



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 SIX MONTHS ENDING JUNE 30, 2018

	Actual YTD	Budget / Target YTD	Prior YTD
Gross Revenue	\$ 22,652,950	\$ 24,411,332	\$ 21,101,488
Variance		\$(1,758,382) ▲	\$ 1,551,462 ●
Surplus / (Deficit)	\$ (332,987)	\$ 857,830	\$ (29,554)
Variance		\$(1,190,817) ▲	\$(303,433) ▲
Overhead Operating Expenses	\$ 17,663,004	\$ 18,348,110	\$ 16,425,775
Variance		\$ 685,107 ●	\$(1,237,229) ▲
Net Capital Program Spending (%)	37.3%	20.0%	14.9%
Variance		17.3% ●	22.4% ●
Recordable Lost Time Injuries	0.0	0.0	0.0
Variance		0.0 ●	0.0 ●
Average Sick Days Absent	3.0	2.5	1.7
Variance		(0.54) ◆	(1.29) ◆
Waste Diverted (%)	86%	85%	84%
Variance		1% ●	2% ●
Energy Net Grid (kWh)	6,121,472	7,175,598	7,322,039
Variance		1,054,126 ●	1,200,566 ●

LEGEND

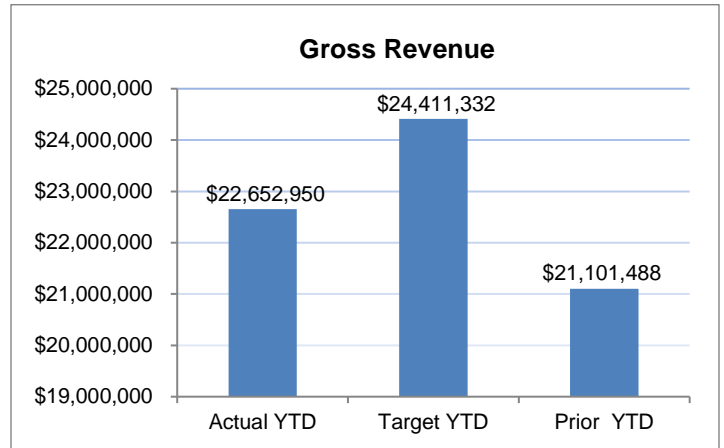
- Favourable or meeting Budget/Target
- ◆ Unfavourable
- ▲ YTD variance is unfavourable but management believes by year end that we will meet or exceed

Quarterly Dashboard

Gross Revenue

MEASURE: Gross Revenue

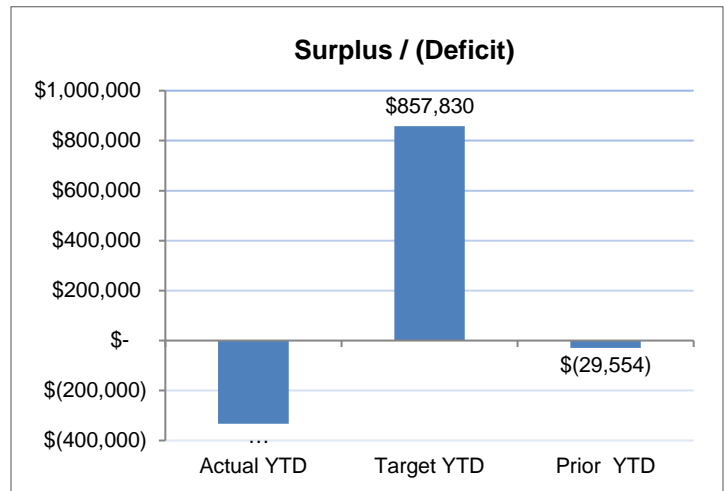
- 1) Target used for this KPI is the actual gross revenue achieved for the six (6) months of 2016 adjusted for the CPI of 3% per year.
- 2) Unfavourable variance of (\$1.758M) between Actual and Target is primarily due to timing of new business. The NBA's All-Star Jam Session event held at Enercare Centre and the Perfect China event held at Beanfield Centre both took place in the first six months of 2016, and contribute to the unfavourable variance in 2018.
- 3) YOY favourable variance of \$1.551M is primarily due to budget timing of new events.



Surplus / (Deficit)

MEASURE: Net Income

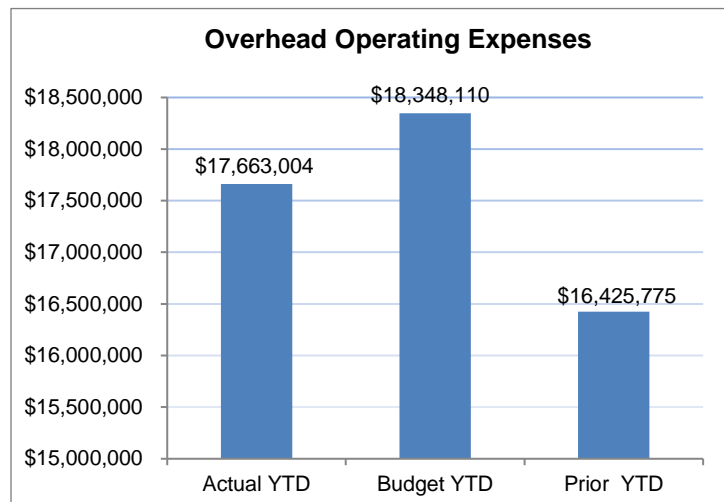
- 1) The Operating Budget surplus approved by City Council is \$.150M. However, the target used for this KPI is not the Council approved operating budget but the actual surplus achieved for the six (6) months of 2016 adjusted for the CPI of 3% per year.
- 2) Unfavourable variance of (\$1.191M) between Actual and Target is primarily due to timing of events such as the NBA's All-Star Jam Session held at Enercare Centre and Perfect China event held at Beanfield Centre both in the first six months of 2016.
- 3) YOY unfavourable variance of (\$.303M) is primarily due to timing of new business and expenditures; however there will be no issue in meeting the City Council budget target.



Overhead Operating Expenses

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

- 1) Favourable variance between Actual and Budget of \$.685M primarily due to timing of budgeted expenses offset by lower utilities due to various energy savings initiatives.
- 2) Actual vs Budget is favourable to Budget by \$685,106 primarily due to timing of expenditures.
- 3) YOY unfavourable variance of (\$1.237M) primarily due to timing of expenditures and COLA.

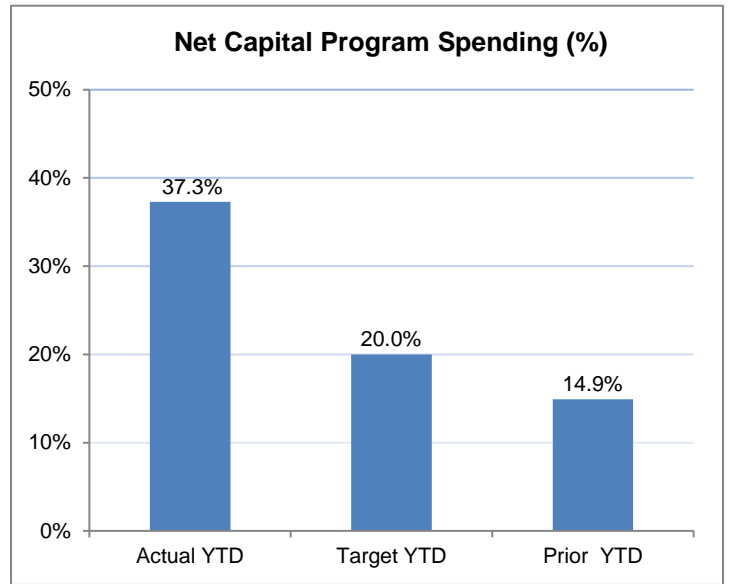


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Net Capital Program Spending (%)

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

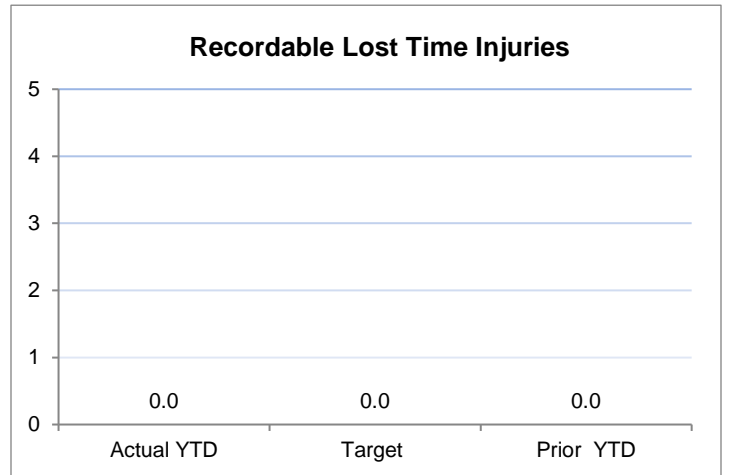
- 1) Target for net capital spend is 90% or more for the year, with a Q2 cumulative target being set at 20%.
- 2) The YTD actual vs target is a favourable variance of 17.3% primarily due to the early award of some contracts and agreements for which the process had began last year before the official budget approval by City Council, as well as, booking of the project management cost on a quarterly basis vs. annual basis.
- 3) The YOY favourable variance of 22.4% is primarily due to early start of the net capital spend compared to 2017 as noted above. However there is one major outstanding tender for McGillivray Fountain (\$535,000) which may affect year-end achievement.



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 0.0 in Q2 2018 that represents a YOY variance of 0.0.
- 2) The Target is 0.0.

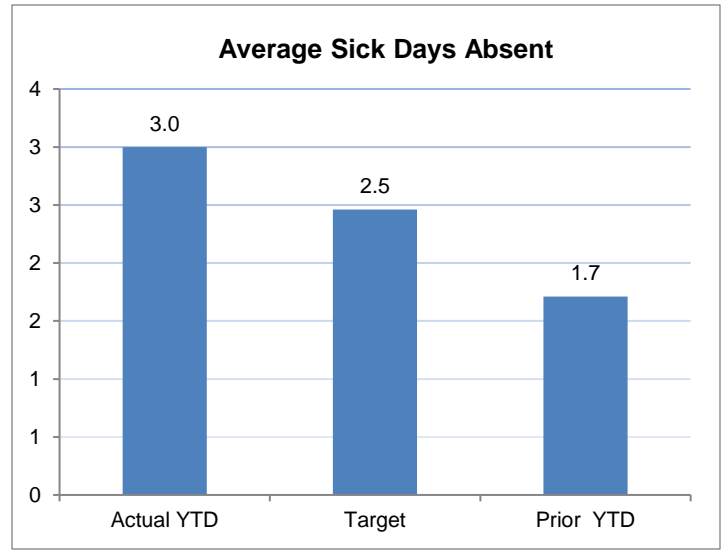


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Average Sick Days Absent

MEASURE: Average days absent per employee. This includes all Short-Term Disability Benefits (100%, 75%, and dependent) and Unpaid Sick Days.

- 1) With the City and Exhibition Place implementing their new Short-Term Disability Benefits in January 2017. Exhibition Place is using the 2016 actual Average Sick Days Absent as the 2018 Target.
- 2) The Actual vs. Target is an unfavourable variance of 0.5 days.
- 3) YOY there is an unfavourable variance of 1.3 days.
- 4) Management are actively monitoring employee sick day absences especially related to longer periods of absences.

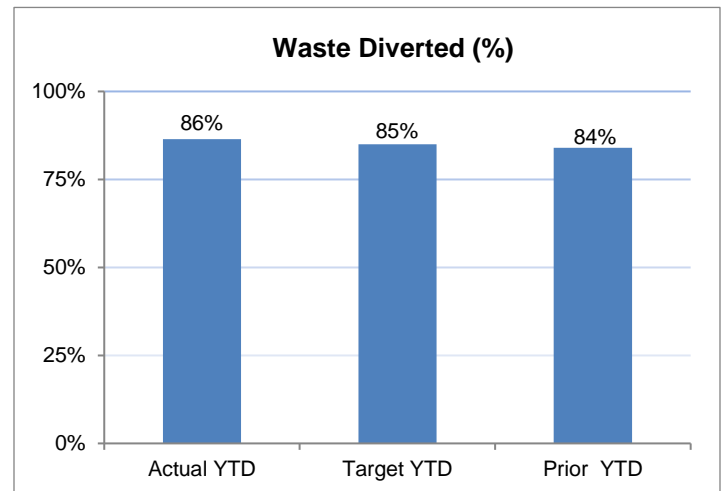


Waste Diverted (%)

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) Strategic Plan Goal is to reach 90% Waste Diversion by 2019 with the Target being set for 2018 at 85%.
- 2) Actual vs target is a favourable variance of 1%.
- 3) YOY is a favourable variance of 2%.



Energy Net Grid (kWh)

- 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 2018 Actual vs. Target is a favourable variance of 1,054,126 kWh is primarily due to Enercare Centre's new high efficiency chiller and new GREENSmart lighting policy.

3) The YOY favourable variance of 1,200,567 kWh is primarily due to Co-Gen being run more often as part of District Energy System (DES), new Beanfield Centre lighting retrofit, and Enercare Centre cooling tower optimization project.

