

Exhibition Place Management Report - 4th Quarter December 31, 2022

Date: March 21, 2023
To: The Board of Governors of Exhibition Place
From: Don Boyle, Chief Executive Officer
Wards: All Wards

SUMMARY

The fourth 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 October 1, 2022 to December 31, 2022 for operations at Enercare Centre, Beanfield Centre, and Exhibition Place.

- 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 fourth 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.

CONTACT

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SIGNATURE

Don Boyle
Chief Executive Officer

ATTACHMENTS

Appendix A - Dashboard
Appendix B - Sales and Event Management Activities
Appendix C - EXcellence in Action