



# **Management Report**

August 31, 2017

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## Executive Summary

- Combined Operating Loss for Exhibition Place and Beanfield Centre for the seven (7) months ending July 31, 2017 before net naming fees, building loan interest and amortization expense for the Beanfield Centre was a loss of (\$252,386) compared to a budget loss of (\$983,560) for a favourable variance of \$731,175.
- Net Loss for Exhibition Place and Enercare Centre for the seven (7) months ending July 31, 2017 was (\$967,762) compared to budget Net Loss of (\$1,355,895) for a favourable variance of \$388,134.
- Operating Income before interest and amortization expense for Beanfield Centre for the seven (7) ending July 31, 2017 was \$715,375 compared to a budget income of \$372,335 for a favourable variance of \$343,040.
- The Sales & Marketing team secured 53 new events for Exhibition Place in June, July and August.

## July 2017 Financials for Combined Exhibition Place and Beanfield Centre

Combined Operating Loss for Exhibition Place and Beanfield Centre for the seven (7) months ending July 31, 2017 before net naming fees, building loan interest and amortization expense for the Beanfield Centre was a loss of (\$252,386) compared to a budget loss of (\$983,560) for a favourable variance of \$731,175.

## Exhibition Place

Net Loss for Exhibition Place and Enercare Centre for the seven (7) months ending July 31, 2017 was (\$967,762) compared to budget Net Loss of (\$1,355,895) for a favourable variance of \$388,134.

- Rental income from events of \$5,846,523 is favourable to budget by \$69,481 primarily due to higher than budgeted rental income from the Boat Show offset by lower than budgeted rental income from Restaurants Canada, cancelled Neighbourhood Pharmacy event and budget timing of new events.
- Net electrical income and commissions of \$766,440 are unfavourable to budget by (\$27,566) primarily due to higher than budgeted electrical commissions from the Boat Show and Restaurants Canada offset by lower than budgeted electrical commissions from SIAL, cancelled Neighbourhood Pharmacy event and budget timing of new events.
- Food & Beverage concessions of \$530,037 are unfavourable to budget by (\$73,384) primarily due to higher than budgeted concessions from the Boat Show offset by cancelled Neighbourhood Pharmacy event and budget timing of new events.
- Show services net income from third party billings at \$585,943 is unfavourable to budget by (\$275,673) primarily due to lower than budgeted net show income from Restaurants Canada, Boat Show, Canada Blooms & National Home Show, Paralegal Exams, cancelled Neighbourhood Pharmacy event and budget timing of new events.
- Parking revenues at \$4,764,144 is favourable to budget by \$61,644 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 \$176,036 are unfavourable to budget by (\$79,464) primarily due to lower recoveries of services from RICOH and BMO Field and lower than budgeted interest income.
- Direct and indirect expenses at \$16,686,776 are favourable to budget by \$557,532 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.

Enercare Centre accounts receivable as at July 31, 2017 was \$1,808,113 consisting primarily of:

- \$1,263,580 for services on future events of which \$423,518 (34%) has been received by August 31.
- \$337,957 for services on completed events of which \$90,251 (27%) has been received by August 31.
- \$68,796 owed by Spectra of which nil has been received by August 31.

Exhibition Place accounts receivable as at July 31, 2017 was \$8,069,904 consisting primarily of:

- \$2,750,023 owed by tenants for property tax of which \$262,775 (10%) has been received by August 31. The property tax payments from tenants are due in three installments (July 4, August 1, and September 1, 2017).
- \$1,492,669 owed by the CNEA of which \$1,271,853 (85%) has been received by August 31.
- \$813,354 owed by tenants primarily for rent, services and utility costs of which \$135,078 (17%) has been received by August 31. Collection efforts are made by staff on a regular basis to collect all outstanding amounts.
- \$524,050 owed by MLSE - BMO Field for payroll costs and utilities of which \$108,775 (21%) have been received by August 31.
- \$517,418 owed by City of which \$194,474 (38%) has been received by August 31, 2017.
- \$249,433 owed by MLSE (Ricoh) for services of which \$110,568 (44%) has been received by August 31.
- \$247,390 for show services on completed events of which \$133,316 (54%) has been received by August 31.
- \$172,141 of deposits owed as contractual for future events of which \$161,516 (94%) has been received by August 31.
- \$146,076 owed by MLSE, BioSteel Centre for payroll and utility costs of which \$19,804 (14%) have been received by August 31.

### **Beanfield Centre**

Operating Income before interest and amortization expense for Beanfield Centre for the seven (7) ending July 31, 2017 was \$715,375 compared to a budget income of \$372,335 for a favourable variance of \$343,040.

- Rental income from events of \$1,021,473 is favourable to budget by \$198,766 primarily due to budget timing of meetings and conference business booked by Exhibition Place.
- Food & Beverage concessions of \$602,725 are favourable to budget by \$50,968 primarily due to timing of new business.
- Net electrical income of \$87,266 is favourable to budget by \$38,075 primarily due to budget timing of new events.
- Show services revenue from third party billings of \$835,405 is favourable to budget by 107,893 primarily due to budget timing of new business.
- Net parking services income of \$153,553 is favourable to budget by \$117,138 primarily due to budget timing of events.
- Direct and indirect expenses at \$1,427,832 are unfavourable to budget by (\$38,386) primarily due to lower utilities due to the energy savings initiatives offset by higher than budgeted direct 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 July 31, 2017 was \$582,721 consisting primarily of:

- \$287,410 for services on completed events of which \$166,907 (58%) has been received by August 31.
- \$152,927 owed by Cerise Fine Catering of which nil has been received by August 31.
- \$82,820 owed as contractual deposits for future events of which \$30,952 (37%) has been received by August 31.
- \$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**

### **June, July and August 2017 Sales Effort**

During this period, the Sales & Marketing team secured 53 new events for Exhibition Place. The events are categorized as follows:

- 26 Meetings/ conventions/ conferences
- 5 Sporting Event
- 3 Festivals
- 9 Exams/ Education/ Job Fairs/ Competitions
- 4 Film/ T.V./ Photography
- 2 Consumer/ Trade Shows
- 4 Other

### **Business Travel**

Laura Purdy attended the Trade Show Executive Global Direct conference in Las Vegas on July 12<sup>th</sup> to July 14<sup>th</sup>. Global Direct is a unique hosted buyer event where exhibition venues experience 2 days of in-depth one-on-one meetings and executive boardroom presentations with qualified buyers. The response from international prospects was greater than predicted. Laura was able to meet with 15 new potential clients, give valuable take away content about Exhibition Place and network extensively.

From June 25 to June 27<sup>th</sup>, Laura Purdy, Gilles Bouchard, Christine Hartinger and Ellen de Boer attended the annual Canadian Association of Exposition Management (CAEM) Conference in Niagara Falls. As a team, they co-hosted the Enercare Centre booth during the one day trade show. The CAEM Conference was attended by senior management from major trade and consumer show producing companies from across Canada. This year, for the first time, lunch was served at stations throughout the show floor which resulted in an increase in booth visitors. The Enercare Centre booth was visited by 45 qualified show managers, approximately half of whom are clients. In addition to hosting a booth at the CAEM Conference, the Exhibition Place team attended a series of seminars, industry meetings and social events. These seminars were a great resource for learning industry trends while allowing the team to interact with clients and suppliers.

On July 12 to July 14<sup>th</sup>, Don Leddy, Barbara Outschoorn and Marvin Self attended the Canadian Society of Association Executives (CSAE) Summer Summit in Prince Edward Island. The Summer Summit continues to serve the Association Team with professional development, excellent networking and potential clients.

IncentiveWorks, the largest meetings and events industry trade show in Canada, was held on August 22<sup>nd</sup> to August 23<sup>rd</sup> at the Metro Toronto Convention Centre. The Exhibition Place sales team participated in the education programs as well as hosting a booth at the trade show with Hotel X Toronto as our partner. This industry event included both preplanned buyer appointments and greeting clients visiting our booth. There was a mix of current clients, prospective clients and new contacts in attendance. Upon completion of the IncentiveWorks trade show, a contact list and resultant warm leads are scheduled for follow up.

## Publicity

### June

**Beanfield: 130** hits

**Top Stories:** Sage Summit, Canada Sales Congress, Rights Con, Above & Beyond: A Tribute to Dr. Heather Ross

On June 15<sup>th</sup> Biz Bash posted an article featuring Beanfield Centre

<https://www.bizbash.com/see-justin-trudeaus-holographic-guest-appearance-at-a-hospital-benefit/new-york/story/34080#.WUKqhmjyuUk>

**Enercare: 133** hits

**Top Stories:** Honda Indy, Accenture annual employee meeting, MAC Eid Festival 2017, SIAL, Boat Show, Becel Heart & Stroke Ride for Heart

**Exhibition Place: 237** hits

**Top Stories:** Honda Indy, Caribbean Carnival, Toronto Festival of Beer, Lole White Tour, RightsCon, Becel Heart & Stroke Ride for Heart, MAC Eid Festival, RAWF, Ride to Conquer Cancer,

June 14<sup>th</sup> Inside Toronto published the following piece about the Garden of the Greek Gods:

<https://www.insidetoronto.com/news-story/7370271-war-for-the-greek-gods-at-exhibition-place-far-from-over/>

Toronto Life posted an article naming Exhibition Place as a filming location of the Handmaid's Tale: <http://torontolife.com/culture/movies-and-tv/every-toronto-location-shows-first-season-handmaids-tale/>

### July

**Beanfield: 11** hits

**Top Stories:** Honda Indy Toronto, Hotel X Toronto job fair

The Toronto Sun published an article naming "Allstream Centre" as the venue during a 2009 visit by Al Gore. <http://www.torontosun.com/2017/07/29/al-gores-hypocrisy-breathtaking>

BlogTO listed the job fair at Hotel X in their "Where to Find a Job Now in Toronto" Listicle: <http://www.blogto.com/city/2017/07/where-to-find-job-toronto-july-2017/>

Torontoist named Beanfield Centre as a filming location for the Handmaid's Tale:

<http://torontoist.com/2017/07/where-the-handmaids-tale-was-filmed-in-toronto-part-2/>

**Enercare: 71** hits

**Top Stories:** CNE, World of Taste – Tourism and Gastronomy Festival, ASAP Concert/Festival, Deadmau5, Magic the Gathering: Grand Prix

**Exhibition Place: 1511 hits**

**Top Stories:** Caribbean Carnival, Toronto Festival of Beer, Lole White Tour, World of Taste – Tourism and Gastronomy Festival, Honda Indy Toronto

MMM is for Mommy posted an article mentioning the origins of Medieval Times at Exhibition Place <http://mmmisformommy.com/2017/07/medieval-times-toronto-castle.html>

## August

**Beanfield: 3 hits**

**Top Stories:** CNE

**Enercare: 220 hits**

**Top Stories:** CNE, Fall Home Show, Gateway Canada, SneakerCon Toronto

SmallBizDaily posted an article naming Enercare Centre as the chosen venue for Gateway Canada: <https://www.smallbizdaily.com/small-business-owners-know/>

Canadian Sporting Goods Association published an article about the Gateway Canada event at Enercare Centre: <https://csga.ca/alibaba-hold-gateway-canada-event-highlighting-china-opportunity-september-25/>

**Exhibition Place: 64 hits**

**Top Stories:** CNE, RAWF, Toronto Fall Home Show, Honda Indy Toronto, Caribbean Carnival

Entro published an article about their new wayfinding signs at Exhibition Place: [http://www.entro.com/posts/exhibition-place/?utm\\_source=Entro+Newsworthy](http://www.entro.com/posts/exhibition-place/?utm_source=Entro+Newsworthy)

Toronto Life published an article mentioning the American Invasion via Exhibition Place in 1813 <https://torontolife.com/culture/art/adam-bunch-toronto-book-of-the-dead-photo-essay/>

Inside Toronto published a story mentioning Exhibition Place as having once been in consideration for a casino location <https://www.insidetoronto.com/news-story/7492291-mayor-john-tory-city-politicians-welcome-plans-for-casino-at-woodbine/>

## Social Media

	June	July	August
<b>Impressions</b>	<ul style="list-style-type: none"><li>Twitter – 67.7 K</li><li>Facebook – 8,857,291</li></ul>	<ul style="list-style-type: none"><li>Twitter – 87.7K</li><li>Facebook – 7,876,225</li></ul>	<ul style="list-style-type: none"><li>Twitter – 93.5K</li><li>Facebook – 19,946,889</li></ul>
<b>Number of Posts</b>	<ul style="list-style-type: none"><li>Twitter – 127</li><li>Facebook - 22</li></ul>	<ul style="list-style-type: none"><li>Twitter – 96</li><li>Facebook - 28</li></ul>	<ul style="list-style-type: none"><li>Twitter – 107</li><li>Facebook - 26</li></ul>
<b>Growth</b>	<ul style="list-style-type: none"><li>Twitter – + 70</li><li>Facebook – + 86</li></ul>	<ul style="list-style-type: none"><li>Twitter – + 85</li><li>Facebook – + 4</li></ul>	<ul style="list-style-type: none"><li>Twitter – + 127</li><li>Facebook – + 16</li></ul>

## Event Management Services

During the months of June, July and August, 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	
June 2017	
<ul style="list-style-type: none"> <li>▪ His Holiness the 17th. Karmapa Premiere Visit to Canada</li> <li>▪ Becel Heart and Stroke Ride for Heart</li> <li>▪ CNE Staff Meeting</li> <li>▪ TPS Motor Squad Loading Dock Access</li> <li>▪ CNEA Meeting</li> <li>▪ Enbridge Ride to Conquer Cancer</li> <li>▪ Principal Motorsoul Riding School</li> <li>▪ Telus Walk to Cure Diabetes</li> <li>▪ Women's National Team Match Activation</li> <li>▪ Yolande Viola Noble</li> <li>▪ Accenture Community Event</li> <li>▪ Waterfront 10k</li> <li>▪ Principal Motorsoul Riding School</li> <li>▪ Eid al Fitr</li> <li>▪ 12 Monkeys Season 4</li> <li>▪ Karmapa Visit to Canada (BC)</li> <li>▪ Canada Pension Plan Investment Board (BC)</li> <li>▪ Mining Safety Round Table (BC)</li> <li>▪ Volunteerism Summit (BC)</li> </ul>	<ul style="list-style-type: none"> <li>▪ Recycling Council of Ontario (BC)</li> <li>▪ University of Toronto, Department of Family &amp; Community Medicine (BC)</li> <li>▪ Gensuite LLC Toronto Regional Conference (BC)</li> <li>▪ The Advertising and Design Club of Canada (BC)</li> <li>▪ Younique Empower YOU! (BC)</li> <li>▪ IESO Stakeholder Summit (BC)</li> <li>▪ ExPlace Client / Tenant Session (BC)</li> <li>▪ ExPlace / Client Lunch (BC)</li> <li>▪ 14PL 2017 (BC)</li> <li>▪ CNE Staff Pre-Fair Meeting (BC)</li> <li>▪ Planning for a Modernized Apprenticeship (BC)</li> <li>▪ Canadian Society of Allergy and Clinical Immunology Pre Production Meeting (BC)</li> <li>▪ German Security Technology (BC)</li> <li>▪ The Advertising Club of Toronto Digital Day (BC)</li> <li>▪ Sage Summit Tour Toronto (BC)</li> </ul>
July 2017	
<ul style="list-style-type: none"> <li>▪ Honda Indy</li> <li>▪ Polyconcept North American 2017 Backpack Catalogue, Stills Photo Shoot</li> <li>▪ CNE / ExPlace Luncheon</li> <li>▪ Designated Survivor TV Series Film Shoot</li> <li>▪ Magic the Gathering</li> <li>▪ Toronto Triathlon Festival</li> <li>▪ CNE Presentation / Access for All</li> <li>▪ Lolë White Tour</li> <li>▪ ASAP Concert</li> </ul>	<ul style="list-style-type: none"> <li>▪ Toronto's Festival of Beer</li> <li>▪ CPA PEP Capstone 1 Presentations - (BC)</li> <li>▪ Hotel X Job Fair (BC)</li> <li>▪ CNEA Board Meeting (BC)</li> <li>▪ CPA PEP Capstone 2 (BC)</li> <li>▪ Planning for a Modernized Apprenticeship Ministry of Advanced Education and Skills Development (BC)</li> <li>▪ BOG Board Meeting (BC)</li> </ul>
August 2017	
<ul style="list-style-type: none"> <li>▪ Peeks Toronto Caribbean Carnival</li> <li>▪ Canadian National Exhibition</li> <li>▪ ExPlace CNE Housekeeping Training (BC)</li> <li>▪ CNE Fdn. Strategic Planning Meeting(BC)</li> </ul>	<ul style="list-style-type: none"> <li>▪ NDEB Assessments - August Exams (BC)</li> <li>▪ CNE Food Safety Training Sessions (BC)</li> </ul>

## Event Services



June was a very busy month with several regular walk / race / ride events such as the Becel Heart and Stroke Ride for Heart, Telus Walk to Cure Juvenile Diabetes, Enbridge Ride to Conquer Cancer and the Toronto Waterfront 10k. All of these events proceeded smoothly, with the Enbridge Client reporting great satisfaction on the success of the event and their fund raising efforts.

Exhibition Place was honoured to host His Holiness the 17th Gyalwang Karmapa Ogyen Trinley Dorjes. This event took place in both Enercare Centre and Beanfield Centre. As this event was new to Canada, it was a learning experience for both the client and staff, all of whom worked well together. The client was pleased and it was a wonderful event.

A number of film shoots took place. Preparations for the Eid Al Fitr prayers and party were smoother than in the past and the event was a success. Attendance was much higher than in the past, probably due to its taking place on the weekend.

Intensive preparations for the annual Honda Indy began during the month of June and continued until the event in July. Repeat clients during July included Magic the Gathering, the Toronto Triathlon Festival and the Lolé White Tour, which was a huge success. The event sold out completely and the client wishes to return next year.

The ASAP concert was re-located from Heritage Court to Hall A due to occupancy limitations. Staff began initial preparations for the Peeks Toronto Caribbean Carnival during February of this year, and met weekly with various groups during the following months leading up to the event in early August. The event went very well.

### **Beanfield Centre**

There were a total of nineteen events in June, including returning clients such as the Canadian German Chamber, Gensuite, Mining Safety and The Advertising Club of Toronto (their 6th year with us). Sage Summit and Yunique Empower YOU which were both large, 2-day events. The CNE held their staff luncheon meeting. Cerise hosted the Royal LePage Annual Luncheon for the 5th year and the Heather Ross Gala, which is a new event. We also hosted the regular Tenant Client Session. New clients included the Advertising & Design Club, Canada Pension Plan, I4PL, IESO, Recycling Council of Ontario and The Mehrit Centre.

Ten events were hosted in July, including Hotel X's one-day job fair, and ExPlace All Staff Session, CNEA Board Meeting, and HR Training. A Modernized Apprenticeship was also held in June. CPA Capstone held two separate workshop sessions both at Enercare Centre and Beanfield Centre on July 8–9 and July 22–23.

Once again this August, Beanfield Centre hosted the CNE Food Handler Training over 3 days, Exhibition Place Housekeeping Training and the returning NDEB Exams.

### **Parking and Security**

#### **June**

June was a busy month for Parking Services as the grounds hosted parking for various events onsite and for neighbouring venues. The heavy rains in the early part resulted in a slight drop in profits, as visitors opted for public transportation, however due to the events in BMO Field and Ricoh Coliseum, overall profits were up 6.82% above budget.

#### **July**



The busy summer schedule continued into July to prep for Honda Indy and road closures were required in order to build the track. Visitor parking on site and for neighboring events was managed with weekly calls involving Honda Indy management, Exhibition Place, and our partners in crowd management, with pedestrian safety being a priority. A last minute press conference at Ontario Place for Mayweather vs McGregor was a cause for concern as Lakeshore was scheduled to be closed and this event brought a high volume of vehicles and pedestrians to the area. The number of events on site saw an increase in the use of the GO train station; Parking Services responded by implementing pedestrian traffic plans to accommodate the number of people walking through the grounds and ensure safety.

## **August**

Summer activity peaked in August with Caribbean Carnival, TFC, and Argos, followed by CNE move-in taking control of the grounds. The Parking Services team worked diligently with CNE management to ensure smooth operations throughout load-in and the Fair.

## **IT/Telecommunications**

The Telecommunications/IT department has been busy servicing various events as well as upgrading key services over the summer.

IT/Telecom managed a relatively complicated custom WiFi deployment for the SAGE show in the Beanfield Centre, as well as outdoor streaming video connectivity for Caribbean Carnival and deployment of the CNE's entire IT and security camera system. The CNE's requirements span the entire campus and include multiple network and telephony deployments for a variety of installations including ticketing gates, security camera systems and grounds wide WiFi.

The new 10GB data feed from Beanfield was activated this summer, providing Exhibition Place with a state of the art internet delivery mechanism. This enhanced service now provides the campus with the capability to distribute up to 10GB internet to data centric events and provides a pathway for even higher band rates in the future. As part of the upgraded service, Exhibition Place IT deployed a new core 10GB fibre optic data switch, providing a distribution path to the various buildings on the campus.

The IT Department is working on the upgrade to the Booking Management software system and is preparing to deploy a new web server for this project. The upgraded software will take advantage of a browser based interface, providing greater deployment flexibility.

## **Building Operations**

### **Electrical**

- Completed various infra-red inspection repairs grounds wide and torqueing grounds wide
- Installed various upgraded building automation controls and new metering fiber optic cables grounds wide
- Completed annual personhole maintenance
- Completed Payroll and Purchasing Department renovation
- Completed the General Services security call system, training room hook-ups and permanent exterior outlets
- Completed west annex Electrical Safety Authority issues
- Demolished feeds to old TTC gate arms
- Installed a new antenna at the Better Living Centre and a fiber optic cable in the Mechanic's Garage for WiFi
- Installed a new Bailey Bridge feed and Food Building meters and completed repairs to Food Building exhaust fans

- Installed a security intercom for the east Heritage Court stairwell
- Installed permanent power for Spectra coffee machines and new bug lights
- Replaced the Enercare Centre's Chiller Room strobe lights
- Started work on Carma metering installs for Hotel X District Energy
- Continue upgrades to the irrigation chamber and have installed fiber for the irrigation pit

## **Mechanical**

- Completed CNE Work Orders and Rental Service Agreements
- Completed the Honda Indy move in, move out and subsequent damages
- Completed various floor repairs using epoxy compound in Halls A&C and East Loading dock
- Completed various paint touch ups
- Installed new number signage on the west loading dock
- Repaired damaged roll up doors 24, 33, 39, 44 including docks 3 and 4
- Bee hives were removed on August 30<sup>th</sup> for honey to be harvested and bottled
- Repaired concrete and raised slabs around the east, south and west decks including the lower apron near Hall C
- Repaired roof leaks in the Galleria near Hall A, south-east Industry and West Annex
- Repaired terrazzo at top of C/D stairway exit and the south stair edges to Beanfield Centre
- Repaired two damaged Hall A south exit wood doors

## **Facility Services**

- Completed the hiring of Housekeeping staff for our summer service delivery.
- Held multiple comprehensive, job specific, training sessions for the new and young workers joining the Exhibition Place team for the summer.
- Concluded the cleaning and beatification project of the Enercare Centre garage level.
- Currently reviewing staffing requirements for our autumn events in both Housekeeping and Production Services areas.
- Took possession of new staging systems for use in Enercare Centre salon. This staging system matches our meeting and convention inventory at Beanfield Centre.
- In conjunction with the City of Toronto, all relevant flag protocols have been reviewed and Exhibition Place compliance ensured.
- Refreshed all flags in various locations on our grounds, while also including the addition of the Canada 150 flags currently atop the Princes' Gates.
- Ensured that regularly employed union and non-union staff are compliant with the new fleet safety protocol.
- Completed the relocation of Production Services equipment and House Persons from the General Services building to Enercare Centre, centralizing the service delivery.
- During the latter part of August, Facility Services has been focused on the responsible disposal of obsolete assets in the cubicles and the General Services yard.
- Completed the tendering process to hire a consultant to review the fixed audio visual inventories at Beanfeild Centre in order to maintain competitive edge with the technology our clients have come to expect.
- Production Services has met with two major clients in an effort to seek efficiencies in their 2018 programs.
- Currently reviewing move out process for the end of the Canadian National Exhibition, and focusing forward into our fall schedule.
- Currently entering the procurement process with final specifications of the preferred three stream waste diversion fixtures for Beanfield Centre.
- Upon completion of the grounds wide tree audit, all first-priority items have been completed prior to the Honda Indy, with lower priority items in progress.
- Drafting specifications for the procurement of a 45' high reach platform and a new floor scrubbing unit.

## **EXcellence in Action**

Nancy Kloek received an email dated June 9<sup>th</sup> from Donna Luque regarding the Mining Safety Round Table; “Thank you for all your support and for making all the last minute changes we threw at you.. It was a pleasure working with you and your team, like we mentioned, the staff had a great attitude and they were very accommodating to the group.”

Diane Blackburn of the Recycling Council of Ontario sent an email dated June 9<sup>th</sup> to Sonia Naeemi, Andrew Landrigan, Hank Smith and Marvin Self; “Once again it’s my great pleasure to thank each one of you, including those on the team whom I met, but for whom I have no email addresses, for another fine meeting yesterday. I think we have this process down pat! I consistently get great reviews on the food and the service and we all know that there are many behind the scenes that make that happen. Please pass on the praise to those who labour unseen but whose efforts are noticed by our guests. Every one of your staff is a professional”

As well, Diane Blackburn of RCO made the following comments in her post event survey; “Beanfield has always had superb food. Our guests regularly comment on how tasty and creative the meals are.” and “Always a pleasure being at Beanfield”

Denise DeFlorio received an email dated June 12<sup>th</sup> from Yanshie Bahuguna of the Gensuite LLC Toronto Regional Conference; “It was a great experience working with you and we received such amazing feedback from our customers/team about the venue and other arrangements.”

John P of Liberty Grand sent a text message to Ron Kostick: “I would like to say that your team over at Beer Fest were amazing. Communication and cooperation was fabulous this past Friday and Saturday. Our weddings were perfect.”

## **Spectra by Comcast Spectacor**

### **June**

Spectra had a quiet but good month. We had the great opportunity to host His Holiness the 17<sup>th</sup> Karmapa event which was a two day event. Spectra made 120 boxed lunches for their staff each day; in addition Spectra provided 5 food vendors for their expected attendance of 4,000 people. The Food Trucks and Pop-Ups were well received. Next we had the Accenture Community event for 600 attendees, for which Spectra provided boxed lunches and a reception.

### **July**

Magic the Gathering, a three day show, took place towards the end of July. On the same weekend, Spectra provided one food vendor for the CPA exams. Boxed lunches were provided for the Lolë White Tour, which included a VIP reception for 300 guests. Overall a great month for Spectra!

### **August**

Spectra hosted a plated lunch and plated dinner for the CNE Opening Reception in Café Soleil. As well, the Galleria Café is in operation for the first time for the duration of the CNE. Overall it has been a very steady month for Spectra.

## **Cerise Fine Catering**

19,000 guests crossed the Beanfield threshold these past 3 months! Cerise welcomed many loyal return clients and a number of new guests we look forward to seeing back again soon.

For many of the delegates, days started with the most important meal of the day featuring Omega 3 Eggs and Chef's special feature of Seared Vine Ripened Tomato, Steamed Asparagus and House-made Quinoa Granola. Customized lunches included Halal Beef Burrito and Wheat Berry & Quinoa, Dried Cherry Tomato Confit, Bocconcini, Kalamata Olives, Basil Pesto, Arugula, Wraps.

Blue skies and sunshine set the perfect outdoor setting on the South Lawn for a traditional BBQ with Angus Burgers and All Beef Hot Dogs. Cauliflower Pakora served with Raita Dip was voted as the favourite Hors D'Oeuvres at Receptions.

A feature highlight included hologram technology (featuring a welcome address and tribute to Dr. Heather Ross from Prime Minister Justin Trudeau) at the Above and Beyond Gala, A Tribute to Dr. Heather Ross, brought to Beanfield Centre by Cerise partner George Friedmann. Proceeds from the event, which grossed \$8.1 million, will be used to support the development of novel digital health platforms that will improve the efficiency and quality of life for heart failure patients, individualize patient management, provide real-time performance metrics, and enable transformative research through the emerging field of computational biomedicine.

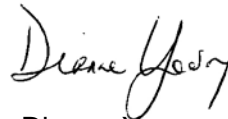
Cerise's new feature of house-grown herbs and vegetables has been a hit, and the garden is still flourishing as summer comes to a close. We also mark the end of this summer with donations to Second Harvest valued at \$75k in retrieval food value. We can all be proud growing at home and keeping the bounty at home!

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 seven months ended July 31, 2017						
	Month Actual	Month Budget	Fav (Unfav) Variance	Actual	YTD Budget	Fav (Unfav) Variance
	\$	\$	\$	\$	\$	\$
Event Income	2,223,988	1,803,174	420,814	18,475,280	18,248,112	227,168
Direct Expenses	500,238	278,936	(221,302)	2,704,185	2,250,813	(453,372)
Indirect Expenses	2,356,672	2,392,482	35,809	16,023,481	16,980,859	957,379
<b>Operating Income (Loss) before building loan interest, amortization and naming fees</b>	<b>(632,922)</b>	<b>(868,244)</b>	<b>235,321</b>	<b>(252,386)</b>	<b>(983,560)</b>	<b>731,175</b>
Interest expense - BFC	135,114	134,405	(709)	951,016	948,543	(2,473)
Principal payment / Amortization expense - BFC	(349,050)	(349,050)	-	426,246	629,572	203,326.0
<b>Operating Income (Loss) before naming fees</b>	<b>(418,986)</b>	<b>(653,599)</b>	<b>234,613</b>	<b>(1,629,648)</b>	<b>(2,561,675)</b>	<b>932,028</b>
Contribution from (to) Conference Centre Reserve Fund	4,042	363,290	(359,248)	457,719	1,001,612	(543,893)
<b>Net Income (Loss)</b>	<b>(414,944)</b>	<b>(290,309)</b>	<b>(124,635)</b>	<b>(1,171,929)</b>	<b>(1,560,063)</b>	<b>388,135</b>

(1) Operating Loss for the Board before interest on City loan, amortization of building improvements net of contribution from naming fees is (\$252,386) compared to a budgeted Operating Loss of (\$983,560) for an favourable variance of \$731,175.

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

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

	MONTH			YTD			2016 YTD	
	ACTUAL	BUDGET	VARIANCE	ACTUAL	BUDGET	VARIANCE	ACTUAL	YOY VARIANCE
Number of Events	11			74			84	(10)
	\$	\$	\$	\$	\$	\$	\$	\$
Direct Event Income	953,503	748,945	204,558	8,311,074	8,491,346	(180,272)	9,917,411	(1,606,337)
Ancillary Income	430,259	160,417	269,842	1,907,536	1,814,092	93,444	1,628,287	279,249
Advertising and Sponsorship	6,250	14,167	(7,917)	43,750	99,169	(55,419)	37,190	6,561
Rent-MLSE-Ricoh Coliseum	73,782	75,115	(1,333)	516,474	525,805	(9,331)	527,421	(10,947)
Naming Rights	97,916	85,417	12,499	613,058	597,919	15,139	680,083	(67,025)
Parking EP	324,122	449,500	(125,378)	4,058,531	4,095,000	(36,469)	4,325,539	(267,008)
Parking - BMO Events	128,821	187,500	(58,679)	705,613	607,500	98,113	602,191	103,422
Program Recoveries and Other	19,714	36,500	(16,786)	176,036	255,500	(79,464)	230,530	(54,494)
<b>Total Event Income</b>	<b>2,034,368</b>	<b>1,757,561</b>	<b>276,807</b>	<b>16,332,072</b>	<b>16,486,331</b>	<b>(154,259)</b>	<b>17,948,654</b>	<b>(1,616,581)</b>
Direct Expenses	439,052	274,143	(164,909)	2,369,603	2,027,567	(342,036)	2,110,837	258,766
Indirect Expenses	2,309,856	2,222,828	(87,029)	14,317,173	15,216,740	899,568	14,491,090	(173,918)
Naming Rights	97,916	85,417	(12,499)	613,058	597,919	(15,139)	680,083	(67,025)
<b>Total Event Expenses</b>	<b>2,846,824</b>	<b>2,582,387</b>	<b>(264,437)</b>	<b>17,299,834</b>	<b>17,842,226</b>	<b>542,393</b>	<b>17,282,011</b>	<b>17,823</b>
<b>Net Income (Loss)</b>	<b>(812,457)</b>	<b>(824,827)</b>	<b>12,370</b>	<b>(967,762)</b>	<b>(1,355,895)</b>	<b>388,134</b>	<b>666,644</b>	<b>(1,634,404)</b>

**BEANFIELD CENTRE**  
**FINANCIAL STATEMENT HIGHLIGHTS (Cash Basis)**  
**JULY 2017 AND COMPARATIVES**

	MONTH			YTD			2016 YTD	
	ACTUAL	BUDGET	VARIANCE	ACTUAL	BUDGET	VARIANCE	ACTUAL	YOY VARIANCE
Number of Events	4	(Note 1)		74			78	(4)
	\$	\$	\$	\$	\$	\$	\$	\$
Direct Event Income	88,958	29,393	59,565	1,187,005	1,006,258	180,747	1,065,744	121,261
Ancillary Income	94,266	13,590	80,676	787,462	633,000	154,462	794,665	- 7,203
Parking Revenue	6,397	2,630	3,767	168,740	122,523	46,217	153,269	15,471
<b>Total Event Income</b>	<b>189,620</b>	<b>45,613</b>	<b>144,008</b>	<b>2,143,207</b>	<b>1,761,781</b>	<b>381,426</b>	<b>2,013,678</b>	<b>129,529</b>
Direct Expenses	61,186	4,793	(56,393)	334,582	223,246	(111,336)	253,393	81,189
Indirect Expenses	46,816	169,654	122,838	1,093,250	1,166,200	72,950	1,215,971	(122,721)
<b>Total Event Expenses</b>	<b>108,002</b>	<b>174,447</b>	<b>66,445</b>	<b>1,427,832</b>	<b>1,389,446</b>	<b>(38,386)</b>	<b>1,469,364</b>	<b>(41,532)</b>
<b>Operating Income (Loss) before building loan interest &amp; amortization and naming fees</b>	<b>81,618</b>	<b>(403,774)</b>	<b>485,393</b>	<b>715,375</b>	<b>372,335</b>	<b>343,040</b>	<b>544,314</b>	<b>171,061</b>
Interest expense	135,114	134,405	(708)	951,016	948,543	(2,473)	979,823	28,807
Principal payment /Amortization expense building	(349,050)	(349,050)	-	426,246	629,572	203,326	904,512	(478,266)
<b>Operating Income (Loss) before naming fees</b>	<b>295,554</b>	<b>(189,130)</b>	<b>484,684</b>	<b>(661,887)</b>	<b>(1,205,780)</b>	<b>543,893</b>	<b>(1,340,021)</b>	<b>199,868</b>
Contribution from Conference Centre Reserve Fund	4,042	363,290	(359,248)	457,719	1,001,612	(543,893)	790,760	(333,041)
<b>Net Income (Loss) before transfers</b>	<b>299,596</b>	<b>174,160</b>	<b>125,436</b>	<b>(204,168)</b>	<b>(204,168)</b>	<b>-</b>	<b>(549,261)</b>	<b>(133,173)</b>

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 SEVEN MONTHS ENDED JULY 31, 2017**

**ENERCARE CENTRE**

	<u>MONTH ACTUAL</u>	<u>YTD ACTUAL</u>	<u>PRIOR YEAR ACTUAL</u>
Attendance [Note:1]	11,207	441,103	492,662

<u>EVENT</u>	<u>ACTUAL # OF EVENTS</u>			<u>(NOTE 3) NET EVENT INCOME</u>		<u>(NOTE 2) REFRESHMENT PER CAP'S ACTUAL</u>
	<u>2017</u>	<u>2016</u>	<u>2015</u>	<u>ACTUAL</u>	<u>BUDGET</u>	
	<u>#</u>	<u>#</u>	<u>#</u>	<u>\$ (IN '000'S)</u>	<u>\$ (IN '000'S)</u>	
Consumers Show	18	20	18	4,391	3,333	4.32
Trade Show	4	2	3	964	822	3.03
Exam	4	3	4	110	-	11.97
Photo/Film Shoot	4	8	2	38	-	0.79
Meeting/Corporate	9	19	6	59	11	25.80
	<b>39</b>	<b>52</b>	<b>33</b>	<b>5,563</b>	<b>4,166</b>	<b>-</b>

**BEANFIELD CENTRE**

<u>EVENT</u>	<u>ACTUAL # OF EVENTS</u>			<u>(NOTE 3) NET EVENT INCOME</u>		<u>(NOTE 2) REFRESHMENT PER CAP'S ACTUAL</u>
	<u>2017</u>	<u>2016</u>	<u>2015</u>	<u>ACTUAL</u>	<u>BUDGET</u>	
	<u>#</u>	<u>#</u>	<u>#</u>	<u>\$ (IN '000'S)</u>	<u>N/A</u>	
Gala	5	2	3	1,169	-	96.87
Conference	25	29	26	9,808	-	135.00
Reception	7	10	7	133	-	76.27
Meeting	34	32	24	4,780	-	35.42
Photo/Film Shoot	0	0	0	1	-	-
Exam	3	5	3	69	-	0.99
	<b>74</b>	<b>78</b>	<b>63</b>	<b>15,961</b>	<b>-</b>	<b>-</b>

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 - JULY 2017  
GREATER THAN \$50,000**

<b>Cheque No</b>	<b>Date</b>		<b>Amount</b>	<b>Description</b>
	05/07/2017	ADP CANADA	346,665.23	SALARY PAYROLL
	05/07/2017	ADP CANADA	247,594.14	HOURLY PAYROLL
	12/07/2017	ADP CANADA	132,492.48	HOURLY PAYROLL
	19/07/2017	ADP CANADA	348,959.73	SALARY PAYROLL
	19/07/2017	ADP CANADA	208,458.80	HOURLY PAYROLL
	26/07/2017	ADP CANADA	212,763.67	HOURLY PAYROLL
	29/07/2017	ADP CANADA	448,582.11	HOURLY PAYROLL
12423	26/07/2017	CERISE FINE CATERING	56,821.20	F&B FOR BEANFIELD EVENT - MASTER VENDOR
12275	05/07/2017	TREASURER CITY OF TORONTO	78,183.00	2017 PROPERTY TAX
12293	06/07/2017	CITY OF TORONTO	80,300.29	2017 JULY PREMIUM FOR DENTAL & LIFE
12265	04/07/2017	MAPLE LEAF SPORTS & ENTERTAINMENT	80,587.08	2016 WAY FINDING PROJECT
12461	26/07/2017	TONY BATTISTA PAVING INC.	84,524.00	2017 CAPITAL WORKS - MANITOBA DRIVE
12354	20/07/2017	CITY OF TORONTO	88,358.14	2017 FIRST QUARTER - LEGAL
12306	06/07/2017	LOCAL 58 BENEFITS FUND	107,133.18	2017 JUNE UNION DUES
12276	05/07/2017	TREASURER CITY OF TORONTO	122,200.00	2017 PROPERTY TAX
12427	26/07/2017	CITY OF TORONTO	187,226.00	2017 BMO FIELD LOAN PAYMENT
12273	31/07/2017	CITY OF TORONTO	193,996.56	2017 AUGUST LOAN PAYMENT
12274	31/07/2017	ONTARIO MUNICIPAL EMPLOYEE RETIREMENT SYSTEM	201,972.04	2017 JUNE REMITTANCE
12462	26/07/2017	TORONTO HYDRO	517,656.11	2017 JUNE REMITTANCE
12348	20/07/2017	CANADA CUSTOMS AND REVENUE AGENCY	877,771.52	2017 JUNE REMITTANCE
12320	06/07/2017	TREASURER CITY OF TORONTO	1,101,690.00	2017 PROPERTY TAX
		<b>DISBURSEMENTS OVER \$50,000</b>	<b>5,723,935.28</b>	
		<b>OTHER DISBURSEMENTS</b>	<b>934,122.46</b>	
		<b>TOTAL DISBURSEMENTS</b>	<b>6,658,057.74</b>	

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

	<b>2017</b>	<b>2016</b>
	<b>July</b>	<b>July</b>
<b>FINANCIAL ASSETS</b>		
CASH	237,926	3,616,547
SHORT-TERM INVESTMENTS	750,000	750,000
TRADE ACCOUNTS RECEIVABLE	10,369,407	6,311,421
ALLOWANCE FOR DOUBTFUL ACCOUNTS	(870,544)	(698,234)
NET ACCOUNTS RECEIVABLE	9,498,863	5,613,187
SALES TAX RECOVERABLE	204,087	208,188
OTHER RECEIVABLE	1,575,347	733,171
RECEIVABLE FROM THE CITY OF TORONTO	7,324,853	7,411,019
<b>TOTAL FINANCIAL ASSETS</b>	<b>19,591,076</b>	<b>18,332,113</b>
<b>LIABILITIES</b>		
ACCOUNTS PAYABLES - TRADE	1,363,460	545,725
ACCRUED LIABILITIES	4,125,458	4,455,813
SALES TAX PAYABLE	398,185	602,712
DEFERRED REVENUE	5,976,790	5,155,728
OTHER CURRENT LIABILITIES	805,647	793,190
EMPLOYEE BENEFITS PAYABLE - PSAB	8,435,224	8,576,026
OTHER LIABILITIES	237,743	313,208
LOAN PAYABLE - ERP PROJECTS	10,112,904	11,011,090
GOVERNMENT ASSISTANCE	1,010,937	1,139,537
LOAN PAYABLE- FCM CAPITAL ASSET	1,357,895	1,450,230
LOAN PAYABLE- CONFERENCE CENTRE ASSET	32,232,085	33,068,488
NET INCOME (LOSS) CURRENT	(1,171,929)	117,382
PRIOR YEAR SURPLUS	(4,943,172)	(5,854,340)
<b>TOTAL LIABILITIES</b>	<b>59,941,229</b>	<b>61,374,789</b>
<b>NET DEBT</b>	<b>(40,350,153)</b>	<b>(43,042,676)</b>
<b>NON-FINANCIAL ASSETS</b>		
INVENTORIES	18,011	49,916
PREPAID EXPENSES	42,966	35,150
STEP UP RENT/OTHER RECEIVABLE	1,948,721	2,048,400
FIXED ASSETS		
EQUIPMENT	60,814,284	60,559,164
ACCUMULATED DEPRECIATION - EQUIPMENT	22,473,827	19,649,953
EQUIPMENT - NET	38,340,456	40,909,211
<b>TOTAL NON-FINANCIAL ASSETS</b>	<b>40,350,153</b>	<b>43,042,677</b>

## Summary of Sole Source Commitment Activity by Reason - June 1 to July 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 June 1 to July 31, 2017 is \$194,408.28. The percentage of dollar value of sole source purchasing activity for goods and services compared to the total purchasing expenditures of \$1,608,231.54 is 12.1% for this period. The total value of sole source purchasing expenditures for the period January 1 through July 31 is \$368,420.38 against purchases of \$3,455,861.45 or 10.7% to date.

### EP Program

Reason for Sole Source	Number of Commitments	Number of Suppliers	Total Value
Match Existing Equipment/Service	1	1	\$ 18,907.98
Specialized Services	0	0	\$ -
Ensure Warranty Maintenance	0	0	\$ -
Emergency	0	0	\$ -
Time Constraints	1	1	\$ 100,815.21
Bridging Contract	1	1	\$ 74,685.09
Proprietary/Trademark/Patent	0	0	\$ -
Health & Safety Issues	0	0	\$ -
Other Reasons -	0	0	\$ -
<b>Total</b>	<b>3</b>	<b>3</b>	<b>\$ 194,408.28</b>