

Item No. 4



Management Report
for
The Board of Governors of Exhibition Place
January 2014

Executive Summary

\$ 000's	Month			2013
	Actual	Budget	Variance	
Revenues	23	23	(0)	20
Expenses	(223)	(249)	26	(200)
Operating Profit / (Loss)	(200)	(226)	26	(180)

- For the month ending January 31, 2014, the Operating Loss before Depreciation, Incentives and Rebates for BMO Field of \$200K was \$26K favourable to budget.
- Total revenues of \$23K for the month were flat to budget.
- Total operating expenses of \$223K for the month were \$26K favourable to budget mainly due the timing of supplies and services (\$26K) and savings in full time salaries (\$3K) partially offset by higher water charges (\$5K).

January 2014 Financials

BALANCE SHEET

The following provides an analysis of key balance sheet items:

- Cash of \$1.2M decreased by \$132K from January 31, 2013 due to incentives, rebates and excess cash distributions to the owners of \$722K partially offset by cash from operations of \$590K.
- Accounts receivable of \$2M was made up primarily of MLSE receivables (\$1.1M), BMO Field Suite Licenses (\$740K), CSA receivable (\$84K), the capital reserve receivable from the City of Toronto (\$35K) and other operating receivables (\$41K).
- Subsequent receipts as of February 11th were \$1.2M. BMO Field is currently monitoring receivables and one collection issue was identified relating to suite license fees which have been provided for.
- The year over year increase in accounts receivable of \$1.1M was mainly due to an increase in MLSE receivables due to the timing of payment for the 2013 stadium sponsorship revenue (\$1M), CSA receivable (\$84K) and other operating receivables (\$19K).
- Accounts payable and accrued liabilities of \$1.1M were primarily made up of MLSE cost recoveries (\$449K), general liabilities (\$389K), ticket liabilities (\$225K) and operating payables (\$82K).
- The year over year increase in accounts payable and accrued liabilities of \$572K was mainly due to timing of MLSE cost recoveries (\$396K), increase in ticket liabilities (\$225K) and general liabilities (\$87K) partially offset by the timing of payments of operating payables (\$130K).

- Incentives & rebates payable of \$463K will be paid upon completion of the year-end audit. The year over year increase was attributable to higher operating profits in 2013 resulting primarily from the success of the Rugby matches.

PROFIT & LOSS

The operating loss for the month ending January 31, 2014 of \$200K was \$26K favourable to budget. The following provides an analysis of the significant variances in the year.

- Supplies and services expenses were \$26K favourable to budget mainly due to the timing of trades labour and supplies (\$14K) and uniforms (\$5K) coupled with savings in contracted building security (\$4K) and IT costs (\$3K).
- Utilities were \$5K unfavourable to budget mainly due to higher water costs.

Submitted by:

Peter Church
General Manager
BMO Field

BMO FIELD
BALANCE SHEET
as at January 31, 2014

	<u>January 31, 2014</u>	<u>January 31, 2013</u>
ASSETS		
Current Assets		
Cash	\$ 1,204,344	\$ 1,335,952
Accounts receivable	2,045,826	908,372
Taxes recoverable	-	5,849
Prepaid expenses & deposits	58,081	37,994
Inventory	44,045	18,002
	<u>3,352,296</u>	<u>2,306,169</u>
Capital Assets	20,816	32,020
	<u>\$ 3,373,112</u>	<u>\$ 2,338,189</u>
LIABILITIES AND RETAINED EARNINGS		
Current Liabilities		
Accounts payable and accrued liabilities	\$ 1,144,367	\$ 572,839
Taxes payable	32,102	-
Deferred revenue	1,294,167	994,234
Incentives & rebates payable	462,546	387,943
	<u>2,933,182</u>	<u>1,955,016</u>
Long-Term Suite Deposits	204,704	196,896
Retained Earnings	235,226	186,276
	<u>\$ 3,373,112</u>	<u>\$ 2,338,189</u>
STATEMENT OF RETAINED EARNINGS		
Opening Retained Earnings	\$ 437,015	\$ 368,252
Net Loss	(201,789)	(181,976)
Closing Retained Earnings	<u>\$ 235,226</u>	<u>\$ 186,276</u>

**BMO FIELD
INCOME STATEMENT
For the Month Ending January 31, 2014**

	Month			YTD			2013
	Actual	Budget	Variance \$	Actual	Budget	Variance \$	
Revenues							
Contra Sponsorship	2,500	2,500	-	2,500	2,500	-	-
Other Usage Fee	20,031	20,431	(400)	20,031	20,431	(400)	20,031
Total Revenues	\$ 22,531	\$ 22,931	\$ (400)	\$ 22,531	\$ 22,931	\$ (400)	\$ 20,031
Expenses							
Cost of Goods Sold	\$ 482	\$ -	\$ (482)	\$ 482	\$ -	\$ (482)	\$ (313)
Full-Time Salaries	58,302	61,406	3,104	58,302	61,406	3,104	50,230
Part-Time Wages	177	-	(177)	177	-	(177)	-
Benefits	10,391	11,374	983	10,391	11,374	983	9,457
Travel and Entertainment	1,516	1,600	84	1,516	1,600	84	-
Supplies and Services	39,992	65,821	25,829	39,992	65,821	25,829	42,922
Insurance	11,858	11,858	-	11,858	11,858	-	11,625
Realty Tax	2,000	2,000	-	2,000	2,000	-	-
Utilities	37,016	32,000	(5,016)	37,016	32,000	(5,016)	21,951
Capital Reserve	35,333	35,333	-	35,333	35,333	-	34,640
Management Fee	19,089	19,250	161	19,089	19,250	161	18,873
Other	6,732	8,432	1,700	6,732	8,432	1,700	10,513
Total Operating Expenses	\$ 222,888	\$ 249,074	\$ 26,186	\$ 222,888	\$ 249,074	\$ 26,186	\$ 199,898
Operating Loss	\$ (200,357)	\$ (226,143)	\$ 25,786	\$ (200,357)	\$ (226,143)	\$ 25,786	\$ (179,867)
Depreciation	1,432	3,333	1,901	1,432	3,333	1,901	2,109
Net Loss	\$ (201,789)	\$ (229,476)	\$ 27,687	\$ (201,789)	\$ (229,476)	\$ 27,687	\$ (181,976)
F&B Gross Margin %	0.0%	0.0%	0.0%	0.0%	0.0%	-0.1%	0.0%

**BMO FIELD
STATEMENT OF CASH FLOWS**

NET INFLOW (OUTFLOW) OF CASH RELATED TO THE FOLLOWING ACTIVITIES	One month ending	
	January 31, 2014	January 31, 2013
OPERATING	\$ (307,837)	\$ (243,494)
FINANCING	-	(43,808)
Net Cash Inflow during the period	\$ (307,837)	\$ (287,302)
Cash, beginning of period	1,512,181	1,623,254
Cash, end of period	\$ 1,204,344	\$ 1,335,952
 OPERATING		
Net Loss	\$ (201,789)	\$ (181,976)
Amortization of capital assets	1,432	2,109
Cash invested in non cash working capital items	(107,480)	(63,627)
	\$ (307,837)	\$ (243,494)
 FINANCING		
Long-term deposits	\$ -	\$ (43,808)
Distribution of excess cash to owner	-	-
	\$ -	\$ (43,808)
 Changes in non-cash working capital balances related to operations		
Accounts receivable	\$ (571,204)	\$ (557,238)
Taxes recoverable	122,605	390
Prepaid expenses	(53,560)	(34,009)
Inventory	(83)	-
Accounts payable and accrued liabilities	(598,021)	(430,777)
Deferred revenue	992,783	958,007
Cash invested in non-cash working captial items	\$ (107,480)	\$ (63,627)
 Excess Cash Paid paid to BOG between January 31, 2013 to January 31, 2014		
		(334,128)
Incentives and Rabates paid to MLSE & CSA between January 31, 2013 and January 31, 2014		
		(387,943)
Total Incentives, Rebates and Excess Cash paid		\$ (722,071)
 Cash from Operations between January 31, 2013 to January 31, 2014		
		588,316
Cash from Investments between January 31, 2013 to January 31, 2014		
		(5,661)
Cash from Financing between January 31, 2013 to January 31, 2014		
		7,808
Total Cash from Operations		\$ 590,463
 Total change in Cash between January 31, 2013 to January 31, 2014		
		\$ (131,608)