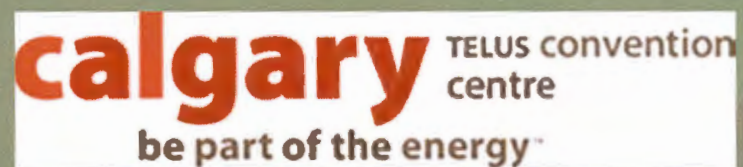


Calgary TELUS Convention Centre 2014 Civic Partner Annual Report



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THE CITY OF
CALGARY
COMMUNITY &
NEIGHBOURHOOD SERVICES

2014 Year in Review - Accomplishments



- Capital upgrades to meeting rooms, lighting, technology, and machinery
- Implemented employee innovation program
- CASL policy developed and implemented
- Expanded Calgary Champion Program
- Celebrated 40 years in the community

2014 Year in Review – Financial Results



Revenue

Actual	\$22,508,086
City Grant	\$ 1,701,383
Total	\$24,209,469
MCC	\$ 2,407,320

Expenses

Operating	\$24,036,789
MCC	\$ 2,407,320

Before Amortization and MRR	\$ 172,680
Net Loss	\$ (403,238)

Capital Improvements

CTCC	\$ 652,142
Glenbow (MSI)	\$ 1,546,400

2014 Year in Review – Performance Indicators



Total Delegates	228,364
Non Resident Delegates	16,677

Number of Events	Conventions	23
	Trade and Consumer Shows	14
	Meetings and Social	535

Economic Impact (Non-Albertan, Source: Sentis 5 year average)	Total Direct Spending	27M
	Contribution to GDP	21M
	Jobs Supported	320

Occupancy Levels	Macleod Hall	70%
	Exhibition Hall	61%

Looking Forward - Priorities

- Strengthen our role as an economic driver for the City and province
- Assess potential new revenue streams
- Focus on operational efficiencies and cost controls
- Maintain a culture that encourages employee development and retention

Looking Forward – Budget Challenges

Maintaining the financial sustainability of the Centre becoming increasingly more challenging;

1. Operational
2. Capital

Expenditures 2005 to Present

Funded by:	2014 YTD	2014
CTCC Operating Reserve	6,935,744	331,854
Major Replacement Reserve	2,158,902	220,288
CPRiiP Funding	2,360,000	-
City of Calgary MSI	289,890	100,000
WED	100,040	-
Total	11,844,577	652,142

Looking Forward – Budget Challenges

Maintaining the financial sustainability of the Centre becoming increasingly more challenging;(con't)

3. Capital

Immediate Capital Requirements

<u>Project</u>	<u>Estimated Cost</u>
1) Replacement of Carpet	\$1,200,000
2) Vinyl Wall Coverings	700,000
3) Exterior Doors	500,000
4) Skylights	750,000
5) Chairs	<u>\$1, 200,000</u>
TOTAL:	\$4,350,000

Looking Forward – Budget Challenges

- The business mix will become more focused on meetings and social events
- Further cost reductions being assessed but difficult

Looking Forward – Opportunities

- Alignment with Calgary Economic Development's 10 year economic strategy with global, community and collaborative initiatives