



## 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 THREE MONTHS ENDING MARCH 31, 2018

	Actual YTD	Budget / Target YTD	Prior YTD
Gross Revenue	\$ 13,030,414	\$ 14,526,412	\$ 12,248,279
Variance		\$ (1,495,998) ▲	\$ 782,135 ●
Net Income	\$ 1,972,370	\$ 3,378,438	\$ 2,091,816
Variance		\$ (1,406,068) ▲	\$ (119,446) ▲
Overhead Operating Expenses	\$ 8,417,194	\$ 9,881,834	\$ 7,541,425
Variance		\$ 1,464,640 ●	\$ (875,770) ▲
Net Capital Program Spending (%)	5.1%	5.0%	0.2%
Variance		0.1% ●	4.9% ●
Recordable Lost Time Injuries	0.0	0.0	0.0
Variance		0.0 ●	0.0 ●
Average Sick Days Absent	2.7	1.2	1.4
Variance		(1.49) ▲	(1.30) ▲
Waste Diverted (%)	72%	85%	84%
Variance		-13% ▲	-12% ▲
Energy Net Grid (kWh)	3,842,992	4,117,727	3,869,848
Variance		274,735 ●	26,856 ●

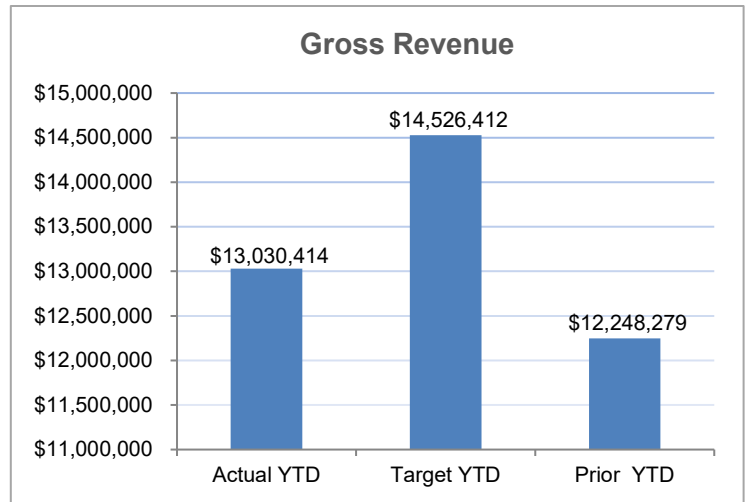
#### LEGEND

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

### Gross Revenue

MEASURE: Gross Revenue

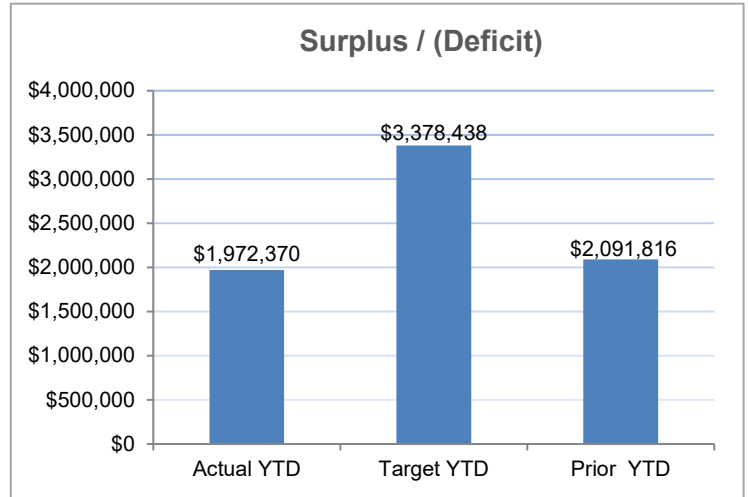
- 1) Target used for this KPI is the actual gross revenue achieved for the three (3) months of 2016 adjusted for the CPI of 3% per year.
- 2) Unfavourable variance of (\$1.49M) between Actual and Target is primarily due to the NBA's All-Star Jam Session 2016 held at Enercare Centre.
- 3) YOY favourable variance of \$.782M is primarily due to timing of new events.



### Surplus / (Deficit)

MEASURE: Net Income

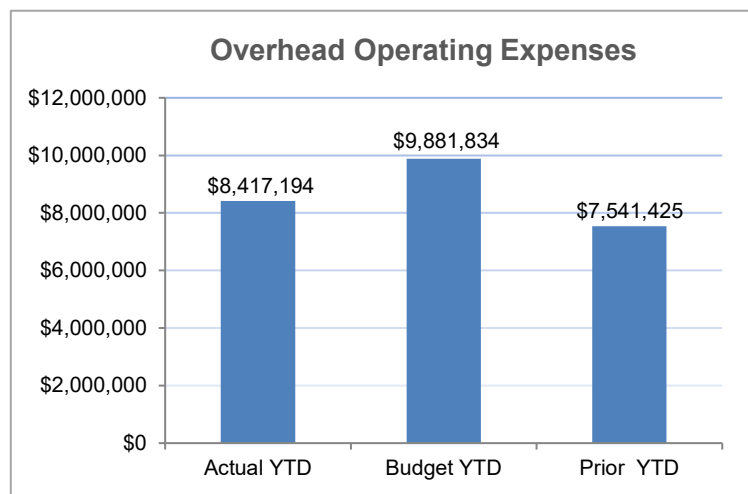
- 1) The Operating Budget surplus approved by City Council is \$.150M. However, the target used for this KPI is not the Council approved operating budget but the actual surplus achieved for the three (3) months of 2016 adjusted for the CPI of 3% per year.
- 2) Unfavourable variance of (\$1.41M) between Actual and Target is primarily due to the NBA's All-Star Jam Session 2016 held at Enercare Centre.
- 3) YOY unfavourable variance of (\$.119M) is minimal.
- 4) Management believes by year end we will meet or exceed Target.



### Overhead Operating Expenses

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

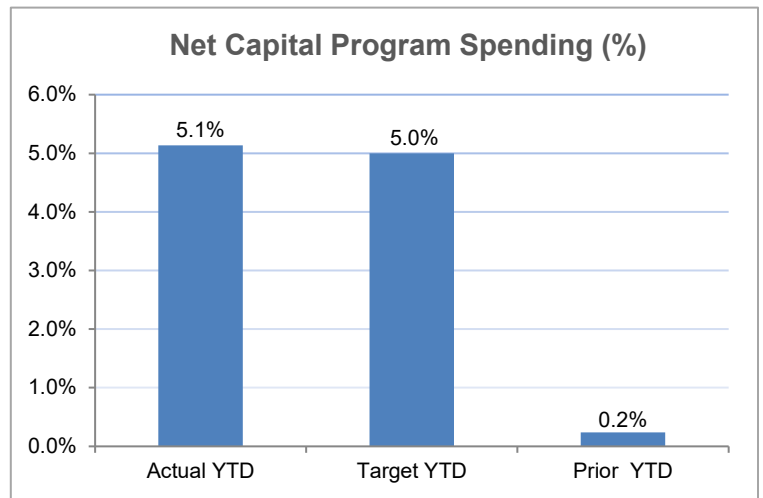
- 1) Favourable variance between Actual and Budget of \$1.465M (15%) primarily due to timing of budgeted expenses offset by lower utilities due to various energy savings initiatives.
- 2) YOY unfavourable variance of (\$.876M) primarily due to timing of expenditures.
- 3) Management believes we will meet or exceed our Budget.



### Net Capital Program Spending (%)

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

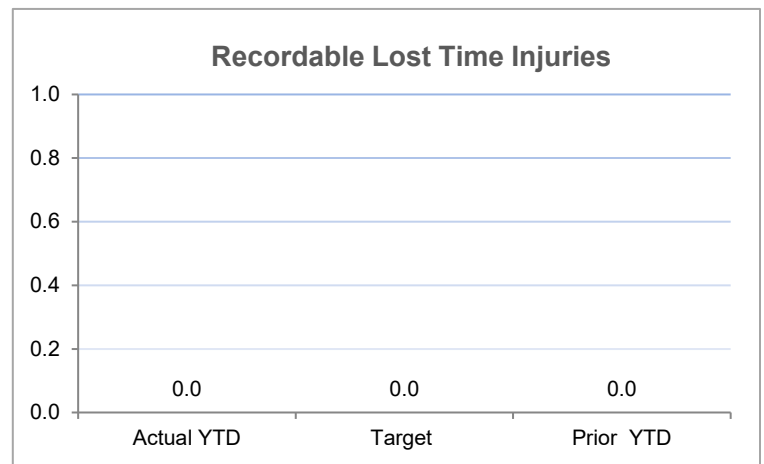
- 1) Target for net capital spend is 90% or more for the year with a Q1 target being set of 5%.
- 2) The Actual vs Target favourable variance is minimal. Generally, spending on carry forward from prior year funding is prioritized first before spending on current year budget.
- 3) The YOY favourable variance of 4.9% is primarily due to the action plan to commence spending earlier through early award of contracts and agreements before the final budget approval by City Council.



### 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.

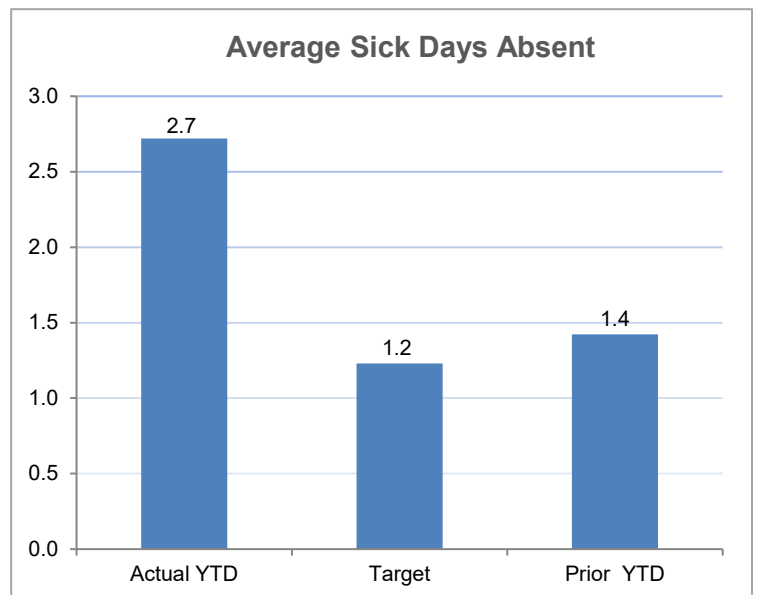
- 1) Both Prior Year and the Target of Recordable Lost Time Injuries for the year are nil.
- 2) There are no actual Recordable Lost Time Injuries in Q1.
- 3) The Target is 0.0.



### 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 1.5 days.
- 3) YOY there is an unfavourable variance of 1.3 days.
- 4) Management are initiating discussions with the City and actively monitoring employee sick day absences especially related to longer periods of absences.

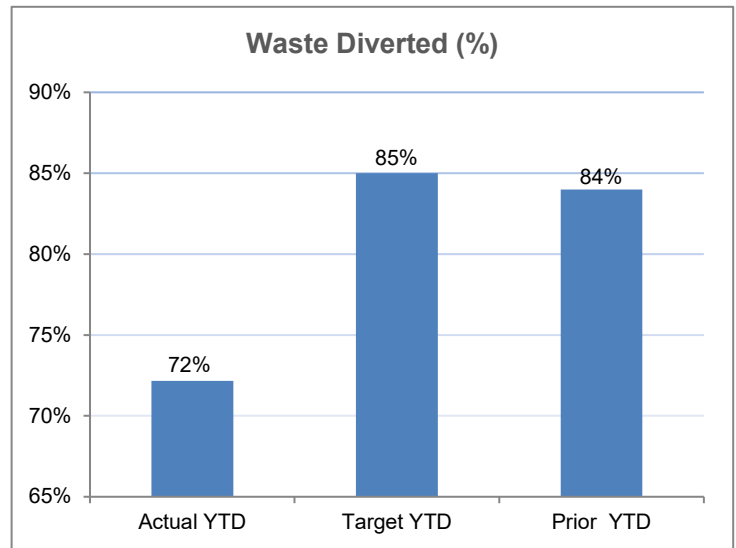


### Waste Diverted (%)

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) The Actual vs Target is an unfavourable variance of 13%.
- 3) YOY is an unfavourable variance of (12%) primarily due to the mix of waste versus recyclable material. Management is working closely with events discussing how to reduce waste and have more recyclable material.
- 4) Management believes by year end we will meet or exceed Target.



### 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 2018 Actual vs Target is a favourable variance of 274,735 kWh primarily due to Enercare Centre's new high efficiency chiller and new GREENSmart lighting program.
- 3) The YOY favourable variance is minimal.

