

**THE BOARD OF GOVERNORS OF EXHIBITION PLACE
CONSOLIDATED OPERATING BUDGET 2014**

PAGE	PROGRAM	2011 ACTUAL	2012 ACTUAL	2013 FORECAST	2013 BUDGET	2014 BUDGET	%Increase	Notes
<u>EXHIBITION PLACE AND DIRECT ENERGY CENTRE</u>								
REVENUE								
3	REVENUE - EP	15,086,931	15,356,567	17,224,694	17,397,440	17,546,473	1	
38	REVENUE - DEC	11,113,989	11,097,277	11,335,491	11,354,666	11,413,946	1	
		26,200,920	26,453,844	28,560,186	28,752,106	28,960,419	1	
EXPENSES								
3	DIRECT EXPENSES - EP	5,151,303	4,899,946	4,417,561	4,484,477	4,414,685	(2)	
38	DIRECT EXPENSES - DEC	4,858,110	4,650,780	4,605,250	4,398,316	4,462,705	1	
	DIRECT EXPENSES	10,009,413	9,550,726	9,022,811	8,882,793	8,877,390	(0)	
7	SHARE OF OVERHEAD	15,257,547	14,625,461	18,971,201	19,303,139	19,551,195	1	
		25,266,960	24,176,186	27,994,012	28,185,932	28,428,585	1	
INCOME (LOSS) BEFORE DEBT CHARGES								
19	INTEREST AND AMORT EXPENSE - ENERGY RETROFIT ASSETS	933,960	2,277,657	566,173	566,174	531,834	6	
		710,582	784,589	770,792	770,792	755,728	(2)	
	NET INCOME (LOSS)	223,378	1,493,068	(204,618)	(204,618)	(223,894)	(9)	
<u>ALLSTREAM CENTRE</u>								
47	REVENUE	2,250,408	2,507,861	2,547,270	2,542,482	2,610,220	3	
47	EXPENSES	1,661,053	1,646,096	1,715,517	1,696,339	1,779,144	5	
	CASH FLOW BEFORE INTEREST, AMORT AND TRANSFERS	589,354	861,765	831,754	846,143	831,076	(2)	
55	LESS: INTEREST EXPENSES	1,903,913	1,861,322	1,816,602	1,816,602	1,769,731	(3)	
55	LESS: AMORTIZATION EXPENSE	1,943,831	1,943,832	0	0	0	0	
55	LESS: PRINCIPAL REPAYMENT - FCM LOAN	0	0	897,045	897,045	941,897	5	
55	LESS: PRINCIPAL REPAYMENT - CITY LOAN	0	0	84,027	84,027	85,985	2	
	INCOME (LOSS) BEFORE NAMING FEE	(3,258,389)	(2,943,389)	(1,965,920)	(1,951,531)	(1,966,536)	1	
	NAMING FEES REVENUE (DIRECT ENERGY & ALLSTREAM)	1,142,601	1,158,000	1,143,000	1,143,000	1,143,000	0	
	NET INCOME (LOSS)	(2,115,788)	(1,785,389)	(822,920)	(808,531)	(823,536)	2	
47	CASH TRANSFER FROM(TO) CONFERENCE CENTRE RESERVE	1,065,708	777,854	822,920	808,531	823,536	2	
	NET INCOME (LOSS) AFTER TSF PER FIN. STATEMENTS	(1,050,080)	(1,007,536)	0	0	0	0	
<u>NATIONAL SOCCER STADIUM</u>								
60	REVENUES	9,451,585	9,119,761	9,565,796	9,565,796	11,000,879	15	
61	EXPENSES	8,423,905	8,389,590	8,986,178	8,986,178	10,297,947	15	
	NET INCOME (LOSS) BEFORE SHARING	1,027,680	730,171	579,618	579,618	702,932	21	
59	LESS PRIMARY INCENTIVE FEE	530,815	387,943	275,000	275,000	379,038	38	
	NET INCOME (LOSS)	496,865	342,228	304,618	304,618	323,894	6	
<u>SUMMARY</u>								
<u>BOG</u>								
	TOTAL REVENUE	40,111,222	40,017,319	42,639,172	42,811,915	44,538,055	4	
	TOTAL EXPENSE	40,441,059	39,189,559	42,539,173	42,711,915	44,438,055	4	
	NET INCOME (LOSS) PER FINANCIAL STATEMENTS	(329,837)	827,760	100,000	100,000	100,000		
CASH CONVERSION:								
	EMPLOYEE BENEFITS	324,277	324,264					
	AMORTIZATION - EP/DEC/BMO	103,069	61,867					
	AMORTIZATION - ALLSTREAM	1,943,831	1,943,832					
	PRINCIPAL REPAYMENT - ALLSTREAM	(893,751)	(936,296)					
	CAPITAL ASSETS	(19,246)	(26,629)					
	NET STEP UP - LONG TERM LEASE	(199,007)	(230,650)					
	CASH PAYABLE (RECEIVABLE) FROM CITY - BOG	929,336	1,964,149	100,000	100,000	100,000	0	
<u>CNEA</u>								
	TOTAL REVENUE	25,910,870	27,216,810	0	0	0	0	
	TOTAL EXPENSE	23,840,532	24,414,076	0	0	0	0	1
	NET INCOME (LOSS) PER FINANCIAL STATEMENTS	2,070,338	2,802,734	0	0	0	0	
	CASH CONVERSION: EMPLOYEE BEN/AMORT/ASSETS	49,924	(148,071)	0	0	0	0	
	CASH PAYABLE (RECEIVABLE) FROM CITY - CNEA	2,120,262	2,654,664	0	0	0		
<u>CONSOLIDATED</u>								
	CASH PAYABLE (RECEIVABLE) TO/FROM CITY - BOG	929,336	1,964,149	100,000	100,000	100,000	(0)	
	CASH PAYABLE (RECEIVABLE) TO/FROM CITY - CNEA	2,120,262	2,654,664	0	0	0	0	1
	TOTAL CASH PAYABLE (RECEIVABLE) FROM CITY	3,049,598	4,618,812	100,000	100,000	100,000	0	

**THE BOARD OF GOVERNORS OF EXHIBITION PLACE
CONSOLIDATED OPERATING BUDGET 2014**

PAGE	DEPARTMENT	2011 ACTUAL	2012 ACTUAL	2013 FORECAST	2013 BUDGET	2014 BUDGET	%Increase	Notes
	EXHIBITION PLACE							
3	REVENUE	15,086,931	15,356,567	17,224,694	17,397,440	17,546,473	1	
3	DIRECT EXPENSES	5,151,303	4,899,946	4,417,561	4,484,477	4,414,685	(2)	
7	SHARE OF OVERHEAD	15,257,547	14,625,461	18,971,201	19,303,139	19,551,195	1	
	INCOME (LOSS) BEFORE DEBT CHARGES	(5,321,919)	(4,168,840)	(6,164,068)	(6,390,176)	(6,419,407)	(0)	
19	INTEREST AND AMORT EXPENSE - ENERGY RETROFIT ASSETS	710,582	784,589	770,792	770,792	755,728	(2)	
	NET INCOME (LOSS)	(6,032,501)	(4,953,429)	(6,934,859)	(7,160,967)	(7,175,135)	(0)	
	DIRECT ENERGY CENTRE							
38	REVENUE	11,113,989	11,097,277	11,335,491	11,354,666	11,413,946	1	
38	DIRECT EXPENSES	4,858,110	4,650,780	4,605,250	4,398,316	4,462,705	1	
	NET INCOME (LOSS)	6,255,878	6,446,497	6,730,241	6,956,349	6,951,241	(0)	
	ALLSTREAM CENTRE							
47	REVENUE	2,250,408	2,507,861	2,547,270	2,542,482	2,610,220	3	
47	EXPENSES	1,661,053	1,646,096	1,715,517	1,696,339	1,779,144	5	
	CASH FLOW BEFORE INTEREST, AMORT AND TRANSFER	589,354	861,765	831,754	846,143	831,076	(2)	
55	LESS: INTEREST EXPENSES	1,903,913	1,861,322	1,816,602	1,816,602	1,769,731	(3)	
55	LESS: AMORTIZATION EXPENSE	1,943,831	1,943,832	0	0	0	0	
55	LESS: PRINCIPAL REPAYMENT - FCM LOAN	0	0	897,045	897,045	941,897	5	
55	LESS: PRINCIPAL REPAYMENT - CITY LOAN	0	0	84,027	84,027	85,985	2	
	INCOME (LOSS) BEFORE NAMING FEE	(3,258,389)	(2,943,389)	(1,965,920)	(1,951,531)	(1,966,536)	1	
47	NAMING FEES REVENUE (DIRECT ENERGY & ALLSTREAM)	1,142,601	1,158,000	1,143,000	1,143,000	1,143,000	0	
	NET INCOME (LOSS)	(2,115,788)	(1,785,389)	(822,920)	(808,531)	(823,536)	2	
47	TRANSFER FROM (TO) CONFERENCE CENTRE RESERVE	1,065,708	777,854	822,920	808,531	823,536	2	
	NET INCOME (LOSS) AFTER TSF PER FS	(1,050,080)	(1,007,536)	0	0	0	0	
	NATIONAL SOCCER STADIUM							
60	REVENUES	9,451,585	9,119,761	9,565,796	9,565,796	11,000,879	15	
61	EXPENSES	8,423,905	8,389,590	8,986,178	8,986,178	10,297,947	15	
	NET INCOME (LOSS) BEFORE SHARING	1,027,680	730,171	579,618	579,618	702,932	21	
59	LESS PRIMARY INCENTIVE FEE	530,815	387,943	275,000	275,000	379,038	38	
	NET INCOME (LOSS) AFTER SHARING	496,865	342,228	304,618	304,618	323,894	6	
	SUMMARY							
	BOG							
	TOTAL REVENUE	40,111,222	40,017,319	42,639,172	42,811,915	44,538,055	4.0	
	TOTAL EXPENSE	40,441,059	39,189,559	42,539,173	42,711,915	44,438,055	4.0	
	NET INCOME (LOSS) PER FINANCIAL STATEMENTS - BOG	(329,837)	827,760	100,000	100,000	100,000	0	
	CNEA							
	TOTAL REVENUE	25,910,870	27,216,810	0	0	0	0	
	TOTAL EXPENSE	23,840,532	24,414,076	0	0	0	0	
	NET INCOME (LOSS) PER FINANCIAL STATEMENTS - CNEA	2,070,338	2,802,734	0	0	0	0	
	CONSOLIDATED							
	TOTAL REVENUE	66,022,092	67,234,129	42,639,172	42,811,915	44,538,055	4.0	
	TOTAL EXPENSE	64,281,592	63,603,634	42,539,173	42,711,915	44,438,055	4.0	
	NET INCOME (LOSS) PER FINANCIAL STATEMENTS	1,740,501	3,630,495	100,000	100,000	100,000	0	

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

REVENUE AND EXPENSE SUMMARY

PAGE	DESCRIPTION	2011 ACTUAL	2012 ACTUAL	2013 FORECAST	2013 BUDGET	2014 BUDGET	%Increase	Notes
	<u>REVENUE</u>							
	RENTAL INCOME - TENANTS	915,191	899,165	924,812	914,163	914,163	0	1
	MLSE/RICOH CONTRIBUTION	500,880	526,544	526,544	500,880	678,970	36	9
	ADDITIONAL RENT-MLSE/RICOH COLISEUM - NET	92,370	93,955	97,995	97,995	98,000	0	2
	SUB-TOTAL	1,508,440	1,519,664	1,549,351	1,513,038	1,691,133	12	
	RENTAL INCOME - CNEA	0	0	3,324,744	3,324,744	3,391,239	2	11
	RENTAL INCOME - EVENTS	1,077,445	976,659	870,466	748,670	812,188	8	3
	ADVERTISING -NET	1,416,835	1,382,572	1,465,899	1,465,899	1,465,899	0	10
42200	CATERING CONCESSIONS	66,908	55,579	47,380	81,837	55,000	(33)	5
	SUBTOTAL	4,069,628	3,934,473	7,257,840	7,134,189	7,415,459	4	
	SHOW SERVICES							
	- TENANTS	1,394,054	1,297,237	1,336,154	1,450,374	1,376,239	(5)	4
	- EVENTS	1,631,569	1,470,701	1,274,524	1,207,774	1,254,529	4	
	THIRD PARTY REVENUE	3,025,623	2,767,938	2,610,679	2,658,148	2,630,768	(1)	
5	PARKING REVENUE	6,680,228	6,734,923	6,372,600	6,151,757	6,277,842	2	6
	SUBTOTAL DIRECT REVENUE	13,775,479	13,437,334	16,241,118	15,944,094	16,324,069	2	
15	- ADMIN MARK UP, INTEREST AND MISC REVENUE	766,604	1,445,119	450,035	449,471	416,677	(7)	8
19	- ERP PROJECTS - INCENTIVE RECEIVED & SAVING	218,430	325,688	338,630	770,792	755,728	(2)	
21	- NAMING RIGHTS REVENUE - ALLSTREAM CENTRE	520,000	520,000	520,000	520,000	520,000	0	
21	- NAMING RIGHTS EXPENSES & TSF - ALLSTREAM CENTRE	(520,000)	(520,000)	(520,000)	(520,000)	(520,000)	0	
	SUBTOTAL INDIRECT REVENUE	985,034	1,770,807	788,665	1,220,263	1,172,405	(4)	
14	- CONTRIBUTION FROM CONFERENCE RESERVE FUND	300,000	100,000	0	0	0	0	
14	- CONTRIBUTION FROM SICK BANK RESERVE	26,418	48,426	194,911	233,083	50,000	(79)	
	SUBTOTAL CONTRIBUTION FROM RESERVES	326,418	148,426	194,911	233,083	50,000	(79)	
	TOTAL REVENUE	15,086,931	15,356,567	17,224,694	17,397,440	17,546,473	1	
	<u>EXPENSE</u>							
5	PARKING EXPENSES	2,513,221	2,484,950	2,126,760	2,116,211	2,119,230	0	
	SHOW SERVICES EXPENSES							
	- TENANTS	1,264,391	1,178,346	1,213,696	1,300,402	1,252,377	(4)	4
	- EVENTS	1,083,614	985,924	873,073	845,722	858,597	2	
	- EVENTS PMD COSTS	290,077	250,725	204,033	222,142	184,480	(17)	7
	SUB TOTAL SHOW SERVICE EXPENSES	2,638,082	2,414,995	2,290,802	2,368,266	2,295,455	(3)	
	TOTAL DIRECT EXPENSE	5,151,303	4,899,946	4,417,561	4,484,477	4,414,685	(2)	
	PROFIT (LOSS) BEFORE OVERHEAD EXPENSES	9,935,628	10,456,621	12,807,133	12,912,964	13,131,788	2	
7	OVERHEAD EXPENSES	15,968,129	15,410,050	19,741,993	20,073,931	20,306,923	1	
	NET OPERATING PROFIT (LOSS)	(6,032,501)	(4,953,429)	(6,934,859)	(7,160,967)	(7,175,135)	0	

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

NOTE:

1. 2014 budgeted includes estimated participation rent from QE tenant. New 4 year term lease agreement with TFI from Jun15/2012 to Jun14/2016
2. Ex Place services for security monitoring and building operators coverage for night time walk through.
3. Three year term agreement with Green Savoree Toronto ULC for Honda Indy from Jan 2012 to 2014
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.
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.
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, 2013
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. 2013 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	2011 ACTUAL	2012 ACTUAL	2013 FORECAST	2013 BUDGET	2014 BUDGET	%Increase	Notes
1-50-108-XXXX-							
REVENUE							
PARKING REVENUE							
40500 DEC EVENTS	3,628,353	3,588,277	3,756,170	3,460,700	3,589,500	4	14
40500 TENANTS	510,768	559,154	629,366	626,000	626,500	0	
40500 EP EVENTS	589,513	465,201	469,452	415,000	415,750	0	
40501 ONTARIO PLACE EVENTS	319,529	364,855	215,000	215,000	215,000	0	
SUB-TOTAL PARKING REVENUE	5,048,163	4,977,487	5,069,988	4,716,700	4,846,750	3	10
40520 RICOH COLISEUM	498,002	642,094	456,916	350,000	370,000	6	13
40521 BMO FIELD - SUBJECT TO REBATE	594,386	534,626	411,251	606,385	560,129	(8)	7
40599 BMO FIELD - NOT SUBJECT TO REBATE	192,507	213,824	100,000	159,172	168,463	6	7
40523 MEDIEVAL TIMES	301,292	340,389	330,445	315,500	328,500	4	
40525 FLEET STREET & MISC	45,878	26,503	4,000	4,000	4,000	0	3
TOTAL REVENUE	6,680,228	6,734,923	6,372,600	6,151,757	6,277,842	2	10
1-50-108-50108-							
EXPENSE							
60000 SALARIES - PERMANENT	565,089	582,952	530,955	519,497	544,579	5	1
60001 BENEFITS - PERMANENT	133,153	140,360	147,375	144,195	155,971	8	1
61020 SALARY & BENEFITS RECOVERIES FROM CNEA	0	(47,519)	(49,372)	0	(51,322)	0	5
60002 SALARIES AND BENEFITS - HOURLY	508,548	540,060	509,808	492,141	498,542	1	15
60407 AUDIT	0	0	2,000	2,000	2,000	0	
60409 BANK & CREDIT CARD CHARGES/CASH HANDLING	102,933	94,916	100,000	100,000	100,000	0	
60424 EQUIPMENT RENTALS	33,336	538	2,000	2,000	2,000	0	9
60425 EXPENSE ALLOWANCE	1,708	2,021	2,000	2,000	2,000	0	4
60459 STAFF DEVELOPMENT/TRAINING - UNIONIZED	0	0	3,000	0	3,000	0	12
60801 CONTRACT SERVICES	4,421	5,641	5,000	5,000	5,000	0	8
61037 SECURITY	70,691	60,300	50,000	50,000	50,000	0	6
61072 P.M.D	329,591	244,799	145,000	145,000	145,000	0	2
61088 ROAD MARKINGS AND SIGN REPAIRS (from 50-323)	0	0	10,000	10,000	10,000	0	
63119 PRINTING & STATIONERY	12,982	7,847	8,000	8,000	8,000	0	
63126 SUPPLIES & GENERAL	3,244	3,440	4,000	4,000	4,000	0	
63127 UNIFORMS	5,137	9,195	10,000	10,000	10,000	0	
SUBTOTAL EXPENSES BEFORE REBATES	1,770,834	1,644,551	1,479,766	1,493,832	1,488,771	(0)	
51000 MEDIEVAL TIMES REBATE	150,640	169,889	165,223	157,750	164,250	4	11
51005 BMO FIELD	196,997	177,778	137,084	202,128	186,710	(8)	11
51004 RICOH COLISEUM REBATE	373,481	481,595	342,687	262,500	277,500	6	11
61040 FLEET STREET CITY REBATE	21,269	11,137	2,000	0	2,000	0	1&11
TOTAL EXPENSES	2,513,221	2,484,950	2,126,760	2,116,211	2,119,230	0	
NET PROFIT (LOSS)	4,167,007	4,249,972	4,245,840	4,035,546	4,158,612	3	

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

50-108 PARKING AND TRAFFIC REVENUES AND EXPENSES

NOTE:

1. Provision for Merit increase. 2014 benefits increase due to OMERS rates increase. 2014 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. Fleet Street Parking revenue is 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. 2014 budget at 3.95% COLA+Merit increase from 2013 forecast per City directives
6. Includes paid duty for Toronto Football Club (TFC) games.
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. Includes \$70,000 annual revenue due to soccer bubble relocation.
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 Parking rate for BMO Field and indoor parking on busy show dates is \$15.
11. Parking Sources Rebates: Fleet Street (50%), Medieval (50%), Ricoh (75%), Stadium (33.33%). Fleet Street decrease due to 50% loss of parking spaces to Metrolinx construction starting in June 2011 for three years.
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. 2013 budget decrease due to impact from Hotel construction; however, 2013 forecast is not fully impact; expect full impact in 2014. Also, budget decrease due to loss of major events (CFA exams, CMTS ,PPPC, Sex show), Home Show collocates with Canada Blooms offset by return of Sportman show in 2013.
15. Variable direct wages and benefits associated with revenue.
16. Revenue decrease due to park closes

THE BOARD OF GOVERNORS OF EXHIBITION PLACE
EXHIBITION PLACE

OVERHEAD EXPENSE SUMMARY

PAGE	DEPARTMENT	2011 ACTUAL	2012 ACTUAL	2013 FORECAST	2013 BUDGET	2014 BUDGET	%Increase	Notes
8	CHIEF EXECUTIVE OFFICER	750,715	987,949	884,885	713,373	817,000	15	
9	BOARD OF GOVERNORS	43,476	35,034	57,000	58,500	57,000	(3)	
10	CORPORATE SECRETARY	538,310	385,288	426,720	430,429	435,980	1	
11	ARCHIVES & COMMERCIAL RECORDS	248,372	210,167	109,669	108,639	73,698	(32)	
12	PURCHASING & STORES	247,612	250,136	233,981	240,953	235,369	(2)	
13	HUMAN RESOURCES	559,886	730,501	439,315	416,887	462,888	11	
14	SICK BANK PAID OUT	26,418	48,426	194,911	233,083	50,000	(79)	
15	FINANCE	2,472,078	2,580,577	2,376,835	2,410,444	2,324,950	(4)	
17	COMMUNITY GRANTS	1,000	1,000	4,000	4,000	4,000	0	
18	OPERATIONS ADMINISTRATION	1,874,025	1,756,472	1,846,796	1,852,796	1,921,876	4	
22	UTILITIES	2,465,615	1,870,571	2,587,665	2,965,763	2,795,500	(6)	
23	CLEANING SERVICES	848,268	831,000	849,881	862,881	867,352	1	
24	SPECIAL APPROPRIATIONS	551,165	559,866	495,620	495,620	495,620	0	
25	FACILITY SERVICES	1,858,004	1,800,254	1,620,772	1,708,058	1,751,150	3	
26	LABOUR	435,827	418,321	465,838	472,638	474,879	0	
27	ELECTRICAL	1,310,047	1,310,761	1,341,650	1,359,650	1,365,598	0	
28	ENGINEERING	(480)	(5,463)	5,686	4,422	5,752	30	
29	WELDING	81,012	93,534	87,979	87,979	89,313	2	
30	CARPENTRY	670,791	652,988	795,000	795,025	804,680	1	
31	PAINTING	260,021	212,587	325,250	325,250	328,280	1	
32	MECHANICAL & GARAGE	371,978	393,006	381,500	386,000	384,500	(0)	
33	PLUMBING	774,775	737,557	972,599	970,099	978,599	1	
34	HVAC	834,857	808,950	886,440	940,040	886,481	(6)	
35	IATSE	158,084	93,346	114,052	114,052	107,352	(6)	
36	CREATIVE SERVICES - SIGN SHOP	42,387	30,770	49,389	49,389	50,130	2	
37	SECURITY & COMMUNICATIONS	1,663,576	1,492,134	1,594,582	1,604,101	1,653,127	3	
	CNEA NET EXPENSES - PRESS BUILDING MAINTENANCE	0	0	130,121	0	130,121	0	3
	SUBTOTAL	19,087,821	18,285,729	19,278,134	19,610,072	19,551,195	(0)	
6####	LESS: ADMIN. SUPPORT TO CNE - MOU	(1,414,212)	(1,200,716)	(306,933)	(306,933)	0	(100)	1
6####	LESS: SITE PREP. - CNE	(2,416,063)	(2,459,553)	0	0	0	0	2
	SUBTOTAL BEFORE ERP INTEREST AND AMORT	15,257,547	14,625,461	18,971,201	19,303,139	19,551,195	1	
19-20	ENERGY EFFICIENCY - INTEREST & DEPRECIATION	710,582	784,589	770,792	770,792	755,728	(2)	
	TOTAL EXPENSES	15,968,129	15,410,050	19,741,993	20,073,931	20,306,923	1	

NOTE:

- Admin support budget for Jan 1 to Mar 31, 2013. Starting April 1, 2013 CNEA purchased Admin service from Telecom (DEC's department 60-850) and Archive (EP's Department 50-104)
- Space rental will start 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)

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

50-100 CHIEF EXECUTIVE OFFICER

ACCT# ACCOUNT NAME	2011 ACTUAL	2012 ACTUAL	2013 FORECAST	2013 BUDGET	2014 BUDGET	%Increase	Notes
1-50-100-50100-							
<u>EXPENSE</u>							
60000 SALARIES - PERMANENT	260,028	278,376	281,454	276,443	286,386	4	1
60001 BENEFITS - PERM	62,917	79,884	84,230	82,730	89,414	8	1
60417 CONSULTANTS FEES	101,758	40,077	85,000	85,000	85,000	0	4
60418 CONVENTIONS & TRAVEL	14,407	5,232	20,000	25,000	20,000	(20)	2
60420 CORPORATE ENTERTAINMENT	8,388	0	2,500	2,500	2,500	0	
60425 EXPENSE ALLOWANCES	8,992	4,565	5,000	5,000	5,000	0	
60434 LEGAL FEES	202,157	514,914	300,000	150,000	200,000	33	3
60439 MEMBERSHIPS	2,769	4,100	2,200	2,200	2,200	0	5
60445 PRESENTATIONS/PROMOTION	150	0	2,000	2,000	1,500	(25)	
60459 STAFF TRAINING AND DEVELOPMENT	79,674	57,739	100,000	80,000	123,000	54	6
63106 EQUIPMENT RENTALS	7,068	2,945	0	0	0	0	7
63126 SUPPLIES & GENERAL	2,408	118	2,500	2,500	2,000	(20)	
TOTAL EXPENSE	750,715	987,949	884,885	713,373	817,000	15	

NOTE:

1. Provision for Merit increase. 2014 benefits increase due to OMERS rates increase and taxable benefits per City billing.
2. Includes travel for all departments on grounds except for the DEC Marketing Department 60-803.
3. Starting in 2008 legal fees from HR department 50-107 is merged with 50-100. 2012 actuals was high due to additional costs for CNEA Master Agreement, collective agreements, Bridal Show settlement, outdoor billboard sign. 2013 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. 2010 actuals includes memberships paid to Toronto Board of Trade, Composing Council, Recycling Council, Canadian Green Building Council.
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. 2014 budget increase due to additional staff training for customer services
7. Lease discontinues in 2013

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

50-101 BOARD OF GOVERNORS EXPENSES

ACCT# ACCOUNT NAME	2011 ACTUAL	2012 ACTUAL	2013 FORECAST	2013 BUDGET	2014 BUDGET	%Increase	Notes
1-50-101-50101-							
<u>EXPENSE</u>							
60418 CONVENTIONS & MEETINGS	12,415	6,012	16,000	17,000	16,000	(6)	1
60421 CORPORATE PLANNING	29,343	27,596	37,000	37,000	37,000	0	2
63126 SUPPLIES & GENERAL	1,718	1,425	4,000	4,500	4,000	(11)	3
TOTAL EXPENSE	43,476	35,034	57,000	58,500	57,000	(3)	

NOTE:

1. Expenses related to meetings/sessions of the Board.
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	2011 ACTUAL	2012 ACTUAL	2013 FORECAST	2013 BUDGET	2014 BUDGET	%Increase	Notes
1-50-103-50103-							
<u>EXPENSE</u>							
60000 SALARIES - PERMANENT	286,556	204,459	212,604	209,580	216,609	3	1
60001 BENEFITS - PERM	70,412	50,244	58,567	57,734	61,972	7	1
60424 EQUIPMENT RENTAL	65,506	62,974	63,150	63,150	65,000	3	2
60425 EXPENSE ALLOWANCES	0	355	500	500	500	0	3
60428 FLOWERS	664	500	400	400	400	0	4
60461 TELECOMMUNICATIONS	86,862	53,720	70,000	75,500	70,000	(7)	5
60800 SALARIES AND BENEFITS - CONTRACT/TEMP	476	0	2,500	3,065	2,500	(18)	6
61072 P.M.D	9,776	186	500	500	1,000	100	7
63118 POSTAGE & COURIER	4,944	5,104	7,000	8,500	7,000	(18)	8
63126 SUPPLIES & GENERAL	13,112	7,747	11,500	11,500	11,000	(4)	9
TOTAL EXPENSE	538,310	385,288	426,720	430,429	435,980	1	

NOTE:

1. Provision for Merit increase. 2014 benefits increase due to OMERS rate increase
2. Ricoh Copiers - rentals/software & copy counts for Exhibition Place.
3. Increase due to Association Membership; Workshops for Corp Sec is provided under HR department 50-107
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 staff.
7. Expenses related to minor repairs/upgrades to Q.E. Bldg. Offices.
8. Expenses related to Postage for Exhibition Place & Courier services for Corp Sec
9. Expenses related to supplies for Q.E. Bldg. office staff

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

50-104 ARCHIVES & COMMERCIAL RECORDS CENTRE

ACCT# ACCOUNT NAME	2011 ACTUAL	2012 ACTUAL	2013 FORECAST	2013 BUDGET	2014 BUDGET	%Increase	Notes
1-50-104-50104-							
<u>EXPENSE</u>							
60000 SALARIES - PERMANENT	123,019	156,034	162,273	160,444	165,623	3	1
60001 BENEFITS - PERM	27,562	36,133	44,459	43,958	47,235	7	1
60406 ARCHIVES ACQUISITION	0	0	0	0	0	0	
60422 DOORS OPEN TORONTO	0	0	2,000	2,000	2,000	0	2
60425 EXPENSE ALLOWANCES	0	0	300	300	300	0	3
60439 MEMBERSHIPS	566	676	1,200	1,500	1,200	(20)	4
60800 SALARIES & BENEFITS - CONTRACT/TEMPORARY	92,282	14,946	0	0	0	0	5
61072 P.M.D	2,445	1,907	4,000	5,000	4,000	(20)	6
63119 PRINTING & STATIONERY	3,813	589	2,500	2,500	2,500	0	7
63126 SUPPLIES & GENERAL	11,492	4,604	7,000	7,000	7,000	0	8
69005 ARCHIVES - GRANT EXPENSES	0	0	0	0	0	0	
61020 RECOVERIES FROM CNEA	0	0	(109,063)	(109,063)	(151,160)	39	9
TOTAL EXPENSES	261,179	214,889	114,669	113,639	78,698	(31)	
<u>REVENUE</u>							
49029 ARCHIVES GRANT RECEIVED	0	0	0	0	0	##	
49033 ARCHIVES PROGRAMS REVENUE - GHOST/BOOKS/WORKSH	12,807	4,722	5,000	5,000	5,000	0	10
TOTAL REVENUE	12,807	4,722	5,000	5,000	5,000	0	
NET EXPENDITURES	248,372	210,167	109,669	108,639	73,698	(32)	

NOTE:

- Provision for Merit increase. 2014 benefits increase due to OMERS rate increase
- Expenses related to rental of display items, sound system, setup, etc. for viewing of Heritage buildings.
- Expenses related to meetings and misc. items incurred by R&A staff.
- Membership Fees related to 4 Organizations for R&A Manager (increase of membership fees).
- Deletion of Records Technician position.
- Expenses related to minor repairs/upgrades of R&A area.
- Expenses related to brochures for R&A Programs/Events.
- Expenses re Records Program (files, boxes, maint. agreement, misc.) & labour to move records to Records Centre. Budget includes annual maintenance agreement with InMagic.
- 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 forecast/budget at 9/12 months. 2014 budgeted at 3.95% COLA+Merit increase from 2013 per City directives
- Revenue raised re annual Exhibition Place Haunted Walking Tours.

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

50-106 PURCHASING & STORES EXPENSES

ACCT# ACCOUNT NAME	2011 ACTUAL	2012 ACTUAL	2013 FORECAST	2013 BUDGET	2014 BUDGET	%Increase	Notes
1-50-106-50106-							
<u>EXPENSE</u>							
60000 SALARIES - PERMANENT	175,043	178,934	173,692	179,531	175,202	(2)	1
60001 BENEFITS - PERM	45,409	46,939	33,689	34,822	33,567	(4)	1
60002 SALARIES & BENEFITS - HOURLY	5,017	2,679	0	0	0	0	
60436 MANAGEMENT FEES - "CITY"	20,000	20,000	24,500	24,500	24,500	0	2
60439 MEMBERSHIPS	28	0	0	0	0	0	
63119 PRINTING & STATIONERY	1,474	1,298	1,500	1,500	1,500	0	
63126 SUPPLIES & GENERAL	641	285	600	600	600	0	
TOTAL EXPENSE	247,612	250,136	233,981	240,953	235,369	(2)	

NOTE:

1. Provision for Merit increase. 2014 benefits increase due to OMERS rate increase
2. Fees required for "City" purchasing shared services

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

50-107 HUMAN RESOURCES

ACCT# ACCOUNT NAME	2011 ACTUAL	2012 ACTUAL	2013 FORECAST	2013 BUDGET	2014 BUDGET	%Increase	Notes
1-50-107-50107-							
<u>EXPENSE</u>							
60000 SALARIES - PERMANENT	389,936	569,846	237,933	320,721	242,571	(24)	1
60001 BENEFITS- PERM	86,219	119,899	64,480	86,916	69,230	(20)	1
60002 SALARY TEMPORARY - ADDITIONAL REQUEST FOR 2013	0	0	12,000	12,000	12,000	0	2
61020 RECOVERIES FROM CNEA	0	0	(12,000)	(12,000)	0	(100)	2
60404 ADVERTISING AND PROMOTION	1,268	1,820	1,500	1,500	1,500	0	4
60418 MEETINGS AND CONVENTIONS	1,160	214	2,000	2,500	2,000	(20)	
60425 EXPENSE ALLOWANCES	85	272	600	1,000	600	(40)	
60439 MEMBERSHIPS/SUBSCRIPTIONS	1,029	130	950	950	950	0	
60800 SALARIES - CONTRACT - CITY SHARED SERVICE	79,465	35,802	124,852	0	127,037	###	3
63119 PRINTING	76	2,284	2,500	2,500	2,500	0	
63126 SUPPLIES & GENERAL	648	234	4,500	800	4,500	463	5
TOTAL EXPENSE	559,886	730,501	439,315	416,887	462,888	11	

NOTE:

1. Provision for Merit increase. 2014 decrease due to eliminating one position and using City shared services.
2. 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
3. 2013 FC/2014 budget 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 (dep 50-301) in 2013.
4. Costs for job posting.
5. 2013 forecast and 2014 budget include expenses for CNEA's summer office (previous years charged directly to CNEA) such as: supplies, signages, badges, photocopier/AC rental etc...

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

50-109 CONTRIBUTION FROM CITY RESERVE FUNDS

ACCT# ACCOUNT NAME	2011 ACTUAL	2012 ACTUAL	2013 FORECAST	2013 BUDGET	2014 BUDGET	%Increase	Notes
1-50-109-50109-							
REVENUE							
42310 CONTRIBUTION FROM CONFERENCE RESERVE	300,000	100,000	0	0	0	0	1
SUBTOTAL - CONTRIBUTION FROM CONF. RESERVE FUND	300,000	100,000	0	0	0	0	
42320 CONTRIBUTION FROM SICK BANK RESERVE	26,418	48,426	194,911	233,083	50,000	(79)	2
4#### CONTRIBUTE FROM ENVIRONMENTAL PROTECTION RESERVE	75,000	74,827	75,000	75,000	75,000	0	3
SUBTOTAL - CONTRIBUTION FROM RESERVES	101,418	123,253	269,911	308,083	125,000	(59)	
TOTAL CONTRIBUTION FROM RESERVES	401,418	223,253	269,911	308,083	125,000	(59)	
EXPENSES							
60001 SICK BANK PAID OUT EXPENSE	26,418	48,426	194,911	233,083	50,000	(79)	2
TREE PLANTING - EPR	75,013	74,827	75,000	75,000	75,000	0	3
NET WITHDRAWALS FROM RESERVES	299,987	100,000	0	0	0	0	

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 Sportmen'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

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

50-116 CHIEF FINANCIAL OFFICER

ACCT# ACCOUNT NAME	2011 ACTUAL	2012 ACTUAL	2013 FORECAST	2013 BUDGET	2014 BUDGET	%Increase	Notes
1-50-116-50116-							
<u>EXPENSE</u>							
60000 SALARIES - PERMANENT	1,243,815	1,311,375	1,080,973	1,195,794	1,115,028	(7)	1
60001 BENEFITS - PERM	291,022	329,677	295,980	327,419	317,532	(3)	1
60002 SALARIES & BENEFITS - HOURLY	12,095	210	54,315	54,096	56,353	4	1
60003 BENEFITS - RETIREES & LTD EMPLOYEES	95,786	103,428	107,828	110,647	112,749	2	8
60008 GAPPING	0	0	0	(181,050)	(181,050)	0	2
60407 AUDIT	29,589	19,065	30,829	30,829	30,829	0	14
60408 BAD DEBTS	44,639	31,246	18,000	18,000	18,000	0	
60409 BANK FEES & CREDITCARD DISCOUNT	3,018	3,190	2,500	2,500	2,500	0	17
60423 DUES AND SUBSCRIPTIONS	2,946	3,082	2,200	2,000	2,200	10	9
60425 EXPENSE ALLOWANCES	1,960	1,295	1,500	1,500	1,500	0	
60430 INSURANCE - GENERAL LIABILITY	544	0	0	0	0	0	
60433 INSURANCE/LIABILITY (Net of CNEA)	392,409	399,076	399,076	399,076	399,076	0	3
60437 MEALS AND ENTERTAINMENT	522	421	400	400	400	0	
60444 PAYROLL PROCESSING COSTS - ADP	77,315	81,472	78,000	78,000	80,000	3	15
60447 PROFESSIONAL FEES	2,327	2,385	3,200	3,200	3,200	0	11
63001 SMALL EQUIPMENT	0	0	300	300	300	0	
63101 COMPUTER EXPENSE	0	0	0	0	0	0	10
63119 PRINTING & STATIONERY	3,339	1,001	2,000	2,400	2,000	(17)	
63126 SUPPLIES & GENERAL	3,858	4,271	6,000	7,000	6,000	(14)	
69003 LIABILITY CONTRIBUTION	(387,219)	(438,816)	(299,598)	(235,000)	(235,000)	0	
69800 AMORTIZATION EXPENSE	47,818	43,341	43,333	43,333	43,333	0	12
69901 SICK BANK - CITY CONTRIBUTION	50,000	50,000	50,000	50,000	50,000	0	
69903 WSIB EXPENSE	232,019	310,594	500,000	500,000	500,000	0	
6#### E.I STUDY	0	0	0	0	0	0	18
SUBTOTAL EXPENSE-BEFORE PSAB & ASSETS TRANSFERS	2,147,800	2,256,313	2,376,835	2,410,444	2,324,950	(4)	
60410 CAPITAL ASSET CREDIT (Transfer to B/S)	0	0	0	0	0	0	4
69900 EMPLOYEE VAC/SICK/ACTUARIAL BENEFITS LIAB.	324,277	324,264	0	0	0	0	13
TOTAL EXPENSE	2,472,078	2,580,577	2,376,835	2,410,444	2,324,950	(4)	
<u>REVENUE</u>							
42400 DISCOUNTS & COMMISSIONS	3,529	1,081	500	500	500	0	
49003 INTEREST REVENUE (EXPENSE)	40,552	0	0	42,000	0	(100)	5
49033 MISCELLANEOUS REVENUE	307,199	1,101,020	100,000	60,000	60,000	0	6
49034 RICOH 12% MARKUP	261,755	213,342	217,396	185,627	221,526	19	16
49035 BMO FIELD 12% MARKUP	153,570	129,676	132,139	161,344	134,650	(17)	7
61021 CITY DUMPING FEES-TENANT RECOVERIES	0	0	0	0	0	0	
SUBTOTAL REVENUE	766,604	1,445,119	450,035	449,471	416,677	(7)	
NET PROFIT (LOSS)	(1,705,473)	(1,135,458)	(1,926,800)	(1,960,972)	(1,908,274)	(3)	

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

50-116 CHIEF FINANCIAL OFFICER

NOTE:

1. Provision for Merit increase. 2013 benefits increase due to OMERS rates increase. 2013 decrease due to deletion 9/12 of four positions. 2013 includes two payroll time clerks transferred from Facility Service (department 50-310)
2. 2013/2014 budgeted Gapping at \$181,050 per city directives. Prior to 2012, \$18,950 was budgeted under CNE department 10-200.
3. Board insurance as per City's directives. 2013 budget provided for \$449,480 (\$399,076 for BOG insurance and \$50,404 for CNEA Jan-Mar 2013 (under CNEA department 10-105))
4. Budget recovery not required as now part of PSAB (Public Sector Accounting Board) through depreciation & amortization expense.
5. Interest revenue estimated at current market trend. In 2013/2014 interest revenue is merged with DEC Finance - Department 60-802
6. Miscellaneous revenues primarily consist of rebates from Metro Waste for recycling efforts and proceeds from auction.
7. We have included approx 90% of BMO's labour requirements as recoverable.
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. CGA annual dues for CFO, Accounting Manager and Accounting Supervisor.
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. New pricing for PWC audit services from 2010 to 2014. PWC's proposal dated December 31, 2009
15. Effective July 2010, ADP processing costs increase to: \$47.93 base charges (26 for bi-weekly; 52 for weekly); \$1.71 per pay; and \$1.30 per record of employment.
16. Budget at COLA increase from current year forecast. Higher in 2011 because there were more major events: Cirque du soleil, International Indian Film Academy etc..
17. Monthly bank service charges transferred from Parking department from in 2009.
18. To do as part of the Board strategic plan every five years.

THE BOARD OF GOVERNORS OF EXHIBITION PLACE
OVERHEAD

50-201 COMMUNITY GRANTS

ACCT#	ACCOUNT NAME	2011 ACTUAL	2012 ACTUAL	2013 FORECAST	2013 BUDGET	2014 BUDGET	%Increase	Notes
1-50-201-50201-								
	<u>EXPENSE</u>							
69001	COMMUNITY GRANTS	1,000	1,000	4,000	4,000	4,000	0	1
	TOTAL EXPENSE	1,000	1,000	4,000	4,000	4,000	0	

NOTE:

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

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

301 - OPERATIONS ADMINISTRATION EXPENSES

ACCT# ACCOUNT NAME	2011 ACTUAL	2012 ACTUAL	2013 FORECAST	2013 BUDGET	2014 BUDGET	%Increase	Notes
1-50-301-50301-							
<u>EXPENSE</u>							
60000 SALARIES - PERMANENT	1,186,552	1,167,189	1,182,389	1,182,389	1,224,611	4	1
60001 BENEFITS - PERM & CONTRACT	256,900	274,654	338,548	338,548	373,068	10	1
60002 SALARIES AND BENEFITS - HOURLY	15,279	0	0	0	0	0	
60417 CONSULTANTS FEES	9,320	25,066	10,000	10,000	10,000	0	
60424 EQUIPMENT RENTAL	3,626	1,230	10,000	15,000	10,000	(33)	
60425 EXPENSE ALLOWANCES FOR ALL TRADES / DEPT.	8,248	5,554	10,000	11,000	10,000	(9)	
60439 MEMBERSHIPS/DUES & SUBSCRIPTIONS	4,373	4,932	5,000	5,000	5,000	0	
60451 SAFETY EQUIPMENT	7,154	4,086	8,000	8,000	8,000	0	5
60459 STAFF DEVELOPMENT/TRAINING - UNIONIZED	19,149	2,024	20,000	20,000	20,000	0	
60800 CONTRACT STAFF	118,403	87,214	132,109	132,109	130,447	(1)	2
61046 HARD LANDSCAPING	219,385	159,103	100,000	100,000	100,000	0	3
61102 TREE MAINTENANCE	75,013	74,827	75,000	75,000	75,000	0	4
61103 CONTRIBUTE FROM ENVIRONMENTAL PROTECTION RESERV	(75,000)	(74,827)	(75,000)	(75,000)	(75,000)	0	4
63126 SUPPLIES & GENERAL	4,663	6,634	6,750	6,750	6,750	0	
63127 UNIFORMS	20,961	18,787	24,000	24,000	24,000	0	
TOTAL EXPENSE	1,874,025	1,756,472	1,846,796	1,852,796	1,921,876	4	

NOTE:

1. Provision for Merit increase. 2014 benefits increase due to OMERS rates increase.
2. Provision for merit adjustment for electrical time clerk and engineer clerk. 2013/2014 provided for one part time position transferred from Cleaning (50-306) and part time OH&S consultant from HR (50-107)
3. Paving, asphalt, concrete. Increase due to emergency and safety paving repairs will no longer be provided for in Capital as done previously.
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. 2013/2014 Includes amount transferred from HR - department 50-107

**THE BOARD OF GOVERNORS OF EXHIBITION PLACE
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50-303 ENERGY EFFICIENCY - SELF SUFFICIENCY PROJECTS

ACCT# ACCOUNT NAME	2011 ACTUAL	2012 ACTUAL	2013 FORECAST	2013 BUDGET	2014 BUDGET	%Increase	Notes
EXPENSES							
1-50-303-50303-							
INTEREST EXPENSE							
60780 TRIGENERATION PROJECT - DEC	181,005	177,204	173,118	173,118	168,827	(2)	2
60780 PHOTOVOLTAIC - HORSE PALACE 100 Kwh	15,507	15,227	14,933	14,933	14,624	(2)	3
60780 FIVE BUILDING RETROFIT- QE, GS, EA, HP, BLC	38,766	32,699	26,402	26,402	19,755	(25)	4
60780 DEC HALLS LIGHTING RETROFIT - DEC	20,437	17,456	14,319	14,319	11,031	(23)	1
60780 BACK PRESSURE TURBINE, LED PATHWAY	30,667	29,682	28,647	28,647	27,560	(4)	5
60780 BOILERS REPLACEMENT & VARIOUS LIGHTING RETROFIT	40,133	39,610	39,065	39,065	38,495	(1)	6
60780 MULTIPLE ERP, EAST ANNEX(150kW) & WEST HP PV(100kW)	6,853	34,234	31,732	31,732	28,815	(9)	8
SUBTOTAL INTEREST EXPENSES	333,369	346,113	328,217	328,217	309,107	(6)	
1-50-303-50303-							
AMORTIZATION EXPENSE							
69880 TRIGENERATION PROJECT - DEC	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	0	3
69880 FIVE BUILDING RETROFIT- QE, GS, EA, HP, BLC	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	0	1
69880 BACK PRESSURE TURBINE, LED PATHWAY	0	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	0	6
69880 MULTIPLE ERP, EAST ANNEX(150kW) & WEST HP PV(100kW)	0	44,232	44,500	44,500	44,232	(1)	8
60790 AMORTIZATION - GOVERNMENT ASSISTANCE - PSA	(98,894)	(149,113)	(145,283)	(145,283)	(140,968)	(3)	
SUBTOTAL PRINCIPAL/AMORTIZATION EXPENSE	377,213	438,476	442,575	442,575	446,621	1	
TOTAL INTEREST AND AMORTIZATION EXPENSE - [A]	710,582	784,589	770,792	770,792	755,728	(2)	
REVENUE							
1-50-303-50303-							
INCENTIVE RECEIVED							
49910 TRIGENERATION PROJECT - DEC (DR3)	153,150	145,928	115,000	115,000	115,000	0	2
49920 PHOTOVOLTAIC - HORSE PALACE 100 Kwh (RESOP)	63,281	70,480	60,000	60,000	60,000	0	3
49970 OTHER ERP PROJECTS (OPERATIONAL SAVING INCENTIVE)	2,000	0	0	0	0	0	
49970 BETTER LIVING CENTRE - PV RENT	0	8,914	5,500	0	5,500	0	
49970 PV CONNECTION CHARGE	0	(21,872)	0	0	0	0	
49980 ALLSTREAM CENTRE	0	10,280	0	0	0	0	
49950 WEST HP(100kW) PV - FIT	0	55,579	79,065	79,065	80,000	1	8
49960 EAST ANNEX(150kW) PV - FIT	0	56,380	79,065	79,065	80,000	1	8
SUBTOTAL INCENTIVE RECEIVED	218,430	325,688	338,630	333,130	340,500	2	
PROFIT (LOSS) BEFORE ENERGY SAVING	(492,152)	(458,901)	(432,162)	(437,662)	(415,228)	(5)	
1-50-303-00000-							
ENERGY SAVINGS (REFLECTED IN REDUCTION OF HYDRO/GAS EXPENSE)							
499## TRIGENERATION PROJECT - DEC - NET SAVINGS	0	0	0	0	0	0	2
499## PHOTOVOLTAIC - HORSE PALACE 100 Kwh	8,634	10,414	10,000	11,000	10,000	(9)	3
499## FIVE BUILDING RETROFIT - QE, GS, EA, HP, BLC	218,545	225,102	220,000	220,000	220,000	0	4
499## LIGHTING RETROFIT - DEC	303,719	305,916	290,000	290,000	290,000	0	1
499## BACK PRESSURE TURBINE (NOT OPERATIONAL AT FEB/13)	0	0	0	50,000	0	(100)	5
499## LED PATHWAY LIGHTING	0	1,359	5,000	5,000	5,000	0	5
499## BOILERS REPLACEMENT & VARIOUS LIGHTING RETROFIT	189,910	145,585	145,000	160,000	150,000	(6)	6
499## PRESS BUILDING GEOTHERMAL	26,028	22,822	24,000	24,000	24,000	0	7
499## UNDERGROUND PARKING LIGHTING CONTROL	32,802	32,561	30,000	30,000	30,000	0	
499## EAST ANNEX(150kW) AND WEST HP(100kW) PV	0	20,785	0	0	0	0	8
499## VARIATIONS ADJUSTMENT - PRODUCTION/TEMPERATURE	0	0	0	(352,338)	(313,772)	(11)	
SUBTOTAL ENERGY SAVING	779,639	764,544	724,000	437,662	415,228	(5)	
TOTAL ENERGY SAVING/INCENTIVE RECEIVED - [B]	998,069	1,090,233	1,062,630	770,792	755,728		
SAVING RESIDUAL (DEFFICIENCY) - [B] - [A]	287,487	305,643	291,838	0	0		

**THE BOARD OF GOVERNORS OF EXHIBITION PLACE
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50-303 ENERGY EFFICIENCY - SELF SUFFICIENCY PROJECTS

NOTES:	Financing Amount	Source	Interest rate		Commence	End	YR
1. LIGHTING RETROFIT - DEC 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%).	722,880 77,120 800,000	City ERP Grant - THESL	Blended		2008	2017	10
2. TRI-GENERATION PROJECT - DEC TAF Interest rate is based on Canada Yield rate plus 2%. \$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) estimate that first year annual savings would be \$408K/year. Savings per 2008 THESI's revised proforma is 196K/year. In May 2009 ExPlace participates in the Ontario Power Authority's Demand Response 3 program.	744,000 2,325,000 1,075,000 256,000 4,400,000	TAF CITY ERP FCM Grant - THESL	6% 5% 2%		2007 2008 2008	2016 2017 2017	10 10 10
3. PHOTOVOLTAIC - HORSE PALACE BPP is non-interest bearing loan. In 2009 discount rate of 5% to compute present value of BPP loan as per E&Y.	600,000 250,000 250,000 1,100,000	BPP - LRRF Grant-FCM Grant-TAF	0%		2007	2030	25
4. FIVE BUILDINGS RETROFIT (QE, GS, EA, HP, BLC) 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%).	1,353,692 131,505 15,168 1,500,365	CITY ERP Grant - TAF Grant - OTHER	Blended		2008	2017	10
5. BACK PRESSURE TURBINE; LED PATHWAY 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.	1,000,000 345,000 1,005,000 2,350,000	TGEF Grant-FCM Capital/Other	0%		2010	2029	20
6. BOILERS REPLACEMENT AND VARIOUS LIGHTING RETROFIT 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.	716,250 238,750 955,000	CITY ERP City-FCM (pending)	5% 2%		2011 2011	2030	20
7. PRESS BUILDING-GEOTHERMAL Originally \$328,000 of the project costs was supposed to be funded by Toronto Green Energy Fund.	328,000 147,000 275,000 750,000	Other /TGEF Grant-TAF Capital/Other					
8. MULTIPLE ERP, EAST ANNEX AND WEST HORSE PALACE PV 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	890,000 6,060,832 6,950,832 9,665,572	BBP Capital/Other	0%		2012	2022	10

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

50-304 ALL STREAM CENTRE NAMING RIGHTS - CONFERENCE AND CONVENTION CENTRE AT EXHIBITION PLACE

ACCT#	ACCOUNT NAME	2011 ACTUAL	2012 ACTUAL	2013 FORECAST	2013 BUDGET	2014 BUDGET	%Increase	Notes
1-50-304-50304-								
	<u>REVENUE</u>							
49041	NAMING FEE	520,000	520,000	520,000	520,000	520,000	0	2
	<u>EXPENSE</u>							
60205	RE-BRANDING INCLUDING BUILDING SIGNAGE	399	0	0	0	0	0	
60200	COMMISSION	52,000	52,000	52,000	52,000	52,000	0	
60201	ADMINISTRATIVE COSTS	0	0	0	0	0	0	
60202	PRODUCTION EXPENSE	0	0	0	0	0	0	
		52,399	52,000	52,000	52,000	52,000	0	
	NET INCOME (LOSS)	467,601	468,000	468,000	468,000	468,000	0	
60203	TRANSFER TO CITY OBLIGATORY RESERVE FUND	(467,601)	(468,000)	(468,000)	(468,000)	(468,000)	0	1
	NET INCOME (LOSS)	0	0	0	0	0	0	

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 recognized over ten years from Oct/2009 to Sep/2018.

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

50-305 UTILITIES EXPENSES

ACCT# ACCOUNT NAME	2011 ACTUAL	2012 ACTUAL	2013 FORECAST	2013 BUDGET	2014 BUDGET	%Increase	Notes
1-50-305-50305-							
<u>EXPENSE</u>							
HYDRO							
60255 HYDRO - ALL PROGRAMS	3,342,072	3,315,514	3,578,509	3,682,017	3,725,833	1	1
60255 HYDRO - ENERGY INITIATIVE SAVINGS - ERP	0	0	0	0	0	0	4
60263 HYDRO - TENANTS RECOVERY	(593,884)	(636,356)	(607,375)	(607,375)	(614,603)	1	1
60256 HYDRO - CNE RECOVERY-REMAINING LOCATION	(306,978)	(339,964)	(354,208)	(354,208)	(358,423)	1	1
60257 HYDRO - CNE RECOVERY-DEC LOCATION	(200,140)	(204,340)	(247,461)	(247,461)	(250,406)	1	1
60258 HYDRO - ALLSTREAM RECOVERY	(179,038)	(160,587)	(174,000)	(234,000)	(214,000)	(9)	5
60259 HYDRO - BMO RECOVERY	(350,573)	(346,014)	(305,000)	(305,000)	(370,000)	21	2
60278 HYDRO - RICOH RECOVERY	(402,854)	(481,339)	(424,276)	(424,276)	(429,324)	1	
NET OF RECOVERIES	1,308,605	1,146,915	1,466,189	1,509,698	1,489,077	(1)	
GAS							
60252 GAS - EXHIBITION PLACE/CNE/DEC	969,258	504,714	860,720	1,203,792	1,067,267	(11)	1
60253 GAS - TENANTS RECOVERY	(31,519)	(17,033)	(17,236)	(5,150)	(17,441)	239	3
60254 GAS - CNEA RECOVERY	(29,390)	(31,100)	(31,470)	(30,000)	(31,845)	6	
GAS - ENERGY INITIATIVE SAVINGS - ERP	0	0	0	0	0	0	4
NET OF RECOVERIES	908,349	456,580	812,014	1,168,642	1,017,981	(13)	
WATER							
60281 WATER - ALL PROGRAMS	543,166	593,400	600,462	586,423	607,607	4	1
60284 WATER - TENANTS RECOVERY	(130,217)	(116,428)	(132,000)	(132,000)	(133,571)	1	
60251 WATER - CNE RECOVERY	(100,000)	(110,441)	(99,000)	(99,000)	(100,178)	1	
60285 WATER - ALLSTREAM RECOVERY	(31,298)	(42,091)	(35,000)	(35,000)	(35,417)	1	
60283 WATER - BMO FIELD RECOVERY	(32,990)	(57,364)	(25,000)	(33,000)	(50,000)	52	
NET OF RECOVERIES	248,661	267,076	309,462	287,423	288,442	0	
TOTAL NET UTILITIES EXPENSE	2,465,615	1,870,571	2,587,665	2,965,763	2,795,500	(6)	

NOTE:

1. Economic factors used for budgeted hydro, natural gas and water as per City's directive; adjust to reflect prior years experience. 2014 budget reallocation between Gas/Hydro: increase in hydro offset by corresponding decrease gas.
2. Decrease from 2011 due to bubble reallocation from 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

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

ACCT# ACCOUNT NAME	2011 ACTUAL	2012 ACTUAL	2013 FORECAST	2013 BUDGET	2014 BUDGET	%Increase	Notes
1-50-306-50306-							
<u>EXPENSE</u>							
60002 SALARIES & BENEFITS - HOURLY (MAINTENANCE)	719,208	669,823	670,581	670,581	685,669	2	1
60009 SALARIES & BENEFITS - HOURLY (RECOVERABLE)	3,855,673	3,704,137	4,191,800	4,211,283	4,283,514	2	2
02 TOTAL SALARIES & BENEFITS - HOURLY	4,574,881	4,373,960	4,862,381	4,881,864	4,969,183	2	
61107 BOG RECOVERIES	(559,205)	(526,370)	(674,491)	(674,491)	(689,667)	2	2
61108 DEC RECOVERIES	(1,174,535)	(1,137,701)	(1,436,019)	(1,436,019)	(1,468,329)	2	2
61020 CNEA RECOVERIES	(1,036,621)	(1,017,567)	(1,040,462)	(1,059,945)	(1,061,271)	0	2
61086 RICOH RECOVERIES	(353,703)	(411,605)	(590,410)	(590,410)	(603,694)	2	2
61097 BMO FIELD	(548,410)	(468,913)	(398,143)	(398,143)	(407,101)	2	2
61110 ALC RECOVERIES	(183,200)	(141,981)	(52,275)	(52,275)	(53,451)	2	2
MAINT. SALARIES AND BENEFITS - HOURLY	719,208	669,823	670,581	670,581	685,669	2	1
60801 CONTRACTED SERVICES	83,908	77,675	90,000	103,000	92,000	(11)	3
61031 DUMPING FEES - CITY & CO-MINGLE BINS	13,046	20,844	22,300	22,300	22,300	0	
61036 EQUIPMENT MAINTENANCE	4,830	13,799	17,000	17,000	17,383	2	
63100 MATERIAL & SUPPLIES (Includes 8015 8409&8425)	27,277	48,859	50,000	50,000	50,000	0	
SUBTOTAL	129,060	161,177	179,300	192,300	181,683	(6)	
TOTAL EXPENSE	848,268	831,000	849,881	862,881	867,352	1	

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
3. Cost increase due to New Mini Mellenium waste removal contract.

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

50-308 SPECIAL APPROPRIATIONS

ACCT#	ACCOUNT NAME	2011 ACTUAL	2012 ACTUAL	2013 FORECAST	2013 BUDGET	2014 BUDGET	%Increase	Notes
1-50-308-50308-								
	<u>EXPENSE</u>							
61027	CONTRIBUTION TO CITY FLEET REPLACEMENT RESERVE	329,800	329,800	329,780	329,780	329,780	0	1
60801	CONTRACT SERVICE	0	0	0	0	0	0	
63010	GENERAL APPROPRIATION	221,365	230,066	165,840	165,840	165,840	0	
	TOTAL EXPENSES	551,165	559,866	495,620	495,620	495,620	0	

NOTE:

1. Reduced from \$350 to \$329.8K starting 2011 due to savings on new introduction of HST.

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

ACCT# ACCOUNT NAME	2011 ACTUAL	2012 ACTUAL	2013 FORECAST	2013 BUDGET	2014 BUDGET	%Increase	Notes
1-50-310-50310-							
<u>EXPENSE</u>							
60000 SALARIES - PERMANENT	1,006,471	972,797	855,050	922,854	948,126	3	1
60001 BENEFITS - PERM & CONTRACT	208,523	217,424	245,683	265,165	283,114	7	1
60002 SALARIES & BENEFIT- HOURLY	99,666	131,271	57,867	57,867	59,710	3	1
60424 EQUIPMENT RENTAL	71,287	50,281	70,950	70,950	70,950	0	2
60425 EXPENSE ALLOWANCE	7,400	3,063	3,800	3,800	3,800	0	
60439 MEMBERSHIP, DUES & SUBSCRIPTIONS	447	1,295	1,800	1,800	1,800	0	5
60451 SAFETY ENGINEERING	58,542	53,099	60,000	60,000	60,000	0	3
60459 TRAINING & DEVELOPMENT - UNIONIZED	54,252	62,255	50,000	50,000	50,000	0	4
60800 SALARIES - CONTRACT	104,621	105,386	41,271	41,271	42,351	3	
61056 LANDSCAPING EXTERIOR	88,000	90,000	94,185	94,185	94,200	0	9
61057 LANDSCAPING INTERIOR	13,487	15,607	20,000	20,000	18,000	(10)	8
61058 LEASABLE F.F.E.-FURNITURE REPAIRS	16,035	3,006	16,044	16,044	15,000	(7)	
61094 SOFT LANDSCAPING	24,593	13,639	25,000	25,000	25,000	0	
61102 TREE MAINTENANCE	13,332	1,040	10,000	10,000	10,000	0	
63105 EQUIPMENT FUEL	44,835	32,285	36,222	36,222	36,200	(0)	10
63126 SUPPLIES & GENERAL	8,496	4,700	3,500	3,500	3,500	0	7
63127 UNIFORMS	38,016	43,106	29,400	29,400	29,400	0	6
TOTAL EXPENSES	1,858,004	1,800,254	1,620,772	1,708,058	1,751,150	3	

NOTE:

1. Provision for Merit increase. Cost decrease starting 2012/2013 due to removal of one permanent FC and two positions transferred to Finance (department 50-116 2014 wages and benefit costs for temporary EC/FC for Pan Am Game will be deferred and budget will be provided in 2015.
2. Rental of farm equipment: tractors, 11 golf carts for three months and snow removal equipment.
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.
10. Increase due to control of groundside propane and an anticipated increase in the propane cost as advised by City

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

50-316 LABOUR

ACCT# ACCOUNT NAME	2011 ACTUAL	2012 ACTUAL	2013 FORECAST	2013 BUDGET	2014 BUDGET	%Increase	Notes
1-50-316-50316-							
<u>EXPENSE</u>							
60002 SALARIES & BENEFITS - HOURLY (MAINTENANCE)	394,730	373,865	401,838	401,838	410,879	2	1
60009 SALARIES & BENEFITS - HOURLY (RECOVERABLE)	1,232,466	1,071,299	1,700,138	1,623,321	1,737,475	7	2
02 TOTAL SALARIES & BENEFITS - HOURLY	1,627,197	1,445,164	2,101,976	2,025,159	2,148,354	6	
61107 BOG RECOVERIES	(251,329)	(202,246)	(283,051)	(283,051)	(289,420)	2	2
61108 DEC RECOVERIES	(376,523)	(322,460)	(633,134)	(633,134)	(647,379)	2	2
61020 CNEA RECOVERIES	(341,120)	(358,245)	(366,306)	(289,489)	(373,632)	29	2
61086 RICOH RECOVERIES	(137,283)	(110,304)	(158,739)	(158,739)	(162,311)	2	2
61097 BMO FIELD	(121,721)	(74,317)	(237,998)	(237,998)	(243,353)	2	2
61110 ALLSTREAM RECOVERY	(4,490)	(3,726)	(20,910)	(20,910)	(21,381)	2	
MAINTENANCE SALARIES AND BENEFITS - HOURLY	394,730	373,865	401,838	401,838	410,879	2	1
61093 SNOW REMOVAL - SUPPLIES	21,754	14,227	35,000	41,800	35,000	(16)	4
63112 MAINTENANCE MATERIALS	2,300	1,709	0	0	0	0	
63126 TOOLS, SUPPLIES AND EQUIPMENTS	17,043	28,520	29,000	29,000	29,000	0	3
SUBTOTAL	41,097	44,455	64,000	70,800	64,000	(10)	
TOTAL EXPENSE	435,827	418,321	465,838	472,638	474,879	0	

NOTE:

1. Provision for increase per collective agreement
2. Increase due to increase in wages and recoveries.

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...

4. Increase due to the increase in price of road and LEED salt.

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

50-321 ELECTRICAL EXPENSES

ACCT# ACCOUNT NAME	2011 ACTUAL	2012 ACTUAL	2013 FORECAST	2013 BUDGET	2014 BUDGET	%Increase	Notes
1-50-321-50321-							
<u>EXPENSE</u>							
60002 SALARIES & BENEFITS - HOURLY (MAINTENANCE)	986,951	987,614	957,900	957,900	981,848	3	1,3
60009 SALARIES & BENEFITS - HOURLY (RECOVERABLE)	1,727,753	1,606,275	1,775,438	1,703,172	1,762,671	3	
02 TOTAL SALARIES & BENEFITS - HOURLY	2,714,704	2,593,889	2,733,338	2,661,072	2,744,519	3	
61107 BOG RECOVERIES	(437,278)	(418,281)	(359,000)	(359,000)	(368,334)	3	
61020 CNEA RECOVERIES	(320,242)	(354,294)	(362,266)	(290,000)	(369,511)	27	
61086 RICOH RECOVERIES	(84,014)	(54,966)	(41,848)	(41,848)	(42,936)	3	
61108 DEC ELECTRICAL/SHOW RECOVERIES	(762,852)	(641,773)	(911,571)	(911,571)	(827,274)	(9)	
61097 BMO FIELD RECOVERIES	(60,589)	(40,665)	(54,403)	(54,403)	(55,817)	3	
61110 ALC RECOVERIES	(62,777)	(96,295)	(46,350)	(46,350)	(98,799)	113	
MAINTENANCE SALARIES AND BENEFITS - HOURLY	986,951	987,614	957,900	957,900	981,848	2	1
60424 EQUIPMENT RENTAL	2,250	6,681	9,000	9,000	9,000	0	2
60801 CONTRACTED SERVICES	65,133	75,200	76,500	76,500	76,500	0	3
61010 BUILDING MAINTENANCE	16,315	20,033	25,750	25,750	25,750	0	5
61028 CONTROL MAINTENANCE	11,750	3,270	20,000	22,000	20,000	(9)	7
61032 ELECTRICAL MAINTENANT SUPPLIES AND EQUIPMENT	227,241	208,387	240,000	256,000	240,000	(6)	4
61099 STREET LIGHTING	109	8,918	12,000	12,000	12,000	0	6
63126 SUPPLIES & GENERAL	298	659	500	500	500	0	
SUBTOTAL	323,096	323,147	383,750	401,750	383,750	(4)	
TOTAL EXPENSE	1,310,047	1,310,761	1,341,650	1,359,650	1,365,598	0	

NOTE:

1. Provision for increase per collective agreement
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.

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

50-323 ENGINEERING EXPENSES

ACCT# ACCOUNT NAME	2011 ACTUAL	2012 ACTUAL	2013 FORECAST	2013 BUDGET	2014 BUDGET	%Increase	Notes
1-50-323-50323-							
<u>EXPENSE</u>							
60000 SALARIES - PERMANENT	356,166	361,096	374,465	368,826	381,621	3	1
60001 EMPLOYEE BENEFITS - PERMANENT	79,965	87,274	103,083	101,531	109,127	7	1
60002 SALARIES AND BENEFITS - HOURLY	0	0	0	0	0	0	
60425 EXPENSE ALLOWANCES	0	0	2,600	2,600	2,600	0	
60800 CONTRACT PERSONNEL	0	0	2,186	2,186	2,252	3	
61999 RECOVERIES CADD & MISC. PRINTING	(904)	(1,125)	(1,000)	(2,564)	(1,000)	(61)	
63119 PRINTING	545	406	1,200	1,500	1,200	(20)	
63126 SUPPLIES & GENERAL	837	264	700	700	700	0	
SUBTOTAL	436,608	447,915	483,233	474,779	496,500	5	
 61109 RECOVERIES FROM CITY CAPITAL PROGRAM	 (437,088)	 (453,378)	 (477,547)	 (470,357)	 (490,748)	 4	 2
 TOTAL EXPENSE	 (480)	 (5,463)	 5,686	 4,422	 5,752	 30	

NOTE:

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

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

50-324 WELDING EXPENSES

ACCT#	ACCOUNT NAME	2011 ACTUAL	2012 ACTUAL	2013 FORECAST	2013 BUDGET	2014 BUDGET	%Increase	Notes
1-50-324-50324-								
	<u>EXPENSE</u>							
60002	SALARIES & BENEFITS - HOURLY (MAINTENANCE)	77,825	86,799	80,479	80,479	82,813	3	1
60009	SALARIES & BENEFITS - HOURLY (RECOVERABLE)	0	12,352	31,183	33,561	11,691	(65)	
02	TOTAL SALARIES & BENEFITS - HOURLY	77,825	99,150	111,662	114,040	94,504	(17)	
61107	BOG RECOVERIES	0	(7,715)	(20,537)	(20,537)	(7,000)	(66)	
61108	DEC RECOVERIES	0	(1,067)	(7,761)	(7,761)	(1,000)	(87)	
61020	CNEA RECOVERIES	0	(2,822)	(2,885)	(5,263)	(2,943)	(44)	
61086	RICOH RECOVERIES	0	(474)	0	0	(474)	0	
61097	BMO FIELD	0	(274)	0	0	(274)	0	
61110	ALC RECOVERIES	0	0	0	0	0	0	
	MAINTENANCE SALARIES AND BENEFITS - HOURLY	77,825	86,799	80,479	80,479	82,813	3	
60424	EQUIPMENT RENTAL	216	917	500	500	500	0	
61010	BUILDING MAINT. - WELDING SUPPLIES	2,971	5,818	7,000	7,000	6,000	(14)	
	SUBTOTAL	3,187	6,735	7,500	7,500	6,500	(13)	
	TOTAL EXPENSE	81,012	93,534	87,979	87,979	89,313	2	

NOTE:

1. Provision for COLA increase

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

50-325 CARPENTRY EXPENSES

ACCT# ACCOUNT NAME	2011 ACTUAL	2012 ACTUAL	2013 FORECAST	2013 BUDGET	2014 BUDGET	%Increase	Notes
1-50-325-50325-							
<u>EXPENSE</u>							
60002 SALARIES & BENEFITS - HOURLY (MAINTENANCE)	397,504	399,792	440,000	440,000	444,400	1	1
60009 SALARIES & BENEFITS - HOURLY (RECOVERABLE)	576,334	569,772	617,672	487,643	631,266	29	
02 TOTAL SALARIES & BENEFITS - HOURLY	973,839	969,564	1,057,672	927,643	1,075,666	16	
61107 BOG RECOVERIES	(233,549)	(146,833)	(111,036)	(111,036)	(113,590)	2	1
61108 DEC RECOVERIES	(58,416)	(38,320)	(118,831)	(118,831)	(121,564)	2	1
61020 CNEA RECOVERIES	(139,716)	(199,762)	(204,257)	(74,228)	(208,342)	181	1
61086 RICOH RECOVERIES	(85,553)	(107,156)	(125,437)	(125,437)	(128,322)	2	1
61097 BMO FIELD RECOVERIES	(24,399)	(24,584)	(22,761)	(22,761)	(23,285)	2	1
61110 ALC RECOVERIES	(34,702)	(53,117)	(35,350)	(35,350)	(36,163)	2	
MAINTENANCE SALARIES AND BENEFITS - HOURLY	397,504	399,792	440,000	440,000	444,400	1	1
 60424 EQUIPMENT RENTAL	 750	 0	 1,000	 1,000	 1,030	 3	
60801 CONTRACTED SERVICES	109,457	53,085	135,000	140,525	135,000	(4)	2
61010 BUILDING MAINT. AND REPAIRS	110,535	149,607	185,000	185,000	190,550	3	
61011 CARILLON MAINTENANCE	2,062	794	2,500	2,500	2,500	0	
61085 RENTAL OF EQUIPMENT FOR MAINTENANCE	46,026	44,010	30,000	25,000	30,000	20	3
63111 LOCKSMITH SUPPLIES	4,458	5,701	1,500	1,000	1,200	20	
SUBTOTAL	273,287	253,196	355,000	355,025	360,280	1	
 TOTAL EXPENSE	 670,791	 652,988	 795,000	 795,025	 804,680	 1	

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.

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

50-326 PAINTING EXPENSES

ACCT#	ACCOUNT NAME	2011 ACTUAL	2012 ACTUAL	2013 FORECAST	2013 BUDGET	2014 BUDGET	%Increase	Notes
1-50-326-50326-								
	<u>EXPENSE</u>							
60002	SALARIES & BENEFITS - HOURLY (MAINTENANCE)	238,173	197,580	303,000	303,000	306,030	1	1
60009	SALARIES & BENEFITS - HOURLY (RECOVERABLE)	143,807	99,296	151,637	174,255	149,126	(14)	
02	TOTAL SALARIES & BENEFITS - HOURLY	381,980	296,876	454,637	477,255	455,156	(5)	
61107	BOG RECOVERIES	(79,988)	(53,940)	(62,846)	(62,846)	(62,000)	(1)	1
61108	DEC RECOVERIES	(8,261)	(8,346)	(24,498)	(24,498)	(22,000)	(10)	1
61020	CNEA RECOVERIES	(28,523)	(23,133)	(23,653)	(46,271)	(24,126)	(48)	1
61086	RICOH RECOVERIES	(7,853)	(5,194)	(11,268)	(11,268)	(12,000)	6	1
61097	BMO FIELD RECOVERIES	(13,131)	(2,117)	(14,222)	(14,222)	(14,000)	(2)	1
61110	ALC RECOVERIES	(6,052)	(6,566)	(15,150)	(15,150)	(15,000)	(1)	
	MAINTENANCE SALARIES AND BENEFITS - HOURLY	238,173	197,580	303,000	303,000	306,030	1	1
60424	EQUIPMENT RENTAL	2,640	471	500	500	500	0	
60801	CONTRACTED SERVICES	1,542	1,744	1,500	1,500	1,500	0	
61010	BUILDING MAINT.	17,665	12,792	20,250	20,250	20,250	0	
	SUBTOTAL	21,847	15,007	22,250	22,250	22,250	0	
	TOTAL EXPENSE	260,021	212,587	325,250	325,250	328,280	1	

NOTE:

1. Provision for COLA increase, plus adjustment to reflect prior years experience.

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

50-327 MECHANICAL & GARAGE EXPENSES

ACCT# ACCOUNT NAME	2011 ACTUAL	2012 ACTUAL	2013 FORECAST	2013 BUDGET	2014 BUDGET	%Increase	Notes
1-50-327-50327-							
<u>EXPENSE</u>							
60002 SALARIES & BENEFITS - HOURLY (MAINTENANCE)	122,486	143,827	130,000	130,000	135,000	4	1
60009 SALARIES & BENEFITS - HOURLY (RECOVERABLE)	108,515	102,569	30,893	19,213	103,957	441	1
TOTAL SALARIES & BENEFITS - HOURLY	231,000	246,395	160,893	149,213	238,957	60	
61107 BOG RECOVERIES	(83,656)	(79,879)	0	0	(79,879)	0	1
61108 DEC RECOVERIES	(1,120)	(142)	(9,676)	(9,676)	(642)	(93)	1
61020 CNEA RECOVERIES	(22,830)	(20,750)	(21,217)	(9,537)	(21,642)	127	1
61110 ALC RECOVERIES	(135)	(94)	0	0	(90)	0	1
61097 BMO FIELD	(375)	(1,651)	0	0	(1,651)	0	1
61086 RICOH RECOVERY	(398)	(52)	0	0	(52)	0	
MAINTENANCE SALARIES AND BENEFITS - HOURLY	122,486	143,827	130,000	130,000	135,000	4	1
60424 EQUIPMENT RENTAL	1,630	552	1,000	1,000	1,000	0	
60466 VEHICLE LICENSES	13,372	10,813	11,000	11,000	11,000	0	
61036 EQUIPMENT MAINTENANCE	102,470	111,110	110,000	90,000	112,000	24	
61105 VEHICLE MAINTENANCE	42,654	25,791	30,000	55,000	30,000	(45)	
63102 DIESEL FUEL	30,504	36,051	38,000	38,000	36,000	(5)	
63102 FUEL OIL	0	0	0	0	0	0	
63107 PROPANE & GASOLINE	55,785	61,514	59,000	59,000	57,000	(3)	
63117 PETROLEUM PRODUCTS	3,078	3,349	2,500	2,000	2,500	25	
SUBTOTAL	249,492	249,179	251,500	256,000	249,500	(3)	
TOTAL EXPENSE	371,978	393,006	381,500	386,000	384,500	(0)	

NOTE:

1. Provision for COLA increase, plus adjustment to reflect prior years experience.

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

50-328 PLUMBING EXPENSES

ACCT# ACCOUNT NAME	2011 ACTUAL	2012 ACTUAL	2013 FORECAST	2013 BUDGET	2014 BUDGET	%Increase	Notes
1-50-328-50328-							
<u>EXPENSE</u>							
60002 SALARIES & BENEFITS - HOURLY (MAINTENANCE)	305,938	280,179	415,595	415,595	415,595	0	1
60009 SALARIES & BENEFITS - HOURLY (RECOVERABLE)	384,688	305,284	218,315	169,081	221,157	31	1
02 TOTAL SALARIES & BENEFITS - HOURLY	690,625	585,463	633,910	584,676	636,752	9	
61107 BOG RECOVERIES	(129,830)	(61,030)	(46,816)	(46,816)	(46,816)	0	1
61108 DEC RECOVERIES	(105,925)	(85,890)	(21,008)	(21,008)	(21,008)	0	1
61020 CNEA RECOVERIES	(142,818)	(138,965)	(142,092)	(92,858)	(144,934)	56	1
61086 RICOH RECOVERIES	(2,636)	(3,795)	(2,697)	(2,697)	(2,697)	0	1
61097 BMO FIELD	0	0	(5,702)	(5,702)	(5,702)	0	1
61110 ALC RECOVERIES	(3,479)	(15,605)	0	0	0	0	
MAINTENANCE SALARIES AND BENEFITS - HOURLY	305,938	280,179	415,595	415,595	415,595	0	1
 60424 EQUIPMENT RENTAL	 750	 1,218	 2,000	 2,000	 2,000	 0	
60427 FIRE PROTECTION EQUIPMENT	257,357	230,252	225,000	216,500	230,000	6	
60801 CONTRACTED SERVICE	112,812	58,376	117,004	117,004	117,004	0	5
61010 BUILDING MAINTENANCE	5,146	10,180	20,000	25,000	20,000	(20)	2
61077 PLUMBING MAINTENANCE	26,787	45,708	36,000	32,000	37,000	16	6
61104 UNDERGROUND SERVICES	62,285	108,188	145,000	145,000	145,000	0	4
61109 WASHROOM TRAILERS	2,278	3,457	10,000	14,000	10,000	(29)	7
63128 KITCHEN EQUIPMENT	1,421	0	2,000	3,000	2,000	(33)	3
SUBTOTAL	468,837	457,379	557,004	554,504	563,004	2	
 TOTAL EXPENSE	 774,775	 737,557	 972,599	 970,099	 978,599	 1	

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.
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.

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

50-329 HVAC EXPENSES

ACCT# ACCOUNT NAME	2011 ACTUAL	2012 ACTUAL	2013 FORECAST	2013 BUDGET	2014 BUDGET	%Increase	Notes
1-50-329-50329-							
<u>EXPENSE</u>							
60002 SALARIES & BENEFITS - HOURLY (MAINTENANCE)	517,961	553,086	448,440	448,440	448,481	0	1
60009 SALARIES & BENEFITS - HOURLY (RECOVERABLE)	62,742	37,483	138,560	156,441	144,379	(8)	1
02 TOTAL SALARIES & BENEFITS - HOURLY	580,703	590,569	587,000	604,881	592,860	(2)	
61107 BOG RECOVERIES	(20,517)	(17,381)	(11,003)	(11,003)	(17,381)	58	1
61108 DEC RECOVERIES	(6,084)	(3,805)	(110,893)	(110,893)	(110,000)	(1)	1
61020 CNEA RECOVERIES	(24,755)	(16,298)	(16,664)	(22,090)	(16,998)	(23)	1
61086 RICOH RECOVERIES	0	0	0	(3,429)	0	(100)	1
61097 BMO FIELD	0	0	0	(9,026)	0	(100)	1
61110 ALC RECOVERIES	(11,387)	0	0	0	0	0	
MAINTENANCE SALARIES AND BENEFITS - HOURLY	517,961	553,086	448,440	448,440	448,481	0	1
 60424 EQUIPMENT RENTAL	 2,448	 2,858	 4,000	 5,000	 4,000	 (20)	
60801 CONTRACTED SERVICES	120,425	71,380	140,000	157,000	140,000	(11)	
61010 BUILDING MAINTENANCE	31,462	20,580	40,000	45,000	40,000	(11)	
61028 CONTROLS & BUILDING AUTOMATION	100,348	80,226	110,000	120,600	110,000	(9)	
61036 EQUIPMENT MAINTENANCE	42,486	70,662	100,000	110,000	100,000	(9)	
61083 REFRIGERATION & AIR CONDITIONING	18,137	10,157	40,000	50,000	40,000	(20)	
63128 KITCHEN EQUIPMENT	1,592	0	4,000	4,000	4,000	0	
SUBTOTAL	316,897	255,864	438,000	491,600	438,000	(11)	
 TOTAL EXPENSE	 834,857	 808,950	 886,440	 940,040	 886,481	 (6)	

NOTE:

1. Provision for increase per collective agreement. 2014 budget adjust to reflect actual experience.

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

50-330 IATSE EXPENSES

ACCT# ACCOUNT NAME	2011 ACTUAL	2012 ACTUAL	2013 FORECAST	2013 BUDGET	2014 BUDGET	%Increase	Notes
1-50-330-50330-							
<u>EXPENSE</u>							
60002 SALARIES & BENEFITS - HOURLY (MAINTENANCE)	150,062	84,302	102,252	102,252	104,552	2	1
60009 SALARIES & BENEFITS - HOURLY (RECOVERABLE)	4,574,195	4,199,181	4,104,977	3,944,073	4,195,861	6	2
02 TOTAL SALARIES & BENEFITS - HOURLY	4,724,257	4,283,483	4,207,228	4,046,325	4,300,413	6	
61107 BOG RECOVERIES - IATSE	(1,282,898)	(1,229,056)	(1,117,386)	(1,117,386)	(1,142,528)	2	2
61108 DEC RECOVERIES - IATSE	(729,927)	(726,546)	(903,660)	(903,660)	(923,993)	2	2
61020 CNEA RECOVERIES - IATSE	(527,133)	(578,015)	(591,020)	(430,117)	(602,840)	40	2
61086 RICOH RECOVERIES	(970,945)	(632,271)	(814,502)	(814,502)	(832,828)	2	2
61097 BMO FIELD	(275,773)	(263,420)	(141,289)	(141,289)	(144,468)	2	2
61110 ALC RECOVERIES	(787,520)	(769,874)	(537,119)	(537,119)	(549,204)	2	
MAINTENANCE SALARIES AND BENEFITS - HOURLY	150,062	84,302	102,252	102,252	104,552	2	1
60424 EQUIPMENT RENTAL	337	648	700	700	700	0	4
60425 EXPENSE ALLOWANCES	76	0	300	300	300	0	
61036 EQUIPMENT MAINTENANCE	7,004	7,882	10,000	10,000	1,000	(90)	3
63126 SUPPLIES & GENERAL	606	514	800	800	800	0	
SUBTOTAL	8,023	9,044	11,800	11,800	2,800	(76)	
TOTAL EXPENSE	158,084	93,346	114,052	114,052	107,352	(6)	

NOTE:

1. Provision for increase per collective agreement. 2013 budget adjust to reflect actual experience.
2. Increase due to increase in wages and recoveries.
3. Includes hoist motor inspections, splicing equipment and amplifiers, speakers and sound board repairs.
4. Annual rental of small scissor lift and testing equipment.

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

50-334 CREATIVE SERVICES - SIGN SHOP

ACCT# ACCOUNT NAME	2011 ACTUAL	2012 ACTUAL	2013 FORECAST	2013 BUDGET	2014 BUDGET	%Increase	Notes
1-50-334-50334-							
<u>EXPENSE</u>							
60002 SALARIES & BENEFITS - HOURLY (MAINTENANCE)	17,936	17,716	32,929	32,929	33,670	2	1
60009 SALARIES & BENEFITS - HOURLY (RECOVERABLE)	96,972	97,339	207,120	223,713	211,662	(5)	1
02 TOTAL SALARIES & BENEFITS - HOURLY	114,907	115,055	240,050	256,643	245,333	(4)	
61107 BOG RECOVERIES - CREATIVE	(26,002)	(24,824)	(121,253)	(121,253)	(123,981)	2	1
61108 DEC RECOVERIES - CREATIVE	(15,397)	(20,535)	(24,516)	(24,516)	(25,068)	2	1
61020 CNEA RECOVERIES - CREATIVE	(51,531)	(45,600)	(46,626)	(63,219)	(47,557)	(25)	1
61086 RICOH RECOVERIES	(2,214)	(4,846)	(9,229)	(9,229)	(9,436)	2	1
61097 BMO FIELD	(975)	(760)	(2,870)	(2,870)	(2,934)	2	1
61110 ALC RECOVERIES	(853)	(775)	(2,627)	(2,627)	(2,686)	2	
MAINTENANCE SALARIES AND BENEFITS - HOURLY	17,936	17,716	32,929	32,929	33,670	2	1
61036 EQUIPMENT MAINTENANCE	0	0	500	500	500	0	3
63124 SIGNS SUPPLIES & REPAIRS	16,221	13,054	12,360	12,360	12,360	0	4
63126 SUPPLIES & GENERAL	8,231	0	3,600	3,600	3,600	0	2
SUBTOTAL	24,452	13,054	16,460	16,460	16,460	0	
TOTAL EXPENSE	42,387	30,770	49,389	49,389	50,130	2	

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	2011 ACTUAL	2012 ACTUAL	2013 FORECAST	2013 BUDGET	2014 BUDGET	%Increase	Notes
1-50-500-50500-							
<u>EXPENSE</u>							
60000 SALARIES - PERMANENT	567,838	475,273	559,826	568,921	604,461	6	1
60001 BENEFITS - PERM	134,886	109,223	149,255	151,680	166,158	10	1
SUB TOTAL SALARIES AND BENEFITS - PERMANENT	702,724	584,496	709,082	720,601	770,619	7	
60002 SALARIES AND BENEFITS - HOURLY	877,598	809,102	780,000	780,000	776,008	(1)	2
60009 SALARIES & BENEFITS - HOURLY (RECOVERABLE)	392,217	253,702	280,000	280,000	51,000	(82)	3
TOTAL SALARIES & BENEFITS - HOURLY	1,269,815	1,062,804	1,060,000	1,060,000	827,008	(22)	
61107 BOG RECOVERIES	(42,145)	(15,682)	(25,000)	(25,000)	0	(100)	3
61108 DEC RECOVERIES	(52,721)	(9,221)	(30,000)	(30,000)	0	(100)	3
61020 CNEA RECOVERIES	(38,183)	0	0	0	0	0	3
61086 RICOH RECOVERIES	(94,653)	(89,879)	(90,000)	(90,000)	(3,000)	(97)	
61097 BMO FIELD	(109,669)	(92,374)	(90,000)	(90,000)	(3,000)	(97)	
61110 ALC RECOVERIES	(54,845)	(46,545)	(45,000)	(45,000)	(45,000)	0	
SUB TOTAL - HOURLY SALARIES AND BENEFITS	877,598	809,102	780,000	780,000	776,008	(1)	
60424 EQUIPMENT RENTALS	4,650	3,271	5,350	5,350	5,350	0	
60439 MEMBERSHIPS	182	500	650	650	650	0	
60459 STAFF DEVELOPMENT/TRAINING - UNIONIZED	0	0	4,000	0	4,000	0	5
61036 EQUIPMENT MAINTENANCE	67,352	89,641	85,000	85,000	86,000	1	4
61999 THIRD PARTIES RECOVERIES	0	(1,112)	0	0	0	0	
63126 SUPPLIES & GENERAL	5,820	3,118	3,500	3,500	3,500	0	
63127 UNIFORMS	5,250	3,117	7,000	9,000	7,000	(22)	
SUB TOTAL - OTHER EXPENSES	83,254	98,535	105,500	103,500	106,500	3	
TOTAL EXPENSE	1,663,576	1,492,134	1,594,582	1,604,101	1,653,127	3	

NOTE:

1. Provision for merit increase. 2014 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. 2013/2014 Training provide to unionized staff. Training budget for EP/DEC/ALC Management staff is provided under CEO department 50-100

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

SUMMARY

PAGE	ACCOUNT NAME	2011 ACTUAL	2012 ACTUAL	2013 FORECAST	2013 BUDGET	2014 BUDGET	%Increase	Notes
	<u>REVENUE</u>							
40000	RENTAL - SHOWS	6,287,322	6,372,583	6,385,499	6,385,499	6,435,164	1	1
40000	RENTAL - RAWF	1,051,715	1,082,040	1,114,501	1,114,501	1,114,836	0	
	SUB TOTAL	7,339,037	7,454,623	7,500,000	7,500,000	7,550,000	1	1
	ELECTRICAL SERVICES - NET	1,125,752	1,092,551	1,132,832	1,133,151	1,155,435	2	
42200	CATERING CONCESSIONS	777,844	781,740	781,842	850,000	770,000	(9)	2
	SHOW SERVICES - NET	1,024,671	976,848	1,066,585	1,024,803	1,090,623	6	
40	TELECOMMUNICATIONS - NET	421,107	399,560	429,732	428,211	427,182	(0)	
42	SPONSORSHIP - NET	191,167	201,582	205,000	205,000	201,205	(2)	3
44	OFFICIAL SUPPLIER	87,887	27,295	34,500	34,500	34,500	0	4
44	ABM COMMISSIONS	83,013	95,316	95,000	95,000	95,000	0	
44	INTEREST AND OTHER INCOME	63,510	67,762	90,000	84,000	90,000	7	
	NAMING RIGHTS REVENUE - DEC	700,000	700,000	700,000	700,000	700,000	0	
	NAMING RIGHTS EXPENSES & TSF TO RESERVE - DEC	(700,000)	(700,000)	(700,000)	(700,000)	(700,000)	0	
	TOTAL REVENUE	11,113,989	11,097,277	11,335,491	11,354,666	11,413,946	1	
	<u>EXPENSES</u>							
	DIRECT SHOW COSTS - PMD	673,886	548,443	543,155	565,086	504,797	(11)	
40	TELECOMMUNICATION/INFORMATION SYSTEMS	1,067,574	1,018,937	923,814	623,600	568,895	(9)	
43	EXECUTIVE	307,178	314,151	329,768	326,324	342,890	5	
44	FINANCE	265,044	65,292	133,000	133,000	133,000	0	
44	DEPRECIATION	2,059	0	0	0	0	0	
45	MARKETING	1,430,815	1,496,300	1,465,439	1,600,635	1,716,034	7	
46	EVENT SERVICES	1,209,008	1,306,663	1,308,575	1,248,171	1,295,588	4	
	SUB TOTAL	4,955,563	4,749,787	4,703,750	4,496,816	4,561,205	1	
	<u>EXPENSE RECOVERIES</u>							
47	CENTERPLATE - UTILITIES & CLEANING	(97,453)	(99,007)	(98,500)	(98,500)	(98,500)	0	
	TOTAL EXPENSES	4,858,110	4,650,780	4,605,250	4,398,316	4,462,705	1	
	NET INCOME (LOSS)	6,255,878	6,446,497	6,730,241	6,956,349	6,951,241	(0)	

NOTE:

1. 2014 budget includes \$1,319,818 unidentified new businesses.
2. 2014 budgeted at guaranteed minimum commission changed \$770K
3. Increase due to new deal with Williams Landing expected to happen in 2012-2013
4. Decrease due to loss of major shows and new agreement with GES effective Jan 1, 2012.

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

850 - TELECOMMUNICATIONS

ACCT# ACCOUNT NAME	2011 ACTUAL	2012 ACTUAL	2013 FORECAST	2013 BUDGET	2014 BUDGET	%Increase	Notes
1-60-850-60850-							
<u>EXPENSES</u>							
60000 SALARIES - PERMANENT	540,188	583,934	607,552	367,283	381,621	4	1
60001 BENEFITS - PERMANENT	112,303	134,626	165,749	100,200	108,407	8	1
60002 TEMPORARY WAGES	58,227	27,215	38,000	38,000	38,000	0	7
60800 CONTRACTED STAFF	12,000	0	0	0	0	0	10
60423 DUES & SUBSCRIPTION	2,083	634	600	550	600	9	
60431 COMPUTER SUPPLIES	39,151	24,631	50,000	53,450	50,000	(6)	2
60441 MISCELLANEOUS EXPENSES	134	838	2,000	2,000	2,000	0	8
60456 ACCOUNTING SOFTWARE MAINTENANCE AGREEMENT	20,023	25,443	22,000	22,000	22,000	0	3
60457 RECOVERIES - FINANCIAL REPORTING- CNE	(10,000)	(10,000)	(2,500)	(2,500)	0	(100)	3
60461 TELEPHONE TRUNK & PSTN	144,009	159,837	170,000	176,000	170,000	(3)	6
60462 TELECOMMUNICATIONS FROM THIRD PARTY	0	0	0	800	0	(100)	
60463 TELECOM CABLING & FIXTURES	41,364	14,668	14,500	14,500	14,500	0	
61060 MAINTENANCE AGREEMENTS - MTS ALLSTREAM	36,718	32,629	30,000	25,604	30,000	17	9
63023 OFFICE SUPPLIES	537	909	400	300	400	33	11
63101 COMPUTER EQUIPMENT	62,645	19,301	11,000	11,000	11,000	0	4
63125 SMALL EQUIPMENT/SOFTWARE	7,742	3,233	6,000	6,000	6,000	0	
63127 UNIFORMS	450	1,037	600	500	600	20	
61020 TELECOMM RECOVERIES - ADMIN SERVICE TO CNEA	0	0	(192,087)	(192,087)	(266,233)	39	12
TOTAL EXPENSES	1,067,574	1,018,937	923,814	623,600	568,895	(9)	
REVENUE							
43004 TELECOMM - EVENTS - NET	217,041	205,460	215,959	216,938	218,409	1	
61111 TELEPHONE RECOVERIES	204,066	194,100	213,773	211,273	208,773	(1)	5
TOTAL REVENUE	421,107	399,560	429,732	428,211	427,182	(0)	
NET PROFIT (LOSS)	(646,467)	(619,377)	(494,082)	(195,389)	(141,713)	27	

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

850 - TELECOMMUNICATIONS

NOTE:

1. Provision for merit increase. Actuals costs includes salaries of some staff that cannot be fully recovered from events
2. Computer supplies for all printers, fax machines, copiers and maintenance agreements for the same.
3. Microsoft Great Plain Dynamic annual payments; CNE to share cost up to March 31/2013.
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, Centre Plate, Stadium, CSA, RAWF, CNE, 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 starting 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. 2014 budget at 3.95% COLA+Merit increase from 2013 per City's directives

SCHEDULE A - TELEPHONE RECOVERIES	2011 ACTUAL	2012 ACTUAL	2013 FORECAST	2013 BUDGET	2014 BUDGET
SOCCER STADIUM/BMO FIELD	82,323	80,087	82,500	82,500	82,500
MLSE-RICOH	45,082	42,329	45,000	45,000	45,000
RAWF	22,994	22,865	24,500	24,500	24,500
CENTREPLATE/SERVO	14,713	13,823	20,000	20,000	20,000
CSA - STADIUM	5,155	5,049	5,160	5,160	5,160
FCT COMMUNICATION (AGREEMENT ENDED 2012)	7,066	0	5,000	5,000	0
CANADA PAYPHONE CORP (STARTED AUG/2012)	0	1,079	2,500	0	2,500
LIBERTY GRAND - EX PL	3,000	3,000	3,000	3,000	3,000
IKON BUSINESS CENTRE (AT ALLTREAM)	1,005	754	1,000	1,000	1,000
GES	3,012	4,320	4,320	4,320	4,320
COT-TABIA	956	956	960	960	960
MUZIK	3,000	3,000	3,000	3,000	3,000
MEDIEVAL TIME	7,200	7,200	7,200	7,200	7,200
QE THEATRE & FD	2,757	2,757	2,757	2,757	2,757
CERISE	5,804	6,880	6,876	6,876	6,876
	0		0	0	0
	204,066	194,100	213,773	211,273	208,773

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

830 - ADVERTISING AND SPONSORSHIP

ACCT# ACCOUNT NAME	2011 ACTUAL	2012 ACTUAL	2013 FORECAST	2013 BUDGET	2014 BUDGET	%Increase	Notes
1-60-830-60830-							
<u>EXPENSES</u>							
60401 ADMINISTRATIVE	0	0	0	0	0	0	
60412 COMMISSIONS - CONTRA ACCOUNT	0	0	0	0	0	0	
60413 COMMISSIONS	19,609	17,415	17,000	17,000	8,579	(50)	1
63120 PRODUCTION	0	0	0	0	0	0	
TOTAL EXPENSES	19,609	17,415	17,000	17,000	8,579	(50)	
42000 REVENUE	210,776	218,997	222,000	222,000	209,784	(6)	2
NET PROFIT (LOSS)	191,167	201,582	205,000	205,000	201,205	(2)	

NOTE:

1. Prior to 2013 no monthly fees payable, just commission (portion of salary) @ 7.5% for renewed businesses.
2. Includes deals with Coke and Ricoh. Deal with Williams Landing ended July 2013. National Post deal ends May 2012.

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

801 - EXECUTIVE EXPENSES

ACCT# ACCOUNT NAME	2011 ACTUAL	2012 ACTUAL	2013 FORECAST	2013 BUDGET	2014 BUDGET	%Increase	Notes
1-60-801-60801-							
<u>EXPENSES</u>							
60000 SALARIES - PERMANENT	255,252	256,815	238,716	232,719	241,555	4	1
60001 BENEFITS	41,675	46,553	69,552	67,805	79,836	18	1
60416 CONFERENCE DEVELOPMENT	0	429	0	0	0	0	
60423 DUES & SUBSCRIPTIONS	3,316	1,990	8,000	10,000	8,000	(20)	
60437 MEALS & ENTERTAINMENT	405	615	2,000	2,000	2,000	0	2
60441 MISCELLANEOUS EXPENSES	3,067	4,023	3,100	3,100	3,100	0	
60447 PROFESSIONAL FEES	1,426	0	1,700	2,000	1,700	(15)	
63023 OFFICE SUPPLIES	307	1,594	5,000	7,000	5,000	(29)	
63118 POSTAGE & COURIER	376	499	500	500	500	0	
63119 PRINTING & STATIONERY	49	0	300	300	300	0	
63125 SMALL EQUIPMENT	1,304	1,633	900	900	900	0	
TOTAL EXPENSES	307,178	314,151	329,768	326,324	342,890	5	

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	2011 ACTUAL	2012 ACTUAL	2013 FORECAST	2013 BUDGET	2014 BUDGET	%Increase	Notes
1-60-802-60802-							
<u>EXPENSES</u>							
60409 BANK CHARGES & CREDIT CARD DISCOUNTS	107,795	96,172	115,000	115,000	115,000	0	2
60408 BAD DEBT EXPENSE (RECOVERY)	157,249	(30,880)	18,000	18,000	18,000	0	
SUB-TOTAL	265,044	65,292	133,000	133,000	133,000	0	
69800 DEPRECIATION - EQUIPMENT	2,059	0	0	0	0	0	1
SUB-TOTAL	2,059	0	0	0	0	0	
TOTAL EXPENSES	267,103	65,292	133,000	133,000	133,000	0	
<u>REVENUE</u>							
49003 INTEREST INCOME	43,018	71,825	70,000	64,000	70,000	9	3
49004 MISCELLANEOUS INCOME	20,492	(4,063)	20,000	20,000	20,000	0	
49005 ABM COMMISSIONS	83,013	95,316	95,000	95,000	95,000	0	5
49006 OFFICIAL SUPPLIER	87,887	27,295	34,500	34,500	34,500	0	4
TOTAL REVENUE	234,410	190,373	219,500	213,500	219,500	3	
NET PROFIT (LOSS)	(32,692)	125,081	86,500	80,500	86,500	7	

NOTE:

- Equipment's are fully amortized as of December 31, 2011.
- Exhibitor orders are now fully e-commerce, therefore, additional charges paid to financial institution on a transaction basis in addition to credit card discount
- Interest revenue budgeted/forecast to reflect current market trend. Includes all Board's term investment held by City
- Decrease due to new 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.
- Four years agreement between Board and Direct Cash Management commencing on June 1, 2011.

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

803 - MARKETING EXPENSES

ACCT# ACCOUNT NAME	2011 ACTUAL	2012 ACTUAL	2013 FORECAST	2013 BUDGET	2014 BUDGET	%Increase	Notes
1-60-803-60803-							
<u>EXPENSES</u>							
60000 SALARIES - PERMANENT	643,692	728,670	671,370	777,583	820,706	6	1
60001 BENEFITS	139,482	148,422	183,204	212,187	233,418	10	1
60002 SALARIES - TEMPORARY	51,208	49,188	0	0	0	0	
60404 ADVERTISING	12,249	27,677	38,011	38,011	75,000	97	
60416 CONVENTION DEVELOPMENT/SPECIAL EVENTS FUND	250,000	250,000	250,000	250,000	250,000	0	4
60418 MEETINGS & CONVENTIONS	101,849	111,933	97,000	97,000	124,500	28	
60419 CORPORATE ADVERTISING	108,461	79,759	97,500	97,500	100,000	3	
60423 DUES & SUBSCRIPTIONS	21,377	18,390	16,254	16,254	18,360	13	
60438 MEDIA / PUBLIC RELATIONS	5,442	5,000	5,000	5,000	5,000	0	
60441 MISCELLANEOUS EXPENSES	4,375	3,497	1,000	1,000	1,000	0	
60453 MARKETING FEE SMG	65,000	59,992	65,000	65,000	65,000	0	3
60465 TRAVEL	2,042	0	1,200	1,200	1,200	0	2
63023 OFFICE SUPPLIES	1,805	1,550	5,600	5,600	2,000	(64)	
63118 POSTAGE & COURIER	1,003	774	1,000	1,000	1,000	0	
63122 RESOURCE MATERIALS	22,828	11,450	33,300	33,300	18,850	(43)	5
TOTAL EXPENSES	1,430,815	1,496,300	1,465,439	1,600,635	1,716,034	7	

- NOTE:**
1. Provision for Merit increase. 2014 benefits increase due to OMERS rates increase. 2014 budget increase due revision of incentive plan
 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.

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

807 - EVENT SERVICES EXPENSES

ACCT# ACCOUNT NAME	2011 ACTUAL	2012 ACTUAL	2013 FORECAST	2013 BUDGET	2014 BUDGET	%Increase	Notes
1-60-807-60807-							
<u>EXPENSES</u>							
60000 SALARIES - PERMANENT	931,011	1,003,987	1,012,189	960,061	993,046	3	1
60001 BENEFITS	214,523	243,858	277,186	262,911	283,143	8	1
60002 SALARIES & BENEFIT - TEMPORARY	43,256	33,682	0	0	0	0	2
60418 CONVENTIONS & MEETINGS	2,361	7,226	3,000	3,000	3,000	0	7
60423 DUES & SUBSCRIPTIONS	2,049	1,841	2,500	2,500	2,500	0	3
60437 MEALS & ENTERTAINMENT	1,221	2,183	1,600	1,600	1,600	0	9
60441 MISCELLANEOUS EXPENSES	5,741	6,042	2,500	2,500	2,600	4	4
63023 OFFICE SUPPLIES - EC & EXHIBITORS GROUP	5,067	5,065	5,000	10,000	5,100	(49)	6
63118 POSTAGE & COURIER	430	64	300	300	300	0	
63119 PRINTING & STATIONERY	599	270	800	800	800	0	8
63125 SMALL EQUIPMENTS	1,459	1,820	2,000	2,000	2,000	0	5
63127 UNIFORMS	1,290	623	1,500	2,500	1,500	(40)	
TOTAL EXPENSES	1,209,008	1,306,663	1,308,575	1,248,171	1,295,588	4	

NOTE:

1. Provision for Merit increase. 2014 benefits increase due to OMERS rates increase.
2. Temporary Exhibitors Staff time are charged directly to shows/events. 2014 wages and benefit costs for temporary EC/FC for Pan Am Game will be deferred and budget will be provided in 2015.
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.
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.

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

815 - EXPENSE RECOVERY

ACCT#	ACCOUNT NAME	2011 ACTUAL	2012 ACTUAL	2013 FORECAST	2013 BUDGET	2014 BUDGET	%Increase	Notes
1-60-815-60815-								
	<u>EXPENSES RECOVERIES</u>							
61021	CLEANING RECOVERY - CENTERPLATE	(13,524)	(13,312)	(13,500)	(13,500)	(13,500)	0	1
61113	UTILITY RECOVERY	(83,929)	(85,695)	(85,000)	(85,000)	(85,000)	0	2
	TOTAL EXPENSES	(97,453)	(99,007)	(98,500)	(98,500)	(98,500)	0	

NOTE:

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

2. 1% utility recovery per contractual arrangements, based on Centerplate's 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	2011 ACTUAL	2012 ACTUAL	2013 FORECAST	2013 BUDGET	2014 BUDGET	%Increase	Notes
	REVENUE							
	RENTAL	1,099,570	1,434,090	966,376	966,376	1,200,000	24	5
42200	CATERING CONCESSIONS/RENTALS	769,750	665,344	1,048,668	1,048,668	1,016,896	(3)	6
	SHOW SERVICES - NET	222,571	232,522	382,226	382,226	233,325	(39)	
	PARKING - NET	158,517	175,904	150,000	145,211	160,000	10	3
	TOTAL REVENUE	2,250,408	2,507,861	2,547,270	2,542,482	2,610,220	3	
	DEPARTMENTAL OVERHEAD EXPENSES							
	EVENTS PMD COST	345,217	309,424	290,672	196,169	260,360	33	
50	BUILDING OPERATIONS	472,315	494,721	381,000	438,000	429,000	(2)	
51	CLEANING AND DÉCOR	125,597	110,184	191,138	191,138	195,200	2	
52	FINANCE	64,193	41,306	64,297	73,765	75,233	2	
53	CONCIERGE SERVICE	66,645	54,837	55,322	55,322	57,827	5	
57	SALES AND MARKETING	269,330	309,888	333,093	334,505	343,597	3	
58	EVENT SERVICES	213,108	221,401	230,841	232,566	240,560	3	
59	HOUSE TECHNICIAN & EVENT PMD	104,649	104,334	169,155	174,874	177,368	1	
61072	OFFICIAL OPENING & START UP PROVISION	0	0	0	0	0	0	
	TOTAL OPERATING EXPENSES	1,661,053	1,646,096	1,715,517	1,696,339	1,779,144	5	
	ANNUAL CASH FLOW IN (OUT) BEFORE INTEREST, AMORTIZ	589,354	861,765	831,754	846,143	831,076		
56	LESS: INTEREST EXPENSE-FCM LOAN	45,279	43,371	41,367	41,367	39,348	(5)	4
56	LESS: INTEREST EXPENSE-CITY LOAN	1,858,634	1,817,951	1,775,235	1,775,235	1,730,383	(3)	1
	CASH FLOW BEFORE AMORT/ PRINCIPAL REPAYMENT	(1,314,558)	(999,557)	(984,848)	(970,459)	(938,655)	(3)	
52	LESS: AMORTIZATION - EQUIPMENTS AND FIXTURES	393,240	393,240	0	0	0	0	7
56	LESS: AMORTIZATION - BUILDING IMPROVEMENT	1,550,591	1,550,592	0	0	0	0	7
	PRINCIPAL PAYMENT - CITY LOAN	0	0	897,045	897,045	941,897	5	
	PRINCIPAL PAYMENT - FCM LOAN	0	0	84,027	84,027	85,985	2	
	NET INCOME (LOSS) BEFORE NAMING FEES	(3,258,389)	(2,943,389)	(1,965,920)	(1,951,531)	(1,966,536)	1	
54	NAMING FEES - ALLSTREAM	467,601	468,000	468,000	468,000	468,000	0	2
55	NAMING FEES - DIRECT ENERGY	675,000	690,000	675,000	675,000	675,000	0	2
	SUBTOTAL NET NAMING REVENUE	1,142,601	1,158,000	1,143,000	1,143,000	1,143,000	0	
	NET INCOME (LOSS)	(2,115,788)	(1,785,389)	(822,920)	(808,531)	(823,536)	2	
4####	CASH TSF FROM CONFERENCE RESERVE FUND	1,065,708	777,854	822,920	808,531	823,536	2	
	NET INCOME (LOSS) AFTER TSF PER FS	(1,050,080)	(1,007,536)	0	0	0	0	
	CASH CONVERSION:							
	NET INCOME (LOSS)	(2,115,788)	(1,785,389)	(822,920)	(808,531)	(823,536)		
	AMORTIZATION - EQUIPMENTS & FIXTURES	393,240	393,240	0	0	0		
	AMORTIZATION - BUILDING IMPROVEMENT	1,550,591	1,550,592	0	0	0		
	ASSETS ADDITION	0	0	0	0	0		
	PRINCIPAL PAYMENT - CITY LOAN	(813,646)	(854,328)	0	0	0		
	PRINCIPAL PAYMENT - FCM LOAN	(80,105)	(81,968)	0	0	0		
	NET INCOME (LOSS) TSF TO CITY CCRF - CASH BASIS	(1,065,708)	(777,854)	(822,920)	(808,531)	(823,536)		
	TRANSFER FROM (TO) CITY CONFERENCE CENTRE RESERV	1,065,708	777,854	822,920	808,531	823,536		2
	CASH INFLOW (OUTFLOW) AFTER TRANSFERS	0	0	0	0	0		

**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.
DEC naming fees recognized over ten years from Jan1/2006 to Jan1/2015. Allstream Naming fees 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. 2013 F&B commission budget provided by Cerise
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	2011 ACTUAL	2012 ACTUAL	2013 FORECAST	2013 BUDGET	2014 BUDGET	%Increase	Notes
1-70-701-70701-							
<u>EXPENSES</u>							
60255 HYDRO	214,338	176,587	190,000	250,000	230,000	(8)	1
60252 GAS	17,600	13,697	20,000	20,000	20,000	0	2
60281 WATER	31,298	42,091	35,000	35,000	35,000	0	3
61025 ELEVATORS & ESCALATORS	2,130	0	5,000	8,000	5,000	(38)	
61083 HVAC	21,364	9,027	10,000	32,000	10,000	(69)	5
60427 FIRE PROTECTION	7,261	5,350	6,000	13,000	6,000	(54)	
61010 BUILDING REPAIR & MAINTENANCE	145,873	156,714	70,000	30,000	75,000	150	
61077 PLUMBING REPAIR & MAINTENANCE	2,073	18,851	15,000	10,000	18,000	80	
61032 ELECTRICAL MAINTENANCE	30,379	72,406	50,000	40,000	50,000	25	4
61113 UTILITIES RECOVERIES - F&B	0	0	(20,000)	0	(20,000)	0	
TOTAL EXPENSES	472,315	494,721	381,000	438,000	429,000	(2)	

NOTE:

1. Actual hydro includes renewable energy consumption. Actual kwh consumed monthly as per operation. 2013 budget reduce to reflect actual experience
2. Gas consumption includes meters for kitchen and boiler
3. Actual monthly consumption provided by Operation
4. 2014 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 CLEANING AND DÉCOR

ACCT# ACCOUNT NAME	2011 ACTUAL	2012 ACTUAL	2013 FORECAST	2013 BUDGET	2014 BUDGET	%Increase	Notes
1-70-702-70702-							
<u>EXPENSES</u>							
60002 SALARIES & BENEFITS - HOURLY (BASE BUILDING)	112,963	91,319	148,694	148,694	152,039	2	1
60009 SALARIES & BENEFITS - HOURLY (RECOVERABLE)	0	0	98,947	98,947	101,173	2	1
TOTAL SALARIES & BENEFITS - HOURLY	112,963	91,319	247,640	247,640	253,212	2	1
61099 RECOVERIES-VARIOUS	0	0	(98,947)	(98,947)	(101,173)	2	1
61107 BOG RECOVERIES	0	0	0	0	0	0	
61108 DEC RECOVERIES	0	0	0	0	0	0	
61020 CNEA RECOVERIES	0	0	0	0	0	0	
61086 RICOH RECOVERIES	0	0	0	0	0	0	
61097 BMO FIELD	0	0	0	0	0	0	
MAINT. SALARIES AND BENEFITS - HOURLY	112,963	91,319	148,694	148,694	152,039	2	
63100 CLEANING SUPPLIES	5,830	3,899	10,609	10,609	10,609	0	2
60252 LANDSCAPING (INTERIOR AND EXTERIOR)	0	0	9,000	9,000	9,203	2	
60281 SNOW REMOVAL	776	473	10,970	10,970	11,217	2	6
60801 CONTRACTED SERVICES	6,028	11,128	7,665	7,665	7,837	2	3
61036 EQUIPMENT MAINTENANCE	0	0	1,000	1,000	1,023	2	5
61031 DUMPING FEES	0	3,365	3,200	3,200	3,272	2	4
SUBTOTAL	12,634	18,865	42,444	42,444	43,161	2	
TOTAL EXPENSES	125,597	110,184	191,138	191,138	195,200	2	

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	2011 ACTUAL	2012 ACTUAL	2013 FORECAST	2013 BUDGET	2014 BUDGET	%Increase	Notes
1-70-703-70703-							
<u>EXPENSES</u>							
60000 SALARIES - PERMANENT	45,354	26,449	50,129	51,274	52,109	2	1
60001 BENEFITS	10,543	6,188	14,167	14,491	15,123	4	1
60002 SALARIES & BENEFITS - TEMPORARY	0	8,669	0	0	0	0	
60408 BAD DEBT EXPENSE	0	0	0	8,000	8,000	0	
69800 AMORTIZATION EXPENSE-FF&E	393,240	393,240	393,244	393,244	393,240	(0)	2
49004 MISC EXPENSES (REVENUE)	8,296	0	0	0	0	0	3
TOTAL EXPENSES	457,433	434,546	457,541	467,009	468,473	0	

NOTE:

1. Provision for merit increase. 2012 budget is based on 2011 actual costs of new hire.
2. FF&E budgeted at \$3.4 millions, assuming a ten years useful life.
3. Prior years over/under accrual

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

70-704 CONCIERGE SERVICE

ACCT# ACCOUNT NAME	2011 ACTUAL	2012 ACTUAL	2013 FORECAST	2013 BUDGET	2014 BUDGET	%Increase	Notes
1-70-704-70704-							
<u>EXPENSES</u>							
60000 SALARIES - PERMANENT	66,645	54,837	43,083	43,083	44,785	4	1
60001 BENEFITS	0	0	12,238	12,238	13,042	7	1
60002 WAGES - SECURITY SERVICES	0	0	0	0	0	0	1
TOTAL EXPENSES	66,645	54,837	55,322	55,322	57,827	5	

NOTE:

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

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

50-304 NAMING RIGHTS - EXHIBITION PLACE

ACCT# ACCOUNT NAME	2011 ACTUAL	2012 ACTUAL	2013 FORECAST	2013 BUDGET	2014 BUDGET	%Increase	Notes
1-50-304-50304-							
49041 NAMING FEE REVENUE	520,000	520,000	520,000	520,000	520,000	0	
EXPENSE							
60205 RE-BRANDING INCLUDING BUILDING SIGNAGE	399	0	0	0	0	0	
60200 COMMISSION	52,000	52,000	52,000	52,000	52,000	0	
60201 ADMINISTRATIVE COSTS	0	0	0	0	0	0	
60202 PRODUCTION EXPENSE	0	0	0	0	0	0	
	52,399	52,000	52,000	52,000	52,000	0	
NET INCOME (LOSS)	467,601	468,000	468,000	468,000	468,000	0	
60203 TSF TO CITY CONFERENCE CENTRE OBLIGATORY RESERVE	(467,601)	(468,000)	(468,000)	(468,000)	(468,000)	0	1
NET INCOME (LOSS) AFTER TRANSFER TO RESERVE	0	0	0	0	0	0	

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.

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

60-812 NAMING RIGHTS - DIRECT ENERGY CENTRE

ACCT# ACCOUNT NAME	2011 ACTUAL	2012 ACTUAL	2013 FORECAST	2013 BUDGET	2014 BUDGET	%Increase	Notes
1-60-812-60812-							
42300 NAMING FEE	700,000	700,000	700,000	700,000	700,000	0	
<u>EXPENSE</u>							
60205 RE-BRANDING INCLUDING BUILDING SIGNAGE	0	0	0	0	0	0	
60200 COMMISSION	0	0	0	0	0	0	
60201 ADMINISTRATIVE COSTS	25,000	10,000	25,000	25,000	25,000	0	
60202 PRODUCTION EXPENSE	0	0	0	0	0	0	
	25,000	10,000	25,000	25,000	25,000	0	
NET INCOME (LOSS)	675,000	690,000	675,000	675,000	675,000	0	
60203 TSF TO CITY CONFERENCE CENTRE OBLIGATORY RESERVE	(675,000)	(690,000)	(675,000)	(675,000)	(675,000)	0	1
NET INCOME (LOSS) AFTER TRANSFER TO RESERVE	0	0	0	0	0	0	

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.

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

70-708 DEBT PAYMENTS

ACCT# ACCOUNT NAME	2011 ACTUAL	2012 ACTUAL	2013 FORECAST	2013 BUDGET	2014 BUDGET	%Increase	Notes
<u>EXPENSE</u>							
1-70-708-70801-							
69800 CITY DEBT - BUILDING AMORTIZATON	1,470,588	1,470,588	1,470,594	1,470,594	1,470,588	(0)	1
60781 CITY DEBT - INTEREST	1,858,634	1,817,951	1,775,235	1,775,235	1,730,383	(3)	1
SUBTOTAL CITY DEBT	3,329,222	3,288,539	3,245,829	3,245,829	3,200,971	(1)	
1-70-708-70802-							
69800 FCM LOAN-BUILDING AMORTIZATION	80,003	80,004	80,000	80,000	80,000	0	2
60781 FCM LOAN-INTEREST	45,279	43,371	41,367	41,367	39,348	(5)	2
SUBTOTAL FCM DEBT	125,282	123,375	121,367	121,367	119,348	(2)	
TOTAL INTEREST AND AMORTIZATION	3,454,504	3,411,914	3,367,196	3,367,196	3,320,319	(1)	
1-00-000-00000-							
20390 CITY DEBT - PRINCIPAL REPAYMENT	813,646	854,328	897,045	897,045	941,897	5	3
20370 FCM LOAN - PRINCIPAL REPAYMENT	80,105	81,968	84,027	84,027	85,985	2	3
TOTAL PRINCIPAL REPAYMENT	893,751	936,296	981,072	981,072	1,027,882	5	

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	2011 ACTUAL	2012 ACTUAL	2013 FORECAST	2013 BUDGET	2014 BUDGET	%Increase	Notes
1-70-709-70709-							
<u>EXPENSES</u>							
60000 SALARIES - PERMANENT	147,470	192,534	174,268	173,182	178,962	3	1
60001 BENEFITS	33,837	40,673	47,549	47,253	50,926	8	1
60404 ADVERTISING	36,654	35,052	45,500	45,500	45,500	0	
60419 CORPORATE ADVERTISING	0	4,303	0	0	0	0	
60438 MEDIA / PUBLIC RELATIONS	1,290	0	0	0	0	0	
60800 CONTRACT STAFF	40,606	31,332	59,776	62,571	62,209	(1)	2
63118 COURIER	1,427	1,282	1,000	1,000	1,000	0	
63122 RESOURCE MATERIALS	8,047	4,712	5,000	5,000	5,000	0	
TOTAL EXPENSES	269,330	309,888	333,093	334,505	343,597	3	

NOTE:

1. Provision for merit increase. 2013 benefits increase due to OMERS rate increase
2. Budget provided for one contract booking assistant .

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

70-710 EVENT SERVICES

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ACCT#	ACCOUNT NAME	2011 ACTUAL	2012 ACTUAL	2013 FORECAST	2013 BUDGET	2014 BUDGET	%Increase	Notes
1-70-710-70710-								
	<u>EXPENSES</u>							
60000	SALARIES - PERMANENT	118,997	176,718	123,570	125,510	128,451	2	1
60001	BENEFITS	27,321	38,441	34,922	34,922	36,951	6	1
60800	CONTRACT STAFF	66,790	6,243	71,149	70,934	73,958	4	2
63126	SUPPLIES & GENERAL	0	0	300	300	300	0	
60437	MEALS & ENTERTAINMENT	0	0	300	300	300	0	
63119	PRINTING & STATIONERY	0	0	300	300	300	0	
63127	UNIFORMS	0	0	300	300	300	0	
	TOTAL EXPENSES	213,108	221,401	230,841	232,566	240,560	3	

NOTE:

1. Provision for merit increase. Budget provided for one senior and one junior MC. 2013 benefits increase due to OMERS rate increase
2. Budget provided for one full time contract MC.

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

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

ACCT# ACCOUNT NAME	2011 ACTUAL	2012 ACTUAL	2013 FORECAST	2013 BUDGET	2014 BUDGET	%Increase	Notes
1-70-711-70711-							
<u>EXPENSES</u>							
60000 SALARIES - PERMANENT	22,301	26,305	66,779	66,779	69,417	4	1
60001 BENEFITS	0	0	18,502	18,502	19,912	8	1
60206 MANAGEMENT FEES - CERISE	39,789	38,109	41,400	41,400	41,400	0	3
60207 ADMIN FEES - CERISE	35,530	33,147	31,974	37,693	28,640	(24)	4
61036 LEASABLE AV EQUIPMENTS MAINTENANCE AND PARTS	7,029	6,773	10,500	10,500	18,000	71	2
TOTAL EXPENSES	104,649	104,334	169,155	174,874	177,368	1	

NOTE:

1. Budget provided for one full time in-house technician per proforma information submitted to City.
2. Sirius Radio subscription, parts and components replacement to audio/video equipment. 2013 budget increase for maintaining of Crestron system.
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.

**THE BOARD OF GOVERNORS OF EXHIBITION PLACE
NATIONAL SOCCER STADIUM (BMO FIELD)**

SUMMARY

PAGE	ACCOUNT NAME	2011 ACTUAL	2012 ACTUAL	2013 FORECAST	2013 BUDGET	2014 BUDGET	%Increase	Notes
61	REVENUE	9,451,585	9,119,761	9,565,796	9,565,796	11,000,879	15	
62	EXPENSES	8,423,905	8,389,590	8,986,178	8,986,178	10,297,947	15	
	NET OPERATING INC.(LOSS) BEFORE PARTICIPATION FEE	1,027,680	730,171	579,618	579,618	702,932	21	
6XXXX	LESS MLSE PARTICIPATION FEE	530,815	387,943	275,000	275,000	379,038	38	1
	NET OPERATING INCOME (LOSS)	496,865	342,228	304,618	304,618	323,894	6	
	NON-CASH ITEMS							
	CONTRA SPONSORSHIP	(19,246)	(26,629)	(30,000)	(30,000)	(30,000)	0	
	AMORTIZATION	53,192	18,526	40,000	40,000	40,000	0	
	CASH AVAILABLE FOR DISTRIBUTION TO BOG	530,811	334,125	314,618	314,618	333,894	6	

NOTE:

1. Any excess cash flow shall be distributed to MLSE (50%) as a Primary Incentive Fee to the Manager as per Clause 3.3 (a) and the Board of Governors of Exhibition Place (50%).

**THE BOARD OF GOVERNORS OF EXHIBITION PLACE
NATIONAL SOCCER STADIUM (BMO FIELD)**

REVENUES

ACCT# ACCOUNT NAME	2011 ACTUAL	2012 ACTUAL	2013 FORECAST	2013 BUDGET	2014 BUDGET	%Increase	Notes
<u>REVENUES</u>							
CSA SOCCER USAGE FEE	60,476	72,448	60,800	60,800	118,000	94	1
MLS USAGE FEE/TORONTO FC	364,491	362,130	343,200	343,200	330,239	(4)	2
EVENT RENTAL FEE	13,138	60,267	84,650	84,650	88,000	4	
OTHER USAGE FEES	636,445	196,015	121,384	121,384	156,684	29	3
CLUB SEATS	75,492	78,265	78,265	78,265	78,266	0	
FACILITY USER FEE - CRF PRO TEAMS	445,513	402,704	437,422	437,422	467,570	7	4
TICKETING REBATES	257,002	242,754	229,990	229,990	247,420	8	5
CORPORATE SPONSORS (TOTAL)	836,994	869,451	888,195	888,195	905,263	2	6
SUITE RENTAL	685,461	1,221,372	1,247,798	1,247,798	1,296,052	4	7
F&B EBITDA (INCL. FIFA U20 IN 2007)	4,359,095	4,064,617	4,571,667	4,571,667	4,552,609	(0)	8
SUITE F&B EBITDA - PINANNCE COMMISSION	166,996	160,478	160,972	160,972	166,561	3	
OUTSIDE VENDORS F & B COMMISSION	89,044	80,876	107,972	107,972	101,795	(6)	8
MERCHANDISE EBITDA (INCL. FIFA U20)	83,760	68,853	80,077	80,077	93,378	17	9
BROADCASTING	119,720	168,992	113,300	113,300	139,150	23	10
INTEREST REVENUE	0	0	0	0	0	0	
SUBTOTAL	8,193,627	8,049,222	8,525,692	8,525,692	8,740,987	3	
TRADES RECOVERABLE							
VARIOUS TRADES - LABOR, ELECT, IATSE, SECURITY	1,257,958	1,070,539	1,040,104	1,040,104	2,259,892	117	11
TOTAL REVENUES	9,451,585	9,119,761	9,565,796	9,565,796	11,000,879	15	

NOTE:

- Usage fee is anticipated to increase due to the under 20 women's soccer tournament to be held at BMO Field in 2014. Included in this assumption is a reduction of CSA games to two games in 2014 due to the FIFA world cup taking place (2013 assumption was four games).
- TFC usage fees anticipated to decrease in 2014 due to the assumption that the early March home opener will be moved to Rogers Centre due to stadium limitations of cold weather conditions.
- Increase is due to recognizing game day ticket office staff fees within 2014 Budget whereas this was not included in 2013.
- CRF is estimated to increase due to additional events (U20 and Rugby) partially offset by the reduction of one TFC match and two CSA matches.
- Ticketing rebates is estimated to increase due to the increased number of additional events (U20 and Rugby) partially offset by the reduction of one TFC match and two CSA matches.
- Corporate sponsorships is expected to increase based on an increase in CPI.
- Suite revenues anticipated to increase due to additional suite licenses being sold (assumption is 28 suites rented in 2013 versus 29 rentals in 2014).
- Food and beverage revenues and commissions anticipated to decrease due to the reduction of one TFC match, reduced TFC stile count partially offset by an increase in sales from additional non TFC events.
- Merchandise per caps is assumed to increase in 2014 based on improved team performance during MLS matches.
- 2014 Budget assumes additional double broadcast games for TFC matches over 2013 Budget.
- 2014 Budget reflects a an in depth estimation of recoverable event costs when compared to the 2013 Budget. This increase in recoveries offset in increase in expenses below and have a zero impact on net profit.

**THE BOARD OF GOVERNORS OF EXHIBITION PLACE
NATIONAL SOCCER STADIUM (BMO FIELD)**

EXPENSES

ACCT# ACCOUNT NAME	2011 ACTUAL	2012 ACTUAL	2013 FORECAST	2013 BUDGET	2014 BUDGET	%Increase	Notes
<u>EXPENSES</u>							
PERSONNEL COSTS - SALARIES	620,092	638,367	788,968	788,968	807,747	2	1
PERSONNEL COSTS - BENEFITS	118,852	112,559	147,714	147,714	150,668	2	
P - T F & B COSTS (Unicco)	1,121,504	921,200	1,103,207	1,103,207	1,107,929	0	2
TFC & CSA - F & B ROYALTY	1,052,303	1,590,940	1,676,913	1,676,913	1,566,401	(7)	2
COST OF GOODS SOLD (F & B)	1,509,366	1,424,266	1,418,209	1,418,209	1,417,070	(0)	3
WAGES - CLEANING	78,025	102,668	123,517	123,517	108,363	(12)	4
WAGES - LABOUR	8,293	6,040	4,992	4,992	4,992	0	
WAGES - ELECTRICAL	46,707	30,542	43,125	43,125	35,475	(18)	5
WAGES - CARPENTRY	18,346	24,170	13,000	13,000	25,500	96	6
WAGES - PAINTING	16,455	20,459	22,604	22,604	27,494	22	7
WAGES - PLUMBING	4,720	28,348	6,600	6,600	25,000	279	6
WAGES - HVAC	57,500	60,980	77,720	77,720	81,220	5	
WAGES - SECURITY	119,127	110,129	139,789	139,789	108,089	(23)	8
VARIOUS TRADES-LABOR, ELECT, IATSE, CLN (RECOVERABLE)	1,183,156	1,001,150	1,023,747	1,023,747	2,254,192	120	9
TRADE SUPPLIES	88,698	85,287	73,700	73,700	106,137	44	6
TELEPHONE INCL. PORTABLE COMMUNICATIONS	125,851	112,202	138,484	138,484	120,780	(13)	10
SUPPLIES & EQUIPMENT	526,931	449,427	505,689	505,689	541,434	7	11
TRAVEL, MEALS & ENTERTAINMENT	16,271	12,206	28,789	28,789	34,570	20	12
STAFF TRAINING & DEVELOPMENT (USHERS, EVENTS)	5,911	10,970	27,200	27,200	29,000	7	
WINTERIZATION - NON LABOUR	138,862	43,150	35,000	35,000	35,000	0	
DUMPING FEES/GARBAGE RECOVERABLE	4,780	902	17,500	17,500	11,100	(37)	13
HYDRO -ELECTRICITY	323,689	365,174	305,000	305,000	370,000	21	14
NATURAL GAS	68,597	52,277	70,000	70,000	57,000	(19)	15
UTILITIES RECOVERED	(50,809)	(31,048)	0	0	(30,000)	0	16
WATER & SEWAGE	32,385	57,364	25,000	25,000	50,000	100	17
MAINTENANCE & EQUIPMENT	240,808	238,987	169,770	169,770	216,452	27	18
OFFICE & GENERAL	8,195	9,584	10,810	10,810	13,510	25	19
AUDIT	7,391	13,027	12,201	12,201	13,054	7	20
LEGAL & PROFESSIONAL FEES	231	0	12,000	12,000	12,000	0	
INSURANCE	132,318	139,709	139,500	139,500	142,290	2	
BOOKING COMMISSION /FEES (OSA) bubble	0	0	0	0	0	0	
INFORMATION TECHNOLOGY COST	19,246	22,720	40,000	40,000	40,000	0	
OTHER	108,860	81,376	96,734	96,734	120,482	25	21
DEPRECIATION	53,192	18,526	40,000	40,000	40,000	0	
CAPITAL RESERVE FUNDING - CITY	400,000	411,556	419,832	419,832	423,992	1	
MLSE MANAGEMENT BASE FEES	218,052	224,376	228,864	228,864	231,006	1	
TOTAL EXPENSES	8,423,905	8,389,590	8,986,178	8,986,178	10,297,947	15	

**THE BOARD OF GOVERNORS OF EXHIBITION PLACE
NATIONAL SOCCER STADIUM (BMO FIELD)**

EXPENSES

NOTE:

1. Provision for merit increases and cost of living increases.
2. Lower PT labour costs and food royalties payable is due to the anticipated lower food sales.
3. Cost of goods sold is anticipated to decrease due anticipated lower sales volume and a 0.4% increase in food costs.
4. Anticipated reduction in costs due reduced community cleaning services on weekends.
5. Anticipated reduction in costs due to service contract with ESA and Plan Group.
6. Anticipated increase in repair and labour costs due to age of building.
7. Increased cost due to a repaint of all common areas at end of season and general upkeep of surfaces.
8. Decreased costs due to the reduced rates of using Intelligarde security services versus previous security service provider.
9. 2014 Budget reflects an in depth estimation of recoverable event costs when compared to the 2013 Budget. Increase in costs are offset by increase in recoveries above and have a zero impact on net profit.
10. Anticipated lower costs due the reduced number of active telephone lines required for operations.
11. Anticipated higher costs due to increase in repairs and maintenance of aging building controls of safety systems.
12. Best practices trips planned for 2014 that were not attended in 2012 or budgeted in 2013.
13. Costs adjusted to reflect historical expenses and higher demand of services for increased number of events in 2014.
14. Costs reflecting 2012 actual expenses with anticipated increase in CPI.
15. Costs reflecting 2012 actual expenses with anticipated increase in gas rates.
16. Utility recovery from TFC as per management agreement.
17. Costs reflecting 2012 actual expenses with anticipated decrease in water usage due to savings in ExPlace irrigation system of lake water.
18. Increased maintenance costs of seat replacements (due to age) and equipment. Costs are more reflective of 2011 and 2012 actual expenses.
19. Costs reflective of 2012 actual expenses.
20. Increased audit expense as per ExPlace estimate.
21. New realty sign tax imposed on BMO field from the City of Toronto.