



Exhibition Place Quarterly Dashboard

The Exhibition Place Dashboard provides a quarterly snapshot of Key Performance indices related to the Goals, Objectives, and Strategies of the 2017-2019 Strategic Plan with a primary focus on our Financial, Environmental, Safety, and Organizational Goals.

FOR THE YEAR ENDING DECEMBER 31, 2017

| | Actual YTD | Budget / Target YTD | Prior YTD |
|---|---------------|---------------------|------------------|
| Consolidated Net Income (Loss) | \$ 2,230,315 | \$ 1,862,870 | \$ 1,862,870 |
| Variance | | \$ 367,445 ● | \$ 367,445 ● |
| Overhead Operating Expenses | \$ 36,139,580 | \$ 36,304,315 | \$ 34,500,767 |
| Variance | | \$ 164,736 ● | \$ (1,638,812) ◆ |
| Net Capital Program Spending (%) | 76.92% | 90.00% | 42.80% |
| Variance | | -13.08% ◆ | 34.12% ● |
| Recordable Lost Time Injuries | 0.00 | 0.00 | 0.29 |
| Variance | | 0.00 ● | 0.29 ● |
| Average Sick Days Absent | 5.69 | 4.92 | 4.92 |
| Variance | | (0.77) ◆ | (0.77) ◆ |
| Waste Diverted (%) | 84% | 81% | 77% |
| Variance | | 3% ● | 7% ● |
| Energy Net Grid (kWh) | 16,779,547 | 17,300,424 | 17,653,493 |
| Variance | | 520,877 ● | 873,946 ● |

LEGEND

● Favourable

◆ Unfavourable

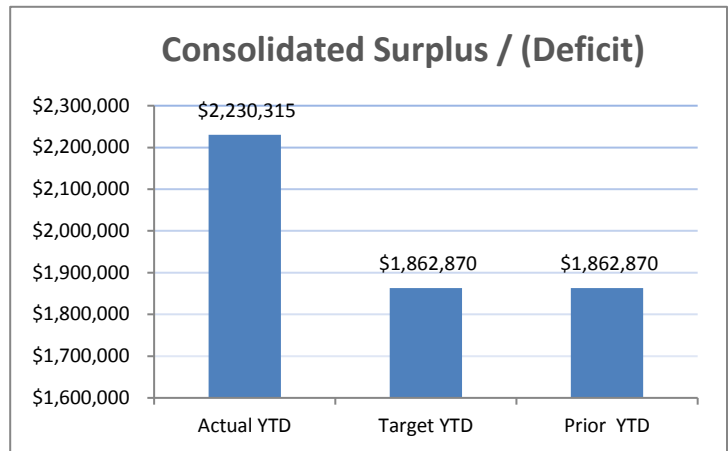
▲ YTD variance is unfavourable but management believes by year end that we will meet or exceed.

Surplus / (Deficit)

MEASURE: Consolidated Net Income (Loss)

1) The Exhibition Place operating budget surplus as approved by City Council is \$.123M. However, the target used for this KPI is not the Council approved operating budget but the actual surplus achieved in 2016 of \$1.862M.

2) Draft actual 2017 year-end vs 2016 Target Surplus for the year is a favourable variance of (\$0.367M) primarily due to increase in net show services income, F&B revenue, decrease in Beanfield Centre Loans repayment to City offset by increase in overhead costs due to COLA.

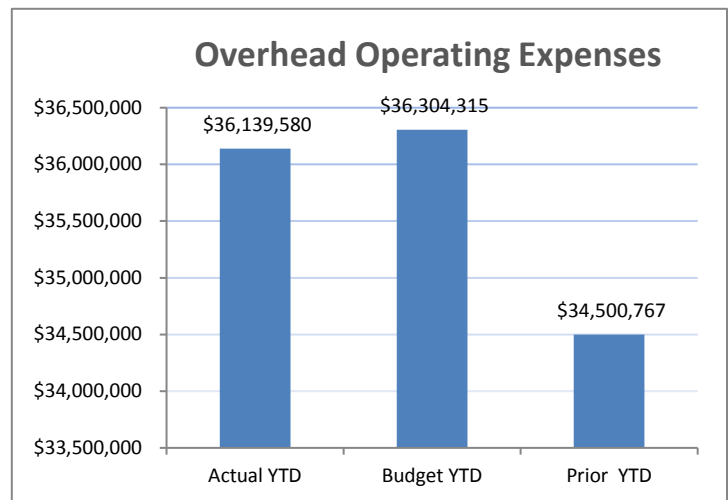


Overhead Operating Expenses

MEASURE: Consolidated overhead operating expenses before amortization, cost of services, contribution to naming rights, and interest.

1) Favourable variance between Actual vs Budget is minimal.

2) YOY unfavourable variance of \$1.639M primarily due to increase in COLA and increase in utility rates.

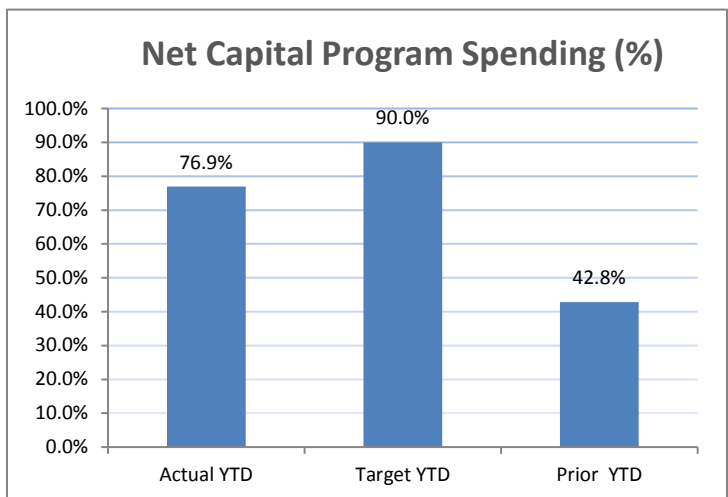


Net Capital Program Spending (%)

MEASURE: Achievement of Exhibition Place's capital work program as a percentage of City of Toronto capital funding.

1) Actual vs target unfavourable variance of 13.1% primarily due to commencement of spend not until Council budget approved in February 2017 and spending on carry forward funding was prioritized to first before 2017 in year spend.

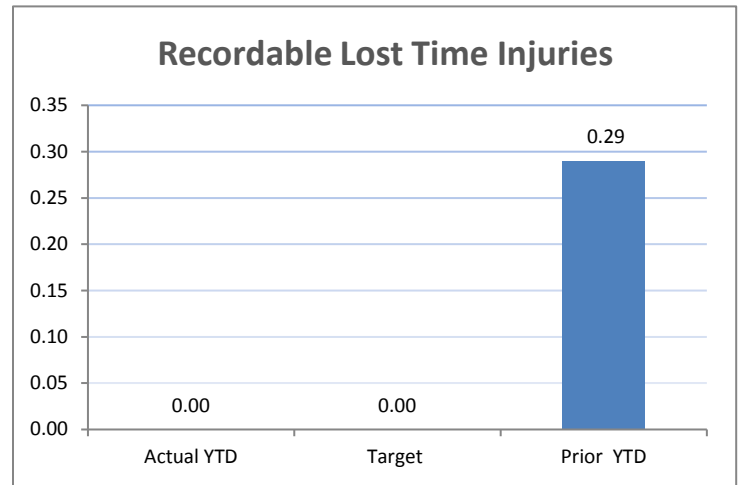
2) YOY variance is a significant increase of 34.1% primarily due to Operation's action plan to ensure planning for 2017 projects started in late 2016.



Recordable Lost Time Injuries

MEASURE: Standard occupational recordable Lost Time Injury (LTI) includes WSIB claims containing lost time opened. Calculation is the number of recordable injuries x 200,000 exposure hours divided by total employee hours worked.

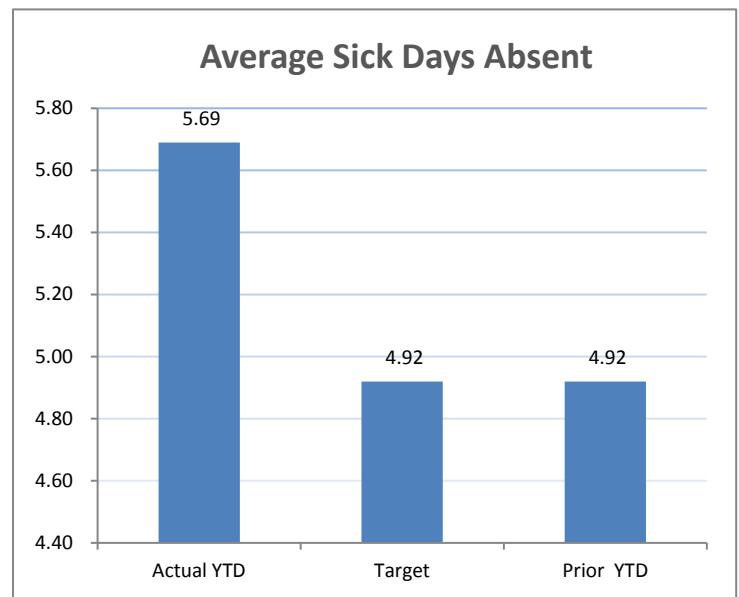
- 1) LTI is reporting 0.00 in 2017 that represents a YOY favourable variance of 0.29.
- 2) This is the first time since 1997 that the Board has had Recordable Lost Time Injuries at 0.00 (nil). Coinciding with the 0.00 LTI is also a \$25K reduction of 2017 WSIB costs at \$140K from \$165K in 2016.



Average Sick Days Absent

MEASURE: Average days absent per employee

- 1) 2016 actual year ending average sick days absent of 4.92 days is used as the 2017 target to compare with actual.
- 2) In 2017, the City and Exhibition Place implemented a new Short-Term Disability Benefit. The 2017 year-end actual vs target is an unfavourable variance of (.77) days.
- 3) YOY there is an unfavourable variance of (.77) days.
- 4) The unfavourable variance observed in third quarter continued to year-end. Management will be reviewing the details of our final results, the City experience, and any possible impact of the new Short-Term Disability Benefit plan.
- 5) The 2016 Average Sick Days Absent target for EP compares to the City of Toronto 2016 average of 7.19 is favourable by 2.27 Average Sick Days.

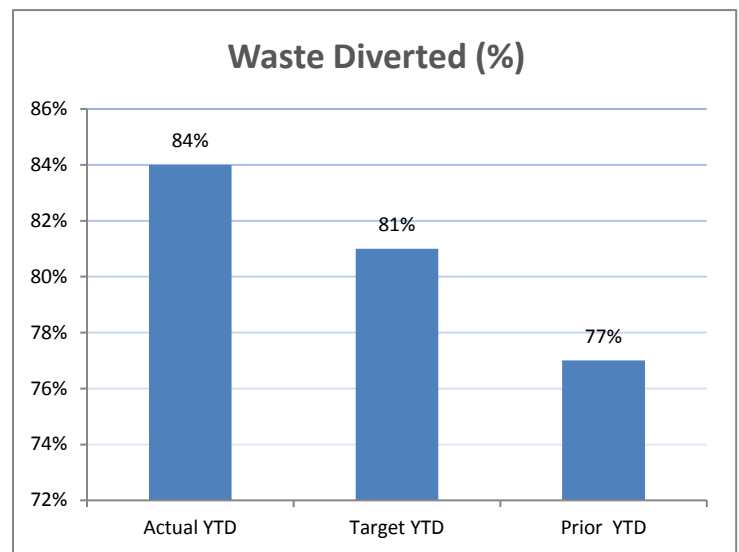


Waste Diverted (%)

MEASURE: Percentage of all waste produced that was diverted from landfill.

Definition: The total amount of waste diverted from the landfill in kilograms is divided by the total of ALL waste (diverted and not diverted) and multiplied by 100.

- 1) The actual 2016 waste diverted was 77% and the Strategic Plan Goal is to reach 90% by 2019 with the 2017 target being 81%; 2018 at 85% and 2019 at 90%.
- 2) The 2017 year-end target of 81% was exceeded by 2.87%.
- 3) YOY favourable variance of 7% is primarily due to the mix of divertible materials from events and capital projects.



Energy Net Grid (kWh)

MEASURE: Energy consumed net grid including green energy, excluding tenants.

- 1) The Strategic Plan set a Goal to aim for Energy Net Grid and as a tactic Management set a target to reduce kWh by 2% a year for 2017 to 2019 calculated from the base year of 2016.
- 2) The 2017 year-end actual vs target is a favourable variance of 520,877 kWh primarily due to Exhibition Place continued emergence of GREEN Smart policies and the new District Energy System (DES) which is a thermal energy distribution system production heating and cooling Hotel X as well as the Enercare Centre.
- 3) The YOY change reflects a favourable variance of 873,946 kWh primarily due to the DES.

