



Exhibition Place

Management Report
March 31, 2014

Executive Summary

- Combined Operating Income (Loss) for Exhibition Place and Allstream Centre for the two months ended February 28, 2014 before net naming fees, building loan interest and amortization expense for the Allstream Centre was \$97,891 compared to a budget loss of (\$111,883) for a favourable variance of \$209,774.
- Net Income for Exhibition Place and Direct Energy Centre for the two months ended February 28, 2014 was \$249,152 compared to a budget loss of (\$108,416) for a favourable variance of \$306,586.
- Operating (Loss) before interest and amortization expense for Allstream Centre for the two months ended February 28, 2014 was (\$151,261) compared to a budget loss of (\$3,437) for an unfavourable variance of (\$147,794).
- The Sales & Marketing team secure 41 new events for Exhibition Place.
- Exhibition Place's Recognition Committee received 63 staff nominations for the December/January period
- Arlene Campbell, General Manager of Sales & Event Management, was inducted into the CAEM Hall of Fame at the Annual Awards Gala in February. Arlene won in the Associate Category and her fellow staff and industry colleagues are *very* proud of her for this great accomplishment!

February Financials for Combined Exhibition Place and Allstream Centre

Combined Operating Income (Loss) for Exhibition Place and Allstream Centre for the two months ended February 28, 2014 before net naming fees, building loan interest and amortization expense for the Allstream Centre was \$97,891 compared to a budget loss of (\$111,883) for a favourable variance of \$209,774.

Exhibition Place

Net Income for Exhibition Place and Direct Energy Centre for the two months ended February 28, 2014 was \$249,152 compared to a budget loss of (\$108,416) for a favourable variance of \$306,586.

- Rental income from events of \$1,934,815 is unfavourable to budget by (\$1,000) primarily due to higher than budgeted rental income from the Boat Show offset by budget timing of new events.
- Electrical net services of \$203,312 are unfavourable to budget by (\$15,594) primarily due to lower than budgeted net electrical services from the Boat Show, Bridal Show, Ultimate Travel Show and Sportsman Show offset by higher than budgeted net electrical revenue from the Artist Project combined with budget timing of new events.
- Food & Beverage concessions of \$149,825 are unfavourable to budget by (\$66,528) primarily due to budget timing of new corporate events.
- Show services from third party billings at \$541,498 are unfavourable to budget by (\$183,975) with corresponding decrease in related show expenses of \$73,591 for a net unfavourable variance of (\$110,384) primarily due to budget timing of new events.
- Parking revenues at \$1,072,820 are unfavourable to budget by (\$18,180) with a corresponding decrease in parking expenses of \$7,957 for a net unfavourable of (\$10,223). This is primarily due to lower than budgeted Toronto Marlie games at RICOH.
- Program recoveries and interest income at \$52,724 are unfavourable to budget by (\$18,306) primarily due to lower than budgeted interest income and an unfavourable variance from BMO Field and Ricoh Coliseum recoveries due to lower level of labor services.
- Direct and indirect expenses at \$4,115,049 are favourable to budget by \$508,691 primarily due to lower utilities due to the energy savings initiatives, lower operational costs and lower direct expenses due to budget timing of new events. 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.

Direct Energy Centre accounts receivable as at February 28, 2014 was \$2,881,244 consisting primarily of:

- \$910,186 of deposits owed as contractual for future events of which \$716,537 (79%) has been received after of February 28, 2014.
- \$642,640 for services on completed events of which \$288,012 (45%) has been received after February 28, 2014.
- \$1,017,000 owed for sponsorship arrangements, of which 100% has been received after February 28, 2014.
- \$311,418 owed from Ovations of which \$80,677 (26%) has been received after February 28, 2014.

Exhibition Place accounts receivable as at February 28, 2014 was \$2,321,076 consisting primarily of:

- \$1,626,915 owed by tenants of which \$492,022 (30%) has been received after February 28, 2014.
- \$369,374 owed by RICOH for services of which \$227,001 (62%) has been received after February 28, 2014.
- \$119,650 owed by BMO Field for payroll costs of which \$111,802 (93%) has been received after February 28, 2014.
- \$109,567 for show services on completed events of which \$87,351 (80%) has been received after February 28, 2014.
- \$18,035 owed by City for various services of which \$9,648 (53%) have been received after February 28, 2014.

Allstream Centre

Operating (Loss) before interest and amortization expense for Allstream Centre for the two months ended February 28, 2014 was (\$151,261) compared to a budget loss of (\$3,437) for an unfavourable variance of (\$147,794).

- Rental income of \$73,345 is unfavourable to budget by (\$73,012) primarily due to budget timing of new events.
- Food & Beverage concessions of \$37,313 are unfavourable to budget by (\$105,874) primarily due budget timing of Cerise booked catered business.
- Show services net income from third party billings of \$15,377 is unfavourable to budget by (\$19,678) primarily due to budget timing of new business.
- Net parking revenue at \$4,983 is unfavourable to budget by (\$35,056) primarily due to budget timing of new business.
- Direct and indirect expenses at \$294,391 are favourable to budget by \$85,109 primarily due to lower utilities due to the energy savings initiatives and lower direct expenses due to budget timing of new events. 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 February 28, 2014 was \$189,585 consisting primarily of:

- \$104,588 for services on completed events of which \$23,255 (2%) has been received after February 28, 2014.
- \$28,675 owed by Cerise Fine Catering of which \$16,950 (60%) has been received after February 28, 2014.
- \$37,095 owed as contractual deposits for future events of which \$27,824 (75%) was received after February 28, 2014.

- \$19,228 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/March Sales Effort

During this period, our Sales & Marketing team secured 41 new events for Exhibition Place. The events are categorized as follows:

- 23 meetings & conventions
- 6 trade & consumer shows
- 4 sporting event
- 2 film shoots
- 2 examinations
- 2 walk/marathon
- 2 other

January/February/March Sales Summary

New events held during this time period include the 6th Annual Peter Munk Cardio Vascular Symposium, NDEB Assessment 2014, Trillium Gift of Life Network February Meeting, Canadian Aboriginal and Minority Supplier Council – ICT Conference, Paralegal February Exams, The Toronto Motorcycle Show, MEDTECH 2014, BILD Annual Luncheon, ARIDO AGM & Spring Conference, Accenture Sr. Manager/Level A meeting, 2014 Honda Motorcycle Product Launch, Scheidt & Bachmann Demonstration, MTS Allstream VP/Director Meeting, Uber Technologies Demo Event, Royal LePage Terrequity Realty, HP (Hewlett-Packard) World Tour Toronto, The Coaching Habit and Coaching for Great Work, TechTarget – Enterprise Mobility Management, “Agatha” TV Pilot Film Shoot, Systems of Interaction Summit, TFC On the Road Soccer Celebration, Health System Funding Reform, The Ontario Public Health Convention, and “The Strain” TV Series Base Camp.

Business Travel

January 30th-31st - Barb Outschoorn & Don Leddy participated in the annual Canadian Society of Association Executives Trillium Chapter Winter Summit Education sessions, which provide executive members valuable knowledge in managing their associations. Participation of the Allstream Centre team lends support to these efforts and also allows the opportunity to build relationships and generate leads. Don sits on the CSAE Trillium Chapter Committee that produces and runs both the winter and summer summits.

The Corporate Team was very active in the First Quarter of the year, attending the SITE (Society of Incentive Travel Executives) AGM on February 6th to meet new clients and secure ongoing relationships. The team also attended the sold out MPI (Meeting Professionals International) Professional Development session, which drew many qualified prospects and current clients. As well, they hosted six clients on March 6th at the MPI Awards Gala, solidifying strong relationships and meeting new prospects for future business.

February 6th – Barb Outschoorn, Marvin Self, Don Leddy and Laura Purdy attended the CSAE Ottawa Chapter Tête à Tête trade show and MPI Charity Auction Dinner. These annual co-produced events provide exceptional lead generation and networking opportunities along with client appreciation.

March 1st – Don Leddy attended the Tourism Toronto hosted client event in Chicago at the NHL Classic Outdoor game; 20 potential clients in attendance provided excellent networking opportunities.

March 16th-18th – Barb Outschoorn participated in the Washington DC Association Sales Mission and client event. On March 16th clients were hosted in a suite for an NHL hockey game between the Toronto Maple Leafs and Washington Capitals. March 17th was the much anticipated, highly popular Tourism Toronto Imaginarium client event, where almost 70 clients were expected. Due to the poor winter weather conditions, the event was down-scaled and was rescheduled for April 1st. Lastly, on March 18th Barb Outschoorn participated on team appointments with Association Meeting Planners. All events provide valuable networking opportunities to sell Toronto as a destination and Allstream Centre as a venue.

Mar 19th – 20th – Marvin Self participated in the Tourism Toronto Ottawa Sales mission. Tourism Toronto hosted of a suite at the Ottawa Senators hockey game and client calls were made which provided ample opportunity for selling and networking to build the Allstream Centre brand.

Publicity

Direct Energy Centre

- News Report during this period included **103** hits for Direct Energy Centre. Stories included: Pan Am; Toronto Sportsmen's Show; Motorcycle Show; Canada Blooms; National Home Show; Bridal Show; Toronto International Boat Show; Good Food + Drink Festival; Things to Do; Ultimate Travel Show; CRFA
- Marketing Department sent a press release titled "Direct Energy Centre GM, Arlene Campbell Inducted into CAEM (Canadian Association of Exposition Management) Hall of Fame" on February 7, 2014
- Direct Energy Centre was mentioned in Tourism Toronto newsletter 'Tourism Now' in the event calendar for Canada Blooms, National Home Show, Ultimate Travel Show
- Direct Energy Centre GM, Arlene Campbell was featured in the March 5, 2014 'Tourism Now' newsletter in a piece titled "CAEM 2014 Associate Hall of Fame Inductees"
- Ignite Magazine online newsletter also included "Direct Energy Centre GM, Arlene Campbell Inducted into CAEM Hall of Fame"
- Tourism Toronto Newsletter titled "Toronto" included Direct Energy Centre along with the Toronto Sportsmen's Show

Allstream Centre

- News Report during this period included **10** hits for Allstream Centre. Stories included: David Foster Gala; All Energy Canada Conference; ARIDO
- An article titled "Canada Means Business" ran in CMW online news on January 13th. This article included Allstream Centre as a stunning facility in the Toronto area.

Exhibition Place

- News Reports for this period include **58** hits for Exhibition Place. Stories Included: Ontario Place; Toronto International Boat Show; Airport Expansion; Exhibition Place Strategic Plan; International Bicycle Show; Honda Indy; TFI; Ultimate Travel Show; MLSE and BMO Field Expansion; Artist Project; Ride to Conquer Cancer
- Marketing Department sent a press release titled "Board of Governors of Exhibition Place approves 2014-2016 Strategic Plan" on February 14th.
- Marketing Department sent a press release titled "Board of Governors of Exhibition Place votes unanimously in Favour of BMO Field Expansion" on March 7, 2014.
- An article titled "Exhibition Place to Expand BMO Field Capacity" ran in GMI Portal online news.

Social Media Mentions

- Total number of mentions during this period for Exhibition Place, Direct Energy Centre and Allstream Centre on social media platforms; Twitter; Blogs; Facebook is: **2295**

Event Management Services

During the months of January to March, Event and Meeting Co-ordinators serviced the following events:

Exhibitions/Meetings/Conventions/Corporate Events	
JANUARY 2014	
<ul style="list-style-type: none"> Toronto International Boat Show Accenture Sr. Manager/ Level A (AC) Vietnamese TET Festival Scheidt & Bachmann Demonstration 	<ul style="list-style-type: none"> National Bridal Show Toronto's Ultimate Travel Show 6th. Annual Peter Munk Cardio Vascular symposium (AC)
FEBRUARY 2104	
<ul style="list-style-type: none"> NDEB Assessment 2014 (AC) LA Detail Vehicle Prep & Storage CAMSC - ICT Conference (AC) Trillium Gift of Life Network - Feb. Meeting (AC) Toronto Sportsmen's Show VP Director Mtg. MTS Allstream (AC) Integrated Auto Group 	<ul style="list-style-type: none"> Paralegal Exams Uber Technologies Demo Event (AC) Artist Project The Motorcycle Show Honda Canada (AC) George Brown Sustainability Lecture (AC) Royal LePage Terrequity Realty (AC) Medtech (AC) HP World Tour (AC)
MARCH 2014	
<ul style="list-style-type: none"> Toronto International Bicycle Show BIXI Toronto Bike Rack Display CRFA Winter Bd. Of Dir. Mtg. (AC) CRFA Show 2014 Health System Funding Reform (AC) Softchoice: the coaching Habit and Coaching for Great Work (AC) TechTarget - EMM Toronto (AC) 	<ul style="list-style-type: none"> Wizard World Canada Blooms & National Home Show CGA March Exams Systems of Interaction (AC) ARIDO-AGM & Spring conference (AC) CNEA Board Meeting (AC) Solicitor Licensing Exams One of a Kind Spring Show

Event Services

Toronto International Boat Show kept Event Co-ordinators busy dealing with issues related to water and ice on the show floor. Staff made recommendations to deal with this in the future and to stagger cleaning shifts to allow a seamless move in. A lack of a floor plan and resulting overtime during the Vietnamese Tet Festival also led to a suggestion that work crews be staggered to avoid extra charges to clients. More savings to our clients were realized when staff combined labour calls for more than a single event in one shift. Show management for the Ultimate Travel Show and CRFA were very pleased with the offerings and service provided by Ovations Food Services. Staff were able to implement some positive changes identified last year to avoid damage to our floor ports during all these events.

Early floor marking for the Sportsmen's Show allowed our electrical, telecom, rentals and banners to be installed easily. A last minute hall change was needed to accommodate the increased number of students writing the Paralegal exams. Staff took extraordinary measures to ensure a quiet and comfortable atmosphere for the students in the building during the exams. The Artist Project returned to the Better Living Centre for its 7th year. The preview night had their best turnout to date. The client was very satisfied with our services. The new Motorcycle Show was also very pleased with all services supplied by all departments and reported excellent attendance on all three event dates.

Our returning events in March included CRFA, the Toronto International Bicycle Show, Wizard World and more Exams.

Exhibitor Services

Staff had a busy and successful start to 2014, processing 3,400 exhibitor order forms in the first quarter. We had a total of 13 events including 3 large size events. The Toronto International Boat Show, CRFA, National Home Show & Canada Blooms ran smoothly at the order desk with no major issues.

Allstream Centre

During January we had 4 events which included 2 internal that were hosted by Cerise (Wedding Planner Breakfast & Client Holiday Reception). Accenture was a returning client as well as Peter Munk Symposium. All went well and we had great feedback.

In the month of February there were 7 events which included the return of Trillium Gift of Life, MTS Allstream and Medtech. We had excellent feedback for both. We also hosted the National Dental Exams which had 500 people, NDEB Assessment and George Brown. The month ended with HP World Tour with approximately 700 people.

March has become a very busy month with 14 events taking place. We had many returning clients such as CFRA, Soft Choice, Tech Target and Arido. BILD was back for the 4th year for their awards luncheon. Cerise hosted Ted Rogers School of Business Gala which was a huge success. BOG & PanAm meetings were both held here. At the end of March we hosted The Ontario Public Health Convention with over 750 attendees and utilized all the meeting spaces as well as Ballroom B.

Parking

Parking activity for the first three months of the year was consistent with last year for recurring shows and events, with added activity from a new show in February. On three weekends in March all parking lots were filled to capacity, with additional spaces added by closing off streets near the Direct Energy Centre. Through an agreement with Ontario Place all of their lots were available this year for overflow parking, and all were fully utilized during weekends of the National Home Show and Canada Blooms. Shuttle buses were used to transport attendees from Ontario Place lots and from the west end of the grounds. Weekend valet parking was also introduced this year for the Boat Show and the Home Show as an added convenience during peak days.

IT/Telecommunications

Telecom/IT has begun the process of procuring equipment for upgrades, including the deployment of 802.11AC WiFi access points across the campus. Information from sources in the telecommunications industry indicates that potentially 1 billion users worldwide will be adopting this technology standard on laptops and mobile devices by 2015. The updated standard provides the ability for users to experience up to 1 Gigabit connections wirelessly.

This technology will significantly exceed any of the current carrier cellular capabilities and also make completely wireless offices a very reasonable possibility. Telecommunications tests using Cisco WiFi phones have also been very successful, which further the operational concept of wireless office spaces. Allstream Canada have been working closely with the IT department in order to try and maximize the upgrade deployment while minimizing costs via potential trade in programs with the technology partners such as CISCO.

The IT department is in the final testing stages of an automated absence request system. This in house developed software will provide users with the ability to electronically submit requests for absence for a complete electronic “paperless” trail of approvals. The system will reduce the need for manual entry, paper forms etc. and will provide the end user with a real time “vacation chart”.

The IT department also recently upgraded the Sales & Marketing Department’s electronic event scheduling system to the latest version of EBMS.

Building Operations

Mechanical

- Preparations for move in and out of major events, as listed above
- Preparations for Capital Works, new office constructions
- Assisted Capital Works contractor with minor issues during renovations to Direct Energy Centre washrooms
- Made adjustments to the Hufcor wall for new motor drives
- Repaired damaged roll up doors #24, #52, #34, west garage entrance and Cattlewash roll up doors
- General maintenance and minor repairs done to roll up doors #1, #7, #12, #19, #40, #41, #42, #51
- Completed floor repairs to all halls with epoxy compound
- Repaired roof leaks to Industry Building, Heritage Court and Galleria
- Repaired three Galleria entrance doors damaged due to high use and wind damages

Electrical

- Checked loading dock heaters and air curtain for the door #20
- Checked card reader for door #39, and replaced card reader in the Plumbing shop
- East parking garage roll-up and roll-up doors #41 and #42 checked for no power
- Replaced burnt out lamps in Industry Bldg. and fixed the temperature sensor
- Replaced heater motor in the 3rd floor boiler room
- Repaired heater in the Parking garage and Industry Building
- Removed East Annex kitchen equipment
- By-pass lighting relays in North Extension
- Installed emergency lighting and new washroom lights in Facility offices
- Installed test lamps in the parking garage east side (F25T8 lamps in place of F32T8 lamps)
- Labeled circuit numbers on receptacles salons, on the ACX substation panels, on the Salons panels and Facility offices panels
- Installed test LED lights in Hall D for the replaced fire pump contactor
- Replaced burnt out lamps for the advertising signs in the Direct Energy Centre
- Replaced Fanuc controls for heating in North Extension
- Marked lighting and heating panels in Industry building
- Fixed floor ports in Halls A, B and D
- Removed motor for fire pump compressor and sent out for repairs

- Checked the temperature sensors in Industry Building and placed order for new sensors
- Replaced solenoids in the Royal Agricultural Winter Fair boiler room

Facility Services

The Facility team delivered services for 17 shows and events over the first quarter, over 20 events and meetings at Allstream Centre and 22 games at Ricoh Coliseum including a major turnover for the Boat Show indoor lake. The following maintenance projects and activities were completed or are on-going:

- Provided snow removal and salting services for the entire grounds and currently in the process of moving snow piles to remote areas of the grounds in order to provide access to more parking spaces.
- Completed upholstery cleaning for approximately 1,000 chairs.
- Completed the stripping and re-waxing of the entire Better Living Centre floor in preparation for the Artist Project.
- Swept Direct Energy Centre underground parking lot and pressure washed the entrances in preparation for National Home Show and Canada Blooms.
- Provided extensive cleaning during and post renovations of the new Hall D washrooms.
- Purchased 2 wet and dry vacuums compete with HEPA filters as per recommendations made for our mold removal procedures.
- In the process of receiving quotations for entrance matting for the DEC.
- Participated in Human Resources recent hiring blitz for cleaning staff.
- Conducted Orientation sessions and Health & Safety training for approximately 50 new hires in our Cleaning Department.
- In the process of installing new scheduling & information monitors for our Cleaning and Labour Departments on a custom made back board designed by Creative Services.
- Continue to conduct waste audits for all of our shows and events with a goal of increasing our overall waste diversion rate.
- Completed a successful 5-hour turnover from National Home Show and Canada Blooms to the Spring One of a Kind Craft Show, simultaneously providing our services for the BMO Field home opener game and a Ricoh Toronto Marlies hockey game.
- In the process of planning a grounds wide clean-up due to dirt and debris trapped over the winter months in melting snow piles.
- Overhauled and revitalized the Living Wall at the east-end of the Galleria, re-designing by adding patterns and plants with more vibrant colours.
- Production Services supplied Audio and Visual (AV) systems during a busy trade show season, succeeding in anticipating the changing needs of the events, having the inventory available, and reducing logistics and labour costs.
- Assisted in the design stage of feature areas within the CFRA show and the new Motorcycle show also controlling and reducing Audio Visual budgets and labour requirements for the clients.
- Replaced projector components nearing the end of its useful life including re lamping of projectors at the Allstream Centre.
- Completed a retrofit project of the new AV system in Salon 108 including the installation of a stabilizing component to ensure video images are optimal for our clients using the new system.

EXcellence in Action

Arlene Campbell was inducted into the CAEM Hall of Fame at the Annual Awards Gala on February 6th. Arlene Campbell won for the Associate Category. A press release was issued on February 7th, in which Dianne Young was quoted as saying “It is my pleasure to congratulate Arlene Campbell on achieving this prestigious honour. Induction to the Hall of Fame demonstrates her commitment to continuous personal

development, leadership and growth within our organization and the industry” says Dianne Young, CEO of Exhibition Place “her encouragement of staff to join the association, actively volunteer and pursue their CEM designation is valuable.”

Neil Fardy of The Motorcycle Show sent an email dated February 25th to Peter Jeffrey: “I just want to take a quick moment to say thank you for everything. It really was a pleasure dealing with you and everyone from all the different departments. We had a great show and I can honestly say that the contribution from everyone at the facility played a role in it.”

Bradley Cooper received an email dated February 25th from Ray Sriubiskis of The Motorcycle Show: “Wanted to extend our sincere thanks to you and your team for all your help and support over the weekend. Everything went very well. You have a great team and food quality was amazing.”

Jim MacGregor received an email dated March 5th from Natascha Wellstein of Barmetrix regarding the CRFA Show “I wanted to reach and out and extend a huge thanks to you for all of your help with our workshop! You have been most helpful and accommodating and it is much appreciated! I hope that we will have the opportunity to work together again! “

Jennifer O’Neill of Softchoice Corporation wrote the following comments on her Client Satisfaction Survey regarding the Softchoice event on March 4th and 5th: “Food and service is awesome!” and “I trust the staff at Allstream - they are knowledgeable, friendly and extremely helpful. They make it easy for me to host a group. “

Paul Egli received an email dated March 12th from Rob Bos of CNE: “Linda Diep & I met with Exhibition Place regarding the 2013 CNE Waste Audit Report. Not only did the Facility Services team present us with invoices, weight tickets & various other information but Brian Dow was instrumental in not only answering questions but also educating us in waste management.

Kathy Treanor received an email dated March 18th from Stephanie Saagi regarding the CRFA Board meetings event on March 2nd and 3rd: “Thank you so much for all of your help. Your dedication to making our meetings so successful is greatly appreciated and makes my job as a (makeshift) planner SO much easier.”

Patricia Snell sent an email dated March 19th to Tasleem Lokhat: “I want to thank you for all your help. This is our first year being a vendor at the National Home Show and as such we started planning well in advance. The services that we booked, electrical, water, supplies, and parking has all gone very well (and we are just about through day 5!) - with your assistance. Muskoka Roastery Coffee Co. will definitely be seriously considering doing this show again at the Direct Energy Centre. It has been my pleasure to work with such a professional person.”

Tasleem also received an email from Richelle Northern of Consumer’s Choice Home Improvements dated March 20th re National Home Show: “Just wanted to send a quick e-mail to let you know how much I appreciated all your help. As I mentioned to you I am new in this position and you were very patient answering all of my questions (which were many), on my 3rd visit to the office to inquire why we did not have power at the back of the booth you very quickly had the problem resolved all the while with a smile on your face. How comforting it was to deal with you. I am looking forward to dealing with you in the future at the Green Living Show.”

As well, Eileen McGroary of American Roland Food Corp. sent an email dated March 20th to Tasleem Lokhat re CRFA: “[...] that we had a successful and smooth show thanks to your help!”

Don Leddy, Doris Bertrand and Nancy Kloek received an email date March 20th from Sharon Portelli of ARIDO: “...we have had amazing feedback for the first time trying this and members could not stop talking about the lunch. The day was very well received. [...] To the entire Allstream Team, thank you for making our event successful. All staff involved were amazing, supportive and helpful. Doris and Nancy, thank you both for making my job at pulling this all together that much easier. Take care and looking forward to working together on the 2015 AGM & Conference.”

Rosemary Cortez sent an email dated March 20th to Kathy Treanor regarding the Systems of Interaction Summit: “Thank you for having us and being such a great host.”

Bradley Cooper and Parwez Siddiqui received an email dated March 24th from Tony Di Giovanni: “I just wanted to thank you for the amazing job you did to help make our Industry Night at Canada Blooms a huge success. [...] I have heard many comments from the guests about the quality of the food and the excellent service provided by your staff. You have helped make our industry night occasion memorable and successful. Thank you.”

Exhibition Place’s Recognition Committee received 63 staff nominations for the December/January period. Following are the winners:

	December/January Winners
Section 1	Steve Georgiou, Cleaning Services
Section 2	Robert Holeczek, Parking Services
Section 3	Victoria Port, Sales & Marketing
Section 4	James Hoy, Carpentry
Section 5	Radek Bedorf, Security Services

Ovations Food Services

January was a great operational month for Ovations. The annual Toronto Boat Show kicked off our New Year with great crowds, renewed relationships with Henry’s Fish House from Halliburton and the well-attended Muskoka Bar feature. Ovations operated 10 mobile bar carts and launched our newest concept, “Market Carvery”, station and temporary food cart to great sales and reviews.

The focus for February was new ideas and new opportunities. Ovations serviced three large shows in February, the Sportsmen’s Show, Motorcycle Show and Artist Project. In conjunction with these shows Ovations launched another new station featuring Chef’s made-from-scratch soups and sandwich creations called “Souper Sandwiches”. We also a new concept of grab and go packaged foods, but with a high-end twist called “PLUS”, at the Better Living Centre for The Artist Project.

March brought the Home Show, the largest event that Ovations services all year. Ovations staff and our subcontractors delivered exceptional food service for 10 straight days and exceeded sales comparative to last year by 3%. As well, CFRA brought our industry colleagues to Direct Energy Centre to highlight the newest and greatest concepts in Food and Beverage. Ovations staff cooked food samples and provided delivery services to practically every vendor in attendance for CRFA, with great results and response from our peer group.

Cerise Fine Catering

Our focus in January was controlling expenses and creating sales for 2014. To that end, back in December 2013 the Directors of both Corporate and Social markets visited Toronto's 100 top corporations to drop off our signature chocolate block representing the historic fascia of Allstream Centre and extend an invitation to our January 28, 2014 open-house. Despite the frigid weather, 62 guests joined us for the open house, which showcased Cerise's culinary expertise, and toured the facility. We currently have four groups holding space for December as a result of this activity.

Additionally, Cerise hosted Hewlett Packard for a new product launch roadshow. The launch was very well attended with numbers exceeding the client expectations for the three day event.

March has been a month where Cerise generated sales efforts in 2013 have come to fruition with operational execution of the Ted Rogers School of Management. This was the first signed contract for Cerise after the deployment of our two new salespersons in the market. Naturally, it was rewarding and more so as the event planner and guests were very delighted with the outcome for the occasion.

Additionally, March allowed the re-hosting of the BILD lunch in conjunction with the National Home Show. The luncheon for 250 people was again a success and we look forward to their return in 2015.

Submitted by:

Arlene Campbell
General Manager, Sales & Events

Submitted by:

Dianne Young
CEO, Exhibition Place

APPENDIX A

Combined Exhibition Place and Allstream Centre Financial Summary

	Statement Of Operations Highlights For the two months ended February 28, 2014					
	Actual	Current Month Budget	Fav (Unfav) Variance	Actual	YTD Budget	Variance
	\$	\$	\$			
Event Income	2,161,303	2,145,069	16,234	\$ 4,685,173	\$ 5,084,690	\$ (399,517)
Direct Expenses	343,074	286,440	(56,634)	504,776	583,883	79,107
Indirect Expenses	1,828,030	2,118,485	290,455	4,082,506	4,612,690	530,184
Operating Income (Loss) before building loan interest & amortization and naming fees	(9,801)	(259,856)	250,055	97,891	(111,883)	209,774
Interest expense - Allstream Centre	148,907	148,908	-	298,126	298,126	-
Amortization expense - Allstream Centre	129,216	129,216	-	258,432	258,432	-
Operating Income (Loss) before naming fees	(287,924)	(537,980)	250,055	(458,667)	(668,441)	209,774
Contribution from (to) Conference Centre Reserve Fund	374,546	247,956	126,590	580,230	432,437	147,793
Net Income (Loss)	86,622	(290,024)	376,646	121,563	(236,004)	357,567

(1) Operating Income for the Board before interest on City loan, amortization of building improvements net of contribution from naming fees is \$97,891 compared to a budgeted Operating Loss of (\$111,883) for a favourable variance of \$209,774.

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

**EXHIBITION PLACE
FINANCIAL STATEMENT HIGHLIGHTS
FEBRUARY 2014 AND COMPARATIVES**

	MONTH			YTD			2013 YTD	
	ACTUAL	BUDGET	VARIANCE	ACTUAL	BUDGET	VARIANCE	ACTUAL	YOY VARIANCE
Number of Events	7			12		12	9	3
	\$	\$	\$	\$	\$	\$	\$	\$
Direct Event Income	1,009,392	985,888	23,504	2,534,388	2,655,280	(120,892)	2,271,195	263,193
Ancillary Income	350,053	225,657	124,396	582,236	579,571	2,665	453,063	129,173
Advertising and Sponsorship	17,138	17,482	(344)	34,276	34,964	(688)	35,963	(1,687)
Rent-MLSE-Ricoh Coliseum	43,878	41,740	2,138	87,757	83,480	4,277	87,757	-
Naming Rights	88,921	101,666	(12,745)	177,842	203,333	(25,491)	203,333	(25,491)
Parking EP	487,674	457,167	30,507	1,069,896	1,091,000	(21,104)	1,043,650	26,246
Parking - BMO Events	2,924	-	2,924	2,924	-	2,924	12,464	(9,540)
Program Recoveries and Other	40,123	35,514	4,609	52,724	71,029	(18,305)	49,818	2,906
Total Event Income	2,040,103	1,865,114	174,989	4,542,043	4,718,657	(176,614)	4,157,243	384,800
Direct Expenses	332,245	262,728	(69,517)	492,467	536,386	43,919	494,221	(1,754)
Indirect Expenses	1,597,389	1,855,818	258,429	3,622,582	4,087,354	464,772	4,081,557	(458,975)
Naming Rights	88,921	101,666	(12,745)	177,842	203,333	(25,491)	203,333	(25,491)
Total Event Expenses	2,018,555	2,220,212	176,167	4,292,891	4,827,073	483,200	4,779,111	(486,220)
Net Income (Loss)	21,548	(355,098)	376,646	249,152	(108,416)	306,586	(621,868)	871,020

**ALLSTREAM CENTRE
FINANCIAL STATEMENT HIGHLIGHTS
FEBRUARY 2014 AND COMPARATIVES**

	MONTH			YTD			2013 YTD	
	ACTUAL	BUDGET	VARIANCE	ACTUAL	BUDGET	VARIANCE	ACTUAL	YOY VARIANCE
Number of Events	3			10		-	9	1
	\$	\$	\$	\$	\$	\$	\$	\$
Direct Event Income	76,692	145,392	(68,700)	88,722	181,411	(92,689)	28,366	48,326
Ancillary Income	40,432	99,695	(59,263)	48,932	141,102	(92,170)	26,790	13,642
Parking Revenue	4,076	34,869	(30,793)	5,476	43,521	(38,045)	5,402	(1,326)
Total Event Income	121,200	279,955	(158,755)	143,130	366,033	(222,903)	60,558	60,642
Direct Expenses	10,829	23,712	12,883	12,309	47,497	35,188	9,879	(950)
Indirect Expenses	141,720	161,001	19,281	282,082	322,003	39,921	265,213	123,493
Total Event Expenses	152,549	184,713	32,164	294,391	369,500	75,109	275,092	122,543
Operating Income (Loss) before building loan interest & amortization and naming fees	(31,349)	95,242	(126,591)	(151,261)	(3,467)	(147,794)	(214,534)	183,185
Interest expense	148,907	148,907	0	298,126	298,126	0	305,779	156,872
Amortization expense	129,216	129,216	0	258,432	258,432	0	258,432	129,216
Operating Income (Loss) before naming fees	(309,472)	(182,882)	(126,590)	(707,819)	(560,026)	(147,793)	(778,745)	469,273
Contribution from Conference Centre Reserve Fund	374,546	247,956	126,590	580,230	432,437	147,793	642,876	(268,330)
Net Income (Loss) before transfers	65,074	65,074	(0)	(127,589)	(127,589)	0	(135,869)	200,943

Note 1. 2014 Allstream Centre Total Event Income Budget was based on Proforma and 2013 actual.

**EVENT STATISTICS
FOR THE TWO MONTHS ENDED FEBRUARY 28, 2014**

DIRECT ENERGY CENTRE

	<u>MONTH ACTUAL</u>	<u>YTD ACTUAL</u>	<u>PRIOR YEAR ACTUAL</u>
Attendance [Note:1]	79,612	211,132	150,395

<u>EVENT</u>	(NOTE 1) ACTUAL # OF EVENTS			(NOTE 3) NET EVENT INCOME		(NOTE 2) REFRESHMENT
	2014	2013	2012	ACTUAL	BUDGET	PER CAP'S ACTUAL
	#	#	#	\$ (IN '000'S)	\$ (IN '000'S)	\$ (IN '000'S)
Consumers Show	6	4	2	2,118	1,756	2.93
Trade Show	2	2	2	23	25	-
Exam	1	1	0	30	23	5.22
Photo/Film Shoot	0	0	0	-	-	-
Meeting/Corporate	1	0	2	6	-	-
	<u>10</u>	<u>7</u>	<u>6</u>	<u>2,178</u>	<u>1,804</u>	<u>8.14</u>

ALLSTREAM CENTRE

<u>EVENT</u>	(NOTE 4) ACTUAL # OF EVENTS			(NOTE 3) NET EVENT INCOME		(NOTE 2) REFRESHMENT
	2014	2013	2012	ACTUAL	BUDGET	PER CAP'S ACTUAL
	#	#	#	\$ (IN '000'S)	N/A	\$ (IN '000'S)
Gala	0	0	0	-	-	-
Conference	4	4	1	73	-	176
Reception	1	0	0	-	-	-
Meeting	4	5	4	28	-	112
Photo/Film Shoot	0	0	0	-	-	-
Exam	1	0	2	9	-	-
	<u>10</u>	<u>9</u>	<u>7</u>	<u>110</u>	<u>-</u>	<u>289</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.

Note: 4 Allstream Centre opened on October 2009.

**COMBINED EXHIBITION PLACE AND ALLSTREAM CENTRE
CHEQUE DISBURSEMENTS - FEBRUARY 2014
GREATER THAN \$50,000**

Cheque No	Date		\$ Amount	Description
	04/02/2014	ADP CANADA	362,531.35	SALARY PAYROLL
	05/02/2014	ADP CANADA	159,715.43	HOURLY PAYROLL
	12/02/2014	ADP CANADA	192,228.87	HOURLY PAYROLL
	18/02/2014	ADP CANADA	323,744.73	SALARY PAYROLL
	19/02/2014	ADP CANADA	180,199.01	HOURLY PAYROLL
	26/02/2014	ADP CANADA	191,062.41	HOURLY PAYROLL
12036	11/02/2014	ENBRIDGE	52,926.74	2014 JANUARY PAYMENT
12033	11/02/2014	CITY OF TORONTO	75,936.11	PREMIUM FOR DENTAL & LIFE FOR FEBRUARY 2014
12032	11/02/2014	CITY OF TORONTO	94,951.58	2013 LANDSCAPING EXTERIOR
12071	27/02/2014	OMERS	164,565.02	2014 JANUARY REMITTANCE
11984	05/02/2014	CITY OF TORONTO	181,323.31	2014 PROPERTY TAX
11983	28/02/2014	CITY OF TORONTO	222,689.97	2014 MARCH LOAN PAYMENT
12098	20/02/2014	CANADA CUSTOMS AND REVENUE	433,221.14	2014 H.S.T. JANUARY REMITTANCE
12078	20/02/2014	CITY OF TORONTO	516,081.89	2013 WATER & SEWER PAYMENT
		DISBURSEMENTS OVER \$50,000	3,151,177.56	
		OTHER DISBURSEMENTS	551,220.30	
		TOTAL DISBURSEMENT	<u>3,702,397.86</u>	

**BOARD OF GOVERNORS OF EXHIBITION PLACE
BALANCE SHEET
AS AT FEBRUARY 28, 2014**

	2014 February \$	2013 February \$
FINANCIAL ASSETS		
CASH	2,902,380	1,891,409
SHORT-TERM INVESTMENTS	2,600,000	3,900,000
TRADE ACCOUNTS RECEIVABLE	4,827,600	4,047,548
ALLOWANCE FOR DOUBTFUL ACCOUNTS	(589,001)	(388,280)
NET ACCOUNTS RECEIVABLE	4,238,598	3,659,267
DUE FROM /TO EXHIBITION PLACE - CNEA	-	3,476,545
SALES TAX RECOVERABLE	169,735	(159,394)
OTHER RECEIVABLE	3,021,136	2,085,047
RECEIVABLE FROM THE CITY OF TORONTO	7,353,742	7,502,116
RECEIVABLE FROM THE CITY OF TORONTO - CAPITAL	225,846	-
TOTAL FINANCIAL ASSETS	20,511,437	22,354,991
LIABILITIES		
ACCOUNTS PAYABLES - TRADE	944,660	577,818
ACCRUED LIABILITIES	2,718,200	3,159,626
SALES TAX PAYABLE	519,268	251,901
CONFERENCE CENTRE RESERVE FUND	(5,189)	-
DEFERRED REVENUE	8,003,731	7,505,577
OTHER CURRENT LIABILITIES	711,960	702,522
EMPLOYEE BENEFITS PAYABLE - PSAB	8,809,529	9,004,270
OTHER LIABILITIES	518,717	518,717
LOAN PAYABLE - ERP PROJECTS	7,011,946	7,200,660
GOVERNMENT ASSISTANCE	1,476,352	1,621,635
LOAN PAYABLE- FCM CAPITAL ASSET	1,675,083	1,760,244
LOAN PAYABLE- CONFERENCE CENTRE ASSET	35,445,159	36,349,528
NET INCOME (LOSS) CURRENT	121,563	(757,737)
PRIOR YEAR SURPLUS	(3,284,897)	913,991
TOTAL LIABILITIES	64,666,081	68,808,752
NET DEBT	(44,154,644)	(46,453,761)
NON-FINANCIAL ASSETS		
INVENTORIES	73,196	79,242
PREPAID EXPENSES	212,036	285,641
STEP UP RENT/OTHER RECEIVABLE	1,349,788	1,278,500
FIXED ASSETS		
EQUIPMENT	55,816,284	55,532,284
ACCUMULATED DEPRECIATION - EQUIPMENT	13,296,660	10,721,906
EQUIPMENT - NET	42,519,624	44,810,377
TOTAL NON-FINANCIAL ASSETS	44,154,644	46,453,761

Summary of Sole Source Commitment Activity by Reason - January 1, 2014 to February 28, 2014

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:

Part A

- (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 February 28 total is \$23,490.96. The percentage of dollar value of sole source purchasing activity for goods and services compared to the total purchasing expenditures of \$1,070,817.88 is 2.2% 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	1	1	\$ 3,503.81
Ensure Warranty Maintenance	1	1	\$ 8,505.64
Emergency	0	0	\$ -
Time Constraints	0	0	\$ -
Bridging Contract	1	1	\$ 6,200.00
Proprietary/Trademark/Patent	0	0	\$ -
Health & Safety Issues	0	0	\$ -
Other Reasons -Client Driven Economics of Scale	1	1	\$ 5,281.50
Total	4	4	\$ 23,490.95