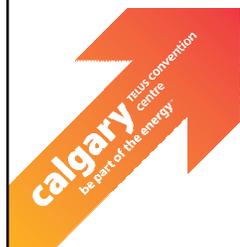




**CALGARY
CONVENTION
CENTRE AUTHORITY
(CCCA)**

**Mandate approved by City
Council in 2005:**

“To manage, market and operate the Calgary TELUS Convention Centre in an efficient and market competitive manner in order to maximize overall economic benefits to the City while maintaining financial performance within an acceptable range.”



CCCA CONTRACTUAL OBLIGATIONS



1. **Calgary TELUS Convention Centre** (through an agreement with the City of Calgary)
 - Management, marketing and operations
 - Building stewardship and protection of asset
2. **Glenbow Museum** (through an agreement with the City of Calgary)
 - Maintenance, engineering, housekeeping and capital project supervision
3. **Retail spaces in the North Building**(through an agreement with the City of Calgary)
 - Basic property management services
4. **Meetings and Conventions Calgary** (through an agreement with the Calgary Hotel Association)
 - Management and operation of destination sales and marketing for MC&IT
5. **Food and Beverage Services Agreement** (joint agreement – Hotel, City, CCCA)
 - Management & administration of contract
6. **TELUS Naming and Business Rights** (joint agreement – TELUS, City, CCCA)
 - Management of contract

3

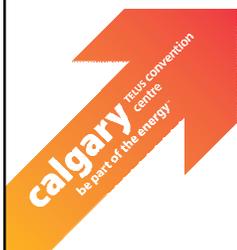
2015 CALGARY TELUS CONVENTION CENTRE (CTCC) HIGHLIGHTS

- Clean audit; \$295K operational surplus
- Economic driver for Calgary \$13.9M
- Total Delegates: 191,192 (non-resident 20,761)
- Total Events Hosted: 458
- Successful Calgary Champion program
- Reduction of 2.2M Kwh (savings of \$243K)
- Integrated partnerships and programs
- 3 outstanding Calgaryans recruited to the CCCA Board

**CCCA AUDIT &
FINANCE
COMMITTEE**

Terms of Reference:

- Financial reporting process
- Internal controls
- Risk management
- Audit process
- Compliance with laws and regulations
- Oversees external auditor's services



5

**CCCA
PLANNED
GOVERNANCE
ACTIVITIES**

Audit & Finance Committee:

- Meets quarterly to review financial statements, financial performance, forecasts and other significant business concerns
- Recommends to the board annual operating and capital budgets
- Meets with the external auditor to plan the audit process and receives auditor's report
- Reviews the Risk Management Process

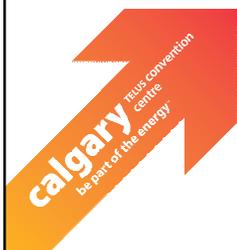


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**CCCA
BUDGET
PROCESS**

Budgets Completed For:

- CTCC: Operating and Capital
- Glenbow Museum: Maintenance, Engineering and Housekeeping: Operating and Capital
- Meetings and Conventions Calgary: Operating



7

**CTCC
INTEGRATED
RISK
MANAGEMENT**

Risk Management Model:

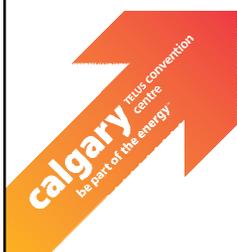
- Identify, understand, prioritize, and manage risks;
- Organization-wide awareness of risk management;
- A culture of sharing responsibility for risk management;
- Risk management orientation for new employees;
- Contract risk management.



8

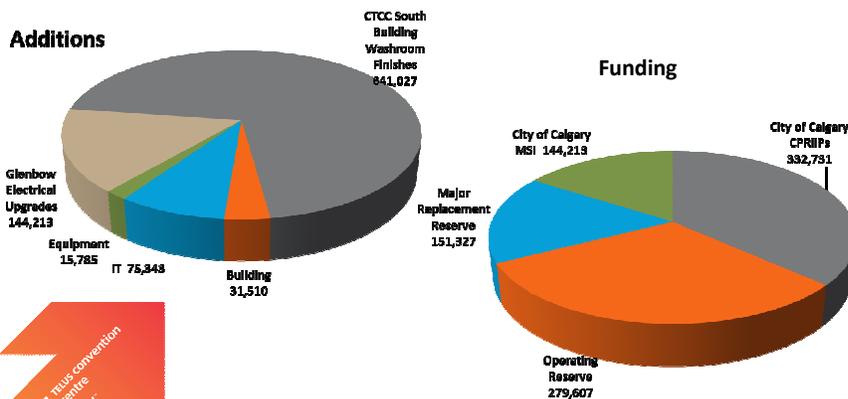
CTCC KEY STRATEGIC RISKS

- Deferred Maintenance(ability to provide a quality product, business reputation, financial risk)
- Decline of Economy(decrease in local booking, continue with mitigation strategy, and international research)
- Competitive Positioning of facility (aggressively target other markets)



CTCC PERFORMANCE HIGHLIGHTS

2015 Capital Expenditures:



**HIGHLIGHTS
OF CCCA 2015
FINANCIAL
RESULTS**



	2015	2014
Revenues:		
Operating Revenue	21,470,498	22,508,086
City Grant	1,758,207	1,701,383
Total Revenue	23,228,705	24,209,469
Expenses:		
*Operating Expenses before Amortization	22,322,156	24,036,788
Contribution to Major Replacement Reserve	180,000	180,000
Amortization	553,195	616,206
Total Expenses	22,933,472	24,612,706
Total Reserves at year end	4,551,801	4,256,568
Net Financial Assets (cash)	2,063,863	1,949,651
Non Financial Assets (TCA)	2,487,938	2,306,917
Major Replacement Reserve at year end	61,778	33,105
Capital Expenditures for 2015 (renovations, building enhancements, equipment)	763,664	652,142
Funded through:		
Operating Reserve	279,606	331,854
Major Replacement Reserve	151,327	220,288
CPRiiP Grant	332,731	0
MSI Grant (2015 is for Glenbow only)	148,194	100,000

* Meetings + Conventions Calgary is reported net per Public Standard Accounting Standards (PSAS)

