for the Artist Project, applying the wax by machine this year.
- Participated in Human Resources recent hiring blitz for casual Housekeeping staff.
- Completed wash down of the Enercare Centre underground in preparation for the National Home Show/Canada Blooms and the Spring One of a Kind Show.
- Refreshed the Living Wall outside of Hall D in the Enercare Centre in preparation for the National Home Show/Canada Blooms.
- In the process of preparing for orientation sessions and Health & Safety training for approximately 60 Housekeeping new hires in advance of Home Show/Canada Blooms.



- In the process of receiving quotations for cleaning the escalators in Enercare Centre and Allstream Centre.
- In the process of moving twelve (12) truckloads of Royal Agricultural Winter Fair dirt to cubicle 60 and all remaining dirt to be moved off grounds.
- Supplied Audio and Visual (AV) systems, succeeding in anticipating the changing needs of the events, and reducing logistics and labour costs, for the Toronto International Boat Show, Travel and Bridal Shows, Motorcycle Show and two (2) Electronic Dance Music events.
- Scheduled and successfully anticipated the production labour requirements for the NBA fan fest events which took place at the Enercare Centre, including the requirements for multiple broadcast outlets.
- Undertook maintenance review in Allstream Centre to ensure the quality and functionality of projection surfaces in the meetings rooms.
- Production Technicians serviced the computer control system for the LED ballroom lighting in the Allstream Centre and restored the focus of the lighting for the upcoming events.

### **EXcellence in Action**

Dianne Young received an email dated January 8 from Bruce McCuaig: “On behalf of Metrolinx and your local Smart Commute office, I would like to offer my congratulations on your achievement of the Smart Commute Silver Workplace designation for 2016 [...] Your commitment to promoting and supporting sustainable travel options for your organization positions you as a leader in corporate social responsibility and highlights the alignment of your corporate values and your sustainability efforts.”

Christine Turenko sent an email dated February 3 to Kathy Treanor regarding the University Health Network’s Traumatic Brain Injury event: “It was really great working with you and your team [...]. The event was a huge success with great attendance! I do look forward to working with you in the future.”

Martin Kenneally received an email dated February 15<sup>th</sup> from Lana Dubois of Special Olympics Canada, who was invited by the NBA to attend Special Olympics events at Centre Court; “The kind of customer service and proactive problem solving displayed by Jennifer is very rare in this day and age and I wanted to let you know how impressed and thankful we are that Jennifer was there on Saturday. She is a tremendous ambassador for the Enercare Centre and we are sincerely appreciative.”

Alba Mercury received an email dated February 15<sup>th</sup> from Marcus Snipe of the NBA; “I really enjoyed working with you. You are a true professional.”

Mr. Snipe also sent an email dated February 15<sup>th</sup> to Ed Wiersma; “It was indeed a pleasure to work with you. You really made my job easy and I could not have pulled that event off without your help. Please extend my thanks to Nauaiien as well, as I bombarded her with questions and issues for two months straight.”

Michael L. Solomon sent an email dated February 16<sup>th</sup> to John Koperwas' and Justin Sweeney regarding network services they supplied for the NBA All Star event: “Thank you for everything, all worked out perfectly for us.”

Jeff Mann received an email dated February 17<sup>th</sup> from George DeFotis regarding the NBA Legends Brunch at Allstream Centre; “Thanks for the behind the scenes work for the brunch. [...] I’m sure you know this, but Kim is exceptional. Her understanding of and patience with the process, her professionalism and amazing sense of humor made everything very easy and fun. I wish it was always that way.”

Daniel Stralka of the NBA sent an email dated February 19<sup>th</sup> to Justin Sweeney; “Just wanted to say thanks to you and your team for the exceptional support received during All Star 2016. I was continuously impressed by your willingness to help out and accommodate all of our needs. The flexibility offered was unmatched by any other convention center I’ve worked with in the past. Thank you so much for making this an easy event for us!”

Arlene Campbell received an email dated February 19<sup>th</sup> from Linda Waddell of the Toronto International Boat Show in response to the announcement that Danielle Bourget has been appointed General Manager for Spectra; “I’m very glad to hear of their decision. Danielle has done a fantastic job on our event for the past two years since she joined Ovations and transitioned through Spectra, she’s been a significant reason for the improvements we’ve experienced over the past year. Thanks!”

Brittany Cohen sent an email dated February 29<sup>th</sup> to Nancy Kloek; “Thank you again for all your help with organizing the conference. It was a pleasure working with you as well, and we are very pleased with the outcome of the event. “

Jim MacGregor received an email dated March 3<sup>rd</sup> from Joan Bendon; “...thank you for all your help. You gave us great attention and were extremely good at taking care of all the small details that were constantly coming up. It was a delight to meet you and work with you. Thanks again for all your patience with our event.”

Marcus Snipe of the NBA sent one last email on March 9<sup>th</sup> to Alba Mercury, Ed Wiersma, Nauaiien Naseer; “Just wanted to drop a line to say thanks again. [...] You guys were really a group of professionals, and I enjoyed working with you. Hopefully I will get another chance.

### **Spectra by Comcast Spectacor**

The Ontario College Fair had great attendance and was followed by the CIBC Summit for 1300 people. Spectra provided continental breakfasts, coffee breaks and lunches, as well as the technical crew food. The reception was catered by Daniel et Daniel and bartended by Spectra.

Spectra provided catered breakfast, lunch and dinner for the week for the Driving Unlimited team. This was followed by the NCA exams, for which Spectra provided breakfast and lunch for exam proctors. The month closed with Zoomer Show and British Isles Show, which featured some new food trucks.

### **Cerise Fine Catering**

In January and February the Cerise Fine Catering and Allstream Centre team saw return custom of several of our corporate clients, including Accenture, TGWHF and UHN. Also, we had some client tastings to secure future business.

Of special note, the NBA Legends brunch for 1400 guests was executed well by all members of the team. Our favourite Tweet, which says it all:

**Water Technique** @CerromeZONE 15 Feb 2015

RT @DomGotti456: Jokes too RT @CerromeZONE: That NBA legends brunch proly had sum of the best food imaginable.

Submitted by:

Arlene Campbell  
General Manager, Sales & Events Management

Submitted by:

Dianne Young  
CEO, Exhibition Place

APPENDIX A

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

	<b>Statement Of Operations Highlights For the one month ended January 31, 2016</b>		
	<b>Actual</b>	<b>YTD Budget</b>	<b>Variance</b>
	<b>\$</b>	<b>\$</b>	<b>\$</b>
Event Income	3,004,395	3,187,634	(183,240)
Direct Expenses	312,289	308,038	(4,251)
Indirect Expenses	2,359,701	2,588,297	228,596
<b>Operating Income (Loss) before building loan interest &amp; amortization and naming fees</b>	<b>332,404</b>	<b>291,299</b>	<b>41,105</b>
Interest expense - Allstream Centre	141,016	141,016	-
Amortization expense - Allstream Centre	129,216	129,216	-
<b>Operating Income (Loss) before naming fees</b>	<b>62,172</b>	<b>21,067</b>	<b>41,105</b>
Contribution from (to) Conference Centre Reserve Fund	202,549	181,415	21,134
<b>Net Income (Loss)</b>	<b>264,721</b>	<b>202,482</b>	<b>62,239</b>

(1) Operating Income for the Board before interest on City loan, amortization of building improvements net of contribution from naming fees is \$332,404 compared to a budgeted Operating Income of \$291,299 for a favourable variance of \$41,105.

(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 2016 AND COMPARATIVES**

	<b>MONTH</b>			<b>2015 YTD</b>	
	<b>ACTUAL</b>	<b>BUDGET</b>	<b>VARIANCE</b>	<b>ACTUAL</b>	<b>YOY VARIANCE</b>
Number of Events	6			4	2
	<b>\$</b>	<b>\$</b>	<b>\$</b>	<b>\$</b>	<b>\$</b>
Direct Event Income	1,805,150	1,746,001	59,149	1,290,994	514,156
Ancillary Income	329,157	299,016	30,141	275,211	53,946
Advertising and Sponsorship	5,314	15,167	(9,853)	9,647	(4,333)
Rent-MLSE-Ricoh Coliseum	75,346	76,388	(1,042)	47,221	28,125
Naming Rights	97,155	85,417	11,738	88,921	8,234
Parking EP	595,959	663,000	(67,041)	593,405	2,554
Parking - BMO Events	6,357	-	6,357	-	6,357
Program Recoveries and Other	19,258	35,000	(15,742)	12,326	6,932
<b>Total Event Income</b>	<b>2,933,696</b>	<b>2,919,989</b>	<b>13,707</b>	<b>2,317,725</b>	<b>615,971</b>
Direct Expenses	309,218	272,353	(36,865)	282,453	26,765
Indirect Expenses	2,110,000	2,320,873	210,873	1,975,080	134,920
Naming Rights	97,155	85,417	(11,738)	88,921	8,234
<b>Total Event Expenses</b>	<b>2,516,374</b>	<b>2,678,643</b>	<b>162,269</b>	<b>2,346,454</b>	<b>169,920</b>
<b>Net Income (Loss)</b>	<b>417,321</b>	<b>241,346</b>	<b>175,975</b>	<b>(28,729)</b>	<b>446,050</b>

**ALLSTREAM CENTRE  
FINANCIAL STATEMENT HIGHLIGHTS  
JANUARY 2016 AND COMPARATIVES**

	MONTH			2015 YTD	
	ACTUAL	BUDGET	VARIANCE	ACTUAL	YOY VARIANCE
Number of Events	8			6	2
	<b>\$</b>	<b>\$</b>	<b>\$</b>	<b>\$</b>	<b>\$</b>
Direct Event Income	35,204	160,409	(125,205)	28,050	7,154
Ancillary Income	27,895	101,801	(73,906)	19,789	8,106
Parking Revenue	7,600	5,435	2,165	6,851	749
<b>Total Event Income</b>	<u>70,699</u>	<u>267,645</u>	<u>(196,946)</u>	<u>54,690</u>	<u>16,009</u>
Direct Expenses	3,071	35,685	32,614	3,430	(359)
Indirect Expenses	152,545	182,007	29,462	126,083	26,462
<b>Total Event Expenses</b>	<u>155,616</u>	<u>217,692</u>	<u>62,076</u>	<u>129,513</u>	<u>26,103</u>
<b>Operating Income (Loss) before building loan interest &amp; amortization and naming fees</b>	<u>(84,917)</u>	<u>49,953</u>	<u>(134,870)</u>	<u>(74,823)</u>	<u>10,094</u>
Interest expense	141,016	141,016	-	145,212	(4,196)
Amortization expense	129,216	129,216	-	129,216	-
<b>Operating Income (Loss) before naming fees</b>	<u>(355,149)</u>	<u>(220,279)</u>	<u>(134,870)</u>	<u>(349,251)</u>	<u>5,898</u>
Contribution from Conference Centre Reserve Fund	202,549	181,415	21,134	316,211	113,662
<b>Net Income (Loss) before transfers</b>	<u>(152,600)</u>	<u>(38,864)</u>	<u>(113,736)</u>	<u>(33,040)</u>	<u>(119,560)</u>

Note 1. 2015 Allstream Centre Total Event Income Budget was based on Proforma and 2015 actual.



**ENERCARE CENTRE AND ALLSTREAM CENTRE  
EVENT STATISTICS  
FOR THE MONTH ENDED JANUARY 31, 2016**

**ENERCARE CENTRE**

	<u>MONTH ACTUAL</u>	<u>YTD ACTUAL</u>	<u>PRIOR YEAR ACTUAL</u>
Attendance [Note:1]	127,354	127,354	113,000

<u>EVENT</u>	ACTUAL # OF EVENTS			(NOTE 3) NET EVENT INCOME		(NOTE 2) REFRESHMENT
	2016	2015	2014	ACTUAL	BUDGET	PER CAP'S ACTUAL
	#	#	#	\$ (IN '000'S)	\$ (IN '000'S)	
Consumers Show	5	3	4	1,676	1,303	4.56
Trade Show	0	0	0	-	-	-
Exam	0	0	0	-	-	-
Photo/Film Shoot	1	0	0	-	-	-
Meeting/Corporate	0	0	1	-	-	-
	<u>6</u>	<u>3</u>	<u>5</u>	<u>1,676</u>	<u>1,303</u>	<u>-</u>

**ALLSTREAM CENTRE**

<u>EVENT</u>	ACTUAL # OF EVENTS			(NOTE 3) NET EVENT INCOME		(NOTE 2) REFRESHMENT
	2016	2015	2014	ACTUAL	BUDGET	PER CAP'S ACTUAL
	#	#	#	\$ (IN '000'S)	N/A	
Gala	0	0	0	-	-	-
Conference	2	2	0	24	-	94.41
Reception	2	0	0	11	-	52.86
Meeting	4	4	2	19	-	73.20
Photo/Film Shoot	0	0	0	-	-	-
Exam	0	0	0	-	-	-
	<u>8</u>	<u>6</u>	<u>2</u>	<u>53</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.

**COMBINED EXHIBITION PLACE AND ALLSTREAM CENTRE  
CHEQUE DISBURSEMENTS - JANUARY 2016  
GREATER THAN \$50,000**

Cheque No	Date	\$ Amount	Description	
	06/01/2016	ADP CANADA	173,099.46	HOURLY PAYROLL
	05/01/2016	ADP CANADA	334,010.50	SALARY PAYROLL
	13/01/2016	ADP CANADA	196,849.98	HOURLY PAYROLL
	20/01/2016	ADP CANADA	193,635.56	HOURLY PAYROLL
	23/01/2016	ADP CANADA	335,794.94	SALARY PAYROLL
	27/01/2016	ADP CANADA	244,173.82	HOURLY PAYROLL
8116	12/01/2016	J-SAUARED TECHNOLOGIES	62,296.90	2015 CAPITAL WORKS - ALLSTREAM CENTRE ELECTRICAL
7980	01/01/2016	CITY OF TORONTO	63,099.52	2016 LOAN PAYMENT
8798	19/01/2016	VR MECHANICAL SOLUTIONS INC.	67,599.99	CAPITAL WORKS - DISTRICT ENERGY SYSTEM
8179	19/01/2016	ENBRIDGE	74,788.76	2015 NOVEMBER PAYMENT
8169	14/01/2016	BETA & ASSOCIATES INC.	78,681.97	CAPITAL WORKS - SPLASH PAD
8094	12/01/2016	CITY OF TORONTO	87,470.61	PREMIUM FOR DENTAL & LIFE FOR JANUARY 2016
8170	28/01/2016	OMERS	146,669.52	2015 DECEMBER REMITTANCE
8214	27/01/2016	CLASSIC FIRE PROTECTIONS	152,636.92	2015 SERVICES
8264	21/10/2015	CANADA CUSTOMS AND REVENUE	155,457.90	2015 DECEMBER REMITTANCE
8177	19/01/2015	CERISE FINE CATERNING	158,742.37	F&B FOR ALLSTREAM EVENT
7981	01/01/2016	CITY OF TORONTO	222,689.97	2016 JANUARY LOAN PAYMENT
8077	31/01/2016	CITY OF TORONTO	222,689.97	2016 FEBRUARY LOAN PAYMENT
8165	13/01/2016	CERISE FINE CATERNING	232,714.97	F&B FOR ALLSTREAM EVENT
8236	13/01/2016	OVATIONS ONTARIO FOOD SERVICES	300,651.74	F&B FOR ENERCARE EVENT
8255	27/01/2016	TORONTO HYDOR-ELECTRICE SYSTEM	439,375.76	2015 DECEMBER REMITTANCE
8075	11/01/2016	TORONTO HYDOR-ELECTRICE SYSTEM	469,948.99	2015 NOVEMBER REMITTANCE
8216	27/01/2016	CITY OF TORONTO	515,078.84	2015 LEGAL SERVICES
8166	13/01/2016	CITY OF TORONTO	<u>3,000,000.00</u>	TERM INVESTMENT
		<b>DISBURSEMENTS OVER \$50,000</b>	<b>7,928,158.96</b>	
		<b>OTHER DISBURSEMENTS</b>	<b>1,161,759.20</b>	
		<b>TOTAL DISBURSEMENT</b>	<b><u>9,089,918.16</u></b>	

**BOARD OF GOVERNORS OF EXHIBITION PLACE  
BALANCE SHEET  
AS AT JANUARY 31, 2016**

	2016 January \$	2015 January \$
<b>FINANCIAL ASSETS</b>		
CASH	3,868,595	2,259,470
SHORT-TERM INVESTMENTS	4,250,000	1,750,000
TRADE ACCOUNTS RECEIVABLE	5,429,524	8,035,171
ALLOWANCE FOR DOUBTFUL ACCOUNTS	(702,107)	(883,844)
NET ACCOUNTS RECEIVABLE	4,727,417	7,151,327
SALES TAX RECOVERABLE	90,663	78,259
OTHER RECEIVABLE	1,293,280	2,487,669
RECEIVABLE FROM THE CITY OF TORONTO	7,411,019	7,299,481
<b>TOTAL FINANCIAL ASSETS</b>	<b>21,640,974</b>	<b>21,026,207</b>
<b>LIABILITIES</b>		
ACCOUNTS PAYABLES - TRADE	1,228,542	1,726,845
ACCRUED LIABILITIES	5,228,619	3,164,903
SALES TAX PAYABLE	377,262	477,883
DEFERRED REVENUE	7,513,741	7,271,288
OTHER CURRENT LIABILITIES	795,234	777,058
EMPLOYEE BENEFITS PAYABLE - PSAB	8,576,026	8,809,529
OTHER LIABILITIES	313,208	353,558
LOAN PAYABLE - ERP PROJECTS	11,042,626	9,036,495
GOVERNMENT ASSISTANCE	1,205,343	1,348,229
LOAN PAYABLE- FCM CAPITAL ASSET	1,495,686	1,584,785
LOAN PAYABLE- CONFERENCE CENTRE ASSET	33,583,464	34,576,485
NET INCOME (LOSS) CURRENT	264,721	(61,769)
PRIOR YEAR SURPLUS	(5,355,534)	(3,821,764)
<b>TOTAL LIABILITIES</b>	<b>66,268,938</b>	<b>65,243,525</b>
<b>NET DEBT</b>	<b>(44,627,963)</b>	<b>(44,217,318)</b>
<b>NON-FINANCIAL ASSETS</b>		
INVENTORIES	60,485	62,314
PREPAID EXPENSES	148,286	88,209
STEP UP RENT/OTHER RECEIVABLE	2,098,476	1,442,443
FIXED ASSETS		
EQUIPMENT	60,559,164	58,278,238
ACCUMULATED DEPRECIATION - EQUIPMENT	18,238,448	15,653,885
EQUIPMENT - NET	42,320,716	42,624,352
<b>TOTAL NON-FINANCIAL ASSETS</b>	<b>44,627,963</b>	<b>44,217,318</b>

## Summary of Sole Source Commitment Activity by Reason - January 1, 2016 to February 29, 2016

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, 2016 to February 29, 2016 total is \$13,500.00. The percentage of dollar value of sole source purchasing activity for goods and services compared to the total purchasing expenditures of \$471,322.78 is 2.9% for this period. The revised annual percentage year to date is 2.9% on purchasing expenditures of \$471,322.78.

### EP Program

Reason for Sole Source	Number of Commitments	Number of Suppliers	Total Value
Match Existing Equipment/Service	0	0	\$ -
Specialized Services	2	2	\$ 13,500.00
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>2</b>	<b>2</b>	<b>\$ 13,500.00</b>