



Exhibition Place

Management Report

May 31, 2017

Executive Summary

- Combined Operating Income for Exhibition Place and Beanfield Centre for the five (5) months ending May 31, 2017 before net naming fees, building loan interest and amortization expense for the Beanfield Centre was an income of \$827,252 compared to a budgeted income of \$484,735 for a favourable variance of \$342,517.
- Net Income for Exhibition Place and Enercare Centre for the five (5) months ending May 31, 2017 was \$313,481 compared to budget net income of \$39,513 for a favourable variance of \$273,968.
- Operating Income before interest and amortization expense for Beanfield Centre for the five months (5) ending May 31, 2017 was \$513,771 compared to a budget income of \$445,222 for a favourable variance of \$68,549.
- The Sales & Marketing team secured 34 new events for Exhibition Place in April and May
- Barbara Outschoorn in Sales and Marketing received her 2nd nomination for Volunteer of the Year from Meeting Planners International event.
- Exhibition Place is thrilled to welcome our own resident bees! Two bee hives were installed on the green roof of the Industry Building; they will help promote local pollination.

May 2017 Financials for Combined Exhibition Place and Beanfield Centre

Combined Operating Income for Exhibition Place and Beanfield Centre for the five (5) months ending May 31, 2017 before net naming fees, building loan interest and amortization expense for the Beanfield Centre was an income of \$827,252 compared to a budgeted income of \$484,735 for a favourable variance of \$342,517.

Exhibition Place

Net Income for Exhibition Place and Enercare Centre for the five (5) months ending May 31, 2017 was \$313,481 compared to budget net income of \$39,513 for a favourable variance of \$273,968.

- Rental income from events of \$4,950,152 is unfavourable to budget by (\$153,126) primarily due to higher than budgeted rental income from the Boat Show offset by lower than budgeted rental income from Restaurants Canada and budget timing of new events.
- Net electrical income and commissions of \$543,470 are unfavourable to budget by (\$105,571) primarily due to higher than budgeted electrical commissions from the Boat Show and Restaurants Canada offset by lower than budgeted electrical commissions from SIAL and budget timing of new events.
- Food & Beverage concessions of \$487,247 are unfavourable to budget by (\$90,868) primarily due to higher than budgeted concessions from the Boat Show offset by budget timing of new events.
- Show services income from third party billings at \$292,150 is unfavourable to budget by (\$424,877) primarily due to lower than budgeted net show income from Restaurants Canada, Boat Show, Canada Blooms & National Home Show, Paralegal Exams and budget timing of new events.
- Net parking income at \$2,283,130 is favourable to budget by \$46,485 primarily due to higher than budgeted revenue from the Boat Show, National Home Show & Canada Blooms, Tenants and BMO Field offset by budget timing of new events.
- Program recoveries and interest income at \$133,118 are unfavourable to budget by (\$38,963) primarily due to lower recoveries of services from RICOH and BMO Field and lower than budgeted interest income.
- Direct and indirect expenses at \$11,701,911 are favourable to budget by \$816,727 primarily due to lower utilities due to the energy savings initiatives, lower operational costs, and timing of expenses compared to budget. Indirect expenses include costs from various departments; these are Chief Executive Officer, Chief Financial Officer and Corporate Secretary, General Manager, Marketing/Event Services, 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.

Energicare Centre accounts receivable as at May 31, 2017 was \$1,506,170 consisting primarily of:

- \$1,143,079 for services on future events of which \$478,604 (42%) has been received by June 12, 2017.
- \$284,571 for services on completed events of which nil has been received by June 12, 2017.
- \$44,584 owed by Spectra of which nil has been received by June 12, 2017.

Exhibition Place accounts receivable as at May 31, 2017 was \$5,423,470 consisting primarily of:

- \$1,796,901 owed by City of which \$6,958 (.4%) has been received by June 12, 2017.
- \$1,001,226 owed by MLSE - BMO Field for payroll costs and utilities of which \$755,452 (75%) have been received by June 12, 2017.
- \$545,890 owed by tenants of which \$11,688 (2%) has been received by June 12, 2017. Collection efforts are made by staff on a regular basis to collect all outstanding amounts.
- \$441,161 owed by MLSE (Ricoh) for services of which \$18,163 (4%) has been received by June 12, 2017.
- \$268,747 owed by the CNEA of which nil has been received by June 12, 2017.
- \$106,638 owed by MLSE, BioSteel Centre for payroll and utility costs of which \$22,691 (21%) have been received by June 12, 2017.
- \$81,470 for show services on completed events of which \$29,207 (36%) has been received by June 12, 2017.
- \$63,412 of deposits owed as contractual for future events of which \$2,147 has been received by June 12, 2017.

Beanfield Centre

Operating Income before interest and amortization expense for Beanfield Centre for the five months (5) ending May 31, 2017 was \$513,771 compared to a budget income of \$445,222 for a favourable variance of \$68,549.

- Rental income from events of \$742,707 is favourable to budget by \$4,340 primarily due to budget timing of meetings and conference business booked by Exhibition Place.
- Food & Beverage concessions of \$451,986 are unfavourable to budget by (\$43,207) primarily due to budget timing of Cerise booked food and beverage events.
- Net electrical income of \$55,405 is favourable to budget by \$11,258 primarily due to budget timing of new events.
- Show services revenue from third party billings of \$643,186 is unfavourable to budget by (\$9,745).
- Net parking services income of \$124,696 is favourable to budget by \$23,530 primarily due to budget timing of events.
- Direct and indirect expenses at \$1,072,737 are favourable to budget by \$51,458 primarily due to lower utilities due to the energy savings initiatives lower than budgeted operational costs. 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.

Beanfield Centre accounts receivable as at May 31, 2017 was \$1,135,352 consisting primarily of:

- \$670,471 for services on completed events of which \$358,393 (53%) has been received by June 12, 2017.
- \$253,467 owed by Cerise Fine Catering of which nil has been received by June 12.

- \$151,850 owed as contractual deposits for future events of which \$64,673 (43%) has been received by June 12, 2017.
- \$59,563 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

During April and May the Sales & Marketing team secured 34 new events for Exhibition Place. The events are categorized as follows:

- 23 Meetings/ conventions/ conferences
- 2 Exams/ Education
- 1 Film/ T.V.
- 4 Sporting Events
- 2 Festivals
- 1 Press Conference
- 1 Other

Business Travel

Lyne Montpetit attended the sold out Global Meeting Industry Day in Toronto on April 6th. Approximately 450 to 500 people attended to hear keynote speaker Stephen Lewis, celebrated humanitarian and former UN Special Envoy for HIV/AIDS in Africa. This event included a panel discussion on current industry trends and was a great opportunity to network with clients and colleagues.

Lyne also attended the Meeting Professionals International (MPI) Toronto Education Conference in Muskoka on May 7th to 9th. This annual event provided high end key note speakers and break-out topics for planners and suppliers. Networking opportunities were beneficial for renewing ties with clients and colleagues and making new contacts. There were approximately 140 registrations for this event and 40% of the attendees were planners.

On May 25th, in Cambridge, Wassim Dawoud attended Tourism Toronto's Signature event. Table tops for each supplier featured trivia questions to encourage mixing and mingling with 29 corporate clients, followed by lunch and a communication matters workshop.

Don Leddy, Barbara Outschoorn and Marvin Self attended the MPI Prix Prestige Awards on May 10th in Ottawa and hosted a table of prospective clients for future business. On May 10th at the Meeting Planners International event, Barbara was nominated for Volunteer of the Year. This was Barb's 2nd nomination!

On May 18th, Don, Barbara and Marvin hosted the Annual Client event in Ottawa. Approximately 50 prospective Association and Government clients attended. The evening allowed for the opportunity to network with prospective and annual clients as well as to forge new relationships.

Publicity

April

Beanfield Centre: 5 hits

Top Stories: Ontario Craft Beer Conference 2017, MIET 201, Canada's Walk of Fame 2017
The March/April 2017 print issue of Meeting + Incentive Travel had a mention of Beanfield
Metroconnect's naming sponsorship with Beanfield Centre.

Energicare Centre: 12 hits

Top Stories: SIAL Canada, Architect @Work, Canada Blooms,

Exhibition Place: 66 hits

Top Stories: Khalsa Day Parade, Toronto FC at BMO Field, Hotel X, Buy Good, Feel Good
Expo, People-in-Motion, Canadian National Exhibition, Gymtrix Provincial Championships,
Toronto Festival of Beer, Toronto Waterfront 10K, MIET 2017, Ontario Craft Brewers
Conference, Hotel X, The Bentway

On April 19th the London Free Press published an article mentioning the architecture at
Exhibition Place's Horse Palace, entitled *One-tank Trips: Doors Open to History and Culture*:
<http://www.lfpress.com/2017/04/19/one-tank-trips-doors-opened-to-history-and-culture>

On April 23rd Toronto.com published an article entitled "*Cherry Blossoms Watch in Toronto*"
which mentioned Exhibition Place <http://www.toronto.com/things-to-do/cherry-blossoms-watch-in-toronto/>

May

Beanfield Centre: 5 hits

Top Stories: Laughter is the Best Medicine,
On May 1, Meetings & Incentive Travel published "Beanfield and Exhibition Place Unveil
'Beanfield Centre'" <http://www.meetingscanada.com/beanfield-centre-exhibition-place-2/>

Energicare Centre: 19 hits

Top Stories: The 17th Karmapa visit to Toronto, SIAL Canada, Architect @ Work

Exhibition Place: 85 hits

Top Stories: Toronto Festival of Beer, Hotel X, Honda Indy, People in Motion, Heavy rainfall
and flooding on Lakeshore near the Exhibition Place grounds, Vintage streetcars running on the
509 route all summer, Canada150 Tulips, Jane's Walk – Ghost Walk at Exhibition Place,
Beanfield Centre, Khalsa Day

On May 1st, Meetings & Incentive Travel published "Beanfield and Exhibition Place Unveil
'Beanfield Centre'" <http://www.meetingscanada.com/beanfield-centre-exhibition-place-2/>

On May 18th the Toronto Star Published "Toronto Cop Honoured For Calm Amid Chaos"
referring to the Muzik nightclub shooting that took place on the Exhibition Place grounds in
August 2015 <http://torontostar.newspaperdirect.com/epaper/showarticle.aspx?article=f583d3d9-3136-4ea3-9b40-6a7bf8c5ce46>

The Toronto Sun published "Limit overlap on city real estate portfolio: Tory" on May 22nd
mentioning Exhibition Place in relation to a proposed new consolidated real estate strategy for
city-owned properties. <http://www.torontosun.com/2017/05/22/limit-overlap-on-city-real-estate-portfolio-tory>,

Inside the Games published “CGF inspectors visit potential 2022 Commonwealth Games venues in Toronto” on May 25th mentioning Exhibition Place as a potential site for the Commonwealth Games – include photos of the site visit:

<http://www.insidethegames.biz/articles/1050767/cgf-inspectors-visit-potential-2022-commonwealth-games-venues-in-toronto>

Social Media

	April	May
Impressions	<ul style="list-style-type: none"> • Twitter – 58.9K • Facebook – 3,681,005 	<ul style="list-style-type: none"> • Twitter – 59.5K • Facebook – 42,506,53
Number of Posts	<ul style="list-style-type: none"> • Twitter – 119 • Facebook - 26 	<ul style="list-style-type: none"> • Twitter – 88 • Facebook - 20
Growth	<ul style="list-style-type: none"> • Twitter – +161 • Facebook – + 18 	<ul style="list-style-type: none"> • Twitter – + 86 • Facebook – + 25

Event Management Services

During the months of April and May, Event and Meeting Co-ordinators at Exhibition Place, Enercare Centre and Beanfield Centre (BC) were involved in the following events:

Exhibitions/Meetings/Conventions/Corporate Events	
April 2017	
<ul style="list-style-type: none"> ▪ Candance 2017 Tour ▪ MAG & WAG Ontario Championships ▪ First Star Psychic Fair ▪ Toronto’s Spring Bridal Show ▪ Horse Stalls Rental ▪ School Library Resource Fair Spring ▪ C3 Toronto ▪ Capgemini World Insurance Report Roundtable (Salesforce) ▪ Vlocity Meetings (Salesforce) ▪ Suits Season Seven - TV Series Film Shoot ▪ 2017 Patent Agent Examinations ▪ doTERRA Regional Summit ▪ Khalsa Day Celebrations ▪ SIAL SET Canada ▪ TOPHC 2017 (BC) ▪ TDSB 2017 (BC) ▪ Stampin'Up! Canada Conference (BC) ▪ Toronto Agile Community - Open Space (BC) 	<ul style="list-style-type: none"> ▪ CAMSC Diversity Procurement Fair (BC) ▪ UBC April 2017 Real Estate Exams (BC) ▪ Sales Force World Tour (BC) ▪ Veterans Affair Canada (BC) ▪ LCBO PSM Trade Symposium (BC) ▪ CNE Accessibility Advisory Council Meeting (BC) ▪ The Ontario Cap and Trade Forum (BC) ▪ MIET Meetings Industry Euchre Tournament (BC) ▪ The Canadian Institute - 3rd. Annual Delivering Urban Transit Infrastructure (BC) ▪ AromaTools Store (BC) ▪ Surgical Services Gallie Day (BC) ▪ My Essential Business Store (BC)
May 2017	
<ul style="list-style-type: none"> ▪ Principal Motorsoul Riding School ▪ Toronto Marathon Expo ▪ Escape - Legend of Zelda ▪ Buy Good Feel Good Expo Name changed from The Fair Trade Show 	<ul style="list-style-type: none"> ▪ Canadian Championship Match Activation SIAL/Set Opening Reception (BC) ▪ Agri Food Export Group (BC) ▪ Farm Credit Canada (BC) ▪ Landmark Worldwide (BC)

<ul style="list-style-type: none"> ▪ CPA PEP Capstone 1 ▪ Laughter is the Best Medicine (BC) ▪ Sporting Life 10K Finishing Chute ▪ Islamic Society of Ajax - Meet & Greet ▪ ARCHITECT@WORK ▪ Walk with Israel ▪ People in Motion ▪ The Find Me A Condo Show ▪ Holodomor Ground Breaking Ceremony ▪ 2017 Canada Sales Congress (BC) ▪ SIAL / SET Canada Show 	<ul style="list-style-type: none"> ▪ SIAL Food Hub (BC) ▪ CNE Board Meeting (Special) (BC) ▪ Textron Specialized Vehicles Dealer Meeting (BC) ▪ Laughter is the Best Medicine (BC) ▪ CPA PEP Capstone (BC) ▪ The MEHRIT Centre (BC) ▪ CAEM Board Meeting (BC) ▪ CNE May Board Meeting & Finance Meeting (BC)
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Event Services

In April we hosted MAG & WAG Gymnastics, a new event, with large crowds in attendance. Our regular spring line up included the First Star Psychic Show, the Spring Bridal Show, School Library Fair and the Khalsa Day Parade. The clients were all very happy with our services and noticed our new digital / way finding signage. One of our clients reported that this was their best experience to date at Enercare Centre. The “Suits” Film Shoot went very well and the client expressed an interest in doing more work on our site. As well, we received positive comments from doTERRA.

Staff began preparations for SIAL/SET Canada in June with a trip to Montreal to meet the client’s new team. Some of our new/newer events during June included Escape: Legend of Zelda, Buy Good Feel Good Expo, CPA PEP Capstone 1, The Find Me a Condo Show, ARCHITECT@work and a “Meet and Greet” by the Islamic Society of Ajax. We also hosted the Holodomor Ground Breaking Ceremony for the upcoming Holodomor Memorial, which we expect to be completed in 2018 in the parkette area at the east end of the grounds between Canada and Strachan. Media in attendance at the ground breaking ceremony included City TV, CP24, Global News and CTV.

Staff travelled to Germany to meet the client for ARCHITECT@work and to see the event in advance. The client holds 21 of the ARCHITECT@work events across Europe annually and this was their first time with the ARCHITECT brand in North America. This advanced knowledge and information regarding the show proved very helpful, and the event at Enercare Centre was excellent.

Beanfield Centre

There were 21 events in April which included an internal meeting and a Toronto Fire Fighters Gala. Returning clients included CAMSC, Canadian Consortium for the Investigation of Cannabinoids, Landmark, Salesforce, Toronto Agile Community, Toronto District School Board for their 4th year and the University of British Columbia. MIET Euchre Tournament returned for their 4th year. New clients included LCBO, and a portion of the doTerra event at Enercare Centre – we hosted four stores at Beanfield Centre over 3 days. Ontario Cap & Trade for 2 days and Surgical Services Gallie Day.

Beanfield Centre hosted 18 events in May, including two CNEA meetings, an internal BOG meeting, CAEM Board Meeting and the official opening reception for the branding of the Beanfield Centre. There were many return clients, including Agri-Food Reception, part of the SIAL Show hosted at Enercare Centre, Canada Sales Congress in their 3rd year, Landmark with two events and Farm Credit Canada. New clients included Reconnect and Textron which

hosted a vehicle showcase over 2 days. The returning Laughter is the Best Medicine Gala was hosted by Cerise Fine Catering.

Parking and Security

April

In the month of April, Parking Services met all expected financial goals as the TFC season picked up with 3 games. Adjustments were made to Traffic Management plans to improve the safety of pedestrians throughout the grounds. Our partnerships with the many stakeholders involved with Exhibition Place continue to strengthen as the group communicates on weekly basis to share information.

May

May proved to be a very busy month as activities In the Queen Elizabeth Theatre and Beanfield Centre picked up. Along with TFC continuing their winning streak, the concert season kicked off at the end of the month as Chance the Rapper opened the new Budweiser Stage. These events pushed our financial projections over the expected target.

Tony Porter, Director of Parking & Security Services was invited to speak at the MPI (Meeting Professional International) Toronto conference. He presented on the topic of Safety and Security for meetings and events, including pre-planning activities, proper information gathering, meeting registration & check-in process, in session activities, social media, and potential areas of weakness or vulnerabilities as they relate to overall event safety and security. He also discussed how to conduct basic threat and risk assessments to be used in planning and executing a successful meeting or event.

IT/Telecommunications

IT/Telecom has been busy deploying a myriad of telecommunications services for various events in April and May, including North America's food innovation event SIAL.

The IT department has been an instrumental member of the HR/Payroll team's efforts to implement an integrated employee hiring system for summer housekeeping staff. Staff within the IT department have customized certain aspects of the ADP Workforce cloud system in order to provide functionality similar to elements of a soon to be decommissioned housekeeping custom application.

IT is continuing to provide support for the fire annunciation system by deploying additional VOIP (Voice Over IP) capable ATA's (Analog Telephone Adapters), which satisfy the analog voice needs of the auto communication devices using pre-existing data connections. The WIFI upgrade/expansion is moving forward with the installation of a new CISCO controller and design work being finalized for the additional outdoor locations. A mobility services software engine will be part the WIFI upgrade providing clients with an enhanced connectivity experience.

Building Operations

Two bee hives were installed on June 7 on the green roof of the Industry Building on June 7th. The bee hives will harvest a guaranteed minimum of 10 kg of artisanal-quality honey per year.

In providing a home for our own colony of bees, we impact the urban environment in a profound way, contributing to the pollination of our neighbourhood in a 5 kilometre radius around our building.

Electrical

- Completed torqueing of grounds substations
- Dismantled east cubicle and storage building lighting including fire alarm equipment
- Continued General Services training room renovation and started payroll office renovation
- Completed audit of grounds hand hole covers
- Completed BLC NW exhaust fan feed
- Completed fire alarm monitoring upgrades
- Completed General Services FM Global issues
- Completed installation of Beanfield signage and installed power in Beanfield for IT
- Completed JHSC inspection issues
- Installed a BLC wi-fi antenna
- Installed new building automation fibers
- Investigated Enercare cooling tower heat tracing issues
- Rebuilt irrigation pit power/controls
- Repaired Tornado and Ontario Government Building substation louvre controls
- Replaced Liberty Grand lighting contactor
- Replaced Stanley Barracks building automation equipment
- Updated Horse Palace and Enercare panel schedules
- Upgraded SXX building automation equipment
- Upgraded task lighting in Preventative Maintenance office

Mechanical

- Repaired 3 galleria south entrance doors damaged by high winds
- Repaired damages to roll up doors 20,24,28, and 40 incurred during events
- Completed various floor repairs using epoxy compound in Hall A, Loading Docks and Heritage Court
- Continued water leak repairs in the Galleria beside Management Offices from the 3rd floor mechanical room
- Installed Bee Hives on the North Extension roof
- Prepared for Honda Indy move in
- Repaired skylight leaks in the Galleria
- Prepared the move for Purchasing/Payroll offices
- Repaired Hall D floor ports
- Repaired Heritage Court Entrance apron

Facility Services

- Concluding the update of foliage within the Enercare Centre Galleria including new tree plantings and new hanging baskets.
- Took possession of 7 new four stream waste receptacles which will be placed in various locations across the grounds.
- Sample indoor waste receptacles will be demoed for the Beanfield Centre with considerations to aesthetics, required diversion streams, and size.
- Completed hiring and job specific training for the Production / Facility Coordinator positions, Level II; training sessions included health and safety, collective agreements, Life Safety & Security, accident reporting, incident investigation, and supervisor competency.
- In process of upgraded graphics for the permanent three stream grounds receptacles with the new graphics having the theme of Canada 150 celebrations.
- Removed and stored all snow removal related equipment and salt depot locations on site.
- Completed pressure washing and window cleaning of Enercare Centre and Beanfield Centre.
- Completing the final stages of the Enercare Centre underground parking garage cleaning and beautification with special focus on signage and overhead fixtures.
- Commencing hiring, in conjunction with Human Resources, for our summer service delivery in housekeeping.

- Completed initial grounds clean up following the winter months, utilizing pressure washers and grounds sweeping equipment.
- Coordinated grounds wide review and audit of all tree plantings, completed trimming where required; now pending action required appearing on the audit report.
- Reviewed and projected Production staffing levels for the summer season.
- Participated in the annual grounds safety audit.
- Inventory completed for surplus production equipment, following purchase procedures for redeployment within the city, or auction, with city vendor.
- Increased grounds housekeeping levels to ensure that standards and expectations are met this coming summer season for visitors to our site attending events, and as a public space.
- Review and refresh Flag locations on the grounds where needed.

EXcellence in Action

Nicholas Moreau posted on Twitter on April 1, 2017 “The wifi connection at @ExPlaceTO is astoundingly fast and stable. Kudos to whoever designed, built it. Far exceeds other convention centres”

Kathy Treanor received an email dated April 26th from Ashley Caviness of OPUS AGENCY; “It was such a pleasure to work with you and the Beanfield team – you made everything so easy and effortless which is something we truly appreciate. The event went incredibly well, so thank you for all of your efforts to make this a great one”

Bettyanne Sherrer of ProPlan Conferences & Events sent an email dated April 28th to Andrew Landrigan, cc Don Leddy; “I wanted to take a moment to express my sincere thanks for all that you did to make the MiET Event such a success last night. I have been impressed from our first conversation with your professionalism, your attention to detail, your creative approach to addressing challenges and your outstanding customer service. You know your product inside and out and demonstrated that throughout the process of pre-planning and execution. I believe that you are a rising star in this industry who has a very bright future ahead of you. Of course, many hands touched this event and played a role. Please extend my gratitude to your team members as well. [...] my first experience working with the Beanfield Centre. Your efforts, along with Don’s, have made me comfortable to consider and/or recommend future business. I hope we have the opportunity to work together again soon.”

Andrew Landrigan received an email dated April 30th from Candice Klein of doTERRA; “Thank you again! It wa a pleasure working with you and your team – everything was awesome. I appreciate how kind and accommodating you always are.”

Nancy Kloek received an email dated May 1st from Jake Krembil, regarding the Surgical Services Gallie Day event; “ Thank you again for all of your assistance putting our event together, it was an excellent day and everyone seemed to enjoy it. “

Stan Mallow of First Star Psychic Fair sent an email dated May 1st to Christine Wong; “...working with Andrew Landrigan was an absolute joy. He is a true professional in every sense of the work and a cred to Exhibition Place.”

Denise DeFlorio received an email dated May 12th from Kaitlin Buckley of Beanfield Metroconnect; “Thank you for everything yesterday. Our guests, clients and staff had a great time and it was so meaningful for everyone there to celebrate this Partnership. We really appreciate all your help with the event! It wouldn't have been such a success without you.”

Lauren Hughes of Trent University, Symons Campus, said in in her post-event survey re The MEHRIT Centre event; "Food and Beverage was excellent, many positive comments came in regarding the food."

Spectra by Comcast Spectacor

April

Spectra provided catering services for many large and small events in April and May. Highlights from April included the Royal Agricultural Winter Fair AGM, for which Spectra provided catering for 70 reception guests, and catering for 25 guests for Sales Force. For the doTERRA Regional Summit, Spectra provided a hot lunch buffet for 1,100 guests and dinner for 70 guests.

May highlights included extensive catering for SIAL Canada the two-day Architect@Work, for which Spectra provided breakfast, lunch, snacks and a reception for 600 people each day. Overall another great month for Spectra!

Spectra hired a new Executive Chef, Geoff Carter, who started on May 29th.

Cerise Fine Catering

April and May were very busy at Beanfield Centre with meetings, conferences, fundraisers and galas. Cerise served over 10,000 covers to many return clients and a number of new guests, including Beanfield Technologies Inc. and Toronto Professional Fire Fighters Association. Michael Garron Hospital Foundation's 'Laughter is the Best Medicine III' raised \$7.1million. Toronto General Western Hospital Foundation's 'Above and Beyond Gala', which was brought to the Beanfield Centre by Cerise's Partner George Friedmann, featured a tribute to Dr. Heather Ross and raised \$8.5million. Chef Kai's entrée of Braised Beef Short Rib remains the top pick of the year!

Submitted by:



Arlene Campbell
General Manager, Sales & Event Management

Submitted by:



Dianne Young
CEO, Exhibition Place

APPENDIX A

Combined Exhibition Place and Beanfield Centre Financial Summary

	Statement Of Operations Highlights For the five months ended May 31, 2017					
	Month Actual	Month Budget	Fav (Unfav) Variance	Actual	YTD Budget	Fav (Unfav) Variance
	\$	\$	\$	\$	\$	\$
Event Income	1,960,089	1,377,964	582,124	14,019,125	14,554,653	(535,528)
Direct Expenses	416,470	262,499	(153,971)	1,868,176	1,715,830	(152,346)
Indirect Expenses	2,313,683	2,215,470	(98,213)	11,323,697	12,354,088	1,030,391
Operating Income (Loss) before building loan interest, amortization and naming fees	(770,064)	(1,100,004)	329,940	827,252	484,735	342,517
Interest expense - Allstream Centre	135,614	135,143	(471)	680,538	679,363	(1,175)
Amortization expense - Allstream Centre	129,214	129,214	-	646,078	646,078	-
Operating Income (Loss) before naming fees	(1,034,892)	(1,364,361)	329,469	(499,364)	(840,706)	341,342
Contribution from (to) Conference Centre Reserve Fund	536,719	220,868	315,851	571,554	422,891	148,663
Net Income (Loss)	(498,173)	(1,143,493)	645,320	72,190	(417,815)	490,005

(1) Operating Income for the Board before interest on City loan, amortization of building improvements net of contribution from naming fees is \$827,252 compared to a budgeted Operating Income of \$484,735 for a favourable variance of \$342,517.

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

**EXHIBITION PLACE
FINANCIAL STATEMENT HIGHLIGHTS
MAY 2017 AND COMPARATIVES**

	MONTH			YTD			2016 YTD	
	ACTUAL	BUDGET	VARIANCE	ACTUAL	BUDGET	VARIANCE	ACTUAL	YOY VARIANCE
Number of Events	14			51			55	(4)
	\$	\$	\$	\$	\$	\$	\$	\$
Direct Event Income	757,510	413,835	343,675	6,686,417	7,049,833	(363,416)	7,578,214	(891,797)
Ancillary Income	137,063	92,543	44,520	1,248,444	1,526,408	(277,964)	1,569,444	(321,000)
Advertising and Sponsorship	6,250	14,167	(7,917)	31,250	70,835	(39,585)	26,565	4,686
Rent-MLSE-Ricoh Coliseum	73,782	75,115	(1,333)	368,910	375,575	(6,665)	376,730	(7,820)
Naming Rights	97,917	85,417	12,500	417,225	427,085	(9,860)	485,774	(68,549)
Parking EP	355,678	307,000	48,678	3,112,411	3,103,000	9,411	3,088,767	23,644
Parking - BMO Events	196,097	211,000	(14,903)	434,842	250,000	184,842	276,550	158,292
Program Recoveries and Other	37,518	36,500	1,018	133,118	182,500	(49,382)	174,106	(40,988)
Total Event Income	1,661,815	1,235,577	426,238	12,432,617	12,985,236	(552,619)	13,576,150	(1,143,532)
Direct Expenses	334,151	244,980	(89,172)	1,639,428	1,515,470	(123,958)	1,633,502	5,926
Indirect Expenses	2,128,270	2,034,200	(94,069)	10,062,483	11,003,168	940,685	10,427,308	(364,825)
Naming Rights	97,917	85,417	(12,500)	417,225	427,085	9,860	485,775	(68,550)
Total Event Expenses	2,560,338	2,364,597	(195,741)	12,119,136	12,945,723	826,587	12,546,585	(427,449)
Net Income (Loss)	(898,523)	(1,129,020)	230,497	313,481	39,513	273,968	1,029,564	(716,082)

**BEANFIELD CENTRE
FINANCIAL STATEMENT HIGHLIGHTS
MAY 2017 AND COMPARATIVES**

	MONTH			YTD			2016 YTD	
	ACTUAL	BUDGET	VARIANCE	ACTUAL	BUDGET	VARIANCE	ACTUAL	YOY VARIANCE
Number of Events	13	(Note 1)		52			58	(6)
	\$	\$	\$	\$	\$	\$	\$	\$
Direct Event Income	146,673	83,097	63,575	900,371	891,346	9,025	686,703	213,668
Ancillary Income	125,970	49,675	76,295	550,021	568,108	(18,087)	383,094	166,927
Parking Revenue	25,631	9,615	16,016	136,116	109,963	26,153	112,625	23,491
Total Event Income	298,274	142,387	155,886	1,586,508	1,569,417	17,091	1,182,423	404,085
Direct Expenses	82,319	17,519	(64,800)	228,748	200,360	(28,388)	162,455	66,293
Indirect Expenses	185,413	181,269	(4,144)	843,989	923,835	79,846	826,458	17,531
Total Event Expenses	267,732	198,789	(68,943)	1,072,737	1,124,195	51,458	988,913	83,824
Operating Income (Loss) before building loan interest & amortization and naming fees	30,542	(56,401)	86,943	513,771	445,222	68,549	193,510	320,261
Interest expense	135,614	135,143	(470.47)	680,538	679,363	(1,175)	701,619	21,081
Amortization expense	129,214	129,214	-	646,078	646,078	-	646,078	-
Operating Income (Loss) before naming fees	(234,286)	(320,758)	86,472	(812,845)	(880,219)	67,374	(1,154,187)	341,342
Contribution from Conference Centre Reserve Fund	536,719	220,868	315,851	571,554	422,891	148,663	814,049	(242,495)
Net Income (Loss) before transfers	302,433	(99,890)	402,323	(241,291)	(457,328)	216,037	(340,138)	98,847

Note 1. 2017 Beanfield Centre Total Event Income Budget was based on City Proforma and 2016 actual.

**ENERCARE CENTRE AND BEANFIELD CENTRE
EVENT STATISTICS
FOR THE FIVE MONTHS ENDED MAY 31, 2017**

ENERCARE CENTRE

	<u>MONTH ACTUAL</u>	<u>YTD ACTUAL</u>	<u>PRIOR YEAR ACTUAL</u>
Attendance [Note:1]	33,770	410,896	468,932

<u>EVENT</u>	ACTUAL # OF EVENTS			NET EVENT INCOME		(NOTE 2) REFRESHMENT PER CAP'S
	2017	2016	2015	ACTUAL	BUDGET	ACTUAL
	#	#	#	\$ (IN '000'S)	\$ (IN '000'S)	
Consumers Show	14	18	16	4,274	3,523	4.45
Trade Show	4	2	3	881	822	3.21
Exam	4	1	2	110	-	11.97
Photo/Film Shoot	2	6	1	15	-	-
Meeting/Corporate	7	12	6	29	11	21.47
	31	39	28	5,309	4,356	-

BEANFIELD CENTRE

<u>EVENT</u>	ACTUAL # OF EVENTS			NET EVENT INCOME		(NOTE 2) REFRESHMENT PER CAP'S
	2017	2016	2015	ACTUAL	BUDGET	ACTUAL
	#	#	#	\$ (IN '000'S)	N/A	
Gala	4	2	2	6,404	-	107.78
Conference	18	20	24	111	-	128.05
Reception	6	7	6	3,711	-	77.71
Meeting	22	25	23	-	-	49.65
Photo/Film Shoot	0	0	0	56	-	-
Exam	2	4	3	-	-	-
	52	58	58	10,282	-	-

Note: 1 Attendance estimates provided by Show Management.

Note: 2 Refreshment per cap's based on information reported by Spectra/Cerise.

Note: 3 Net event income includes rent and services, ancillary income includes catering and electrical commissions.

**COMBINED EXHIBITION PLACE AND BEANFIELD CENTRE
CHEQUE DISBURSEMENTS - MAY 2017
GREATER THAN \$50,000**

Cheque No	Date		Amount	Description
	03/05/2017	ADP CANADA	230,697.71	HOURLY PAYROLL
	10/05/2017	ADP CANADA	493,288.80	SALARY PAYROLL
	10/05/2017	ADP CANADA	217,404.76	HOURLY PAYROLL
	17/05/2017	ADP CANADA	268,982.41	HOURLY PAYROLL
	24/05/2017	ADP CANADA	347,282.50	SALARY PAYROLL
	24/05/2017	ADP CANADA	195,325.27	HOURLY PAYROLL
	27/05/2017	ADP CANADA	189,891.62	HOURLY PAYROLL
11765	02/05/2017	CERISE FINE CATERING	74,707.39	F&B FOR BEANFIELD EVENT - MASTER VENDOR
11871	15/05/2017	CITY OF TORONTO	79,422.42	2017 MAY PREMIUM FOR DENTAL & LIFE
11919	12/05/2017	SMG CANADA ULC	81,360.00	2016 MARKETING ALLIANCE FEE
12006	29/05/2017	LOCAL 58 BENEFITS FUND	82,457.68	2017 APRIL UNION DUES
11863	12/05/2017	CERISE FINE CATERING	83,457.36	F&B FOR BEANFIELD EVENT - MASTER VENDOR
11966	25/05/2017	BIRD MECHANICAL LTD.	124,856.32	CAPITAL WORKS - REPLACE CHILLERS
11968	25/05/2017	CERISE FINE CATERING	156,705.57	F&B FOR BEANFIELD EVENT - MASTER VENDOR
11946	17/05/2017	CANADA CUSTOMS AND REVENUE AGENCY	168,873.05	2017 APRIL REMITTANCE
12001	29/05/2017	THE EQUIPMENT SPECIALIST	170,590.45	AIR STREET SWEEPER - TUMCO MODEL DST-6
11818	31/05/2017	CITY OF TORONTO	193,996.56	2017 JUNE LOAN PAYMENT
11944	31/05/2017	ONTARIO MUNICIPAL EMPLOYEE RETIREMENT SYSTEM	194,579.36	2017 APRIL REMITTANCE
11817	02/05/2017	CITY OF TORONTO	200,000.00	2017 VEHICLE CONTRIBUTION
		DISBURSEMENTS OVER \$50,000	3,553,879.23	
		OTHER DISBURSEMENTS	898,498.49	
		TOTAL DISBURSEMENTS	<u>4,452,377.72</u>	

**BOARD OF GOVERNORS OF EXHIBITION PLACE
BALANCE SHEET
AS AT MAY 31, 2017**

	2017 May	2016 May
	\$	\$
FINANCIAL ASSETS		
CASH	2,278,142	1,611,656
SHORT-TERM INVESTMENTS	750,000	4,000,000
TRADE ACCOUNTS RECEIVABLE	7,892,231	6,338,568
ALLOWANCE FOR DOUBTFUL ACCOUNTS	(863,211)	(716,774)
NET ACCOUNTS RECEIVABLE	7,029,020	5,620,132
SALES TAX RECOVERABLE	156,051	283,113
OTHER RECEIVABLE	462,751	929,352
RECEIVABLE FROM THE CITY OF TORONTO	7,324,853	7,411,019
TOTAL FINANCIAL ASSETS	18,000,817	19,855,272
LIABILITIES		
ACCOUNTS PAYABLES - TRADE	1,269,906	1,376,389
ACCRUED LIABILITIES	3,634,518	4,508,076
SALES TAX PAYABLE	456,511	562,530
DEFERRED REVENUE	3,812,307	4,901,540
OTHER CURRENT LIABILITIES	837,797	773,836
EMPLOYEE BENEFITS PAYABLE - PSAB	8,435,224	8,576,026
OTHER LIABILITIES	237,743	313,208
LOAN PAYABLE - ERP PROJECTS	10,198,108	11,139,128
GOVERNMENT ASSISTANCE	1,032,012	1,161,473
LOAN PAYABLE- FCM CAPITAL ASSET	1,415,485	1,507,449
LOAN PAYABLE- CONFERENCE CENTRE ASSET	32,355,111	33,241,544
NET INCOME (LOSS) CURRENT	72,190	689,425
PRIOR YEAR SURPLUS	(4,943,172)	(5,358,409)
TOTAL LIABILITIES	58,813,741	63,392,215
NET DEBT	(40,812,924)	(43,536,944)
NON-FINANCIAL ASSETS		
INVENTORIES	15,332	49,622
PREPAID EXPENSES	12,150	42,518
STEP UP RENT/OTHER RECEIVABLE	1,971,649	2,065,092
FIXED ASSETS		
EQUIPMENT	60,814,284	60,559,164
ACCUMULATED DEPRECIATION - EQUIPMENT	22,000,490	19,179,452
EQUIPMENT - NET	38,813,793	41,379,712
TOTAL NON-FINANCIAL ASSETS	40,812,924	43,536,944

Summary of Sole Source Commitment Activity by Reason - April 1 - May 31, 2017

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:

- (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 April 1 to May 31, 2017 is \$173,447.10. The percentage of dollar value of sole source purchasing activity for goods and services compared to the total purchasing expenditures of \$914,744.91 is 19.02% for this period. The total value of sole source purchasing expenditures for the period January 1 through May 31 is \$174,012.10 against purchases of \$1,847,629.91 or 9.42% to date.

EP Program

Reason for Sole Source	Number of Commitments	Number of Suppliers	Total Value
Match Existing Equipment/Service	2	2	\$ 158,276.10
Specialized Services	0	0	\$ -
Ensure Warranty Maintenance	0	0	\$ -
Emergency	0	0	\$ -
Time Constraints	0	0	\$ -
Bridging Contract	0	0	\$ -
Proprietary/Trademark/Patent	1	1	\$ 15,171.00
Health & Safety Issues	0	0	\$ -
Other Reasons -	0	0	\$ -
Total	3	3	\$ 173,447.10