

Exhibition Place Management Report - 3rd Quarter September 30, 2022

Date: November 24, 2022

To: The Board of Governors of Exhibition Place

From: Don Boyle, Chief Executive Officer

Wards: All Wards

SUMMARY

The third quarter management report from the Chief Executive Officer is provided to the Board for information. Various graphs and tables provide ease of reference for key information by the Board and the community. This Management Report along with a separate Financial Report is produced on a quarterly basis.

RECOMMENDATIONS

The Chief Executive Officer recommends that:

1. The Board receive this report for information.

FINANCIAL IMPACT

The financial impact update to the 2022 Operating and Capital Budget due to the global pandemic is the subject of a separate report from staff to the Board, which was also provided to the City Managers Office and will be reported to Council through the City quarterly variance analysis.

DECISION HISTORY

The Exhibition Place 2022-2026 Strategic Plan has a goal to Solidify our Position as a Leading Convention and Event Space, with a strategy to continue to grow our business in repeat exhibition and event bookings, and increase economic impact across the region over the course of the plan.

COMMENTS

The management report provides the Board with business information from July 1, 2022 to September 30, 2022 for operations at Enercare Centre, Beanfield Centre, and Exhibition Place, and the Travel Budget for the Sales and Marketing Group for 2023.

- Appendix A is a Dashboard showing overall performance for eleven (11) management metrics.
- Appendix B is a report on Sales and Event Management Activities for both the new events booked in the third quarter, and external events that were held and serviced by our Event Services Management Team.
- Appendix C is the EXcellence in Action report with comments from clients.
- Appendix D is the Travel, Meetings, and Convention Sales Budget for the Sales and Marketing Group for 2023.

CONTACT

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SIGNATURE

Don Boyle
Chief Executive Officer

ATTACHMENTS

Appendix A - Quarterly Dashboard
Appendix B - Sales and Event Management Activities
Appendix C - EXcellence in Action
Appendix D - Travel, Meetings, and Convention Sales Budget 2023