

**THE BOARD OF GOVERNORS OF EXHIBITION PLACE  
CONSOLIDATED OPERATING BUDGET 2016**

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PAGE	PROGRAM	2012 ACTUAL	2013 ACTUAL	2014 ACTUAL	2015 FORECAST	2015 BUDGET	2016 BUDGET	% Increase	Notes
<b>EXHIBITION PLACE AND DIRECT ENERGY CENTRE</b>									
<b>REVENUE</b>									
3	REVENUE - EP	15,356,567	20,325,895	20,004,331	20,231,638	19,377,905	20,011,012	3	
38	REVENUE - DEC	11,097,277	10,608,967	10,714,509	15,317,249	14,608,521	11,853,737	(19)	
		26,453,844	30,934,862	30,718,840	35,548,887	33,986,426	31,864,749	(6)	
<b>EXPENSES</b>									
3	DIRECT EXPENSES - EP	4,899,946	4,849,847	5,020,794	4,830,473	4,506,322	4,751,619	5	
38	DIRECT EXPENSES - DEC	4,650,780	4,316,873	4,697,373	5,741,334	5,534,424	5,136,354	(7)	
	<b>DIRECT EXPENSES</b>	9,550,726	9,166,720	9,718,167	10,571,807	10,040,746	9,887,973	(2)	
7	SHARE OF OVERHEAD	14,625,461	19,609,965	19,183,511	21,550,630	22,892,601	20,699,960	(10)	
		24,176,186	28,776,685	28,901,678	32,122,437	32,933,347	30,587,933	(7)	
<b>INCOME ( LOSS ) BEFORE DEBT CHARGES</b>									
19	INTEREST AND AMORT EXPENSE - ENERGY RETROFIT ASSETS	2,277,657	2,158,177	1,817,161	3,426,450	1,053,079	1,276,816	21	
		784,589	770,524	779,359	969,572	820,450	1,171,816	43	
	<b>NET INCOME (LOSS)</b>	1,493,068	1,387,653	1,037,803	2,456,878	232,628	105,000	(55)	
<b>ALLSTREAM CENTRE</b>									
47	REVENUE	2,507,861	1,705,146	1,974,885	2,157,907	2,435,083	2,556,798	5	
47	EXPENSES	1,646,096	1,575,112	2,000,612	1,923,793	1,996,905	2,007,677	1	
	<b>CASH FLOW BEFORE INTEREST, AMORT AND TRANSFERS</b>	861,765	130,034	(25,727)	234,114	438,178	549,121	25	
55	LESS: INTEREST EXPENSES	1,861,322	1,816,602	1,769,731	1,720,555	1,720,555	1,669,936	(3)	
55	LESS: AMORTIZATION EXPENSE	1,943,832	1,943,832	1,941,856	0	0	0	0	
55	LESS: PRINCIPAL REPAYMENT - FCM LOAN	0	0	0	988,992	988,992	1,038,441	5	
55	LESS: PRINCIPAL REPAYMENT - CITY LOAN	0	0	0	88,039	88,039	90,101	2	
	<b>INCOME (LOSS) BEFORE NAMING FEE</b>	(2,943,389)	(3,630,400)	(3,737,313)	(2,563,471)	(2,359,407)	(2,249,357)	(5)	
	NAMING FEES REVENUE (DIRECT ENERGY & ALLSTREAM)	1,158,000	1,077,870	1,021,608	580,293	980,293	922,500	(6)	
	<b>NET INCOME (LOSS)</b>	(1,785,389)	(2,552,530)	(2,715,706)	(1,983,179)	(1,379,114)	(1,326,857)	(4)	
47	CASH TRANSFER FROM(TO) CONFERENCE CENTRE RESERVE	777,854	1,589,770	823,536	1,000,000	1,379,114	1,326,857	(4)	
	<b>NET INCOME (LOSS) AFTER TSF PER FIN. STATEMENTS</b>	(1,007,536)	(962,760)	(1,892,169)	(983,179)	0	0	0	
<b>NATIONAL SOCCER STADIUM</b>									
59	REVENUES	9,119,761	8,952,966	450,000	0	0	0	0	
59	EXPENSES	8,389,590	8,087,534	0	0	0	0	0	
	<b>NET INCOME (LOSS) BEFORE SHARING</b>	730,171	865,432	450,000	0	0	0	0	
59	LESS PRIMARY INCENTIVE FEE	387,943	462,547	0	0	0	0	0	
	<b>NET INCOME ( LOSS )</b>	342,228	402,885	450,000	0	0	0	0	
<b>SUMMARY</b>									
<b>BOG</b>									
	TOTAL REVENUE	40,017,319	44,260,614	34,988,869	39,287,087	38,780,916	36,670,904	(5)	
	TOTAL EXPENSE	39,189,559	43,432,835	35,393,236	37,813,387	38,548,287	36,565,904	(5)	
	<b>NET INCOME ( LOSS ) PER FINANCIAL STATEMENTS</b>	827,760	827,779	(404,366)	1,473,700	232,628	105,000		
	<b>CASH CONVERSION:</b>								
	EMPLOYEE BENEFITS	324,264	(426,181)	(129,202)					
	AMORTIZATION - EP/DEC/BMO	61,867	70,902	43,332					
	AMORTIZATION - ALLSTREAM	1,943,832	1,943,832	1,941,856					
	PRINCIPAL REPAYMENT - ALLSTREAM	(936,296)	(981,072)	(1,027,882)					
	CAPITAL ASSETS	(26,629)	394,198	22,248					
	NET STEP UP - LONG TERM LEASE	(230,650)	(93,189)	(289,522)					
	<b>CASH PAYABLE (RECEIVABLE) FROM CITY - BOG</b>	1,964,149	1,736,268	156,464	1,473,700	232,628	105,000	(55)	
<b>CNEA</b>									
	TOTAL REVENUE	27,216,810	0	0	0	0	0	0	
	TOTAL EXPENSE	24,414,076	0	0	0	0	0	0	1
	<b>NET INCOME ( LOSS ) PER FINANCIAL STATEMENTS</b>	2,802,734	0	0	0	0	0	0	
	<b>CASH CONVERSION: EMPLOYEE BEN/AMORT/ASSETS</b>	(148,071)	0	0	0	0	0	0	
	<b>CASH PAYABLE (RECEIVABLE) FROM CITY - CNEA</b>	2,654,664	0	0	0	0	0	0	
<b>CONSOLIDATED</b>									
	<b>CASH PAYABLE (RECEIVABLE) TO/FROM CITY - BOG</b>	1,964,149	1,736,268	156,464	1,473,700	232,628	105,000	(55)	
	<b>CASH PAYABLE (RECEIVABLE) TO/FROM CITY - CNEA</b>	2,654,664	0	0	0	0	0	0	1
	<b>TOTAL CASH PAYABLE (RECEIVABLE) FROM CITY</b>	4,618,812	1,736,268	156,464	1,473,700	232,628	105,000	(55)	

**THE BOARD OF GOVERNORS OF EXHIBITION PLACE  
CONSOLIDATED OPERATING BUDGET 2016**

PAGE	DEPARTMENT	2012 ACTUAL	2013 ACTUAL	2014 ACTUAL	2015 FORECAST	2015 BUDGET	2016 BUDGET	%Increase	Notes
<b>EXHIBITION PLACE</b>									
3	REVENUE	15,356,567	20,325,895	20,004,331	20,231,638	19,377,905	20,011,012	3	
3	DIRECT EXPENSES	4,899,946	4,849,847	5,020,794	4,830,473	4,506,322	4,751,619	5	
7	SHARE OF OVERHEAD	14,625,461	19,609,965	19,183,511	21,550,630	22,892,601	20,699,960	(10)	
	<b>INCOME ( LOSS ) BEFORE DEBT CHARGES</b>	<b>(4,168,840)</b>	<b>(4,133,917)</b>	<b>(4,199,975)</b>	<b>(6,149,465)</b>	<b>(8,021,018)</b>	<b>(5,440,567)</b>	<b>(32)</b>	
19	INTEREST AND AMORT EXPENSE - ENERGY RETROFIT ASSETS	784,589	770,524	779,359	969,572	820,450	1,171,816	43	
	<b>NET INCOME ( LOSS )</b>	<b>(4,953,429)</b>	<b>(4,904,440)</b>	<b>(4,979,333)</b>	<b>(7,119,037)</b>	<b>(8,841,468)</b>	<b>(6,612,383)</b>	<b>(25)</b>	
<b>DIRECT ENERGY CENTRE</b>									
38	REVENUE	11,097,277	10,608,967	10,714,509	15,317,249	14,608,521	11,853,737	(19)	
38	DIRECT EXPENSES	4,650,780	4,316,873	4,697,373	5,741,334	5,534,424	5,136,354	(7)	
	<b>NET INCOME (LOSS)</b>	<b>6,446,497</b>	<b>6,292,094</b>	<b>6,017,136</b>	<b>9,575,915</b>	<b>9,074,096</b>	<b>6,717,383</b>	<b>(26)</b>	
<b>ALLSTREAM CENTRE</b>									
47	REVENUE	2,507,861	1,705,146	1,974,885	2,157,907	2,435,083	2,556,798	5	
47	EXPENSES	1,646,096	1,575,112	2,000,612	1,923,793	1,996,905	2,007,677	1	
	<b>CASH FLOW BEFORE INTEREST, AMORT AND TRANSFER</b>	<b>861,765</b>	<b>130,034</b>	<b>(25,727)</b>	<b>234,114</b>	<b>438,178</b>	<b>549,121</b>	<b>25</b>	
55	LESS: INTEREST EXPENSES	1,861,322	1,816,602	1,769,731	1,720,555	1,720,555	1,669,936	(3)	
55	LESS: AMORTIZATION EXPENSE	1,943,832	1,943,832	1,941,856	0	0	0	0	
55	LESS: PRINCIPAL REPAYMENT - FCM LOAN	0	0	0	988,992	988,992	1,038,441	5	
55	LESS: PRINCIPAL REPAYMENT - CITY LOAN	0	0	0	88,039	88,039	90,101	2	
	<b>INCOME (LOSS) BEFORE NAMING FEE</b>	<b>(2,943,389)</b>	<b>(3,630,400)</b>	<b>(3,737,313)</b>	<b>(2,563,471)</b>	<b>(2,359,407)</b>	<b>(2,249,357)</b>	<b>(5)</b>	
47	NAMING FEES REVENUE (DIRECT ENERGY & ALLSTREAM)	1,158,000	1,077,870	1,021,608	580,293	980,293	922,500	(6)	
	<b>NET INCOME (LOSS)</b>	<b>(1,785,389)</b>	<b>(2,552,530)</b>	<b>(2,715,706)</b>	<b>(1,983,179)</b>	<b>(1,379,114)</b>	<b>(1,326,857)</b>	<b>(4)</b>	
47	TRANSFER FROM (TO) CONFERENCE CENTRE RESERVE	777,854	1,589,770	823,536	1,000,000	1,379,114	1,326,857	(4)	
	<b>NET INCOME (LOSS) AFTER TSF PER FS</b>	<b>(1,007,536)</b>	<b>(962,760)</b>	<b>(1,892,169)</b>	<b>(983,179)</b>	<b>0</b>	<b>0</b>	<b>0</b>	
<b>NATIONAL SOCCER STADIUM</b>									
59	REVENUES	9,119,761	8,952,966	450,000	0	0	0	0	
59	EXPENSES	8,389,590	8,087,534	0	0	0	0	0	
	<b>NET INCOME (LOSS) BEFORE SHARING</b>	<b>730,171</b>	<b>865,432</b>	<b>450,000</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	
59	LESS PRIMARY INCENTIVE FEE	387,943	462,547	0	0	0	0	0	
	<b>NET INCOME (LOSS) AFTER SHARING</b>	<b>342,228</b>	<b>402,885</b>	<b>450,000</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	
<b>SUMMARY</b>									
<b>BOG</b>									
	TOTAL REVENUE	40,017,319	44,260,614	34,988,869	39,287,087	38,780,916	36,670,904	(5)	
	TOTAL EXPENSE	39,189,559	43,432,835	35,393,236	37,813,387	38,548,287	36,565,904	(5)	
	<b>NET INCOME (LOSS) PER FINANCIAL STATEMENTS - BOG</b>	<b>827,760</b>	<b>827,779</b>	<b>(404,366)</b>	<b>1,473,700</b>	<b>232,628</b>	<b>105,000</b>	<b>(55)</b>	
<b>CNEA</b>									
	TOTAL REVENUE	27,216,810	0	0	0	0	0	0	
	TOTAL EXPENSE	24,414,076	0	0	0	0	0	0	
	<b>NET INCOME (LOSS) PER FINANCIAL STATEMENTS - CNEA</b>	<b>2,802,734</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	
<b>CONSOLIDATED</b>									
	TOTAL REVENUE	67,234,129	44,260,614	34,988,869	39,287,087	38,780,916	36,670,904	(5)	
	TOTAL EXPENSE	63,603,634	43,432,835	35,393,236	37,813,387	38,548,287	36,565,904	(5)	
	<b>NET INCOME (LOSS) PER FINANCIAL STATEMENTS</b>	<b>3,630,495</b>	<b>827,779</b>	<b>(404,366)</b>	<b>1,473,700</b>	<b>232,628</b>	<b>105,000</b>	<b>(55)</b>	

THE BOARD OF GOVERNORS OF EXHIBITION PLACE  
EXHIBITION PLACE

REVENUE AND EXPENSE SUMMARY

PAGE	DESCRIPTION	2012 ACTUAL	2013 ACTUAL	2014 ACTUAL	2015 FORECAST	2015 BUDGET	2016 BUDGET	%Increase	Notes
	<b>REVENUE</b>								
	RENTAL INCOME - TENANTS	899,165	940,736	1,287,120	1,138,037	1,087,013	1,003,974	(8)	1
	MLSE/RICOH CONTRIBUTION	526,544	529,638	565,664	757,378	697,785	1,148,219	65	9
	BMO FIELD GUARANTEE PAYMENT - NET	0	0	0	116,092	116,092	146,367	26	1
	ADDITIONAL RENT-MLSE/RICOH COLISEUM - NET	93,955	135,948	98,000	98,000	98,000	98,000	0	2
	<b>SUB-TOTAL</b>	<b>1,519,664</b>	<b>1,606,322</b>	<b>1,950,785</b>	<b>2,109,507</b>	<b>1,998,890</b>	<b>2,396,560</b>	<b>20</b>	
	RENTAL INCOME - CNEA	0	3,324,744	3,379,602	3,422,312	3,459,064	3,466,802	0	11
	RENTAL INCOME - EVENTS	976,659	952,236	979,190	934,759	765,908	579,669	(24)	3
	ADVERTISING - NET	1,382,572	1,519,247	1,415,576	1,465,316	1,465,899	1,476,175	1	10
42200	CATERING CONCESSIONS	55,579	73,975	61,560	57,200	57,200	60,000	5	5
	<b>SUBTOTAL</b>	<b>3,934,473</b>	<b>7,476,525</b>	<b>7,786,712</b>	<b>7,989,094</b>	<b>7,746,961</b>	<b>7,979,205</b>	<b>3</b>	
	<b>SHOW SERVICES</b>								
	- TENANTS	1,297,237	1,309,828	1,377,744	1,419,076	1,389,596	1,461,648	5	4
	- EVENTS	1,470,701	1,452,661	1,390,481	1,327,388	1,103,751	1,197,584	9	3
	THIRD PARTY REVENUE	2,767,938	2,762,489	2,768,224	2,746,464	2,493,347	2,659,232	7	
5	<b>PARKING REVENUE</b>	<b>6,734,923</b>	<b>6,959,538</b>	<b>7,300,697</b>	<b>7,181,879</b>	<b>6,689,785</b>	<b>7,293,925</b>	<b>9</b>	<b>6</b>
	<b>SUBTOTAL DIRECT REVENUE</b>	<b>13,437,334</b>	<b>17,198,552</b>	<b>17,855,634</b>	<b>17,917,437</b>	<b>16,930,093</b>	<b>17,932,363</b>	<b>6</b>	
15	- ADMIN MARK UP, INTEREST AND MISC REVENUE	1,445,119	867,675	626,022	570,500	427,362	513,833	20	8
19	- ERP PROJECTS - INCENTIVE RECEIVED & SAVING	325,688	431,238	404,748	969,572	820,450	1,171,816	43	
21	- NAMING RIGHTS REVENUE - ALLSTREAM CENTRE	520,000	456,275	367,056	339,214	339,214	275,000	(19)	
21	- NAMING RIGHTS EXPENSES & TSF - ALLSTREAM CENTRE	(520,000)	(456,275)	(367,056)	(339,214)	(339,214)	(275,000)	(19)	
	<b>SUBTOTAL INDIRECT REVENUE</b>	<b>1,770,807</b>	<b>1,298,913</b>	<b>1,030,770</b>	<b>1,540,072</b>	<b>1,247,812</b>	<b>1,685,649</b>	<b>35</b>	
14	- CONTRIBUTION FROM CONFERENCE RESERVE	100,000	1,633,678	1,094,688	345,129	800,000	0	(100)	
14	- CONTRIBUTION FROM SICK BANK/FLEET RESERVES	48,426	194,752	23,239	429,000	400,000	393,000	(2)	
	<b>SUBTOTAL CONTRIBUTION FROM RESERVES</b>	<b>148,426</b>	<b>1,828,430</b>	<b>1,117,927</b>	<b>774,129</b>	<b>1,200,000</b>	<b>393,000</b>	<b>(67)</b>	
	<b>TOTAL REVENUE</b>	<b>15,356,567</b>	<b>20,325,895</b>	<b>20,004,331</b>	<b>20,231,638</b>	<b>19,377,905</b>	<b>20,011,012</b>	<b>3</b>	
	<b>EXPENSE</b>								
5	<b>PARKING EXPENSES</b>	<b>2,484,950</b>	<b>2,434,620</b>	<b>2,631,430</b>	<b>2,449,199</b>	<b>2,261,603</b>	<b>2,437,203</b>	<b>8</b>	
	<b>SHOW SERVICES EXPENSES</b>								
	- TENANTS	1,178,346	1,185,393	1,247,644	1,291,359	1,264,533	1,330,100	5	4
	- EVENTS	985,924	991,369	938,476	895,893	791,528	779,722	(1)	3
	- EVENTS PMD COSTS	250,725	238,464	203,244	194,022	188,659	204,593	8	7
	<b>SUB TOTAL SHOW SERVICE EXPENSES</b>	<b>2,414,995</b>	<b>2,415,227</b>	<b>2,389,365</b>	<b>2,381,274</b>	<b>2,244,719</b>	<b>2,314,416</b>	<b>3</b>	
	<b>TOTAL DIRECT EXPENSE</b>	<b>4,899,946</b>	<b>4,849,847</b>	<b>5,020,794</b>	<b>4,830,473</b>	<b>4,506,322</b>	<b>4,751,619</b>	<b>5</b>	
	<b>PROFIT (LOSS) BEFORE OVERHEAD EXPENSES</b>	<b>10,456,621</b>	<b>15,476,048</b>	<b>14,983,536</b>	<b>15,401,165</b>	<b>14,871,583</b>	<b>15,259,392</b>	<b>3</b>	
7	<b>OVERHEAD EXPENSES</b>	<b>15,410,050</b>	<b>20,380,488</b>	<b>19,962,870</b>	<b>22,520,202</b>	<b>23,713,051</b>	<b>21,871,776</b>	<b>(8)</b>	
	<b>NET OPERATING PROFIT (LOSS)</b>	<b>(4,953,429)</b>	<b>(4,904,440)</b>	<b>(4,979,333)</b>	<b>(7,119,037)</b>	<b>(8,841,468)</b>	<b>(6,612,383)</b>	<b>(25)</b>	

**THE BOARD OF GOVERNORS OF EXHIBITION PLACE  
EXHIBITION PLACE  
REVENUE AND EXPENSE SUMMARY**

**NOTE:**

1. 2015 includes rent for hotel; minimum guarantee payment from BMO Field net of loan repayment. Starting from 2016 Hotel rent is reported in Allstream Operation
2. Ex Place services for security monitoring and building operators coverage for night time walk through.
3. 2016 budget revenue and expense was adjusted to reflect cost saving from outsourcing of electrical/technical service provided to events and lost of events (Artist Project, Chin, CGA exams...) . Three year term agreement with Green Savoree Toronto ULC for Honda Indy from Jan 2015 to 2017.
4. Services ordered from major tenants such as Liberty Grand, Muzik, Medieval Times, Ricoh, Gossip and QET and QE fountain dining room starting in 2011.
5. Includes F&B buy out for EP's events that are not contracted through Centerplate/Ovations.
6. Daily Parking Revenue rate increase \$1 April 1, 2012
7. PMD costs includes additional concessions for Honda Indy services reduction per agreement with Green Savoree 2012-2014. 2016 budget adjust to reflect actual experience
8. Administrative fee on MLSE for Ricoh Coliseum, BMO Field, tenants services and interest revenue.
9. Per contractual arrangement with MLSE/BPC (Lease/Sub-lease), new rate effective July 1, 2015; 2016 budget includes rent from Raptors Training Facility
10. Outdoor billboard signage revenue after commission - Per contractual obligations with Astral Media (Gardiner Billboard-Trivision), Clarity Outdoor Media Inc. (Gardener Expressway/Strachan Billboard. Astral Media agreement renewed for 15 years (2009 to 2023). In June 2010 Astral switched to digital retroactively from year 0. Budget includes participated rent from Astra.
11. Rent per license agreement; first initial term 2013-2016

THE BOARD OF GOVERNORS OF EXHIBITION PLACE  
EXHIBITION PLACE

50-108 PARKING AND TRAFFIC REVENUES AND EXPENSES

ACCT# ACCOUNT NAME	2012 ACTUAL	2013 ACTUAL	2014 ACTUAL	2015 FORECAST	2015 BUDGET	2016 BUDGET	%Increase	Notes
<b>1-50-108-XXXX-</b>								
<b>REVENUE</b>								
<b>PARKING REVENUE</b>								
40500 DEC EVENTS	3,588,277	3,666,623	3,734,746	3,900,000	3,933,500	3,812,000	(3)	14
40500 EP EVENTS	465,201	597,395	660,634	570,925	335,750	647,425	93	14
40500 TENANTS	559,154	623,365	544,016	607,500	607,500	626,000	3	
40501 ONTARIO PLACE EVENTS	364,855	410,842	454,782	350,000	215,000	440,000	105	16
SUB-TOTAL PARKING REVENUE	<u>4,977,487</u>	<u>5,298,226</u>	<u>5,394,178</u>	<u>5,428,425</u>	<u>5,091,750</u>	<u>5,525,425</u>	<u>9</u>	<u>10</u>
40520 RICOH COLISEUM	642,094	579,277	517,637	510,000	370,000	485,000	31	13
40521 BMO FIELD - SUBJECT TO REBATE	534,626	448,086	511,697	588,121	712,892	733,000	3	7
40599 BMO FIELD - NOT SUBJECT TO REBATE	213,824	202,365	353,095	335,833	195,643	228,000	17	17
40500 MEDIEVAL TIMES	340,389	354,678	380,916	319,500	319,500	322,500	1	
40525 MISCELLANEOUS PARKING REVENUE	26,503	76,906	143,174	0	0	0	0	3
<b>TOTAL REVENUE</b>	<u>6,734,923</u>	<u>6,959,538</u>	<u>7,300,697</u>	<u>7,181,879</u>	<u>6,689,785</u>	<u>7,293,925</u>	<u>9</u>	<u>10</u>
<b>1-50-108-50108-</b>								
<b>EXPENSE</b>								
60000 SALARIES - PERMANENT	582,952	608,908	622,905	560,679	560,679	574,454	2	1
60001 BENEFITS - PERMANENT	140,360	160,097	166,674	160,860	160,860	164,795	2	1
60002 SALARIES AND BENEFITS - HOURLY	540,060	609,145	726,828	646,369	525,183	599,761	14	15
61020 SALARY & BENEFITS RECOVERIES FROM CNEA	(47,519)	(36,206)	(39,683)	(38,000)	(38,000)	(39,140)	3	5
60407 AUDIT	0	0	0	2,000	2,000	2,000	0	
60409 BANK & CREDIT CARD CHARGES/CASH HANDLING	94,916	58,689	66,378	90,000	100,000	90,000	(10)	
60424 EQUIPMENT RENTALS	538	1,300	1,738	2,000	2,000	2,000	0	9
60425 EXPENSE ALLOWANCE	2,021	1,906	2,596	2,000	2,000	2,000	0	4
60459 STAFF DEVELOPMENT/TRAINING - UNIONIZED	0	0	575	3,000	3,000	3,000	0	12
60801 CONTRACT SERVICES	5,641	5,220	5,965	5,000	5,000	6,000	20	8
61037 SECURITY	60,300	74,953	136,783	100,000	85,000	85,000	0	6
61072 P.M.D	244,799	164,971	174,404	145,000	145,000	145,000	0	2
61088 ROAD MARKINGS AND SIGN REPAIRS (from 50-323)	0	0	1,350	8,000	10,000	8,000	(20)	
63119 PRINTING & STATIONERY	7,847	5,356	8,186	8,000	8,000	9,000	13	
63126 SUPPLIES & GENERAL	3,440	3,781	4,450	4,000	4,000	4,000	0	
63127 UNIFORMS	9,195	9,246	9,681	12,000	12,000	12,000	0	
<b>SUBTOTAL EXPENSES BEFORE REBATES</b>	<u>1,644,551</u>	<u>1,667,368</u>	<u>1,888,830</u>	<u>1,710,908</u>	<u>1,586,722</u>	<u>1,667,870</u>	<u>5</u>	
51000 MEDIEVAL TIMES REBATE	169,889	177,256	177,699	159,750	159,750	161,250	1	11
51005 BMO FIELD	177,778	147,242	182,413	196,040	237,631	244,333	3	11
51004 RICOH COLISEUM REBATE	481,595	433,455	382,487	382,500	277,500	363,750	31	11
61040 FLEET STREET CITY REBATE	11,137	9,298	0	0	0	0	0	3
<b>TOTAL EXPENSES</b>	<u>2,484,950</u>	<u>2,434,620</u>	<u>2,631,430</u>	<u>2,449,199</u>	<u>2,261,603</u>	<u>2,437,203</u>	<u>8</u>	
<b>NET PROFIT (LOSS)</b>	<u>4,249,972</u>	<u>4,524,917</u>	<u>4,669,267</u>	<u>4,732,680</u>	<u>4,428,182</u>	<u>4,856,722</u>	<u>10</u>	

**THE BOARD OF GOVERNORS OF EXHIBITION PLACE  
EXHIBITION PLACE**

**50-108 PARKING AND TRAFFIC REVENUES AND EXPENSES**

**NOTE:**

1. Provision for Merit increase. Budget allocated 50% of Director's to Security department 50-500
2. PMD includes signage, cost of coin and card processing machines - reflects prior years experience
3. Exhibition Place gave up Fleet Street starting in 2013. Prior to 2013 includes Fleet Street Parking revenue, which was associated to shows and is reflected in the shows income. The revenue budgeted on this line represents all other parking related revenue such as rental. Of all Fleet Street Parking Revenue a 50% rebate is paid to the City (a/c 61040)
4. Budget provided for association fees. Staff trade show convention is provided for under CEO department 50-100
5. Wages and benefits costs of parking management staff during CNEA fair not included in annual rent/site fee amount.
6. Includes paid duty for Toronto Football Club (TFC) games. 2014 actual includes \$71K invoices paid to Toronto Police Service
7. FC games are subject to rebate at 33.33% per contractual arrangement. Budget was based on numbers of games/attendance supplied by BMO Field. 2015 budget assumed there will be 30,000 seats available as of April 1, 2015, no game plays at BMO Field in March 2015 and no incremental game during Pan Am. 2016 budget includes estimated \$30K incremental revenue from Board approved rate increase for special event
8. For Chubb Door alarm monitoring and Inkas money pick up.
9. Starting from 2013 cost decrease due to purchase of Pay and Display machines. Prior to 2012 was for rental costs for nine Precise Park Link rented Pay and Display machines @ \$ 350/each per month, for 12 months and rental of additional revenue control equipment.
10. \$1 parking rate increase effective April 2012 to \$14. Board approved effective May 23, 2015 Special Event Rate increase from \$25 to \$30
11. Parking Sources Rebates: Fleet Street (50%), Medieval (50%), Ricoh (75%), Stadium (33.33%).
12. Budget provided for training costs for unionized parkers.
13. 2011/2012 was high because MLSE has more large events and larger attendants due to NHL lockout
14. 2015 budget includes contribution from Pan Am games. 2016 budget revenue includes contribution from NBA Allstar games, offsetted by loss from major events (Sportsmen's show, Delicious Food Show, Green Living etc...)
15. Variable direct wages and benefits associated with revenue.
16. Ontario Place revenue reduced in July 2015 for PanAm games due to reduced inventory
17. 2015 forecast includes \$160K payment from MLSE to cover loss of parking revenue because there is no Argos game played in 2015. Prior years includes \$70,000 annual revenue due to soccer bubble relocation.

THE BOARD OF GOVERNORS OF EXHIBITION PLACE  
EXHIBITION PLACE

OVERHEAD EXPENSE SUMMARY

PAGE	DEPARTMENT	2012 ACTUAL	2013 ACTUAL	2014 ACTUAL	2015 FORECAST	2015 BUDGET	2016 BUDGET	% Increase	Notes
8	CHIEF EXECUTIVE OFFICER & HR	1,718,449	1,376,072	1,315,703	1,488,800	1,496,300	1,556,915	4	
9	BOARD OF GOVERNORS	35,034	37,778	47,552	55,000	57,000	55,000	(4)	
10	CORPORATE SECRETARY	385,288	393,108	420,105	452,531	449,731	462,637	3	
11	ARCHIVES & COMMERCIAL RECORDS	210,167	103,054	73,552	155,304	163,454	116,756	(29)	
12	PURCHASING & STORES	250,136	223,757	215,005	231,360	231,660	236,073	2	
14	SICK BANK PAID OUT	48,426	194,752	23,239	30,000	50,000	50,000	0	
15	FINANCE	2,580,577	2,180,639	1,840,107	2,210,983	2,519,199	2,549,029	1	
17	COMMUNITY GRANTS - IN KIND DONATION	1,000	0	2,246	4,000	4,000	4,000	0	
18	OPERATIONS ADMINISTRATION	1,756,472	2,111,246	1,955,992	2,072,218	2,097,218	2,087,129	(0)	
22	UTILITIES	1,870,571	1,892,518	2,347,945	2,511,125	3,172,309	2,814,834	(11)	
23	CLEANING SERVICES	831,000	803,965	846,299	870,609	881,734	894,753	1	
24	SPECIAL APPROPRIATIONS	559,866	372,156	697,820	715,840	715,840	715,840	0	
25	FACILITY SERVICES	1,800,254	1,592,908	1,710,671	2,277,489	2,290,040	1,914,441	(16)	
26	LABOUR	418,321	417,796	415,360	487,052	491,705	501,272	2	
27	ELECTRICAL	1,310,761	1,236,888	1,327,905	1,351,411	1,403,611	1,305,784	(7)	
28	ENGINEERING	(5,463)	5,404	(20,500)	1,100	3,300	1,100	(67)	
29	WELDING	93,534	77,278	82,966	91,500	91,797	90,916	(1)	
30	CARPENTRY	652,988	704,310	762,431	750,150	844,538	758,587	(10)	
31	PAINTING	212,587	218,676	208,498	214,500	334,401	219,500	(34)	
32	MECHANICAL & GARAGE	393,006	386,319	415,943	410,000	401,200	402,798	0	
33	PLUMBING	737,557	674,321	815,324	820,000	1,009,911	810,000	(20)	
34	HVAC	808,950	837,546	872,277	792,451	880,451	802,743	(9)	
35	IATSE	93,346	91,245	106,550	118,338	118,438	120,487	2	
36	CREATIVE SERVICES - SIGN SHOP	30,770	37,413	35,169	50,718	50,718	51,561	2	
37	SECURITY & COMMUNICATIONS	1,492,134	1,404,217	1,497,969	1,784,121	1,784,621	1,674,904	(6)	
14	HOTEL SOIL REMOVAL - 2013-2015	0	2,333,678	621,193	1,045,129	800,000	0	(100)	5
14	DEC WASHROOM RENOVATION	0	0	473,495	0	0	0	0	5
14	FLEET PURCHASES	0	0	0	399,000	350,000	343,000	(2)	
	CNEA'S DIRECT EXPENSES - JAN - MAR 2013	0	727,838	0	0	0	0	0	4
13	PRESS & FOOD BUILDINGS EXP. - NON RECOVERABLE	0	209,851	72,697	159,900	199,425	159,900	(20)	3
	<b>SUBTOTAL</b>	<b>18,285,729</b>	<b>20,644,736</b>	<b>19,183,511</b>	<b>21,550,630</b>	<b>22,892,601</b>	<b>20,699,960</b>	<b>(10)</b>	
	LESS: ADMIN. SUPPORT TO CNEA - MOU	(1,200,716)	(306,933)	0	0	0	0	0	1
	LESS: SITE PREP. - CNEA	(2,459,553)	0	0	0	0	0	0	2
	RECOVERIES - CNEA'S DIRECT EXPENSES - JAN - MAR 2013	0	(727,838)	0	0	0	0	0	4
	<b>SUBTOTAL BEFORE ERP INTEREST AND AMORT</b>	<b>14,625,461</b>	<b>19,609,965</b>	<b>19,183,511</b>	<b>21,550,630</b>	<b>22,892,601</b>	<b>20,699,960</b>	<b>(10)</b>	
19-20	ENERGY EFFICIENCY - INTEREST & DEPRECIATION	784,589	770,524	779,359	969,572	820,450	1,171,816	43	
	<b>TOTAL EXPENSES</b>	<b>15,410,050</b>	<b>20,380,488</b>	<b>19,962,870</b>	<b>22,520,202</b>	<b>23,713,051</b>	<b>21,871,776</b>	<b>(8)</b>	

**NOTE:**

- Admin support to CNEA. Starting April 1, 2013 CNEA purchased Admin service from Telecom (DEC's department 60-850) and Archive (EP's Department 50-104)
- Space rental started in 2013 per license agreement.
- PMP (Labour, materials) and utilities (hydro, gas, water) costs to maintain Press building are assumed by BOG, thus not charged CNEA during the initial term 2013-2016 per license agreement. Hydro (approx. 440,000 kwh), consumer gas (approx 12,000 m3), water (approx. 6,300 m3 in 2010). 2013 actual include psab translation
- Jan-Mar 2013 expenses incurred by CNEA and recovered by BOG.
- Amounts funded from Conference Centre Reserve Fund and current year operating; in addition to capital fundings

**THE BOARD OF GOVERNORS OF EXHIBITION PLACE  
OVERHEAD**

**50-100 CHIEF EXECUTIVE OFFICER**

ACCT# ACCOUNT NAME	2012 ACTUAL	2013 ACTUAL	2014 ACTUAL	2015 FORECAST	2015 BUDGET	2016 BUDGET	%Increase	Notes
<b>1-50-100-50100-</b>								
<b>EXPENSE</b>								
60000 SALARIES - PERMANENT	848,222	480,298	493,740	525,961	525,961	537,794	2	1
60001 BENEFITS - PERM	199,783	144,354	145,101	160,194	160,194	163,553	2	1
60002 SALARY TEMPORARY - HR SUMMER OFFICE	0	15,321	23,525	12,000	12,000	12,000	0	9
61020 RECOVERIES FROM CNEA	0	0	0	0	0	0	0	9
60404 ADVERTISING -JOBS POSTING	1,820	2,269	1,957	1,500	1,500	1,500	0	8
60417 CONSULTANTS FEES	40,077	94,945	63,326	100,000	100,000	100,000	0	4
60418 MEETING CONVENTIONS & TRAVEL	5,446	5,717	2,958	18,000	22,000	18,000	(18)	2
60420 CORPORATE ENTERTAINMENT	0	83	0	2,000	2,500	2,000	(20)	
60425 EXPENSE ALLOWANCES	4,837	2,676	2,054	5,600	5,600	5,600	0	
60434 LEGAL FEES	514,914	438,121	381,579	400,000	400,000	400,000	0	3
60439 MEMBERSHIPS	4,230	2,143	1,866	3,150	3,150	3,150	0	5
60445 PRESENTATIONS/PROMOTION	0	0	0	1,500	1,500	1,500	0	
60445 SALES TEAM VIDEO - 2016	0	0	0	0	0	50,000	0	12
60459 STAFF TRAINING AND DEVELOPMENT	57,739	56,868	66,956	123,000	123,000	123,000	0	6
60800 SALARIES & BENEFITS - CITY SHARED SERVICE	35,802	127,155	130,741	129,895	129,895	132,818	2	10
63106 EQUIPMENT RENTALS	2,945	0	0	0	0	0	0	7
63119 PRINTING	2,284	0	0	2,000	2,500	2,000	(20)	
63126 SUPPLIES & GENERAL	351	6,123	1,901	4,000	6,500	4,000	(38)	11
<b>TOTAL EXPENSE</b>	<b>1,718,449</b>	<b>1,376,072</b>	<b>1,315,703</b>	<b>1,488,800</b>	<b>1,496,300</b>	<b>1,556,915</b>	<b>4</b>	

**NOTE:**

1. Provision for Merit increase.
2. Includes travel for all departments on grounds except for the DEC Marketing Department 60-803.
3. 2012-2014 actuals was high due to additional costs for CNEA Master Agreement, hotel negotiation, collective agreements, Bridal Show settlement, outdoor billboard sign. 2015/2016 cost expects to be higher due to the same reasons.
4. Includes Ontario Energy Leader (OEL) membership required to provide 3rd party verification for figures for environmental initiatives ( green house reduction etc.), LEED certification. Includes memberships paid to Toronto Board of Trade, Composing Council, Recycling Council, Canadian Green Building Council etc...
5. Professional membership
6. Customer service program reflected in this budget, City of Toronto has informed Exhibition Place that City will no longer provide training to staff. Includes combined development and training for non-unionized staff for all programs except BMO Field. 2015/2016 budget increase due to additional staff training for customer services
7. Lease discontinues in 2013
8. Costs for job posting.
9. Summer staff requested for hiring and training BOG's cleaners during CNEA's period. Previously was paid by CNEA's HR budget under department 10-107
10. Includes City's share service billing for Employee and Labour Relation. Prior to 2012 was cost for OHS consultant on part time need basis, was transferred to Operation (dept. 50-301) in 2013.
11. Includes expenses for CNEA's summer office (previous years charged directly to CNEA) such as: supplies, signage, badges, photocopier/AC rental etc...
12. Board requests a professional video from Sales team in 2016



**THE BOARD OF GOVERNORS OF EXHIBITION PLACE  
OVERHEAD**

**50-101 BOARD OF GOVERNORS EXPENSES**

ACCT#	ACCOUNT NAME	2012 ACTUAL	2013 ACTUAL	2014 ACTUAL	2015 FORECAST	2015 BUDGET	2016 BUDGET	% Increase	Notes
<b>1-50-101-50101-</b>									
	<u>EXPENSE</u>								
60418	CONVENTIONS & MEETINGS	6,012	5,931	10,480	14,000	16,000	14,000	-13	1
60421	CORPORATE PLANNING	27,596	31,310	35,281	37,000	37,000	37,000	0	2
63126	SUPPLIES & GENERAL	1,425	537	1,791	4,000	4,000	4,000	0	3
69001	COMMUNITY GRANTS - MURALS	0	0	0	0	0	0	0	
	<b>TOTAL EXPENSE</b>	<b>35,034</b>	<b>37,778</b>	<b>47,552</b>	<b>55,000</b>	<b>57,000</b>	<b>55,000</b>	<b>-4</b>	

**NOTE:**

1. Expenses related to meetings/sessions of the Board. 2016 budget adjust to reflect prior years experience
2. Expenses related to the Board's Suites - BMO, Ricoh, Indy, RAWF and misc.
3. Expenses related to supplies, couriers and misc. for the Board.

**THE BOARD OF GOVERNORS OF EXHIBITION PLACE  
OVERHEAD**

**50-103 CORPORATE SECRETARY EXPENSES**

ACCT# ACCOUNT NAME	2012 ACTUAL	2013 ACTUAL	2014 ACTUAL	2015 FORECAST	2015 BUDGET	2016 BUDGET	%Increase	Notes
<b>1-50-103-50103-</b>								
<u>EXPENSE</u>								
60000 SALARIES - PERMANENT	204,459	214,065	217,235	223,746	223,746	228,881	2	1
60001 BENEFITS - PERM	50,244	41,491	42,296	64,084	64,084	65,557	2	1
60424 EQUIPMENT RENTAL	62,974	62,576	71,141	73,000	69,000	74,000	7	2
60425 EXPENSE ALLOWANCES	355	340	0	800	1,000	800	-20	3
60428 FLOWERS	500	219	218	400	400	400	0	4
60461 TELECOMMUNICATIONS	53,720	57,780	70,025	70,000	70,000	70,000	0	5
60800 SALARIES AND BENEFITS - CONTRACT/TEMP	0	138	1,457	2,500	2,500	2,500	0	6
61072 P.M.D	186	554	1,134	1,000	1,000	1,000	0	7
63118 POSTAGE & COURIER	5,104	9,054	8,965	7,000	7,000	9,500	36	8
63126 SUPPLIES & GENERAL	7,747	6,890	7,635	10,000	11,000	10,000	-9	9
<b>TOTAL EXPENSE</b>	<b>385,288</b>	<b>393,108</b>	<b>420,105</b>	<b>452,531</b>	<b>449,731</b>	<b>462,637</b>	<b>3</b>	

**NOTE:**

1. Provision for Merit increase.
2. Ricoh Copiers - rentals/software & copy counts for Exhibition Place includes new units re move to DEC
3. Increase due to Association Membership; Workshops for Corp Sec is provided under CEO/HR department 50-100
4. Expenses related to Board tributes.
5. Expenses related to Bell Canada & Bell Mobility for Exhibition Place.
6. Expenses related to vacation leave of Mail Service
7. Expenses related to minor repairs/upgrades to Executive Offices building.
8. Expenses related to Postage for Exhibition Place & Courier services for Corp Sec
9. Expenses related to supplies for Executive Office staff

**THE BOARD OF GOVERNORS OF EXHIBITION PLACE  
OVERHEAD**

**50-104 ARCHIVES & COMMERCIAL RECORDS CENTRE**

ACCT# ACCOUNT NAME	2012 ACTUAL	2013 ACTUAL	2014 ACTUAL	2015 FORECAST	2015 BUDGET	2016 BUDGET	%Increase	Notes
<b>1-50-104-50104-</b>								
<u>EXPENSE</u>								
60000 SALARIES - PERMANENT	156,034	163,613	168,493	171,080	171,080	174,929	2	1
60001 BENEFITS - PERM	36,133	40,581	41,545	48,861	48,861	49,959	2	1
60406 ARCHIVES ACQUISITION	0	0	0	0	0	0	0	
60422 DOORS OPEN TORONTO	0	0	1,266	2,000	2,000	2,000	0	2
60425 EXPENSE ALLOWANCES	0	27	64	200	300	200	(33)	3
60439 MEMBERSHIPS	676	683	1,016	1,200	1,200	1,200	0	4
60800 SALARIES & BENEFITS - CONTRACT	14,946	0	0	20,000	25,000	20,000	(20)	5
61072 P.M.D	1,907	3,058	3,801	54,000	54,000	12,000	(78)	6
63119 PRINTING & STATIONERY	589	45	0	1,500	2,500	1,500	(40)	7
63126 SUPPLIES & GENERAL	4,604	4,203	5,393	6,000	7,000	6,000	(14)	8
69005 ARCHIVES - GRANT EXPENSES	0	0		0	0	0	0	
61020 RECOVERIES FROM CNEA	0	(109,063)	(148,020)	(149,537)	(148,487)	(151,032)	2	9
TOTAL EXPENSES	<u>214,889</u>	<u>103,146</u>	<u>73,557</u>	<u>155,304</u>	<u>163,454</u>	<u>116,756</u>	<u>(29)</u>	
<u>REVENUE</u>								
49029 ARCHIVES GRANT RECEIVED	0	0	0	0	0	0	0	
49033 ARCHIVES PROGRAMS REVENUE - GHOST/BOOKS/WORKSHOP	4,722	92	5	0	0	0	0	10
TOTAL REVENUE	<u>4,722</u>	<u>92</u>	<u>5</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	
							0	
NET EXPENDITURES	<u>210,167</u>	<u>103,054</u>	<u>73,552</u>	<u>155,304</u>	<u>163,454</u>	<u>116,756</u>	<u>(29)</u>	

**NOTE:**

1. Provision for Merit increase.
2. Expenses related to rental of display items, sound system, setup, etc. for viewing of Heritage buildings.
3. Expenses related to meetings and misc. items incurred by R&A staff.
4. Membership Fees related to 4 Organizations for R&A Manager (increase of membership fees).
5. Deletion of Records Technician position in 2012. 2015 budget provide part time Archive and Record assistance for special projects (Soil contamination, Exhibition during Pan Am in 2015 etc...).
6. Expenses related to minor repairs/upgrades of R&A area. 2015 budget provided for sign shop and Carpentry time & materials for exhibition during Pan Am and cost to upgrade to new software for the failing computer system
7. Expenses related to brochures for R&A Programs/Events.
8. Expenses re Records Program (files, boxes, maint. agreement, misc.) & labour to move records to Records Centre. Budget includes annual maintenance agreement with InMagic.
9. Purchase of R&A Services - April 1, 2013. Price computed using cost drive method of 5,000 units (CNEA-2,950 units; BOG-2,050 units) plus 12% admin fee. 2013 charged CNEA for 9/12 months. 2015 forecasted at 1% CPI increase from 2014; 2016 budget estimated at 1.01% CPI increase from 2015 forecast
10. Revenue raised re annual Exhibition Place Haunted Walking Tours. From 2014/2015 reported as misc. finance revenue department 50-116

**THE BOARD OF GOVERNORS OF EXHIBITION PLACE  
OVERHEAD**

**50-106 PURCHASING & STORES EXPENSES**

ACCT# ACCOUNT NAME	2012 ACTUAL	2013 ACTUAL	2014 ACTUAL	2015 FORECAST	2015 BUDGET	2016 BUDGET	%Increase	Notes
<b>1-50-106-50106-</b>								
<u>EXPENSE</u>								
60000 SALARIES - PERMANENT	178,934	161,258	155,049	174,673	174,673	178,604	2	1
60001 BENEFITS - PERM	46,939	41,255	40,232	34,887	34,887	35,669	2	1
60002 SALARIES & BENEFITS - HOURLY	2,679	0	0	0	0	0	0	1
60436 MANAGEMENT FEES - "CITY"	20,000	20,000	18,085	20,000	20,000	20,000	0	2
60439 MEMBERSHIPS	0	0	0	0	0	0	0	
61108 DEC - R & S RECOVERIES	0	0	0	0	0	0	0	
63119 PRINTING & STATIONERY	1,298	417	987	1,200	1,500	1,200	(20)	
63126 SUPPLIES & GENERAL	285	828	652	600	600	600	0	
TOTAL EXPENSE	<u>250,136</u>	<u>223,757</u>	<u>215,005</u>	<u>231,360</u>	<u>231,660</u>	<u>236,073</u>	<u>2</u>	

**NOTE:**

1. Provision for Merit increase. Less hours worked by manager starting 2013
2. Fees required for "City" purchasing shared services

**THE BOARD OF GOVERNORS OF EXHIBITION PLACE  
OVERHEAD**

**50-600 - PRESS & FOOD BUILDINGS MAINTENANCE**

ACCT# ACCOUNT NAME	2012 ACTUAL	2013 ACTUAL	2014 ACTUAL	2015 FORECAST	2015 BUDGET	2016 BUDGET	%Increase	Notes
<b>1-50-600-50600-</b>								
<u>EXPENSE</u>								
60255 PRESS & FOOD BUILDINGS - HYDRO	0	61,640	27,718	64,400	64,400	64,400	0	2
60252 PRESS & FOOD BUILDINGS - GAS	0	0	5,426	5,500	3,290	5,500	67	2
60281 PRESS & FOOD BUILDINGS - WATER	0	0	7,807	8,000	35,385	8,000	(77)	2
61061 PRESS BUILDING - MAINTENANCE - PMP	0	0	6,723	40,000	46,350	40,000	(14)	2
61036 FOOD BUILDING - MAINTENANCE - PMP	0	48,339	22,918	40,000	50,000	40,000	(20)	3
64009 MANAGEMENT FEE - ALLSTREAM - CERISE	0	1,725	2,105	2,000	0	2,000	0	1
64009 2012 CNEA ASSETS PURCHASE DISPUTE	0	98,148	0	0	0	0	0	
<b>TOTAL EXPENSE</b>	<b>0</b>	<b>209,851</b>	<b>72,697</b>	<b>159,900</b>	<b>199,425</b>	<b>159,900</b>	<b>(20)</b>	

**NOTE:**

1. Actuals include Allstream management fee paid to Cerise for the use of the building during the fair

2.PMP costs (Labour, materials) and utilities (hydro, gas, water) costs to maintain Press building are assumed by BOG, thus not charged CNEA during the initial term 2013-2016 per license agreement. Hydro (approx. 440,000 kwh), consumer gas (approx12,000 m3) , water (approx. 6,300 m3 in 2010).

3. Budget provided for PMP costs to up keep the food building; 2013 actuals includes food building Exhaust systems. All other repair and maintenance costs were included with ground PMP costs and now are tracked separately

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**50-109 CONTRIBUTION FROM CITY RESERVE FUNDS**

ACCT# ACCOUNT NAME	2012 ACTUAL	2013 ACTUAL	2014 ACTUAL	2015 FORECAST	2015 BUDGET	2016 BUDGET	%Increase	Notes
<b>1-50-109-50109-</b>								
<b>REVENUE</b>								
42310 CONTRIBUTION FROM CCRF - SPORTMEN	100,000	0	0	0	0	0	0	1
42310 CONTRIBUTION FROM CCRF - HOTEL SOIL REMOVAL	0	1,633,678	621,193	345,129	800,000	0	(100)	4
42310 CONTRIBUTION FROM CCRF - DEC WASHROOM RENOVATION	0	0	473,495	0	0	0	0	5
<b>SUBTOTAL - CONTRIBUTION FROM CONF. RESERVE FUND</b>	<b>100,000</b>	<b>1,633,678</b>	<b>1,094,688</b>	<b>345,129</b>	<b>800,000</b>	<b>0</b>	<b>(100)</b>	
42320 CONTRIBUTION FROM SICK BANK RESERVE	48,426	194,752	23,239	30,000	50,000	50,000	0	2
42330 CONTRIBUTION FROM FLEET RESERVE	0	0	0	399,000	350,000	343,000	(2)	6
CONTRIBUTE FROM ENVIRONMENTAL PROTECTION RESERVE	74,827	73,052	34,433	75,000	75,000	75,000	0	3
<b>SUBTOTAL - CONTRIBUTION FROM RESERVES</b>	<b>123,253</b>	<b>267,804</b>	<b>57,673</b>	<b>504,000</b>	<b>475,000</b>	<b>468,000</b>	<b>(1)</b>	
<b>TOTAL CONTRIBUTION FROM RESERVES</b>	<b>223,253</b>	<b>1,901,482</b>	<b>1,152,361</b>	<b>849,129</b>	<b>1,275,000</b>	<b>468,000</b>	<b>(63)</b>	
<b>EXPENSES</b>								
60001 SICK BANK PAID OUT EXPENSE	48,426	194,752	23,239	30,000	50,000	50,000	0	2
6#### FLEET PURCHASES	0	0	0	399,000	350,000	343,000	(2)	6
61056 HOTEL SOIL REMOVAL	0	2,333,678	621,193	1,045,129	800,000	0	(100)	4
61056 DEC WASHROOM RENOVATION	0	0	473,495	0	0	0	0	5
TREE PLANTING - EPR	74,827	73,052	34,433	75,000	75,000	75,000	0	3
<b>NET WITHDRAWALS FROM RESERVES</b>	<b>100,000</b>	<b>(700,000)</b>	<b>0</b>	<b>(700,000)</b>	<b>0</b>	<b>0</b>	<b>0</b>	

**NOTE:**

1. On April 15, 2010 Council approved Exhibition Place to use \$472.5K in 2010; \$300K in 2011; and \$100K in 2012 from the Conference Centre Reserve Fund to partially cover the lost of Sportsmen's Show due to City's gun policy. (City's Fund account # RX3019)
2. Budget per city's directive; amount was based on projection of employees' retirement. (City's fund account # XR1007). 100% reimbursed by City. 2013 project for termination of staff due to CNEA becomes independent.
3. Budgeted as per City Directive \$ 75,000 to be added to the Operating budget; funding for this will be provided by the City Environmental Protection Reserve Fund. (City's fund account # XR1718). Currently recorded under department 50-301
4. 2013 actual expense/transfer from CCRF as per Council approval EX34.24 for soil removal from hotel site. 2015 projected balance to be completed as part of the landscaping design and back fill of concrete structure.
5. 2013/2014 budget approved by City Council for Direct Energy Centre washroom renovation for \$500K withdrawal each year. Did not withdraw in 2013, amount is deferred to 2014/2015
6. Budget per city's directive; amount was based on projection of actual fleets purchase. (City's fund account # XQ1702). 100% reimbursed by City.

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**50-116 CHIEF FINANCIAL OFFICER**

ACCT# ACCOUNT NAME	2012 ACTUAL	2013 ACTUAL	2014 ACTUAL	2015 FORECAST	2015 BUDGET	2016 BUDGET	%Increase	Notes
<b>1-50-116-50116-</b>								
<b>EXPENSE</b>								
60000 SALARIES - PERMANENT	1,311,375	1,143,274	1,161,010	1,217,620	1,217,620	1,258,078	3	1
60001 BENEFITS - PERM	329,677	291,976	289,081	347,366	347,366	358,478	3	1
60002 SALARIES & BENEFITS - HOURLY	210	23,633	23,698	0	0	0	0	1
60003 BENEFITS - RETIREES & LTD EMPLOYEES	103,428	109,022	114,144	116,712	112,749	119,338	6	8
60008 GAPPING	0	0	0	0	(181,050)	(181,050)	0	2
60407 AUDIT	19,065	16,896	44,067	25,000	30,829	25,000	(19)	14
60408 BAD DEBTS	31,246	380,000	11,722	18,000	18,000	18,000	0	
60409 BANK FEES & CREDITCARD DISCOUNT	3,190	1,919	2,558	2,600	2,500	2,500	0	17
60423 DUES AND SUBSCRIPTIONS	3,082	2,027	2,590	2,200	2,200	2,200	0	9
60425 EXPENSE ALLOWANCES	1,295	467	608	1,000	1,500	1,000	(33)	
60433 INSURANCE/LIABILITY (Net of CNEA)	399,076	399,077	399,076	516,852	516,852	516,852	0	3
60437 MEALS AND ENTERTAINMENT	421	234	0	400	400	400	0	
60444 PAYROLL PROCESSING COSTS - ADP	81,472	69,943	74,696	80,000	80,000	70,000	(13)	15,18
60447 PROFESSIONAL FEES	2,385	2,403	3,188	3,600	3,600	3,600	0	11
63001 SMALL EQUIPMENT	0	0	56	300	300	300	0	
63119 PRINTING & STATIONERY	1,001	2,031	3,604	2,000	2,000	2,000	0	
63126 SUPPLIES & GENERAL	4,271	2,457	2,278	4,000	6,000	4,000	(33)	
69003 LIABILITY CONTRIBUTION	(438,816)	(390,401)	(523,847)	(500,000)	(235,000)	(270,000)	15	
69800 AMORTIZATION EXPENSE	43,341	43,332	43,332	43,333	43,333	43,333	0	12
69901 SICK BANK - CITY CONTRIBUTION	50,000	50,001	50,000	50,000	50,000	50,000	0	
69903 WSIB EXPENSE	310,594	223,538	267,448	280,000	500,000	450,000	(10)	18
E.I STUDY	0	0	0	0	0	75,000	0	5
SUBTOTAL EXPENSE-BEFORE PSAB & ASSETS TRANSFERS	<u>2,256,313</u>	<u>2,371,830</u>	<u>1,969,309</u>	<u>2,210,983</u>	<u>2,519,199</u>	<u>2,549,029</u>	<u>1</u>	
60410 CAPITAL ASSET CREDIT (Transfer to B/S)	0	0	0	0	0	0	0	4
69900 EMPLOYEE VAC/SICK/ACTUARIAL BENEFITS LIAB.	324,264	(191,191)	(129,202)	0	0	0	0	13
TOTAL EXPENSE	<u>2,580,577</u>	<u>2,180,639</u>	<u>1,840,107</u>	<u>2,210,983</u>	<u>2,519,199</u>	<u>2,549,029</u>	<u>1</u>	
<b>REVENUE</b>								
42400 DISCOUNTS & COMMISSIONS	1,081	537	3,282	500	500	500	0	
49033 MISCELLANEOUS REVENUE	1,101,020	592,720	272,491	200,000	60,000	143,333	139	6
49034 RICOH 12% MARKUP	213,342	158,744	172,703	180,000	228,172	180,000	(21)	16
49035 BMO FIELD 12% MARKUP	129,676	115,672	177,546	190,000	138,690	190,000	37	7
SUBTOTAL REVENUE	<u>1,445,119</u>	<u>867,675</u>	<u>626,022</u>	<u>570,500</u>	<u>427,362</u>	<u>513,833</u>	<u>20</u>	
<b>NET PROFIT (LOSS)</b>	<u>(1,135,458)</u>	<u>(1,312,965)</u>	<u>(1,214,085)</u>	<u>(1,640,483)</u>	<u>(2,091,837)</u>	<u>(2,035,196)</u>	<u>(3)</u>	

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**50-116 CHIEF FINANCIAL OFFICER**

**NOTE:**

1. Provision for Merit increase. Deletion of four positions in 2013. Two payroll time clerks transferred from Facility Service (department 50-310) in 2013
2. Budgeted Gapping at \$181,050 per city directive. Prior to 2012, \$18,950 was budgeted under CNEA department 10-200.
3. Contribution to City insurance reserve as per City's directive for BOG's portion. Prior to 2012, \$201,616 was budgeted under CNEA department 10-105; from 2013 to 2015 \$151,212 was reduced for CNEA's portion. Per LOI, BMO Field will be responsible for its own insurance premium/coverage.
4. Budget recovery not required as now part of PSAB (Public Sector Accounting Board) through depreciation & amortization expense.
5. To do as part of the Board strategic plan every five years.
6. Miscellaneous revenues primarily consist of rebates from Metro Waste for recycling efforts and proceeds from auction. 2016 budget include 1/3 of \$250K sales of Electrical assets to third party
7. Per LOI, exclude providing of local 506 labour service, but assume increase cleaning service and other trades service. Prior to 2013, we have included approx. 90% of BMO's labour requirements as recoverable. Higher in 2014 due to FIFA
8. Manulife benefits for retirees and for employees on LTD. Cost increase due to starting April 1, 2012 BOG has to remit CPP and EI for employees on LTD.
9. CAEM, IAAM, A.M. Best and Street.
10. Financial reporting annual maintenance.
11. Annual CGA/CPA professional dues for CFO, Accounting Manager, Accounting Supervisor and ASR .
12. Amortization for Strachan Outdoor Signage: \$650K straight-line over 15 years.
13. PSAB prescribed requirements, no budget usually provided for; actual cost and or recovery accounted for and reported at end of fiscal year.
14. Letter from City of Toronto dated April 10, 2015 for four years 2015-2019
15. 2014 ADP processing costs increase to: \$52.02 per base charge (26 for bi-weekly; 52 for weekly); \$1.86 per pay; and \$1.40 per record of employment.
16. Higher in 2011/2012 because there were more major events: Cirque du soleil, International Indian Film Academy etc..
17. Monthly bank service charges transferred from Parking department in 2009.
18. 2016 budget decrease due to outsourcing Electrical/Mechanical service



**THE BOARD OF GOVERNORS OF EXHIBITION PLACE  
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**50-201 COMMUNITY GRANTS**

ACCT# ACCOUNT NAME	2012 ACTUAL	2013 ACTUAL	2014 ACTUAL	2015 FORECAST	2015 BUDGET	2016 BUDGET	%Increase	Notes
<b>1-50-201-50201-</b>								
<u>EXPENSE</u>								
69001 COMMUNITY GRANTS - IN KIND DONATION	1,000	0	2,246	4,000	4,000	4,000	0	1
69004 SPORTS HALL OF FAME GRANT	0	0	0	0	0	0	0	2
TOTAL EXPENSE	<u>1,000</u>	<u>0</u>	<u>2,246</u>	<u>4,000</u>	<u>4,000</u>	<u>4,000</u>	<u>0</u>	

**NOTE:**

1. In kind donation for Board purchase of show services such as Bike Week.

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**301 - OPERATIONS ADMINISTRATION EXPENSES**

ACCT# ACCOUNT NAME	2012 ACTUAL	2013 ACTUAL	2014 ACTUAL	2015 FORECAST	2015 BUDGET	2016 BUDGET	%Increase	Notes
<b>1-50-301-50301-</b>								
<u>EXPENSE</u>								
60000 SALARIES - PERMANENT	1,167,189	1,267,108	1,280,418	1,358,168	1,358,168	1,377,521	1	1
60001 BENEFITS - PERM & CONTRACT	274,654	328,714	324,288	399,505	399,505	411,663	3	1
60002 SALARIES AND BENEFITS - HOURLY	0	32,732	14,249	0	0	0	0	
60417 CONSULTANTS FEES	25,066	3,135	9,875	10,000	15,000	10,000	(33)	6
60424 EQUIPMENT RENTAL	1,230	92	4,623	5,000	10,000	5,000	(50)	
60425 EXPENSE ALLOWANCES FOR ALL TRADES	5,554	2,918	2,595	5,000	10,000	3,000	(70)	
60439 MEMBERSHIPS/DUES & SUBSCRIPTIONS	4,932	2,716	6,808	5,000	5,000	5,000	0	
60451 SAFETY EQUIPMENT	4,086	7,958	10,306	8,000	8,000	8,000	0	5
60459 STAFF DEVELOPMENT/TRAINING - UNIONIZED	2,024	7,726	10,232	20,000	30,000	15,000	(50)	7,8
60800 CONTRACT STAFF	87,214	150,327	204,926	80,796	80,796	84,696	5	2
61046 HARD LANDSCAPING	159,103	284,046	103,760	150,000	150,000	150,000	0	3
61102 TREE MAINTENANCE	74,827	73,052	34,433	75,000	75,000	75,000	0	4
61103 CONTRIBUTE FROM ENVIRONMENTAL PROTECTION RESERVE	(74,827)	(73,052)	(75,000)	(75,000)	(75,000)	(75,000)	0	4
63126 SUPPLIES & GENERAL	6,634	5,548	6,936	6,750	6,750	6,750	0	
63127 UNIFORMS	18,787	18,227	17,542	24,000	24,000	10,500	(56)	8
<b>TOTAL EXPENSE</b>	<b>1,756,472</b>	<b>2,111,246</b>	<b>1,955,992</b>	<b>2,072,218</b>	<b>2,097,218</b>	<b>2,087,129</b>	<b>(0)</b>	

**NOTE:**

1. Provision for Merit increase. 2016 budget reflects the addition of one full time stand by Operator for the District Energy System, additional cost is absorbed by the savings from the elimination of one full time position providing Electrical Service to clients.
2. Provision for merit adjustment for PMP & Work Order Clerk and engineer clerk.
3. Paving, asphalt, concrete. Increase due to emergency and safety paving repairs will no longer be provided for in Capital as done previously. 2013 actual includes provision for mold clean up. 2015 budget adjust to reflect prior year experience
4. Per City directive \$ 75,000 to be added to the Operating budget for Tree Planting; funding for this will be provided by the City Environmental Protection Reserve Fund.
5. Includes amount transferred from HR - department 50-107 in 2013/2014
6. 2015 budget provided for consulting cost for LEED EBOM
7. 2015/2016 budget provided for training cost for operating of District Energy System
8. 2016 budget decrease due to saving from outsourcing Electrical/Mechanical service

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**50-303 ENERGY EFFICIENCY - SELF SUFFICIENCY PROJECTS**

ACCT# ACCOUNT NAME	2012 ACTUAL	2013 ACTUAL	2014 ACTUAL	2015 FORECAST	2015 BUDGET	2016 BUDGET	%Increase	Notes
<b>EXPENSES</b>								
<b>1-50-303-50303-</b>								
<b>INTEREST EXPENSE</b>								
60780 TRIGENERATION PROJECT - DEC	177,204	173,118	168,827	164,257	164,257	159,410	(3)	2
60780 PHOTOVOLTAIC - HORSE PALACE 100 Kwh	15,227	14,933	14,624	14,300	14,300	13,901	(3)	3
60780 FIVE BUILDING RETROFIT- QE, GS, EA, HP, BLC	32,699	26,402	19,755	13,097	13,097	5,463	(58)	4
60780 DEC HALLS LIGHTING RETROFIT - DEC	17,456	14,319	11,031	7,577	7,577	3,951	(48)	1
60780 BACK PRESSURE TURBINE, LED PATHWAY	29,682	28,647	27,560	26,416	26,416	25,215	(5)	5
60780 BOILERS REPLACEMENT & VARIOUS LIGHTING RETROFIT	39,610	39,065	38,495	37,899	37,899	37,276	(2)	6
60780 DEC HALLS LED LIGHT - 2015	0	0	90	11,537	0	32,539	0	10
60780 DISTRICT ENERGY SYSTEM	0	0	23,540	187,585	50,000	235,556	371	9
60780 MULTIPLE ERP, EAST ANNEX(150kW) & WEST HP PV(100kW) (FIT)	34,234	31,732	28,815	25,749	25,749	22,526	(13)	8
<b>SUBTOTAL INTEREST EXPENSES</b>	<b>346,113</b>	<b>328,217</b>	<b>332,737</b>	<b>488,417</b>	<b>339,295</b>	<b>535,838</b>	<b>58</b>	
<b>1-50-303-50303-</b>								
<b>AMORTIZATION EXPENSE</b>								
69880 TRIGENERATION PROJECT - DEC	220,000	220,000	220,000	220,000	220,000	220,000	0	2
69880 PHOTOVOLTAIC - HORSE PALACE 100 Kwh	55,000	55,000	55,000	55,000	55,000	55,000	0	3
69880 FIVE BUILDING RETROFIT- QE, GS, EA, HP, BLC	100,024	100,024	100,024	100,024	100,024	100,024	0	4
69880 DEC HALLS LIGHTING RETROFIT - DEC	53,333	53,333	53,333	53,333	53,333	53,333	0	1
69880 BACK PRESSURE TURBINE, LED PATHWAY	67,250	67,250	67,250	67,250	67,250	67,250	0	5
69880 BOILERS REPLACEMENT & VARIOUS LIGHTING RETROFIT	47,750	47,750	47,750	47,750	47,750	47,750	0	6
69880 DISTRICT ENERGY SYSTEM	0	0	0	30,000	30,000	180,000	500	9
69880 MULTIPLE ERP, EAST ANNEX(150kW) & WEST HP PV(100kW) (FIT)	44,232	44,232	44,232	44,232	44,232	44,232	0	8
60790 AMORTIZATION - GOVERNMENT ASSISTANCE - PSA	(149,113)	(145,283)	(140,968)	(136,434)	(136,434)	(131,612)	(4)	
<b>SUBTOTAL PRINCIPAL/AMORTIZATION EXPENSE</b>	<b>438,476</b>	<b>442,307</b>	<b>446,621</b>	<b>481,155</b>	<b>481,155</b>	<b>635,977</b>	<b>32</b>	
<b>TOTAL INTEREST AND AMORTIZATION EXPENSE - [A]</b>	<b>784,589</b>	<b>770,524</b>	<b>779,359</b>	<b>969,572</b>	<b>820,450</b>	<b>1,171,816</b>	<b>43</b>	
<b>REVENUE</b>								
<b>1-50-303-50303-</b>								
<b>INCENTIVE RECEIVED</b>								
49910 TRIGENERATION PROJECT - DEC (DR3)	145,928	135,089	145,613	86,250	115,000	0	(100)	2
49920 EAST HORSE PALACE PV 100 Kw - FIT	70,480	63,886	67,068	65,000	60,000	60,000	0	3
49950 WEST HORSE PALACE PV(100kW) PV - FIT	55,579	86,974	85,325	85,000	80,000	80,000	0	8
49960 EAST ANNEX(150kW) PV - FIT	56,380	138,487	110,976	120,000	120,000	120,000	0	8
49970 PV - BETTER LIVING CENTRE - RENT & ROYALTIES	8,914	5,887	6,298	5,500	5,500	5,500	0	
49970 OTHER ERP PROJECTS (OPERATIONAL SAVING INCENTIVE)	0	915	2,526	0	0	0	0	
49970 PV CONNECTION CHARGE	(21,872)	0	0	0	0	0	0	
60267 FIVE BUILDING - PRIOR YEAR ADJ	0	0	(13,058)	0	0	0	0	
49980 ALLSTREAM CENTRE - OPERATIONAL SAVING	10,280	0	0	0	0	0	0	
49990 DISTRICT ENERGY SYSTEM - HOTEL CAPACITY CHARGE	0	0	0	101,813	0	415,399	0	9
<b>SUBTOTAL INCENTIVE RECEIVED</b>	<b>325,688</b>	<b>431,238</b>	<b>404,748</b>	<b>463,563</b>	<b>380,500</b>	<b>680,899</b>	<b>79</b>	
<b>PROFIT (LOSS) BEFORE ENERGY SAVING</b>	<b>(458,901)</b>	<b>(339,285)</b>	<b>(374,611)</b>	<b>(506,009)</b>	<b>(439,950)</b>	<b>(490,917)</b>	<b>12</b>	
<b>1-50-303-00000-</b>								
<b>ENERGY SAVINGS (REFLECTED IN REDUCTION OF HYDRO/GAS EXPENSE)</b>								
TRIGENERATION PROJECT - DEC - NET SAVINGS	0	0	0	0	0	0	0	2
EAST HORSE PALACE PV 100 Kw - FIT	10,414	10,688	10,106	10,000	10,000	10,000	0	3
FIVE BUILDING RETROFIT - QE, GS, EA, HP, BLC	225,102	231,855	238,810	220,000	220,000	220,000	0	4
LIGHTING RETROFIT - DEC	305,916	325,335	326,485	290,000	290,000	290,000	0	1
LED PATHWAY LIGHTING	1,359	1,449	1,528	5,000	5,000	5,000	0	5
BOILERS REPLACEMENT & VARIOUS LIGHTING RETROFIT	145,585	116,608	75,077	80,000	150,000	80,000	(47)	6
PRESS BUILDING GEOTHERMAL	22,822	25,994	25,243	24,000	24,000	24,000	0	7
UNDERGROUND PARKING LIGHTING CONTROL	32,561	34,681	34,681	30,000	30,000	30,000	0	
EAST ANNEX(150kW)	12,598	21,379	16,780	16,000	0	16,000	0	8
WEST HP(100kW) PV	8,187	14,620	13,453	13,000	0	13,000	0	8
BACK PRESSURE TURBINE (NOT OPERATIONAL)	0	0	0	0	0	0	0	5
VARIATIONS ADJUSTMENT - PRODUCTION/TEMPERATURE	0	0	0	(181,991)	(289,050)	(197,083)	(32)	
<b>SUBTOTAL ENERGY SAVING</b>	<b>764,544</b>	<b>782,610</b>	<b>742,163</b>	<b>506,009</b>	<b>439,950</b>	<b>490,917</b>	<b>12</b>	
<b>TOTAL ENERGY SAVING/INCENTIVE RECEIVED - [B]</b>	<b>1,090,233</b>	<b>1,213,848</b>	<b>1,146,910</b>	<b>969,572</b>	<b>820,450</b>	<b>1,171,816</b>		
<b>SAVING RESIDUAL (DEFFICIENCY) - [B] - [A]</b>	<b>305,643</b>	<b>443,324</b>	<b>367,552</b>	<b>0</b>	<b>0</b>	<b>0</b>		

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**50-303 ENERGY EFFICIENCY - SELF SUFFICIENCY PROJECTS**

NOTES:	FINANCING		Interest rate	Commence	End	YR
	Sources	Amount				
<b>1. LIGHTING RETROFIT - DEC</b> ExPlace Loan is directly with City ERP. Interest rate is a blended rate as City has financed this loan in part with funds from FCM (\$178,455 @ 2.51%) and City ERP (\$544,425 @ 5.0%).	City ERP Grant - THESL	722,880 77,120	Blended	2008	2017	10
		<b>800,000</b>				
<b>1A. LED LIGHTING RETROFIT 2015 - DEC HALLS A, B, C, D &amp; HERITAGE COURT</b> Feasibility done by Explace in 2014 to replace 667 high pressure sodium lighting fixtures to LED lights and to install a programmable energy control system at Direct Energy Centre Halls A, B, C, D and Heritage court . Loan is payable to City. Annual interest rate is 4.27%	BBP Capital/Other	782,000	4.10%	2016	2025	10
		<b>782,000</b>				
<b>2. TRI-GENERATION PROJECT - DEC</b> \$256,000 one time principal payment was made in June 2009 as per prepayment clause. Feasibility study done in 2002 by Toronto Hydro Energy Services Inc. (THESI) estimated annual savings would be \$408K/year. Savings per 2008 THESI's revised pro forma is 196K/year. In May 2009 ExPlace participates in the Ontario Power Authority's Demand Response program. Assumed 2015 incentive from OPA renewed from Jan-Mar 2015; and Apr-Nov2015 incentive from IESO with same availability rate	TAF CITY ERP FCM Grant - THESL	744,000 2,325,000 1,075,000 256,000	6% 5% 2%	2007 2008 2008	2016 2017 2017	10 10 10
		<b>4,400,000</b>				
<b>3. PHOTOVOLTAIC - HORSE PALACE</b> BPP is non-interest bearing loan. In 2009 discount rate of 5% to compute present value of BPP loan as per E&Y.	BPP - LRRF Grant-FCM Grant-TAF	600,000 250,000 250,000	0%	2007	2030	25
		<b>1,100,000</b>				
<b>4. FIVE BUILDINGS RETROFIT (QE, GS, EA, HP, BLC)</b> Loan is payable to City. Interest rate is a blended rate as City has financed this loan in part with funds from FCM (\$132,035 @ 2.51%; \$393,797 @ 2.58%) and City ERP (\$937,495 @ 5.0%).	CITY ERP Grant - TAF Grant - OTHER	1,353,692 131,505 15,168	Blended	2008	2017	10
		<b>1,500,365</b>				
<b>5. BACK PRESSURE TURBINE; LED PATHWAY</b> Loan is payable to City. Toronto Energy Conservation Fund is non-interest bearing loan. Discount rate of 5% is used to compute present value of TECF loan.	TGEF Grant-FCM Capital/Other	1,000,000 345,000 1,005,000	0%	2010	2029	20
		<b>2,350,000</b>				
<b>6. BOILERS REPLACEMENT AND VARIOUS LIGHTING RETROFIT</b> Loan is payable to City. Interest rate is a blended rate as City has financed this loan in part with funds from FCM (\$238,750 -Pending City application to FCM in 2010) and City ERP \$716,250.	CITY ERP City-FCM (pending)	716,250 238,750	5% 2%	2011 2011	2030	20
		<b>955,000</b>				
<b>7. PRESS BUILDING-GEOTHERMAL</b> Originally \$328,000 of the project costs was supposed to be funded by Toronto Green Energy Fund.	Other /TGEF Grant-TAF Capital/Other	328,000 147,000 275,000				
		<b>750,000</b>				
<b>8. MULTIPLE ERP, EAST ANNEX AND WEST HORSE PALACE PV</b> BPP is non-interest bearing loan. Discount rate of 5% is used to compute present value of loan. On July 5, 2011 Exhibition Place signed a Feed-In Tariff (FIT) contract with OPA for \$0.713 per kW, at a capacity of 100kW for West HP PV and 150kW for East Annex PV. Production/Incentive from these two projects started in June 2012	BBP Capital/Other	890,000 6,060,832	0%	2012	2022	10
		<b>6,950,832</b>				
<b>9. DICTRICT ENERGY SYSTEM</b> City Council adopted Government Management Committee Report No. GM 15.11 entitled "Energy Project at Exhibition Place" wherein Exhibition Place obtained approval for \$4.5mil capital expenditure from recoverable debt to redesign and connect the existing energy generation assets at Exhibition Place to supply heating, cooling and water heating to the proposed Princes' Gate Hotel development as well as to existing event facilities including Ricoh Coliseum, Coliseum Complex, Direct Energy Centre, and Allstream Centre, in the form of a district energy system . 2016 budget includes capacity charge per contract. Electricity consumed by hotel is budgeted under department 50-305	CITY ERP Other	4,500,000 -	5%	2015	2025	
		<b>4,500,000</b>				
<b>TOTAL LOANS ADVANCE RECEIVED</b>		<b>14,947,572</b>				

**THE BOARD OF GOVERNORS OF EXHIBITION PLACE  
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**50-304 ALL STREAM CENTRE NAMING RIGHTS - CONFERENCE AND CONVENTION CENTRE AT EXHIBITION PLACE**

ACCT# ACCOUNT NAME	2012 ACTUAL	2013 ACTUAL	2014 ACTUAL	2015 FORECAST	2015 BUDGET	2016 BUDGET	%/Increase	Notes
<b>1-50-304-50304-</b>								
<b>REVENUE</b>								
49041 NAMING FEE	520,000	456,275	367,056	339,214	339,214	275,000	(19)	2
<b>EXPENSE</b>								
60205 RE-BRANDING INCLUDING BUILDING SIGNAGE	0	16,405	2,140	0	0	0	0	
60200 COMMISSION	52,000	52,000	14,882	33,921	33,921	27,500	(19)	
60201 ADMINISTRATIVE COSTS	0	0	0	0	0	0	0	
60202 PRODUCTION EXPENSE	0	0	17,827	0	0	0	0	
	<b>52,000</b>	<b>68,405</b>	<b>34,848</b>	<b>33,921</b>	<b>33,921</b>	<b>27,500</b>	<b>(19)</b>	
NET INCOME (LOSS)	<b>468,000</b>	<b>387,870</b>	<b>332,208</b>	<b>305,293</b>	<b>305,293</b>	<b>247,500</b>	<b>(19)</b>	
60203 TRANSFER TO CITY OBLIGATORY RESERVE FUND	<b>(468,000)</b>	<b>(387,870)</b>	<b>(332,208)</b>	<b>(305,293)</b>	<b>(305,293)</b>	<b>(247,500)</b>	<b>(19)</b>	1
NET INCOME (LOSS)	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	

**NOTE 1:**

1. The City and the Board agree that the City shall establish an obligatory interest-bearing reserve fund to be called the "Exhibition Place Conference Centre Reserve Fund" per the Loan Agreement and the Board shall place all revenues received under any naming rights agreement Conference Centre Reserve Fund" per the Loan Agreement and the Board shall place all revenues received under any naming rights agreement for the Direct Energy Centre and the Conference Centre (less any activation costs or commissions payable); plus any surplus from Exhibition Place consolidated operations as approved by City Council from time to time in the Exhibition Place Conference Centre Reserve Fund, which shall be used by the City to provide a source of funding for any shortfall by the Board in respect of the loan payments as required under the Agreement.

2. Allstream Naming fees amended agreement dated Nov29/2013 extending the term to December 31/2022 (originally was recognized over ten years from Oct/2009 to Sep/2018).

**THE BOARD OF GOVERNORS OF EXHIBITION PLACE  
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**50-305 UTILITIES EXPENSES**

ACCT# ACCOUNT NAME	2012 ACTUAL	2013 ACTUAL	2014 ACTUAL	2015 FORECAST	2015 BUDGET	2016 BUDGET	%Increase	Notes
<b>1-50-305-50305-</b>								
<b>EXPENSE</b>								
<b>HYDRO</b>								
60255 HYDRO - ALL PROGRAMS	3,315,514	3,465,542	3,750,470	4,023,900	4,023,900	4,330,219	8	1,2
60255 HYDRO - ENERGY INITIATIVE SAVINGS - ERP	0	0	0	0	0	0	0	4
60263 HYDRO - TENANTS RECOVERY	(636,356)	(663,113)	(690,162)	(700,000)	(643,780)	(710,000)	10	
60256 HYDRO - CNEA RECOVERY-REMAINING LOCATION	(339,964)	(371,150)	(327,429)	(322,000)	(322,000)	(358,400)	11	
60257 HYDRO - CNEA RECOVERY-DEC LOCATION	(204,340)	(188,310)	(155,618)	(207,000)	(207,000)	(190,400)	(8)	
60258 HYDRO - ALLSTREAM RECOVERY	(160,587)	(169,288)	(180,117)	(202,400)	(230,800)	(192,400)	(17)	5
60259 HYDRO - BMO RECOVERY	(346,014)	(345,563)	(382,310)	(390,000)	(377,400)	(450,000)	19	2
60278 HYDRO - RICOH RECOVERY	(481,339)	(458,045)	(521,018)	(530,000)	(437,911)	(540,000)	23	
60262 HYDRO - HOTEL RECOVERY	0	0	0	(85,750)	0	(354,000)	0	6
<b>NET OF RECOVERIES</b>	<b>1,146,915</b>	<b>1,270,073</b>	<b>1,493,816</b>	<b>1,586,750</b>	<b>1,805,009</b>	<b>1,535,019</b>	<b>(15)</b>	
<b>GAS</b>								
60252 GAS - EXHIBITION PLACE/CNEA/DEC/ALC	504,714	542,642	680,637	700,000	1,120,630	1,043,043	(7)	1
60253 GAS - TENANTS RECOVERY	(17,033)	(19,499)	(28,525)	(28,000)	(17,877)	(29,000)	62	3
60254 GAS - CNEA RECOVERY	(31,100)	(5,340)	(14,712)	(10,840)	(6,634)	(10,840)	63	
60282 GAS - HOTEL RECOVERY	0	0	0	0	0	0	0	7
GAS - ENERGY INITIATIVE SAVINGS - ERP	0	0	0	0	0	0	0	4
<b>NET OF RECOVERIES</b>	<b>456,580</b>	<b>517,803</b>	<b>637,400</b>	<b>661,160</b>	<b>1,096,119</b>	<b>1,003,203</b>	<b>(8)</b>	
<b>WATER</b>								
60281 WATER - ALL PROGRAMS	593,400	492,998	564,892	656,216	656,216	675,902	3	1
60284 WATER - TENANTS RECOVERY	(116,428)	(164,680)	(157,829)	(160,000)	(138,379)	(164,000)	19	
60251 WATER - CNEA RECOVERY	(110,441)	(127,863)	(99,075)	(128,000)	(151,855)	(128,000)	(16)	
60285 WATER - ALLSTREAM RECOVERY	(42,091)	(39,244)	(30,479)	(43,000)	(43,000)	(44,290)	3	
60283 WATER - BMO FIELD RECOVERY	(57,364)	(56,569)	(60,780)	(62,000)	(51,800)	(63,000)	22	2
60286 WATER - HOTEL RECOVERY	0	0	0	0	0	0	0	7
<b>NET OF RECOVERIES</b>	<b>267,076</b>	<b>104,642</b>	<b>216,729</b>	<b>263,216</b>	<b>271,181</b>	<b>276,612</b>	<b>2</b>	
<b>TOTAL NET UTILITIES EXPENSE</b>	<b>1,870,571</b>	<b>1,892,518</b>	<b>2,347,945</b>	<b>2,511,125</b>	<b>3,172,309</b>	<b>2,814,834</b>	<b>(11)</b>	

**NOTE:**

1. Economic factors used for budgeted hydro, natural gas and water as per City's directive; adjusted to reflect actual experience; 2015 budget provided for Pan Am consumption
2. 2016 budget increase to reflect additional consumption due to more games played at the expanded BMO Field
3. Tenants, Allstream and BMO have separate gas meters, so there is no recovery.
4. Energy Efficiency Initiatives are not budgeted as reduction of utilities cost. See department 50-303 for detail. Savings are set aside as a reserve to fund debt payment.
5. Hydro recovery from Allstream is per actual consumption from meters 200V and 600V at Allstream Centre building
6. 2016 budget estimated displaced energy (electricity/heating/cooling) purchased by hotel per FVB's financial model, net of direct O&M cost and incremental cost due to higher efficiency level required by Hotel's equipments. 2015 forecast at 3/12month of year one.
7. Assuming hotel will have separate meters and pay water and consumer gas directly to suppliers

**THE BOARD OF GOVERNORS OF EXHIBITION PLACE  
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**50-306 HOUSEKEEPING SERVICES EXPENSES**

ACCT# ACCOUNT NAME	2012 ACTUAL	2013 ACTUAL	2014 ACTUAL	2015 FORECAST	2015 BUDGET	2016 BUDGET	%Increase	Notes
<b>1-50-306-50306-</b>								
<u>EXPENSE</u>								
60002 SALARIES & BENEFITS - HOURLY (MAINTENANCE)	669,823	649,788	700,993	695,964	695,964	716,843	3	1
60009 SALARIES & BENEFITS - HOURLY (RECOVERABLE)	3,704,137	3,292,028	3,828,529	4,475,698	4,508,279	4,553,085	1	2
TOTAL SALARIES & BENEFITS - HOURLY	4,373,960	3,941,816	4,529,522	5,171,662	5,204,243	5,269,928	1	
61107 BOG RECOVERIES	(526,370)	(438,326)	(505,528)	(700,012)	(700,012)	(710,512)	2	2
61108 DEC RECOVERIES	(1,137,701)	(998,214)	(1,138,196)	(1,670,354)	(1,670,354)	(1,695,410)	2	2
61020 CNEA RECOVERIES	(1,017,567)	(1,007,913)	(1,001,424)	(1,025,122)	(1,057,702)	(1,050,750)	(1)	2
61086 RICOH RECOVERIES	(411,605)	(371,534)	(433,616)	(612,750)	(612,750)	(621,941)	2	2
61097 BMO FIELD	(468,913)	(363,337)	(593,997)	(413,208)	(413,208)	(419,406)	2	2
61110 ALC RECOVERIES	(141,981)	(112,705)	(155,767)	(54,253)	(54,253)	(55,067)	2	2
<b>MAINT. SALARIES AND BENEFITS - HOURLY</b>	<b>669,823</b>	<b>649,788</b>	<b>700,993</b>	<b>695,964</b>	<b>695,964</b>	<b>716,843</b>	<b>3</b>	<b>1</b>
60801 CONTRACTED SERVICES	77,675	76,032	76,421	94,068	94,068	96,420	2	3
61031 DUMPING FEES - CITY & CO-MINGLE BINS	20,844	22,052	28,634	22,802	22,802	23,315	2	
61036 EQUIPMENT MAINTENANCE	13,799	17,488	18,589	17,774	17,774	18,175	2	
63100 MATERIAL & SUPPLIES (Includes 8015 8409&8425)	48,859	38,605	21,662	40,000	51,125	40,000	(22)	4
<b>SUBTOTAL</b>	<b>161,177</b>	<b>154,177</b>	<b>145,306</b>	<b>174,645</b>	<b>185,770</b>	<b>177,910</b>	<b>(4)</b>	
<b>TOTAL EXPENSE</b>	<b>831,000</b>	<b>803,965</b>	<b>846,299</b>	<b>870,609</b>	<b>881,734</b>	<b>894,753</b>	<b>1</b>	

**NOTE:**

1. Provision for increase per collective agreement. 2013/2014 budget reduced due to part time position transfer to Operation (department 50-301)
2. Provision for COLA increase. 2015 budget includes estimated recoveries from Pan Am games
3. Cost increase due to New Mini Millennium waste removal contract.
4. Increase cost due to LEED-EBOM products to be used in DEC

**THE BOARD OF GOVERNORS OF EXHIBITION PLACE  
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**50-308 SPECIAL APPROPRIATIONS**

ACCT# ACCOUNT NAME	2012 ACTUAL	2013 ACTUAL	2014 ACTUAL	2015 FORECAST	2015 BUDGET	2016 BUDGET	%Increase	Notes
<b>1-50-308-50308-</b>								
<u>EXPENSE</u>								
61027 CONTRIBUTION TO CITY FLEET REPLACEMENT RESERVE	329,800	329,780	329,780	350,000	350,000	350,000	0	
61027 CONTRIBUTION TO RESERVE - EQUIPMENTS	0	0	0	200,000	200,000	200,000	0	1
60801 CONTRACT SERVICE	0	0	0	0	0	0	0	
63010 GENERAL APPROPRIATION	230,066	42,376	368,040	165,840	165,840	165,840	0	
<b>TOTAL EXPENSES</b>	<b>559,866</b>	<b>372,156</b>	<b>697,820</b>	<b>715,840</b>	<b>715,840</b>	<b>715,840</b>	<b>0</b>	

**NOTE:**

1. New reserve fund account to be created starting 2015 as recommended by City Financial Planning for the sole purpose of funding for equipment and maintenance items that were previously bought through capital for service enhancements and items that falls under FF&E.



**THE BOARD OF GOVERNORS OF EXHIBITION PLACE  
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**50-310 FACILITY SERVICES**

ACCT# ACCOUNT NAME	2012 ACTUAL	2013 ACTUAL	2014 ACTUAL	2015 FORECAST	2015 BUDGET	2016 BUDGET	%Increase	Notes
<b>1-50-310-50310-</b>								
<u>EXPENSE</u>								
60000 SALARIES - PERMANENT	972,797	821,890	838,953	973,821	973,821	1,013,850	4	1
60001 BENEFITS - PERM & CONTRACT	217,424	210,076	210,124	291,572	291,572	303,470	4	1
60002 SALARIES & BENEFIT- HOURLY	131,271	139,201	175,187	62,825	62,825	69,964	11	1
60002 SALARIES & BENEFIT- TEMPORARY - PAN AM	0	0	0	235,450	235,450	0	-100	11
60424 EQUIPMENT RENTAL	50,281	60,349	63,172	79,146	79,146	72,546	-8	2, 11
60425 EXPENSE ALLOWANCE	3,063	2,930	1,728	3,800	3,800	3,000	-21	
60439 MEMBERSHIP, DUES & SUBSCRIPTIONS	1,295	1,215	600	1,800	1,800	1,400	-22	5
60451 SAFETY ENGINEERING	53,099	72,631	65,334	61,350	61,350	62,577	2	3
60459 TRAINING & DEVELOPMENT - UNIONIZED	62,255	40,849	74,809	51,125	51,125	52,145	2	4
60800 SALARIES - CONTRACT	105,386	53,580	54,278	44,554	44,554	46,670	5	
61056 LANDSCAPING EXTERIOR	90,000	80,869	94,261	120,000	120,000	150,000	25	9
61056 LANDSCAPING - CITY PARKS CONTRACT	0	0	0	200,000	200,000	0	-100	13
61057 LANDSCAPING INTERIOR	15,607	17,409	20,108	18,405	18,405	18,820	2	8
61058 LEASABLE F.F.E.-FURNITURE REPAIRS	3,006	15,104	27,925	20,000	20,000	20,000	0	
61094 SOFT LANDSCAPING	13,639	21,629	8,168	20,000	25,563	20,000	-22	12
61102 TREE MAINTENANCE	1,040	1,550	7,456	9,000	10,225	9,000	-12	
63105 EQUIPMENT FUEL	32,285	19,172	31,278	35,000	40,764	35,000	-14	10, 11
63126 SUPPLIES & GENERAL	4,700	3,255	10,222	3,579	3,579	3,659	2	7
63127 UNIFORMS	43,106	31,199	27,067	46,062	46,062	32,340	-30	6, 11
<b>TOTAL EXPENSES</b>	<b>1,800,254</b>	<b>1,592,908</b>	<b>1,710,671</b>	<b>2,277,489</b>	<b>2,290,040</b>	<b>1,914,441</b>	<b>-16</b>	

**NOTE:**

1. Provision for Merit increase. Cost decrease starting 2012/2013 due to removal of one permanent FC and transfer of two positions to Finance (department 50-116)
2. Rental of farm equipment: tractors, 11 golf carts for three months and snow removal equipment. 2015 budget include one month rental of radios and golf carts for Pan Am games
3. For services provided by RCM Technologies (Sypher & Associates)
4. Awareness in Health and Safety for Trades. Supervisor training, WHMIS, material handling tractors, forklift, high reach equip, IATSE.
5. Three senior coordinators require affiliation with RCO/CAEM/IAAM.
6. Increase in prior years due to improving appearance of all staff
7. General office supplies, file folders, pens, paper, labels, punch cards, waste roll-off slips, business cards
8. Increase in service costs and the necessity to purchase new galleria plants. Budget provided for Living Wall maintenance.
9. Increase due to an anticipated increase in wages of Toronto Parks workers. 2015/2016 cost increase due to City parks hires additional two students to maintain scrubs and flowers and additional costs pay to City park
10. Increase due to control of worldwide propane and an anticipated increase in the propane cost as advised by City
11. 2015 budget provided for temporary staff, cleaning staff uniform, golf cart rental, equipment fuel etc... during Pan Am games
12. For sod replacement & tree pruning, new upgrades of planters and flowers, red and natural mulch.
13. 2015 one time cost imposed by City financial planning

**THE BOARD OF GOVERNORS OF EXHIBITION PLACE  
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**50-316 LABOUR**

ACCT# ACCOUNT NAME	2012 ACTUAL	2013 ACTUAL	2014 ACTUAL	2015 FORECAST	2015 BUDGET	2016 BUDGET	%Increase	Notes
<b>1-50-316-50316-</b>								
<b>EXPENSE</b>								
60002 SALARIES & BENEFITS - HOURLY (MAINTENANCE)	373,865	362,179	355,155	417,052	417,052	434,272	4	1
60009 SALARIES & BENEFITS - HOURLY (RECOVERABLE)	1,071,299	946,339	1,173,072	1,715,134	1,732,227	1,744,739	1	2
TOTAL SALARIES & BENEFITS - HOURLY	1,445,164	1,308,518	1,528,227	2,132,186	2,149,279	2,179,011	1	
61107 BOG RECOVERIES	(202,246)	(146,899)	(232,665)	(293,761)	(293,761)	(298,168)	2	2
61108 DEC RECOVERIES	(322,460)	(272,500)	(344,778)	(787,090)	(787,090)	(798,896)	2	2
61020 CNEA RECOVERIES	(358,245)	(384,856)	(375,614)	(387,836)	(404,929)	(397,532)	(2)	2
61086 RICOH RECOVERIES	(110,304)	(81,292)	(55,629)	(164,746)	(164,746)	(167,217)	2	2
61097 BMO FIELD	(74,317)	(57,171)	(155,213)	(60,000)	(60,000)	(60,900)	2	5
61110 ALLSTREAM RECOVERY	(3,726)	(3,621)	(9,173)	(21,702)	(21,702)	(22,027)	2	
<b>MAINTENANCE SALARIES AND BENEFITS - HOURLY</b>	<b>373,865</b>	<b>362,179</b>	<b>355,155</b>	<b>417,052</b>	<b>417,052</b>	<b>434,272</b>	<b>4</b>	<b>1</b>
61093 SNOW REMOVAL - SUPPLIES	14,227	38,079	45,173	45,000	45,000	45,000	0	4
63112 MAINTENANCE MATERIALS	1,709	592	1,362	0	0	0	0	
63126 TOOLS, SUPPLIES AND EQUIPMENTS	28,520	16,947	13,670	25,000	29,653	22,000	(26)	3
<b>SUBTOTAL</b>	<b>44,455</b>	<b>55,617</b>	<b>60,205</b>	<b>70,000</b>	<b>74,653</b>	<b>67,000</b>	<b>(10)</b>	
<b>TOTAL EXPENSE</b>	<b>418,321</b>	<b>417,796</b>	<b>415,360</b>	<b>487,052</b>	<b>491,705</b>	<b>501,272</b>	<b>2</b>	

**NOTE:**

1. Provision for increase per collective agreement
2. Increase due to increase in wages and recoveries. 2015 budget includes estimated recoveries from Pan Am games
3. General building tools & supplies: measuring/duct/caution tapes, measuring wheel, flash lights, batteries, hand tools, flags for main pole, pipes for parking curbs, shrink wrap, safety equipment etc...2015 forecast/2016 budget adjust to reflect actual experience.
4. Increase due to the increase in price of road and LEED salt and snow removing supplies
5. Per LOI, Exhibition Place will discontinue providing local 506 labour service

**THE BOARD OF GOVERNORS OF EXHIBITION PLACE  
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**50-321 ELECTRICAL EXPENSES**

ACCT# ACCOUNT NAME	2012 ACTUAL	2013 ACTUAL	2014 ACTUAL	2015 FORECAST	2015 BUDGET	2016 BUDGET	%Increase	Notes
<b>1-50-321-50321-</b>								
<b>EXPENSE</b>								
60002 SALARIES & BENEFITS - HOURLY (MAINTENANCE)	987,614	920,803	1,088,482	1,006,394	1,006,394	1,029,038	2	1,3
60009 SALARIES & BENEFITS - HOURLY (RECOVERABLE)	1,606,275	1,471,702	1,832,095	1,865,231	1,944,263	499,366	(74)	8
TOTAL SALARIES & BENEFITS - HOURLY	2,593,889	2,392,505	2,920,576	2,871,624	2,950,656	1,528,404	(48)	
61107 BOG RECOVERIES	(418,281)	(376,469)	(456,237)	(466,502)	(379,384)	0	(100)	8
61020 CNEA RECOVERIES	(354,294)	(370,995)	(484,374)	(487,187)	(387,090)	(499,366)	29	9
61086 RICOH RECOVERIES	(54,966)	(30,193)	(43,874)	(44,861)	(44,224)	0	(100)	8
61108 DEC ELECTRICAL/SHOW RECOVERIES	(641,773)	(547,711)	(666,235)	(681,226)	(977,274)	0	(100)	8
61097 BMO FIELD RECOVERIES	(40,665)	(74,890)	(82,836)	(84,700)	(57,492)	0	(100)	8
61110 ALC RECOVERIES	(96,295)	(71,444)	(98,538)	(100,755)	(98,799)	0	(100)	8
<b>MAINTENANCE SALARIES AND BENEFITS - HOURLY</b>	<b>987,614</b>	<b>920,803</b>	<b>1,088,482</b>	<b>1,006,394</b>	<b>1,006,394</b>	<b>1,029,038</b>	<b>2</b>	<b>1</b>
60424 EQUIPMENT RENTAL	6,681	2,040	2,193	9,000	9,000	3,000	(67)	2
60801 CONTRACTED SERVICES	75,200	76,422	44,989	78,795	78,795	28,746	(64)	3,8
61010 BUILDING MAINTENANCE	20,033	31,388	2,829	26,523	26,523	25,000	(6)	5
61028 CONTROL MAINTENANCE	3,270	11,268	1,104	15,000	20,000	15,000	(25)	7
61032 ELECTRICAL MAINTENANT SUPPLIES AND EQUIPMENT	208,387	181,419	178,423	200,000	247,200	190,000	(23)	4,8
61099 STREET LIGHTING	8,918	13,548	9,644	15,000	15,000	15,000	0	6
63126 SUPPLIES & GENERAL	659	0	241	700	700	0	(100)	8
<b>SUBTOTAL</b>	<b>323,147</b>	<b>316,085</b>	<b>239,423</b>	<b>345,018</b>	<b>397,218</b>	<b>276,746</b>	<b>(30)</b>	
<b>TOTAL EXPENSE</b>	<b>1,310,761</b>	<b>1,236,888</b>	<b>1,327,905</b>	<b>1,351,411</b>	<b>1,403,611</b>	<b>1,305,784</b>	<b>(7)</b>	

**NOTE:**

1. Provision for COLA increase. Full time operator for District Energy System salary and benefits is provided under department 50-301
2. Includes high reach equipment, golf carts and fax machine allowance. Decrease to reflect prior year experience.
3. Includes Electrical safety inspections, meter reading, fixed maintenance for skytracker and maintenance on energy generators service contracts. Increase due to most buildings being tenanted or used for shows/events, so high voltage distribution maintenance now must be done after hours or at premium rate.
4. Supplies and equipment required for electrical maintenance.
5. Annual maintenance of all electrical equipment and fixtures for all buildings.
6. Year round maintenance of street and display lights, Cobra Poles and Washington Posts. Signage for Food Building, Flood lights outside Q.E, Parking lot and Gates lighting.
7. Fiber Optic loop and BAS system maintenance and repair and maintenance of Electronic Revenue Grade meter system.
8. 2016 budget decrease due to saving from outsourcing Electrical/Mechanical service.
9. In 2016, Board to provide in-house service to CNEA. For 2017 and future years, the CNEA will work directly with the Contractor in planning, execution and billing of electrical and mechanical services

THE BOARD OF GOVERNORS OF EXHIBITION PLACE  
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50-323 ENGINEERING EXPENSES

ACCT# ACCOUNT NAME	2012 ACTUAL	2013 ACTUAL	2014 ACTUAL	2015 FORECAST	2015 BUDGET	2016 BUDGET	%Increase	Notes
<b>1-50-323-50323-</b>								
<u>EXPENSE</u>								
60000 SALARIES - PERMANENT	361,096	377,822	375,213	393,072	393,072	402,234	2	1
60001 EMPLOYEE BENEFITS - PERMANENT	87,274	99,417	96,846	112,574	112,574	115,198	2	1
60425 EXPENSE ALLOWANCES	0	0	0	400	2,600	400	(85)	
60800 CONTRACT PERSONNEL	0	0	0	0	0	0	0	
61999 RECOVERIES CADD & MISC. PRINTING	(1,125)	(2,131)	(3,059)	(1,200)	(1,200)	(1,200)	0	
63119 PRINTING	406	629	461	1,200	1,200	1,200	0	
63126 SUPPLIES & GENERAL	264	25	787	700	700	700	0	
SUBTOTAL	<u>447,915</u>	<u>475,760</u>	<u>470,248</u>	<u>506,746</u>	<u>508,946</u>	<u>518,532</u>	<u>2</u>	
61109 RECOVERIES FROM CITY CAPITAL PROGRAM	(453,378)	(470,357)	(490,748)	(505,646)	(505,646)	(517,432)	2	2
<b>TOTAL EXPENSE</b>	<u>(5,463)</u>	<u>5,404</u>	<u>(20,500)</u>	<u>1,100</u>	<u>3,300</u>	<u>1,100</u>	<u>(67)</u>	

**NOTE:**

1. Provision for Merit increase
2. Recoveries from Capital budget include salaries and benefits.

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**50-324 WELDING EXPENSES**

ACCT# ACCOUNT NAME	2012 ACTUAL	2013 ACTUAL	2014 ACTUAL	2015 FORECAST	2015 BUDGET	2016 BUDGET	%Increase	Notes
<b>1-50-324-50324-</b>								
<u>EXPENSE</u>								
60002 SALARIES & BENEFITS - HOURLY (MAINTENANCE)	86,799	75,465	79,974	85,000	85,297	87,216	2	1
60009 SALARIES & BENEFITS - HOURLY (RECOVERABLE)	12,352	46,325	6,488	6,634	12,774	6,783	(47)	
TOTAL SALARIES & BENEFITS - HOURLY	99,150	121,790	86,462	91,634	98,071	93,999	(4)	
61107 BOG RECOVERIES	(7,715)	(42,386)	(3,713)	(3,796)	(8,000)	(3,882)	(51)	
61108 DEC RECOVERIES	(1,067)	(854)	(633)	(648)	(1,000)	(662)	(34)	
61020 CNEA RECOVERIES	(2,822)	(2,367)	(1,799)	(1,839)	(3,000)	(1,881)	(37)	
61086 RICOH RECOVERIES	(474)	(73)	(148)	(151)	(500)	(155)	(69)	
61097 BMO FIELD	(274)	(451)	(195)	(199)	(274)	(203)	(26)	
61110 ALC RECOVERIES	0	(195)		0	0	0	0	
<b>MAINTENANCE SALARIES AND BENEFITS - HOURLY</b>	<b>86,799</b>	<b>75,465</b>	<b>79,974</b>	<b>85,000</b>	<b>85,297</b>	<b>87,216</b>	<b>2</b>	
60424 EQUIPMENT RENTAL	917	573	912	500	500	700	40	
61010 BUILDING MAINT. - WELDING SUPPLIES	5,818	1,240	2,079	6,000	6,000	3,000	(50)	
<b>SUBTOTAL</b>	<b>6,735</b>	<b>1,813</b>	<b>2,992</b>	<b>6,500</b>	<b>6,500</b>	<b>3,700</b>	<b>(43)</b>	
							0	
<b>TOTAL EXPENSE</b>	<b>93,534</b>	<b>77,278</b>	<b>82,966</b>	<b>91,500</b>	<b>91,797</b>	<b>90,916</b>	<b>(1)</b>	

**NOTE:**

1. Provision for COLA increase

**THE BOARD OF GOVERNORS OF EXHIBITION PLACE  
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**50-325 CARPENTRY EXPENSES**

ACCT# ACCOUNT NAME	2012 ACTUAL	2013 ACTUAL	2014 ACTUAL	2015 FORECAST	2015 BUDGET	2016 BUDGET	%Increase	Notes
<b>1-50-325-50325-</b>								
<u>EXPENSE</u>								
60002 SALARIES & BENEFITS - HOURLY (MAINTENANCE)	399,792	414,496	405,101	415,000	453,288	463,487	2	1
60009 SALARIES & BENEFITS - HOURLY (RECOVERABLE)	569,772	484,798	554,545	565,777	537,276	579,371	8	
TOTAL SALARIES & BENEFITS - HOURLY	969,564	899,295	959,646	980,777	990,564	1,042,858	5	
61107 BOG RECOVERIES	(146,833)	(137,605)	(205,322)	(209,941)	(116,998)	(214,665)	83	1
61108 DEC RECOVERIES	(38,320)	(47,511)	(44,065)	(45,057)	(125,211)	(46,071)	(63)	1
61020 CNEA RECOVERIES	(199,762)	(115,002)	(113,916)	(115,234)	(105,514)	(118,691)	12	1
61086 RICOH RECOVERIES	(107,156)	(115,191)	(68,051)	(69,582)	(128,322)	(71,148)	(45)	1
61097 BMO FIELD RECOVERIES	(24,584)	(24,060)	(81,856)	(83,698)	(23,983)	(85,581)	257	1
61110 ALC RECOVERIES	(53,117)	(45,430)	(41,334)	(42,264)	(37,248)	(43,215)	16	
<b>MAINTENANCE SALARIES AND BENEFITS - HOURLY</b>	<b>399,792</b>	<b>414,496</b>	<b>405,101</b>	<b>415,000</b>	<b>453,288</b>	<b>463,487</b>	<b>2</b>	<b>1</b>
60424 EQUIPMENT RENTAL	0	2,180	469	2,000	2,000	2,000	0	3
60801 CONTRACTED SERVICES	53,085	77,313	89,469	100,000	135,000	100,000	(26)	2
61010 BUILDING MAINT. AND REPAIRS	149,607	135,908	230,692	190,550	190,550	150,000	(21)	
61011 CARILLON MAINTENANCE	794	1,044	0	1,000	2,500	1,500	(40)	
61085 RENTAL OF EQUIPMENT FOR MAINTENANCE	44,010	70,122	33,959	40,000	60,000	40,000	(33)	3
63111 LOCKSMITH SUPPLIES	5,701	3,247	2,741	1,600	1,200	1,600	33	
<b>SUBTOTAL</b>	<b>253,196</b>	<b>289,814</b>	<b>357,330</b>	<b>335,150</b>	<b>391,250</b>	<b>295,100</b>	<b>(25)</b>	
<b>TOTAL EXPENSE</b>	<b>652,988</b>	<b>704,310</b>	<b>762,431</b>	<b>750,150</b>	<b>844,538</b>	<b>758,587</b>	<b>(10)</b>	

**NOTE:**

1. Provision for increase per collective agreement, plus adjustment to reflect prior years experience.
2. Contract services are required to assist workers in completing work via outsourcing. Work for overhead doors and door repairs.
3. Rental of equipment to do maintenance work i.e. high reach equip etc. 2014 forecast/2015 budget adjust to reflect prior years experience

**THE BOARD OF GOVERNORS OF EXHIBITION PLACE  
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**50-326 PAINTING EXPENSES**

ACCT# ACCOUNT NAME	2012 ACTUAL	2013 ACTUAL	2014 ACTUAL	2015 FORECAST	2015 BUDGET	2016 BUDGET	%Increase	Notes
<b>1-50-326-50326-</b>								
<u>EXPENSE</u>								
60002 SALARIES & BENEFITS - HOURLY (MAINTENANCE)	197,580	204,794	190,887	195,000	312,151	200,000	(36)	1
60009 SALARIES & BENEFITS - HOURLY (RECOVERABLE)	99,296	54,099	83,190	98,509	187,849	101,008	(46)	2
TOTAL SALARIES & BENEFITS - HOURLY	296,876	258,893	274,076	293,509	500,000	301,008	(40)	
61107 BOG RECOVERIES	(53,940)	(18,999)	(38,464)	(39,330)	(62,000)	(40,214)	(35)	1
61108 DEC RECOVERIES	(8,346)	(7,485)	(10,728)	(10,969)	(53,846)	(11,216)	(79)	2
61020 CNEA RECOVERIES	(23,133)	(21,806)	(23,572)	(37,551)	(31,003)	(38,677)	25	1
61086 RICOH RECOVERIES	(5,194)	(747)	(235)	(240)	(12,000)	(245)	(98)	1
61097 BMO FIELD RECOVERIES	(2,117)	(1,219)	(235)	(240)	(14,000)	(245)	(98)	1
61110 ALC RECOVERIES	(6,566)	(3,843)	(9,956)	(10,180)	(15,000)	(10,409)	(31)	
<b>MAINTENANCE SALARIES AND BENEFITS - HOURLY</b>	<b>197,580</b>	<b>204,794</b>	<b>190,887</b>	<b>195,000</b>	<b>312,151</b>	<b>200,000</b>	<b>(36)</b>	<b>1</b>
60424 EQUIPMENT RENTAL	471	545	0	500	500	500	0	
60801 CONTRACTED SERVICES	1,744	0	0	1,000	1,500	1,000	(33)	
61010 BUILDING MAINT.	12,792	13,337	17,611	18,000	20,250	18,000	(11)	
<b>SUBTOTAL</b>	<b>15,007</b>	<b>13,882</b>	<b>17,611</b>	<b>19,500</b>	<b>22,250</b>	<b>19,500</b>	<b>(12)</b>	
<b>TOTAL EXPENSE</b>	<b>212,587</b>	<b>218,676</b>	<b>208,498</b>	<b>214,500</b>	<b>334,401</b>	<b>219,500</b>	<b>(34)</b>	

**NOTE:**

1. Provision for COLA increase, plus adjustment to reflect prior years experience.
2. 2015 budget increase for Pan Am games

**THE BOARD OF GOVERNORS OF EXHIBITION PLACE  
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**50-327 MECHANICAL & GARAGE EXPENSES**

ACCT# ACCOUNT NAME	2012 ACTUAL	2013 ACTUAL	2014 ACTUAL	2015 FORECAST	2015 BUDGET	2016 BUDGET	%Increase	Notes
<b>1-50-327-50327-</b>								
<u>EXPENSE</u>								
60002 SALARIES & BENEFITS - HOURLY (MAINTENANCE)	143,827	127,862	145,143	148,000	137,700	140,798	2	1
60009 SALARIES & BENEFITS - HOURLY (RECOVERABLE)	102,569	22,371	19,224	21,817	105,774	21,567	(80)	1
TOTAL SALARIES & BENEFITS - HOURLY	246,395	150,234	164,366	169,817	243,474	162,365	(33)	
61107 BOG RECOVERIES	(79,879)	(2,398)	(250)	(256)	(79,879)	0	(100)	3
61108 DEC RECOVERIES	(142)	(70)	(106)	(109)	(642)	0	(100)	3
61020 CNEA RECOVERIES	(20,750)	(19,168)	(18,365)	(20,939)	(23,460)	(21,567)	(8)	4
61110 ALC RECOVERIES	(94)	0	0	0	(90)	0	(100)	3
61097 BMO FIELD	(1,651)	(646)	(502)	(513)	(1,651)	0	(100)	3
61086 RICOH RECOVERY	(52)	(89)	0	0	(52)	0	(100)	3
<b>MAINTENANCE SALARIES AND BENEFITS - HOURLY</b>	<b>143,827</b>	<b>127,862</b>	<b>145,143</b>	<b>148,000</b>	<b>137,700</b>	<b>140,798</b>	<b>2</b>	<b>1</b>
60424 EQUIPMENT RENTAL	552	2,851	2,742	2,500	5,000	2,500	(50)	2
60466 VEHICLE LICENSES	10,813	13,584	14,189	12,000	11,000	12,000	9	
61036 EQUIPMENT MAINTENANCE	111,110	97,908	103,802	110,000	112,000	110,000	(2)	
61105 VEHICLE MAINTENANCE	25,791	42,650	49,336	40,000	40,000	40,000	0	
63102 DIESEL FUEL	36,051	34,987	37,697	36,000	36,000	36,000	0	
63107 PROPANE & GASOLINE	61,514	66,477	59,683	59,000	57,000	59,000	4	
63117 PETROLEUM PRODUCTS	3,349	0	3,350	2,500	2,500	2,500	0	
<b>SUBTOTAL</b>	<b>249,179</b>	<b>258,457</b>	<b>270,800</b>	<b>262,000</b>	<b>263,500</b>	<b>262,000</b>	<b>(1)</b>	
<b>TOTAL EXPENSE</b>	<b>393,006</b>	<b>386,319</b>	<b>415,943</b>	<b>410,000</b>	<b>401,200</b>	<b>402,798</b>	<b>0</b>	

**NOTE:**

1. Provision for COLA increase.
2. 2015 budget increase for equipment rental during Pan Am games
3. 2016 budget decrease due to outsourcing Electrical/Mechanical service
4. In 2016, Board to provide in-house service to CNEA. For 2017 and future years, the CNEA will work directly with the Contractor in planning, execution and billing of electrical and mechanical services



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**50-328 PLUMBING EXPENSES**

ACCT# ACCOUNT NAME	2012 ACTUAL	2013 ACTUAL	2014 ACTUAL	2015 FORECAST	2015 BUDGET	2016 BUDGET	%Increase	Notes
<b>1-50-328-50328-</b>								
<u>EXPENSE</u>								
60002 SALARIES & BENEFITS - HOURLY (MAINTENANCE)	280,179	313,294	275,864	282,000	423,907	290,000	(32)	1
60009 SALARIES & BENEFITS - HOURLY (RECOVERABLE)	305,284	263,676	303,869	290,746	282,407	157,318	(44)	8
TOTAL SALARIES & BENEFITS - HOURLY	585,463	576,971	579,733	572,746	706,314	447,318	(37)	
61107 BOG RECOVERIES	(61,030)	(45,994)	(46,954)	(48,010)	(48,000)	0	(100)	8
61108 DEC RECOVERIES	(85,890)	(75,851)	(101,268)	(90,000)	(90,000)	0	(100)	8
61020 CNEA RECOVERIES	(138,965)	(134,980)	(147,246)	(152,735)	(142,407)	(157,318)	10	9
61086 RICOH RECOVERIES	(3,795)	(488)	0	0	(1,000)	0	(100)	8
61097 BMO FIELD	0	0	0	0	(1,000)	0	(100)	8
61110 ALC RECOVERIES	(15,605)	(6,363)	(8,401)	0	0	0	0	8
<b>MAINTENANCE SALARIES AND BENEFITS - HOURLY</b>	<b>280,179</b>	<b>313,294</b>	<b>275,864</b>	<b>282,000</b>	<b>423,907</b>	<b>290,000</b>	<b>(32)</b>	<b>1</b>
60424 EQUIPMENT RENTAL	1,218	1,168	554	1,000	2,000	1,000	(50)	
60427 FIRE PROTECTION EQUIPMENT	230,252	256,839	248,167	250,000	230,000	250,000	9	
60801 CONTRACTED SERVICE	58,376	55,274	106,802	90,000	117,004	90,000	(23)	5
61010 BUILDING MAINTENANCE	10,180	4,658	21,480	20,000	20,000	20,000	0	2
61077 PLUMBING MAINTENANCE	45,708	42,675	54,033	42,000	42,000	42,000	0	6
61104 UNDERGROUND SERVICES	108,188	412	103,424	110,000	145,000	110,000	(24)	4
61109 WASHROOM TRAILERS	3,457	0	5,000	5,000	10,000	5,000	(50)	7
63128 KITCHEN EQUIPMENT	0	0	0	20,000	20,000	2,000	(90)	3
<b>SUBTOTAL</b>	<b>457,379</b>	<b>361,026</b>	<b>539,460</b>	<b>538,000</b>	<b>586,004</b>	<b>520,000</b>	<b>(11)</b>	
<b>TOTAL EXPENSE</b>	<b>737,557</b>	<b>674,321</b>	<b>815,324</b>	<b>820,000</b>	<b>1,009,911</b>	<b>810,000</b>	<b>(20)</b>	

**NOTE:**

1. Provision for COLA increase, plus adjustment to reflect prior years experience.
2. Preventative maintenance. In prior years cost was lower because works were done by building operators. Cost has risen due to higher union cost.
3. Kitchen equipment repairs includes items such as drains, faucets, hot water tanks and filters. 2015 budget provided for one time cost to remove the old CFC equipment.
4. Includes contractors to dig and find pipes, underground surveys etc. Increase due to irrigation system that can't be funded from Capital commencing in 2012.
5. Includes contractors to clean and vacuum out pipes and ready for use.
6. Primarily includes repairs parts and service calls.
7. Maintenance of twelve washroom trailers - ten are movable and two are stationary.
8. 2016 budget decrease due to saving from outsourcing Electrical/Mechanical service.
9. In 2016, Board to provide in-house service to CNEA. For 2017 and future years, the CNEA will work directly with the Contractor in planning, execution and billing of electrical and mechanical services

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**50-329 HVAC EXPENSES**

ACCT# ACCOUNT NAME	2012 ACTUAL	2013 ACTUAL	2014 ACTUAL	2015 FORECAST	2015 BUDGET	2016 BUDGET	%Increase	Notes
<b>1-50-329-50329-</b>								
<u>EXPENSE</u>								
60002 SALARIES & BENEFITS - HOURLY (MAINTENANCE)	553,086	508,250	568,377	457,451	457,451	467,743	2	1
60009 SALARIES & BENEFITS - HOURLY (RECOVERABLE)	37,483	24,071	34,078	32,697	133,062	33,449	(75)	1
TOTAL SALARIES & BENEFITS - HOURLY	590,569	532,321	602,455	490,148	590,512	501,192	(15)	
61107 BOG RECOVERIES	(17,381)	(17,362)	(19,304)	(19,738)	(17,381)	(20,182)	16	1
61108 DEC RECOVERIES	(3,805)	(1,302)	(5,946)	(6,080)	(110,000)	(6,217)	(94)	1
61020 CNEA RECOVERIES	(16,298)	(5,407)	(8,401)	(6,443)	(5,681)	(6,604)	16	1
61086 RICOH RECOVERIES	0	0	(127)	(130)	0	(133)	0	1
61097 BMO FIELD	0	0	0	0	0	0	0	1
61110 ALC RECOVERIES	0	0	(299)	(306)	0	(313)	0	
<b>MAINTENANCE SALARIES AND BENEFITS - HOURLY</b>	<b>553,086</b>	<b>508,250</b>	<b>568,377</b>	<b>457,451</b>	<b>457,451</b>	<b>467,743</b>	<b>2</b>	<b>1</b>
60424 EQUIPMENT RENTAL	2,858	2,235	1,483	3,000	4,000	3,000	(25)	
60801 CONTRACTED SERVICES	71,380	106,681	76,947	80,000	105,000	80,000	(24)	3
61010 BUILDING MAINTENANCE	20,580	28,337	22,958	30,000	40,000	30,000	(25)	
61028 CONTROLS & BUILDING AUTOMATION	80,226	103,533	110,265	110,000	130,000	110,000	(15)	2
61036 EQUIPMENT MAINTENANCE	70,662	71,334	90,842	90,000	100,000	90,000	(10)	
61083 REFRIGERATION & AIR CONDITIONING	10,157	16,786	1,261	20,000	40,000	20,000	(50)	
63128 KITCHEN EQUIPMENT	0	390	145	2,000	4,000	2,000	(50)	
<b>SUBTOTAL</b>	<b>255,864</b>	<b>329,296</b>	<b>303,900</b>	<b>335,000</b>	<b>423,000</b>	<b>335,000</b>	<b>(21)</b>	
<b>TOTAL EXPENSE</b>	<b>808,950</b>	<b>837,546</b>	<b>872,277</b>	<b>792,451</b>	<b>880,451</b>	<b>802,743</b>	<b>(9)</b>	

**NOTE:**

1. Provision for COLA increase.
2. 2015 cost increases due to the need of controls/automation for District Energy System
3. 2014/2015 budget excludes food/press building PMP. These costs are now tracked separately under department 50-600

**THE BOARD OF GOVERNORS OF EXHIBITION PLACE  
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**50-330 PRODUCTION SERVICE EXPENSES**

ACCT# ACCOUNT NAME	2012 ACTUAL	2013 ACTUAL	2014 ACTUAL	2015 FORECAST	2015 BUDGET	2016 BUDGET	%Increase	Notes
<b>1-50-330-50330-</b>								
<u>EXPENSE</u>								
60002 SALARIES & BENEFITS - HOURLY (MAINTENANCE)	84,302	74,832	102,764	106,638	106,638	108,766	2	1
60009 SALARIES & BENEFITS - HOURLY (RECOVERABLE)	4,199,181	3,634,775	3,961,200	4,467,313	4,420,381	4,556,659	3	2
TOTAL SALARIES & BENEFITS - HOURLY	4,283,483	3,709,607	4,063,964	4,573,952	4,527,019	4,665,425	3	
61107 BOG RECOVERIES - IATSE	(1,229,056)	(1,139,614)	(1,195,625)	(1,165,379)	(1,165,379)	(1,188,686)	2	2
61108 DEC RECOVERIES - IATSE	(726,546)	(445,775)	(587,695)	(1,092,473)	(1,092,473)	(1,114,322)	2	2
61020 CNEA RECOVERIES - IATSE	(578,015)	(564,475)	(648,595)	(652,432)	(605,499)	(665,480)	10	2
61086 RICOH RECOVERIES	(632,271)	(582,140)	(556,886)	(849,485)	(849,485)	(866,474)	2	2
61097 BMO FIELD	(263,420)	(210,784)	(298,480)	(147,357)	(147,357)	(150,305)	2	2
61110 ALC RECOVERIES	(769,874)	(691,987)	(673,920)	(560,188)	(560,188)	(571,392)	2	
<b>MAINTENANCE SALARIES AND BENEFITS - HOURLY</b>	<b>84,302</b>	<b>74,832</b>	<b>102,764</b>	<b>106,638</b>	<b>106,638</b>	<b>108,766</b>	<b>2</b>	<b>1</b>
60424 EQUIPMENT RENTAL	648	1,572	498	700	700	721	3	4
60425 EXPENSE ALLOWANCES	0	40	0	200	300	200	(33)	
61036 EQUIPMENT MAINTENANCE	7,882	14,304	2,269	10,000	10,000	10,000	0	3
63126 SUPPLIES & GENERAL	514	497	1,019	800	800	800	0	
<b>SUBTOTAL</b>	<b>9,044</b>	<b>16,414</b>	<b>3,786</b>	<b>11,700</b>	<b>11,800</b>	<b>11,721</b>	<b>(1)</b>	
<b>TOTAL EXPENSE</b>	<b>93,346</b>	<b>91,245</b>	<b>106,550</b>	<b>118,338</b>	<b>118,438</b>	<b>120,487</b>	<b>2</b>	

- NOTE:**
1. Provision for increase per collective agreement, plus adjustment to reflect prior years experience.
  2. Increase due to increase in wages and recoveries. 2015 budget include estimated recoveries from Pan Am games
  3. Includes hoist motor inspections, splicing equipment and amplifiers, speakers and sound board, salons/presentation theatre audio/video repairs. Budget increase to reflect prior years experience
  4. Annual rental of small scissor lift and testing equipment.

THE BOARD OF GOVERNORS OF EXHIBITION PLACE  
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50-334 CREATIVE SERVICES - SIGN SHOP

ACCT# ACCOUNT NAME	2012 ACTUAL	2013 ACTUAL	2014 ACTUAL	2015 FORECAST	2015 BUDGET	2016 BUDGET	%Increase	Notes
<b>1-50-334-50334-</b>								
<u>EXPENSE</u>								
60002 SALARIES & BENEFITS - HOURLY (MAINTENANCE)	17,716	15,557	17,400	34,258	34,258	35,029	2	1
60009 SALARIES & BENEFITS - HOURLY (RECOVERABLE)	97,339	97,256	91,228	110,476	123,321	112,873	(8)	1
TOTAL SALARIES & BENEFITS - HOURLY	115,055	112,813	108,628	144,733	157,579	147,902	(6)	
61107 BOG RECOVERIES - CREATIVE	(24,824)	(30,676)	(33,189)	(32,544)	(32,544)	(33,114)	2	1
61108 DEC RECOVERIES - CREATIVE	(20,535)	(13,814)	(19,209)	(25,507)	(25,507)	(25,953)	2	1
61020 CNEA RECOVERIES - CREATIVE	(45,600)	(46,878)	(35,409)	(37,105)	(49,951)	(38,218)	(23)	1
61086 RICOH RECOVERIES	(4,846)	(4,481)	(2,986)	(9,601)	(9,601)	(9,769)	2	1
61097 BMO FIELD	(760)	(1,109)	(109)	(2,985)	(2,985)	(3,038)	2	1
61110 ALC RECOVERIES	(775)	(297)	(326)	(2,733)	(2,733)	(2,781)	2	
<b>MAINTENANCE SALARIES AND BENEFITS - HOURLY</b>	<b>17,716</b>	<b>15,557</b>	<b>17,400</b>	<b>34,258</b>	<b>34,258</b>	<b>35,029</b>	<b>2</b>	<b>1</b>
61036 EQUIPMENT MAINTENANCE	0	0	0	500	500	500	0	3
63124 SIGNS SUPPLIES & REPAIRS	13,054	18,342	2,906	12,360	12,360	12,360	0	4
63126 SUPPLIES & GENERAL	0	3,514	14,863	3,600	3,600	3,672	2	2
<b>SUBTOTAL</b>	<b>13,054</b>	<b>21,856</b>	<b>17,769</b>	<b>16,460</b>	<b>16,460</b>	<b>16,532</b>	<b>0</b>	
<b>TOTAL EXPENSE</b>	<b>30,770</b>	<b>37,413</b>	<b>35,169</b>	<b>50,718</b>	<b>50,718</b>	<b>51,561</b>	<b>2</b>	

**NOTE:**

1. Provision for increase per collective agreement. Budget provided for non-recoverable portion of salary & benefits of sign shop lead hand
2. Includes graphic supplies, materials from stores, cutters, blades, ropes, pens, paper, computer discs, and binders.
3. Computer equipment maintenance, Edge & Gerber
4. Upgrade & maintain, exterior building identification, interior (meeting rooms) identification, galleria, salons, washrooms and hall identification.

**THE BOARD OF GOVERNORS OF EXHIBITION PLACE  
OVERHEAD**

**50-500 SECURITY SERVICE & COMMUNICATIONS**

ACCT# ACCOUNT NAME	2012 ACTUAL	2013 ACTUAL	2014 ACTUAL	2015 FORECAST	2015 BUDGET	2016 BUDGET	%Increase	Notes
<b>1-50-500-50500-</b>								
<u>EXPENSE</u>								
60000 SALARIES - PERMANENT	475,273	494,751	535,501	575,382	575,382	601,878	5	1
60001 BENEFITS - PERM	109,223	126,683	135,513	158,447	158,447	165,812	5	1
<b>SUB TOTAL SALARIES AND BENEFITS - PERMANENT</b>	<b>584,496</b>	<b>621,434</b>	<b>671,014</b>	<b>733,829</b>	<b>733,829</b>	<b>767,691</b>	<b>5</b>	
60002 SALARIES AND BENEFITS - HOURLY	809,102	739,415	738,750	787,308	787,308	802,563	2	2
60002 SALARIES AND BENEFITS - PAN AM	0	0	0	86,609	86,609	0	(100)	6
60009 SALARIES & BENEFITS - HOURLY (RECOVERABLE)	253,702	92,974	98,306	69,532	69,532	71,000	2	3
TOTAL SALARIES & BENEFITS - HOURLY	1,062,804	832,388	837,056	943,449	943,449	873,563	(7)	
61107 BOG RECOVERIES	(15,682)	(25,288)	(18,254)	(18,532)	(18,532)	(20,000)	8	3
61108 DEC RECOVERIES	(9,221)	0	(1,786)	0	0	0	0	3
61020 CNEA RECOVERIES	0	(545)	0	0	0	0	0	3
61086 RICOH RECOVERIES	(89,879)	(13,732)	(6,146)	(3,000)	(3,000)	(3,000)	0	
61097 BMO FIELD	(92,374)	(4,996)	(4,625)	(3,000)	(3,000)	(3,000)	0	
61110 ALC RECOVERIES	(46,545)	(48,412)	(67,494)	(45,000)	(45,000)	(45,000)	0	
<b>SUB TOTAL - HOURLY SALARIES AND BENEFITS</b>	<b>809,102</b>	<b>739,415</b>	<b>738,750</b>	<b>873,917</b>	<b>873,917</b>	<b>802,563</b>	<b>(8)</b>	
60424 EQUIPMENT RENTALS	3,271	2,131	3,607	5,350	5,350	4,000	(25)	
60439 MEMBERSHIPS	500	80		650	650	650	0	
60459 STAFF DEVELOPMENT/TRAINING - UNIONIZED	0	0	2,440	4,000	4,000	4,000	0	5
61036 EQUIPMENT MAINTENANCE	89,641	96,792	73,180	86,000	86,000	86,000	0	4
61036 EQUIPMENT MAINTENANCE & RENTAL - PAN AM	0	0	0	70,375	70,375	0	(100)	7
61999 THIRD PARTIES RECOVERIES	(1,112)	(62,971)	0	0	0	0	0	
63126 SUPPLIES & GENERAL	3,118	2,865	952	3,000	3,500	3,000	(14)	
63127 UNIFORMS	3,117	4,473	8,026	7,000	7,000	7,000	0	
<b>SUB TOTAL - OTHER EXPENSES</b>	<b>98,535</b>	<b>43,369</b>	<b>88,205</b>	<b>176,375</b>	<b>176,875</b>	<b>104,650</b>	<b>(41)</b>	
<b>TOTAL EXPENSE</b>	<b>1,492,134</b>	<b>1,404,217</b>	<b>1,497,969</b>	<b>1,784,121</b>	<b>1,784,621</b>	<b>1,674,904</b>	<b>(6)</b>	

**NOTE:**

1. Provision for merit increase. 2014/2015 includes 50% budget of Director and Admin assistant (prior year was budgeted under hourly)
2. Provision for COLA increase
3. EP/DEC events are now using outside Security company to provide service
4. For aging radio replacement plan, radio systems, DVR replacement, CCTV etc. Increase in security system components.
5. Training to be provided for unionized staff. Training budget for EP/DEC/ALC Management staff is provided under CEO department 50-100
6. 2015 budget provided for temporary staffing cost during Pan Am games
7. 2015 budget provided for radio rental, equipment Maint. during Pan Am games

**THE BOARD OF GOVERNORS OF EXHIBITION PLACE  
DIRECT ENERGY CENTRE**

**SUMMARY**

PAGE	ACCOUNT NAME	2012 ACTUAL	2013 ACTUAL	2014 ACTUAL	2015 FORECAST	2015 BUDGET	2016 BUDGET	%Increase	Notes
	<b>REVENUE</b>								
40000	RENTAL - SHOWS	6,372,583	5,957,512	6,173,128	9,603,179	9,093,813	7,119,673	(22)	1
40000	RENTAL - RAWF	1,082,040	1,062,604	1,093,612	1,127,121	1,127,121	1,158,561	3	
	SUB TOTAL	7,454,623	7,020,116	7,266,740	10,730,300	10,220,933	8,278,234	(19)	1
								0	
	ELECTRICAL SERVICES - NET	1,092,551	1,247,878	1,076,783	1,379,072	1,315,440	941,652	(28)	3
42200	CATERING CONCESSIONS	781,740	725,739	642,439	862,602	882,800	764,213	(13)	2
	SHOW SERVICES - NET	976,848	778,594	804,832	1,469,452	1,359,338	1,165,621	(14)	4
40	TELECOMMUNICATIONS - NET	399,560	357,104	378,019	368,531	348,500	337,199	(3)	
42	SPONSORSHIP - NET	201,582	185,590	215,343	177,414	222,662	163,800	(26)	
44	OFFICIAL SUPPLIER	27,295	85,194	26,676	162,026	90,331	33,327	(63)	
44	ABM COMMISSIONS	95,316	91,467	99,422	99,691	98,516	99,691	1	
44	INTEREST AND OTHER INCOME	67,762	117,285	204,255	68,161	70,000	70,000	0	
	NAMING RIGHTS REVENUE - DEC	700,000	700,000	700,000	700,000	700,000	750,000	7	
	NAMING RIGHTS EXPENSES & TSF TO RESERVE - DEC	(700,000)	(700,000)	(700,000)	(700,000)	(700,000)	(750,000)	7	
	TOTAL REVENUE	11,097,277	10,608,967	10,714,509	15,317,249	14,608,521	11,853,737	(19)	
	<b>EXPENSES</b>								
	DIRECT SHOW COSTS - PMD	548,443	441,322	610,992	753,513	696,249	676,001	(3)	
40	TELECOMMUNICATION/INFORMATION SYSTEMS	1,018,937	908,289	826,829	877,846	778,089	816,635	5	
43	EXECUTIVE	314,151	334,830	339,632	352,671	352,671	358,931	2	
44	FINANCE	65,292	84,350	95,511	98,000	133,000	58,000	(56)	
44	DEPRECIATION	0	0	0	0	0	0	0	
45	MARKETING	1,496,300	1,206,193	1,474,101	1,891,225	1,823,225	1,894,561	4	
46	EVENT SERVICES	1,306,663	1,423,316	1,425,198	1,861,327	1,862,827	1,426,691	(23)	
	SUB TOTAL	4,749,787	4,398,300	4,772,263	5,834,581	5,646,061	5,230,819	(7)	
	<b>EXPENSE RECOVERIES</b>								
47	OVATIONS - UTILITIES & CLEANING	(99,007)	(81,427)	(74,890)	(93,247)	(111,637)	(94,465)	(15)	
	TOTAL EXPENSES	4,650,780	4,316,873	4,697,373	5,741,334	5,534,424	5,136,354	(7)	
	NET INCOME (LOSS)	6,446,497	6,292,094	6,017,136	9,575,915	9,074,096	6,717,383	(26)	

**NOTE:**

1. 2015 is higher due to contribution from Pan Am games. 2016 includes contribution from NBA Jam Session
2. Minimum commission changed to \$575K in 2015. 2016 budget includes contribution from NBA Jam Session
3. 2016 profit margin % increase because of saving from the elimination of variable cost associated with electrical/mechanical service

THE BOARD OF GOVERNORS OF EXHIBITION PLACE  
DIRECT ENERGY CENTRE

850 - TELECOMMUNICATIONS

ACCT# ACCOUNT NAME	2012 ACTUAL	2013 ACTUAL	2014 ACTUAL	2015 FORECAST	2015 BUDGET	2016 BUDGET	%Increase	Notes
<b>1-60-850-60850-</b>								
<b>EXPENSES</b>								
60000 SALARIES - PERMANENT	583,934	638,297	639,793	654,188	549,027	604,534	10	1
60001 BENEFITS - PERMANENT	134,626	156,242	157,490	186,458	156,485	176,554	13	1
60002 TEMPORARY WAGES	27,215	25,424	25,391	30,000	38,000	30,000	(21)	7
60800 CONTRACTED STAFF	0	1,280	0	0	0	0	0	10
60423 DUES & SUBSCRIPTION	634	1,054	985	600	600	600	0	
60431 COMPUTER SUPPLIES	24,631	8,858	19,099	25,000	40,000	25,000	(38)	2
60441 MISCELLANEOUS EXPENSES	838	790	2,262	1,000	1,000	1,000	0	8
60456 ACCOUNTING SOFTWARE MAINTENANCE AGREEMENT	25,443	61,221	46,390	22,000	22,000	22,000	0	3
60457 RECOVERIES - FINANCIAL REPORTING- CNEA	(10,000)	(2,499)	0	0	0	0	0	3
60461 TELEPHONE TRUNK & PSTN	159,837	141,479	124,605	150,000	170,000	150,000	(12)	6
60463 TELECOM CABLING & FIXTURES	14,668	5,117	6,974	14,500	14,500	14,500	0	
61060 MAINTENANCE AGREEMENTS - MTS ALLSTREAM	32,629	29,867	42,617	35,000	30,000	35,000	17	9
63023 OFFICE SUPPLIES	909	698	145	400	400	400	0	11
63101 COMPUTER EQUIPMENT	19,301	27,059	12,952	11,000	11,000	12,000	9	4
63125 SMALL EQUIPMENT/SOFTWARE	3,233	5,489	6,975	6,000	6,000	6,000	0	
63127 UNIFORMS	1,037	0	53	600	600	600	0	
61020 TELECOMM RECOVERIES - ADMIN SERVICE TO CNEA	0	(192,087)	(258,900)	(258,900)	(261,523)	(261,554)	0	12
<b>TOTAL EXPENSES</b>	<b>1,018,937</b>	<b>908,289</b>	<b>826,829</b>	<b>877,846</b>	<b>778,089</b>	<b>816,635</b>	<b>5</b>	
<b>REVENUE</b>								
43004 TELECOMM - EVENTS - NET	205,460	176,194	180,030	185,336	153,884	153,754	(0)	1
61111 TELEPHONE RECOVERIES	194,100	180,910	197,988	183,195	194,616	183,445	(6)	5
<b>TOTAL REVENUE</b>	<b>399,560</b>	<b>357,104</b>	<b>378,019</b>	<b>368,531</b>	<b>348,500</b>	<b>337,199</b>	<b>(3)</b>	
<b>NET PROFIT (LOSS)</b>	<b>(619,377)</b>	<b>(551,185)</b>	<b>(448,811)</b>	<b>(509,315)</b>	<b>(429,589)</b>	<b>(479,436)</b>	<b>12</b>	

**THE BOARD OF GOVERNORS OF EXHIBITION PLACE  
DIRECT ENERGY CENTRE**

**850 - TELECOMMUNICATIONS**

**NOTE:**

1. Provision for merit increase. 2016 budget adjust to reflect actual experience and costs of IT service that cannot charge to events
2. Computer supplies for all printers, fax machines, copiers and maintenance agreements for the same.
3. Microsoft Great Plain Dynamic annual payments; CNEA to share cost up to March 31/2013. 2013 actual was high due to system upgrade
4. Annual computer replacement.
5. Telephone recoveries as per schedule A below.
6. PSTN & TRUNK access for complete grounds plus additional service. To Food building & BLC
7. Contract staff for system support, pay phone movement, Bank Machine relocation, sign changes, WEB support, additional support for RICOH, F&B provider, Stadium, CSA, RAWF, CNEA, CCTV cameras and tenants and portion not recovered from shows. Increase offset by additional recoveries from Stadium and CSA. Includes help for the new Allstream Centre.
8. Equipment rental (Gator)
9. Three years agreement with MTS Allstream from March 28, 2011; total contract \$76,812. Used to be PBX Switch maintenance agreement with Bell.
10. IT consulting service (Innosolutions Inc.) for system review, email server recoveries etc. during 2010-2011.
11. Ricoh photocopier monthly rental/copies count costs transferred to department 50-103 Corp Sec in 2012
12. Purchase of Telecomm service April 1, 2013. Price is computed using cost drive method of 780 units (CNEA-216 units; BOG-564 units) plus 12% admin fee. 2015 forecasted at %% CPI increase from 2014; 2016 budget estimated at 1.01% CPI increase from 2015 forecast

<b>SCHEDULE A - TELEPHONE RECOVERIES</b>	<b>2012 ACTUAL</b>	<b>2013 ACTUAL</b>	<b>2014 ACTUAL</b>	<b>2015 FORECAST</b>	<b>2015 BUDGET</b>	<b>2016 BUDGET</b>
SOCCER STADIUM/BMO FIELD	80,087	64,125	66,103	57,844	64,962	57,844
MLSE-RICOH	42,329	49,771	57,224	48,418	50,424	48,418
RAWF	22,865	17,288	17,511	17,512	17,512	17,512
CENTREPLATE/OVATIONS	13,823	8,809	5,370	4,891	6,300	4,891
CERISE	6,880	7,060	7,458	7,358	11,800	7,358
CSA - STADIUM	5,049	4,915	10,195	5,394	6,168	5,394
NEW COMPANY APR-SEP 2014 ( CAN. PAYPHONE CORP IN 2012/13)	1,079	2,413	0	3,240	3,240	3,240
LIBERTY GRAND - EX PL	3,000	3,000	5,500	7,196	3,000	7,196
GES	4,320	4,320	4,320	4,320	4,320	4,320
COT-TABIA	956	1,076	1,335	1,435	1,200	1,435
MUZIK	3,000	3,000	4,000	4,200	3,000	4,200
MEDIEVAL TIME	7,200	7,200	7,200	7,200	7,200	7,200
QE THEATRE & FD	2,757	6,514	7,196	7,196	7,200	7,196
STANLEY BARRACK BROOKFIELD ( OCT/13-APR/16)	0	750	3,000	3,000	3,000	750
TORONTO FASHON INCUBATOR	0	0	625	3,000	0	3,000
SHOW TECH (ESTIMATED)	0	0	0	0	0	1,300
RECOVERIES FROM CNEA - LD	0	668	951	990	790	990
OTHER - MISCELLANEOUS, HOTEL	754	0	0	0	4,500	1,200
	<b>194,100</b>	<b>180,910</b>	<b>197,988</b>	<b>183,195</b>	<b>194,616</b>	<b>183,445</b>



**THE BOARD OF GOVERNORS OF EXHIBITION PLACE  
DIRECT ENERGY CENTRE**

**830 - ADVERTISING AND SPONSORSHIP**

ACCT# ACCOUNT NAME	2012 ACTUAL	2013 ACTUAL	2014 ACTUAL	2015 FORECAST	2015 BUDGET	2016 BUDGET	%Increase	Notes
<b>1-60-830-60830-</b>								
<u>EXPENSES</u>								
60401 ADMINISTRATIVE	0	0	0	0	0	0	0	
60412 COMMISSIONS - CONTRA ACCOUNT	0	0	0	0	0	0	0	
60413 COMMISSIONS	17,415	49,054	0	19,713	8,500	18,200	114	1
63120 PRODUCTION	0	0	0	0	0	0	0	
<b>TOTAL EXPENSES</b>	<b>17,415</b>	<b>49,054</b>	<b>0</b>	<b>19,713</b>	<b>8,500</b>	<b>18,200</b>	<b>114</b>	
<b>42000 REVENUE</b>	<b>218,997</b>	<b>234,644</b>	<b>215,343</b>	<b>197,127</b>	<b>231,162</b>	<b>182,000</b>	<b>(21)</b>	<b>2</b>
<b>NET PROFIT (LOSS)</b>	<b>201,582</b>	<b>185,590</b>	<b>215,343</b>	<b>177,414</b>	<b>222,662</b>	<b>163,800</b>	<b>(26)</b>	

**NOTE:**

1. Prior to 2013 no monthly fees payable, just commission (portion of salary) @ 7.5% for renewed businesses. 2015-2016 commission estimated at 10%
2. Includes deals with Pepsi Feb 2015-Feb 2019. Deal with Ricoh ended March 2015; Williams Landing ended July 2013; National Post ended May 2012. 2015 forecast/2016 budget includes sponsorship fee and estimated rebate based on 52,800 cases/year

THE BOARD OF GOVERNORS OF EXHIBITION PLACE  
DIRECT ENERGY CENTRE

801 - EXECUTIVE EXPENSES

ACCT# ACCOUNT NAME	2012 ACTUAL	2013 ACTUAL	2014 ACTUAL	2015 FORECAST	2015 BUDGET	2016 BUDGET	%Increase	Notes
<b>1-60-801-60801-</b>								
<u>EXPENSES</u>								
60000 SALARIES - PERMANENT	256,815	268,337	275,437	248,122	248,122	253,705	2	1
60001 BENEFITS	46,553	52,520	50,898	81,649	81,649	83,326	2	1
60416 CONFERENCE DEVELOPMENT	429	428	1,118	500	500	500	0	
60423 DUES & SUBSCRIPTIONS	1,990	6,714	5,791	8,000	8,000	8,000	0	
60437 MEALS & ENTERTAINMENT	615	1,308	1,686	2,000	2,000	2,000	0	2
60441 MISCELLANEOUS EXPENSES	4,023	3,477	2,135	3,500	3,500	3,500	0	
60447 PROFESSIONAL FEES	0	0	960	2,000	2,000	2,000	0	
63023 OFFICE SUPPLIES	1,594	1,189	1,273	5,000	5,000	4,000	(20)	
63118 POSTAGE & COURIER	499	422	334	600	600	600	0	
63119 PRINTING & STATIONERY	0	0	0	300	300	300	0	
63125 SMALL EQUIPMENT	1,633	435	0	1,000	1,000	1,000	0	
TOTAL EXPENSES	<u>314,151</u>	<u>334,830</u>	<u>339,632</u>	<u>352,671</u>	<u>352,671</u>	<u>358,931</u>	<u>2</u>	

**NOTE:**

1. Provision for Merit increase.
2. Board related and local sales entertainment.

**THE BOARD OF GOVERNORS OF EXHIBITION PLACE  
DIRECT ENERGY CENTRE**

**802 - CHIEF FINANCIAL OFFICER**

ACCT# ACCOUNT NAME	2012 ACTUAL	2013 ACTUAL	2014 ACTUAL	2015 FORECAST	2015 BUDGET	2016 BUDGET	%Increase	Notes
<b>1-60-802-60802-</b>								
<u>EXPENSES</u>								
60409 BANK CHARGES & CREDIT CARD DISCOUNTS	96,172	80,169	94,901	80,000	115,000	40,000	(65)	2
60408 BAD DEBT EXPENSE (RECOVERY)	(30,880)	4,181	610	18,000	18,000	18,000	0	
<b>SUB-TOTAL</b>	<b>65,292</b>	<b>84,350</b>	<b>95,511</b>	<b>98,000</b>	<b>133,000</b>	<b>58,000</b>	<b>(56)</b>	
69800 DEPRECIATION - EQUIPMENT	0	0	0	0	0	0	0	1
69901 VACATION BENEFITS	0	0	0	0	0	0	0	
<b>SUB-TOTAL</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	
<b>TOTAL EXPENSES</b>	<b>65,292</b>	<b>84,350</b>	<b>95,511</b>	<b>98,000</b>	<b>133,000</b>	<b>58,000</b>	<b>#REF!</b>	
<u>REVENUE</u>								
49003 INTEREST INCOME	71,825	43,707	34,896	48,161	50,000	50,000	0	3
49004 MISCELLANEOUS INCOME	(4,063)	73,578	169,359	20,000	20,000	20,000	0	
49005 ABM COMMISSIONS	95,316	91,467	99,422	99,691	98,516	99,691	1	5
49006 OFFICIAL SUPPLIER	27,295	85,194	26,676	162,026	90,331	33,327	(63)	4
<b>TOTAL REVENUE</b>	<b>190,373</b>	<b>293,945</b>	<b>330,353</b>	<b>329,878</b>	<b>258,847</b>	<b>203,018</b>	<b>(22)</b>	
<b>NET PROFIT (LOSS)</b>	<b>125,081</b>	<b>209,595</b>	<b>234,842</b>	<b>231,878</b>	<b>125,847</b>	<b>145,018</b>	<b>15</b>	

**NOTE:**

1. Equipment were fully amortized as of December 31, 2011.
2. 2016 budget adjust to reflect reduction in e-commerce transactions processed from exhibitors orders
3. Interest revenue budgeted/forecast to reflect current market trend. Includes all Board's term investment held by City.
4. Four years agreement with GES commencing January 1, 2012 : 5% commission on exhibitors revenue earned by GES from shows . Prior to 2012 commission was 6% on show manager and exhibitors revenue. 2015 forecast includes contribution from Pan Am. 2016 budget decrease due to lost of major events and Pan Am only happens in 2015.
5. Four years agreement between Board and Direct Cash Management commencing on June 1, 2011, extended to Dec31/2015. 2016 budget assuming will renew with same terms and conditions

**THE BOARD OF GOVERNORS OF EXHIBITION PLACE  
DIRECT ENERGY CENTRE**

**803 - MARKETING EXPENSES**

ACCT# ACCOUNT NAME	2012 ACTUAL	2013 ACTUAL	2014 ACTUAL	2015 FORECAST	2015 BUDGET	2016 BUDGET	%Increase	Notes
<b>1-60-803-60803-</b>								
<u>EXPENSES</u>								
60000 SALARIES - PERMANENT	728,670	687,370	705,869	853,390	853,390	874,881	3	1
60001 BENEFITS	148,422	166,878	184,047	242,986	242,986	249,080	3	1
60002 SALARIES - TEMPORARY	49,188	39,297	2,355	107,439	39,439	105,508	168	6
60404 ADVERTISING	27,677	20,060	14,220	75,000	75,000	11,436	-85	
60416 CONVENTION DEVELOPMENT/SPECIAL EVENTS FUND	250,000	0	250,000	250,000	250,000	250,000	0	4
60418 MEETINGS & CONVENTIONS	111,933	83,668	77,387	150,000	150,000	116,000	-23	7
60419 CORPORATE ADVERTISING	79,759	77,780	122,965	100,000	100,000	154,600	55	
60423 DUES & SUBSCRIPTIONS	18,390	18,933	21,992	18,360	18,360	22,755	24	
60438 MEDIA / PUBLIC RELATIONS	5,000	6,500	6,500	5,000	5,000	9,800	96	
60441 MISCELLANEOUS EXPENSES	3,497	11,035	4,110	1,000	1,000	0	-100	
60453 MARKETING FEE SMG	59,992	65,000	65,000	65,000	65,000	65,000	0	3
60465 TRAVEL	0	0	0	1,200	1,200	0	-100	2
63023 OFFICE SUPPLIES	1,550	3,916	3,102	2,000	2,000	3,000	50	
63118 POSTAGE & COURIER	774	1,414	1,436	1,000	1,000	1,000	0	
63122 RESOURCE MATERIALS	11,450	24,341	15,117	18,850	18,850	31,500	67	5
TOTAL EXPENSES	<b>1,496,300</b>	<b>1,206,193</b>	<b>1,474,101</b>	<b>1,891,225</b>	<b>1,823,225</b>	<b>1,894,561</b>	<b>4</b>	

**NOTE:**

1. Provision for Merit increase. Board approved new incentive plan starting in 2014
2. Director and staff travel costs - annual conference; Trade Conferences booth staffing etc.
3. Contractual marketing alliance arrangement with SMG.
4. TMIF (Toronto Marketing Incentive Fund) for Marketing of Conference Centre, DEC and Ex Place all grounds, dollars are matched by Tourism Toronto.
5. Costs for printing materials and publications.
6. 2015 budget provided for temporary staff during Pan Am games and for hotel opening. 2016 budget increase due to one additional fulltime contract sales staff. Cost is absorbed by incremental rent 1 to 1 in 2016
7. 2015 budget increase for business networking/promoting during special events & galas at Allstream

**THE BOARD OF GOVERNORS OF EXHIBITION PLACE  
DIRECT ENERGY CENTRE**

**807 - EVENT SERVICES EXPENSES**

ACCT# ACCOUNT NAME	2012 ACTUAL	2013 ACTUAL	2014 ACTUAL	2015 FORECAST	2015 BUDGET	2016 BUDGET	%Increase	Notes
<b>1-60-807-60807-</b>								
<u>EXPENSES</u>								
60000 SALARIES - PERMANENT	1,003,987	1,037,820	1,077,118	1,077,681	1,077,681	1,096,799	2	1
60001 BENEFITS	243,858	284,253	283,735	307,990	307,990	313,492	2	1
60002 SALARIES & BENEFIT - HOURLY	33,682	80,041	45,934	33,232	33,232	0	(100)	2
60002 SALARIES & BENEFIT - PAN AM	0	0	0	424,525	424,525	0	(100)	10
60418 CONVENTIONS & MEETINGS	7,226	6,448	1,373	3,000	3,000	3,500	17	7
60423 DUES & SUBSCRIPTIONS	1,841	2,065	1,991	2,100	2,500	2,100	(16)	3
60437 MEALS & ENTERTAINMENT	2,183	1,609	2,395	1,600	1,600	1,600	0	9
60441 MISCELLANEOUS EXPENSES	6,042	3,304	5,918	2,600	2,600	2,600	0	4
63023 OFFICE SUPPLIES - EC & EXHIBITORS GROUP	5,065	5,631	5,079	4,500	5,100	2,000	(61)	6
63118 POSTAGE & COURIER	64	243	241	300	300	300	0	
63119 PRINTING & STATIONERY	270	920	773	800	800	800	0	8
63125 SMALL EQUIPMENTS	1,820	0	0	1,500	2,000	2,000	0	5
63127 UNIFORMS	623	981	641	1,500	1,500	1,500	0	
TOTAL EXPENSES	<u>1,306,663</u>	<u>1,423,316</u>	<u>1,425,198</u>	<u>1,861,327</u>	<u>1,862,827</u>	<u>1,426,691</u>	<u>(23)</u>	

**NOTE:**

1. Provision for Merit increase. 2015 budget adjust to reflect actual recoveries from events for two permanent full time exhibitor services representative and for coverage of staff on vacation etc...)
2. 2016 budget decrease due to outsourcing Electrical/Mechanical service. 2015 Budget provided for non-recoverable portion of admin tasks (inventory audit, general admin tasks etc..) for two full time contracted staff
3. Association memberships (Director - IAAM, CAEM), ( Manager - IAAM, IFMA)
4. Departmental mileage, parking etc.
5. For additional desks, computers and other equipment.
6. Supplies for Show Manager / Exhibitor Services sales kit. 2016 budget decrease due to outsourcing Electrical/Mechanical service
7. Director and Manager travel to conventions, consistent with prior year experience (SMG, IAAM, CAEM, IFMA)
8. Increase staff require, increase in stationery
9. For clients entertainment and tenants information sessions.
10. 2015 budget provided for temporary staff during Pan Am games

THE BOARD OF GOVERNORS OF EXHIBITION PLACE  
DIRECT ENERGY CENTRE

815 - EXPENSE RECOVERY

ACCT# ACCOUNT NAME	2012 ACTUAL	2013 ACTUAL	2014 ACTUAL	2015 FORECAST	2015 BUDGET	2016 BUDGET	%Increase	Notes
1-60-815-60815-								
<u>EXPENSES RECOVERIES</u>								
61021 HOUSEKEEPING RECOVERY - CENTERPLATE/OVATIONS	(13,312)	(13,932)	(13,500)	(14,310)	(14,310)	(15,269)	7	1
61113 UTILITY RECOVERY	(85,695)	(67,495)	(61,390)	(78,937)	(97,327)	(79,196)	(19)	2
<b>TOTAL EXPENSES</b>	<b>(99,007)</b>	<b>(81,427)</b>	<b>(74,890)</b>	<b>(93,247)</b>	<b>(111,637)</b>	<b>(94,465)</b>	<b>(15)</b>	

**NOTE:**

1. Cost recovery for corporate events in excess of \$15 @ .50C per head.

2. 1% utility recovery per contractual arrangements, based on F&B sales, TTC's actual consumption, RAWF's original charge adjusted by annual inflation.

**THE BOARD OF GOVERNORS OF EXHIBITION PLACE  
ALLSTREAM CENTRE**

**SUMMARY**

PAGE	ACCOUNT NAME	2012 ACTUAL	2013 ACTUAL	2014 ACTUAL	2015 FORECAST	2015 BUDGET	2016 BUDGET	%Increase	Notes
	<b>REVENUE</b>								
	RENTAL	1,434,090	789,153	926,532	1,019,000	1,211,400	1,242,830	3	5
	HOTEL RENT	0	0	0	0	0	110,000	0	
42200	CATERING CONCESSIONS/RENTALS	665,344	521,282	700,938	780,899	838,674	835,376	(0)	6
	SHOW SERVICES - NET	232,522	259,566	226,894	247,508	247,508	255,592	3	
	PARKING - NET	175,904	135,145	120,522	110,500	137,500	113,000	(18)	3
	CNEA OPERATING COST RECOVERY	0	0	0	0	0	0	0	
	<b>TOTAL REVENUE</b>	<b>2,507,861</b>	<b>1,705,146</b>	<b>1,974,885</b>	<b>2,157,907</b>	<b>2,435,083</b>	<b>2,556,798</b>	<b>5</b>	
	<b>DEPARTMENTAL OVERHEAD EXPENSES</b>								
	EVENTS PMD COST	309,424	304,196	420,008	316,210	316,210	328,680	4	
50	BUILDING OPERATIONS	494,721	372,390	491,177	472,000	498,400	463,710	(7)	
51	HOUSEKEEPING AND DÉCOR	110,184	124,369	156,311	197,647	197,647	208,841	6	
52	FINANCE	41,306	63,288	102,719	77,745	77,745	81,038	4	
53	CONCIERGE SERVICE	54,837	56,166	66,984	60,669	60,669	63,650	5	
57	SALES AND MARKETING	309,888	231,123	350,201	360,686	360,686	399,832	11	
58	EVENT SERVICES	221,401	243,060	252,983	256,059	256,059	270,033	5	
59	HOUSE TECHNICIAN & EVENT PMD	104,334	180,520	160,229	182,776	229,488	191,891	(16)	
	<b>TOTAL OPERATING EXPENSES</b>	<b>1,646,096</b>	<b>1,575,112</b>	<b>2,000,612</b>	<b>1,923,793</b>	<b>1,996,905</b>	<b>2,007,677</b>	<b>1</b>	
	ANNUAL CASH FLOW IN (OUT) BEFORE INTEREST, AMORTIZATION EXPENSES AND TRANSFERS	861,765	130,034	(25,727)	234,114	438,178	549,121		
	<b>LESS: INTEREST EXPENSE-FCM LOAN</b>	<b>43,371</b>	<b>41,367</b>	<b>39,348</b>	<b>37,267</b>	<b>37,267</b>	<b>36,098</b>	<b>(3)</b>	<b>4</b>
56	LESS: INTEREST EXPENSE-CITY LOAN	1,817,951	1,775,235	1,730,383	1,683,288	1,683,288	1,633,838	(3)	1
	<b>CASH FLOW BEFORE AMORT/ PRINCIPAL REPAYMENT</b>	<b>(999,557)</b>	<b>(1,686,568)</b>	<b>(1,795,457)</b>	<b>(1,486,441)</b>	<b>(1,282,376)</b>	<b>(1,120,815)</b>	<b>(13)</b>	
52	LESS: AMORTIZATION - EQUIPMENTS AND FIXTURES	393,240	393,240	391,264	0	0	0	0	7
56	LESS: AMORTIZATION - BUILDING IMPROVEMENT	1,550,592	1,550,592	1,550,592	0	0	0	0	7
	PRINCIPAL PAYMENT - CITY LOAN	0	0	0	988,992	988,992	1,038,441	5	
	PRINCIPAL PAYMENT - FCM LOAN	0	0	0	88,039	88,039	90,101	2	
	NET INCOME (LOSS) BEFORE NAMING FEES	(2,943,389)	(3,630,400)	(3,737,313)	(2,563,471)	(2,359,407)	(2,249,357)	(5)	
54	NAMING FEES - ALLSTREAM	468,000	387,870	332,208	305,293	305,293	247,500	(19)	2
55	NAMING FEES - ENERCARE	690,000	690,000	689,400	275,000	675,000	675,000	0	2
	<b>SUBTOTAL NET NAMING REVENUE</b>	<b>1,158,000</b>	<b>1,077,870</b>	<b>1,021,608</b>	<b>580,293</b>	<b>980,293</b>	<b>922,500</b>	<b>(6)</b>	
	<b>NET INCOME (LOSS)</b>	<b>(1,785,389)</b>	<b>(2,552,530)</b>	<b>(2,715,706)</b>	<b>(1,983,179)</b>	<b>(1,379,114)</b>	<b>(1,326,857)</b>	<b>(4)</b>	
4####	CASH TSF FROM CONFERENCE RESERVE FUND	777,854	1,589,770	823,536	1,000,000	1,379,114	1,326,857	(4)	
	<b>NET INCOME (LOSS) AFTER TSF PER FS</b>	<b>(1,007,536)</b>	<b>(962,760)</b>	<b>(1,892,169)</b>	<b>(983,179)</b>	<b>0</b>	<b>0</b>	<b>0</b>	
	<b>CASH CONVERSION:</b>								
	NET INCOME (LOSS)	(1,785,389)	(2,552,530)	(2,715,706)	(1,983,179)	(1,379,114)	(1,326,857)		
	AMORTIZATION - EQUIPMENTS & FIXTURES	393,240	393,240	391,264	0	0	0		
	AMORTIZATION - BUILDING IMPROVEMENT	1,550,592	1,550,592	1,550,592	0	0	0		
	ASSETS ADDITION	0	0	0	0	0	0		
	PRINCIPAL PAYMENT - CITY LOAN	(854,328)	(897,045)	(941,897)	0	0	0		
	PRINCIPAL PAYMENT - FCM LOAN	(81,968)	(84,027)	(85,985)	0	0	0		
	<b>NET INCOME (LOSS) TSF TO CITY CCRF - CASH BASIS</b>	<b>(777,854)</b>	<b>(1,589,770)</b>	<b>(1,801,731)</b>	<b>(1,983,179)</b>	<b>(1,379,114)</b>	<b>(1,326,857)</b>		
	TRANSFER FROM (TO) CITY CONFERENCE CENTRE RESERVE	777,854	1,589,770	823,536	1,000,000	1,379,114	1,326,857		2
	<b>CASH INFLOW (OUTFLOW) AFTER TRANSFERS</b>	<b>0</b>	<b>0</b>	<b>(978,195)</b>	<b>(983,179)</b>	<b>0</b>	<b>0</b>		

**THE BOARD OF GOVERNORS OF EXHIBITION PLACE  
ALLSTREAM CENTRE**

**SUMMARY**

**NOTE:**

1. Monthly debt payments started November 1, 2010 after the first full year of operation per loan agreement with the City. Interest at 5% over 25 years.
  
2. The City and the Board agree that the City shall establish an obligatory interest-bearing reserve fund to be called the "Exhibition Place Conference Centre Reserve Fund" per the Loan Agreement and the Board shall place all revenues received under any naming rights agreement in the Conference Centre Reserve Fund" less any activation costs or commissions payable; plus any surplus from Exhibition Place consolidated operations as approved by City Council from time to time in the Exhibition Place Conference Centre Reserve Fund, which shall be used by the City to provide a source of funding for any shortfall by the Board in respect of the loan payments as required under the Agreement.  
Enercare agreement from June 1/2016 to May 31, 2026.  
DEC naming fees recognized over ten years from Jan1/2006 to Dec31/2015;  
Allstream Naming fees ; Amended agreement dated Nov29/2013 extending the term to December 31/2022 (originally revenue was recognized over ten years from Oct/2009 to Sep/2018).
3. Attendees at Allstream are mostly from out of town, thus they use transit, shuttle or taxi instead of driving cars. Attendees for galas may use taxi as well.
4. FCM loan for LEED designation and capital restoration/heritage redevelopment (\$2.0M @ 2.375% semi-annually for 20 yrs.).
5. Events previously held in the Automotive Building are now using the BLC and are included in DEC's budget to be consistent with prior years.
6. 2016 F&B commission budget adjusted to reflect actual experience
7. FF&E budgeted at \$3.4 millions, amortized over ten years useful life. Amortization of the building improvement is recorded as per 2008 and 2009 financial audit new requirements and agreement with City. From 2010 forward, as agreed with City planning the Allstream Centre's budget should include interest/principal repayment (cash items ) and exclude amortization (non-cash item).



**THE BOARD OF GOVERNORS OF EXHIBITION PLACE  
ALLSTREAM CENTRE**

**70-701 - BUILDING OPERATIONS**

ACCT# ACCOUNT NAME	2012 ACTUAL	2013 ACTUAL	2014 ACTUAL	2015 FORECAST	2015 BUDGET	2016 BUDGET	%Increase	Notes
<b>1-70-701-70701-</b>								
<u>EXPENSES</u>								
60255 HYDRO	176,587	186,088	197,717	220,000	248,400	210,000	(15)	1
60252 GAS	13,697	19,757	23,703	21,000	21,000	21,420	2	2
60281 WATER	42,091	39,244	30,479	43,000	43,000	44,290	3	3
60427 FIRE PROTECTION	5,350	9,284	33,046	15,000	15,000	15,000	0	
61010 BUILDING REPAIR & MAINTENANCE	156,714	109,081	125,327	120,000	120,000	120,000	0	
61025 ELEVATORS & ESCALATORS	0	0	17,738	8,000	6,000	8,000	33	
61032 ELECTRICAL MAINTENANCE	72,406	27,486	49,093	50,000	50,000	50,000	0	4
61077 PLUMBING REPAIR & MAINTENANCE	18,851	10,500	15,000	18,000	18,000	18,000	0	
61083 HVAC	9,027	2,352	17,047	10,000	10,000	10,000	0	5
61113 UTILITIES RECOVERIES - F&B PROVIDER	0	(31,400)	(17,973)	(33,000)	(33,000)	(33,000)	0	
<b>TOTAL EXPENSES</b>	<b>494,721</b>	<b>372,390</b>	<b>491,177</b>	<b>472,000</b>	<b>498,400</b>	<b>463,710</b>	<b>(7)</b>	

- NOTE:**
1. Actual hydro includes renewable energy consumption. Actual kwh consumed monthly as per operation. Budget increase per economic factors provided by City, adjusted by savings expected from Cerise's operation
  2. Gas consumption includes meters for kitchen and boiler. Budget increase per economic factors provided by City
  3. Actual monthly consumption provided by Operation. Budget increase to reflect prior years experience
  4. 2015-2016 budget increase to reflect prior year actual experience
  5. Building automation system maintenance contract.

**THE BOARD OF GOVERNORS OF EXHIBITION PLACE  
ALLSTREAM CENTRE**

**70-702 HOUSEKEEPING AND DÉCOR**

ACCT# ACCOUNT NAME	2012 ACTUAL	2013 ACTUAL	2014 ACTUAL	2015 FORECAST	2015 BUDGET	2016 BUDGET	%Increase	Notes
<b>1-70-702-70702-</b>								
<u>EXPENSES</u>								
60002 SALARIES & BENEFITS - HOURLY (BASE BUILDING)	91,319	108,037	124,300	154,317	154,317	164,759	7	1
60009 SALARIES & BENEFITS - HOURLY (RECOVERABLE)	0	0	0	0	0	0	0	1
TOTAL SALARIES & BENEFITS - HOURLY	91,319	108,037	124,300	154,317	154,317	164,759	7	1
61099 RECOVERIES-VARIOUS	0	0	0	0	0	0	0	1
<b>MAINT. SALARIES AND BENEFITS - HOURLY</b>	<b>91,319</b>	<b>108,037</b>	<b>124,300</b>	<b>154,317</b>	<b>154,317</b>	<b>164,759</b>	<b>7</b>	
60252 LANDSCAPING (INTERIOR AND EXTERIOR)	0	0		9,203	9,203	9,387	2	
60281 SNOW REMOVAL	473	1,382	13,554	11,385	11,385	11,613	2	6
60801 CONTRACTED SERVICES	11,128	4,968	6,094	7,837	7,837	7,994	2	3
61031 DUMPING FEES	3,365	3,103	3,520	3,272	3,272	3,436	5	4
61036 EQUIPMENT MAINTENANCE	0	0	388	1,023	1,023	1,043	2	5
63100 CLEANING SUPPLIES	3,899	6,879	8,455	10,609	10,609	10,609	0	2
SUBTOTAL	18,865	16,332	32,011	43,330	43,330	44,083	2	
<b>TOTAL EXPENSES</b>	<b>110,184</b>	<b>124,369</b>	<b>156,311</b>	<b>197,647</b>	<b>197,647</b>	<b>208,841</b>	<b>6</b>	

**NOTE:**

1. Increase in wages per collective agreement, plus adjustment to reflect prior years experience.
2. Cleaning supplies includes uniforms, sanitary supplies, safety wares, lead products, odour control materials.
3. Contract service includes pest control services, wildlife management, waste disposal, escalator cleaning
4. Non-recoverable portion of City dumping fees
5. Parts and maintenance for vacuums, sweepers, carpet extractors, orbital shampoo machines
6. Shovels, scrapers, equipment rentals for five months, lead bead salt, salt spreaders, blowers

THE BOARD OF GOVERNORS OF EXHIBITION PLACE  
ALLSTREAM CENTRE

70-703 FINANCE

ACCT# ACCOUNT NAME	2012 ACTUAL	2013 ACTUAL	2014 ACTUAL	2015 FORECAST	2015 BUDGET	2016 BUDGET	%Increase	Notes
<b>1-70-703-70703-</b>								
<u>EXPENSES</u>								
60000 SALARIES - PERMANENT	26,449	50,569	51,573	54,032	54,032	56,598	5	1
60001 BENEFITS	6,188	12,722	15,170	15,713	15,713	16,440	5	1
60002 SALARIES & BENEFITS - TEMPORARY	8,669	0	0	0	0	0	0	
60408 BAD DEBT EXPENSE	0	0	35,976	8,000	8,000	8,000	0	
69800 AMORTIZATION EXPENSE-FF&E	393,240	393,240	391,264	381,731	381,731	381,731	0	2
49004 MISC EXPENSES (REVENUE)	0	(3)	0	0	0	0	0	3
<b>TOTAL EXPENSES</b>	<b>434,546</b>	<b>456,528</b>	<b>493,983</b>	<b>459,476</b>	<b>459,476</b>	<b>462,769</b>	<b>1</b>	

**NOTE:**

1. Provision for merit increase. Benefits increase due to OMERS rate increase
2. FF&E budgeted at \$3.4 millions, assuming a ten years useful life. Electrical equipment were fully amortized in 2014
3. Prior years over/under-accrual

THE BOARD OF GOVERNORS OF EXHIBITION PLACE  
ALLSTREAM CENTRE

70-704 CONCIERGE SERVICE

ACCT# ACCOUNT NAME	2012 ACTUAL	2013 ACTUAL	2014 ACTUAL	2015 FORECAST	2015 BUDGET	2016 BUDGET	%Increase	Notes
<b>1-70-704-70704-</b>								
<u>EXPENSES</u>								
60000 SALARIES - PERMANENT	54,837	56,166	66,984	46,979	46,979	49,281	5	1
60001 BENEFITS	0	0	0	13,690	13,690	14,369	5	1
60002 WAGES - SECURITY SERVICES	0	0	0	0	0	0	0	1
<b>TOTAL EXPENSES</b>	<b>54,837</b>	<b>56,166</b>	<b>66,984</b>	<b>60,669</b>	<b>60,669</b>	<b>63,650</b>	<b>5</b>	

**NOTE:**

1. Provision for merit increase. Budget provided for in house security (75%) and BBW providing services (25%). One full time concierge per City pro forma

**THE BOARD OF GOVERNORS OF EXHIBITION PLACE  
ALLSTREAM CENTRE**

**50-304 NAMING RIGHTS - EXHIBITION PLACE**

ACCT# ACCOUNT NAME	2012 ACTUAL	2013 ACTUAL	2014 ACTUAL	2015 FORECAST	2015 BUDGET	2016 BUDGET	%Increase	Notes
<b>1-50-304-50304-</b>								
<b>49041 NAMING FEE REVENUE</b>	<b>520,000</b>	<b>456,275</b>	<b>367,056</b>	<b>339,214</b>	<b>339,214</b>	<b>275,000</b>	<b>(19)</b>	<b>2</b>
<b>EXPENSE</b>								
<b>60205 RE-BRANDING INCLUDING BUILDING SIGNAGE</b>	<b>0</b>	<b>16,405</b>	<b>2,140</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	
<b>60200 COMMISSION</b>	<b>52,000</b>	<b>52,000</b>	<b>14,882</b>	<b>33,921</b>	<b>33,921</b>	<b>27,500</b>	<b>(19)</b>	
<b>60201 ADMINISTRATIVE COSTS</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	
<b>60202 PRODUCTION EXPENSE</b>	<b>0</b>	<b>0</b>	<b>17,827</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	
	<b>52,000</b>	<b>68,405</b>	<b>34,848</b>	<b>33,921</b>	<b>33,921</b>	<b>27,500</b>	<b>(19)</b>	
<b>NET INCOME (LOSS)</b>	<b>468,000</b>	<b>387,870</b>	<b>332,208</b>	<b>305,293</b>	<b>305,293</b>	<b>247,500</b>	<b>(19)</b>	
<b>60203 TSF TO CITY CONFERENCE CENTRE OBLIGATORY RESERVE FUND</b>	<b>(468,000)</b>	<b>(387,870)</b>	<b>(332,208)</b>	<b>(305,293)</b>	<b>(305,293)</b>	<b>(247,500)</b>	<b>(19)</b>	<b>1</b>
<b>NET INCOME (LOSS) AFTER TRANSFER TO RESERVE</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	

**NOTE:**

1. The City and the Board agree that the City shall establish an obligatory interest-bearing reserve fund to be called the "Exhibition Place Conference Centre Reserve Fund" per the Loan Agreement and the Board shall place all revenues received under any naming rights agreement Conference Centre Reserve Fund" per the Loan Agreement and the Board shall place all revenues received under any naming rights agreement for the Direct Energy Centre and the Conference Centre (less any activation costs or commissions payable); plus any surplus from Exhibition Place consolidated operations as approved by City Council from time to time in the Exhibition Place Conference Centre Reserve Fund, which shall be used by the City to provide a source of funding for any shortfall by the Board in respect of the loan payments as required under the Agreement.

Allstream Naming fees amended agreement dated Nov29/2013 extending the term to December 31/2022 (originally revenue was recognized over ten years from Oct/2009 to Sep/2018). Naming sponsorship ended in 2015.

**THE BOARD OF GOVERNORS OF EXHIBITION PLACE  
ALLSTREAM CENTRE**

**60-812 NAMING RIGHTS - ENERCARE ( DIRECT ENERGY CENTRE PRIOR TO 2015)**

ACCT# ACCOUNT NAME	2012 ACTUAL	2013 ACTUAL	2014 ACTUAL	2015 FORECAST	2015 BUDGET	2016 BUDGET	%Increase	Notes
<b>1-60-812-60812-</b>								
<b>42300 NAMING FEE</b>	<b>700,000</b>	<b>700,000</b>	<b>700,000</b>	<b>700,000</b>	<b>700,000</b>	<b>750,000</b>	<b>7</b>	<b>2</b>
<b>EXPENSE</b>								
<b>60205 RE-BRANDING INCLUDING BUILDING SIGNAGE</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>400,000</b>	<b>0</b>	<b>0</b>	<b>0</b>	
<b>60200 COMMISSION</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	
<b>60201 ADMINISTRATIVE COSTS</b>	<b>10,000</b>	<b>10,000</b>	<b>10,600</b>	<b>25,000</b>	<b>25,000</b>	<b>75,000</b>	<b>200</b>	
<b>60202 PRODUCTION EXPENSE</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	
	<b>10,000</b>	<b>10,000</b>	<b>10,600</b>	<b>425,000</b>	<b>25,000</b>	<b>75,000</b>	<b>200</b>	
<b>NET INCOME (LOSS)</b>	<b>690,000</b>	<b>690,000</b>	<b>689,400</b>	<b>275,000</b>	<b>675,000</b>	<b>675,000</b>	<b>0</b>	
<b>60203 TSF TO CITY CONFERENCE CENTRE OBLIGATORY RESERVE FUND</b>	<b>(690,000)</b>	<b>(690,000)</b>	<b>(689,400)</b>	<b>(275,000)</b>	<b>(675,000)</b>	<b>(675,000)</b>	<b>0</b>	<b>1</b>
<b>NET INCOME (LOSS) AFTER TRANSFER TO RESERVE</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	

**NOTE:**

1. The City and the Board agree that the City shall establish an obligatory interest-bearing reserve fund to be called the "Exhibition Place Conference Centre Reserve Fund" per the Loan Agreement and the Board shall place all revenues received under any naming rights agreement Conference Centre Reserve Fund" per the Loan Agreement and the Board shall place all revenues received under any naming rights agreement for the Direct Energy Centre and the Conference Centre (less any activation costs or commissions payable); plus any surplus from Exhibition Place consolidated operations as approved by City Council from time to time in the Exhibition Place Conference Centre Reserve Fund, which shall be used by the City to provide a source of funding for any shortfall by the Board in respect of the loan payments as required under the Agreement.

2. Enercare agreement from June 1/2016 to May 31, 2026; revenue will be recognized from Jan 1/2016. DEC naming fees were recognized over ten years from Jan1/2006 to Dec31/2015.

THE BOARD OF GOVERNORS OF EXHIBITION PLACE  
ALLSTREAM CENTRE

70-708 DEBT PAYMENTS

ACCT# ACCOUNT NAME	2012 ACTUAL	2013 ACTUAL	2014 ACTUAL	2015 FORECAST	2015 BUDGET	2016 BUDGET	%Increase	Notes
<b>EXPENSE</b>								
<b>1-70-708-70801-</b>								
69800 CITY DEBT - BUILDING AMORTIZATON	1,470,588	1,470,588	1,470,588	1,470,588	1,470,588	1,470,588	0	1
60781 CITY DEBT - INTEREST	1,817,951	1,775,235	1,730,383	1,683,288	1,683,288	1,633,838	(3)	1
SUBTOTAL CITY DEBT	<u>3,288,539</u>	<u>3,245,823</u>	<u>3,200,971</u>	<u>3,153,876</u>	<u>3,153,876</u>	<u>3,104,426</u>	<u>(2)</u>	
<b>1-70-708-70802-</b>								
69800 FCM LOAN-BUILDING AMORTIZATION	80,004	80,004	80,004	80,000	80,000	80,000	0	2
60781 FCM LOAN-INTEREST	43,371	41,367	39,348	37,267	37,267	36,098	(3)	2
SUBTOTAL FCM DEBT	<u>123,375</u>	<u>121,371</u>	<u>119,352</u>	<u>117,267</u>	<u>117,267</u>	<u>116,098</u>	<u>(1)</u>	
TOTAL INTEREST AND AMORTIZATION	<u>3,411,914</u>	<u>3,367,194</u>	<u>3,320,323</u>	<u>3,271,143</u>	<u>3,271,143</u>	<u>3,220,524</u>	<u>(2)</u>	
<b>1-00-000-00000-</b>								
20390 CITY DEBT - PRINCIPAL REPAYMENT	854,328	897,045	941,897	988,992	988,992	1,038,441	5	3
20370 FCM LOAN - PRINCIPAL REPAYMENT	81,968	84,027	85,985	88,039	88,039	90,101	2	3
TOTAL PRINCIPAL REPAYMENT	<u>936,296</u>	<u>981,072</u>	<u>1,027,882</u>	<u>1,077,031</u>	<u>1,077,031</u>	<u>1,128,542</u>	<u>5</u>	

**NOTE:**

1. City debt payment to start after the first full year of operation per loan agreement with the City. Interest at 5% over 25 years. Building opened October 19, 2009. First loan monthly payment started on November 1, 2010.
2. FCM loan for LEED designation and capital restoration/heritage redevelopment (\$2.0M @ 2.375% semi-annually for 20 years). First disbursement of loan advance from FCM received in January, 2010. First loan semi-annual repayment due on July 29, 2010.
3. Amounts are recorded on balance sheet accounts as reduction of loans payable.

**THE BOARD OF GOVERNORS OF EXHIBITION PLACE  
ALLSTREAM CENTRE**

**70-709 SALES AND MARKETING**

ACCT# ACCOUNT NAME	2012 ACTUAL	2013 ACTUAL	2014 ACTUAL	2015 FORECAST	2015 BUDGET	2016 BUDGET	%Increase	Notes
<b>1-70-709-70709-</b>								
<u>EXPENSES</u>								
60000 SALARIES - PERMANENT	192,534	79,896	205,885	189,715	189,715	214,634	13	1
60001 BENEFITS	40,673	26,898	26,443	54,017	54,017	60,944	13	1
60404 ADVERTISING	35,052	60,264	47,910	45,500	45,500	50,290	11	
60418 MEETINGS & CONVENTIONS	0	0	0	0	0	0	0	
60419 CORPORATE ADVERTISING	4,303	0	0	0	0	0	0	
60438 MEDIA / PUBLIC RELATIONS	0	0	0	0	0	0	0	
60800 CONTRACT STAFF	31,332	57,457	65,906	65,454	65,454	67,964	4	2
63023 OFFICE SUPPLIES	0	0	0	0	0	0	0	
63118 COURIER	1,282	744	889	1,000	1,000	1,000	0	
63122 RESOURCE MATERIALS	4,712	5,864	3,168	5,000	5,000	5,000	0	
<b>TOTAL EXPENSES</b>	<b>309,888</b>	<b>231,123</b>	<b>350,201</b>	<b>360,686</b>	<b>360,686</b>	<b>399,832</b>	<b>11</b>	

**NOTE:**

1. Provision for merit increase. 2016 budget increase due to one senior position was hired at a rate higher than 2015 budget
2. Budget provided for one contract booking assistant .



THE BOARD OF GOVERNORS OF EXHIBITION PLACE  
ALLSTREAM CENTRE

70-710 EVENT SERVICES

ACCT# ACCOUNT NAME	2012 ACTUAL	2013 ACTUAL	2014 ACTUAL	2015 FORECAST	2015 BUDGET	2016 BUDGET	%Increase	Notes
1-70-710-70710-								
<u>EXPENSES</u>								
60000 SALARIES - PERMANENT	176,718	180,305	188,853	197,832	197,832	208,739	6	1
60001 BENEFITS	38,441	49,423	51,439	57,027	57,027	60,094	5	1
60800 CONTRACT STAFF	6,243	12,137	11,902	0	0	0	0	2
63126 SUPPLIES & GENERAL	0	1,130	789	300	300	300	0	
60437 MEALS & ENTERTAINMENT	0	65	0	300	300	300	0	
63119 PRINTING & STATIONERY	0	0	0	300	300	300	0	
63127 UNIFORMS	0	0	0	300	300	300	0	
<b>TOTAL EXPENSES</b>	<b>221,401</b>	<b>243,060</b>	<b>252,983</b>	<b>256,059</b>	<b>256,059</b>	<b>270,033</b>	<b>5</b>	

**NOTE:**

1. Provision for merit increase. Benefits increase due to OMERS rate increase
2. Budget provided for one full time contract MC; merged with GL#60000 in 2014/2015.

**THE BOARD OF GOVERNORS OF EXHIBITION PLACE  
ALLSTREAM CENTRE**

**70-711 PRODUCTION TECHNICIAN/PMD AND OTHER NON-RECOVERABLE EVENT COSTS**

ACCT# ACCOUNT NAME	2012 ACTUAL	2013 ACTUAL	2014 ACTUAL	2015 FORECAST	2015 BUDGET	2016 BUDGET	%Increase	Notes
<b>1-70-711-70711-</b>								
<u>EXPENSES</u>								
60000 SALARIES - PERMANENT	26,305	102,846	64,551	64,000	73,099	67,136	(8)	1
60001 BENEFITS	0	0	0	18,376	20,989	19,355	(8)	1
60206 MANAGEMENT FEES - CERISE	38,109	37,463	37,463	41,400	41,400	41,400	0	3
60207 ADMIN FEES - CERISE	33,147	32,038	41,020	34,000	34,000	34,000	0	4
61036 LEASABLE AV EQUIPMENTS MAINTENANCE AND PARTS	6,773	8,173	17,195	25,000	60,000	30,000	(50)	2
<b>TOTAL EXPENSES</b>	<b>104,334</b>	<b>180,520</b>	<b>160,229</b>	<b>182,776</b>	<b>229,488</b>	<b>191,891</b>	<b>(16)</b>	

**NOTE:**

1. 2016 budget provided for one full time Production Coordinator. 2015 forecast and 2016 budget adjust to reflect actual hired rate
2. Maintenance agreements for Sirius Radio , Creston Certified Agency and way finding system components. 2015 budget increase due to replacement cost for parts and components of existing installation Wall ports, audio amplifiers, video distribution projectors and components. These costs were previously covered by warranty
3. Management fee paid to Cerise
4. Admin fee paid to Cerise based on events at 15% of labour costs for water stations, washroom attendants and set up/tear down. Provision for COLA increase.