

Appendix F

Nine (9) Month Period Ending September 30, 2021 Combined Operating Loss for Exhibition Place and Beanfield Centre

The Boards operations are highly dependent on the cash flow and net income from our trade and consumer shows, conferences, conventions, socials, galas, meetings, and tenants' operations. The impact of Covid-19 has been significant year-to-date September 30, 2021.

The loss of net income and cash flow is a concern not only to Exhibition Place but also to the City of Toronto as the Board operates, manages, and maintains Exhibition Place on behalf of the City and the City is entitled to any surplus resulting from the Board's activities and is responsible for any deficit the Board incurs.

The combined results of operations for the nine (9) months ending September 30, 2021 is an Operating Loss of (\$9,108,962) compared to a budgeted Operating Loss of (\$7,866,750) for an unfavourable variance of (\$1,242,213).

City funding due to Covid-19 supports the Boards operations which includes property tax, but as well City of Toronto loans repayment from the Conference Centre Reserve Fund. The combined Net Loss after repayments back to the City is (\$323,729) for a favourable variable of \$6,093,401.

Due to the impact of Covid-19 management has made efforts to reduce Indirect Costs through cost cutting measures specifically related to Indirect Costs. This effort has led to our combined Indirect Costs of \$17,527,309 being favourable to budget by \$3,213,740. Indirect expenses include costs from various departments; these are Chief Executive Officer, Chief Financial Officer and Corporate Secretary, General Manager, Accounting Services, Marketing/Event Services, Records & Archives, Purchasing & Stores, Human Resources, Security, Operations, Facilities, Utilities, Special Appropriations, Telecommunications and wages & materials for base building upkeep and general maintenance of the grounds.