

# Exhibition Place Management Report - 3rd Quarter September 2023

**Date:** November 20, 2023

**To:** Board of Governors of Exhibition Place

**From:** Don Boyle, Chief Executive Officer

**Wards:** All Wards

## SUMMARY

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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

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The Chief Executive Officer recommends that:

1. The Board receive this report for information.

## FINANCIAL IMPACT

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The financial impact update to the 2023 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

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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**

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The management report provides the Board with business information from July 1, 2023 to September 30, 2023 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 second 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 2024.

## **CONTACT**

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Don Boyle, Chief Executive Officer, 416-263-3611, DBoyle@explace.on.ca

## **SIGNATURE**

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Don Boyle  
Chief Executive Officer

## **ATTACHMENTS**

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Appendix A - Quarterly Dashboard  
Appendix B - Sales and Event Management Activities  
Appendix C - EXcellence in Action  
Appendix D - Travel, Meetings, and Convention Sales Budget 2024