

**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 |
|--|---|----------------|----------------|------------------|----------------|----------------|-----------|-------|
| EXHIBITION PLACE AND DIRECT ENERGY CENTRE | | | | | | | | |
| 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 | |
| | | 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 | | 933,960 | 2,277,657 | 566,173 | 566,174 | 531,834 | 6 | |
| 19 | INTEREST AND AMORT EXPENSE - ENERGY RETROFIT ASSETS | 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) | |
| 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 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 | |
| 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) | | 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 | |
| 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 | |
| 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 | 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 | 0 | |
| CONSOLIDATED | | | | | | | | |
| 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 |
|-------|---|--------------------|--------------------|--------------------|--------------------|--------------------|-------------|----------|
| | REVENUE | | | | | | | |
| | 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 | |
| | EXPENSE | | | | | | | |
| 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:

1. Provision for Merit increase. 2014 benefits increase due to OMERS rate increase
2. Expenses related to rental of display items, sound system, setup, etc. for viewing of Heritage buildings.
3. Expenses related to meetings and misc. items incurred by R&A staff.
4. Membership Fees related to 4 Organizations for R&A Manager (increase of membership fees).
5. Deletion of Records Technician position.
6. Expenses related to minor repairs/upgrades of R&A area.
7. Expenses related to brochures for R&A Programs/Events.
8. Expenses re Records Program (files, boxes, maint. agreement, misc.) & labour to move records to Records Centre. Budget includes annual maintenance agreement with InMagic.
9. Purchase of R&A Services - April 1, 2013. Price computed using cost drive method of 5,000 units (CNEA-2,950 units; BOG-2,050 units) plus 12% admin fee. 2013 forecast/budget at 9/12 months. 2014 budgeted at 3.95% COLA+Merit increase from 2013 per City directives
10. 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 | <u>247,612</u> | <u>250,136</u> | <u>233,981</u> | <u>240,953</u> | <u>235,369</u> | <u>(2)</u> | |

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 | <u>2,147,800</u> | <u>2,256,313</u> | <u>2,376,835</u> | <u>2,410,444</u> | <u>2,324,950</u> | <u>(4)</u> | |
| 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 | <u>2,472,078</u> | <u>2,580,577</u> | <u>2,376,835</u> | <u>2,410,444</u> | <u>2,324,950</u> | <u>(4)</u> | |
| <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 | <u>766,604</u> | <u>1,445,119</u> | <u>450,035</u> | <u>449,471</u> | <u>416,677</u> | <u>(7)</u> | |
| NET PROFIT (LOSS) | <u>(1,705,473)</u> | <u>(1,135,458)</u> | <u>(1,926,800)</u> | <u>(1,960,972)</u> | <u>(1,908,274)</u> | <u>(3)</u> | |

**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
OVERHEAD**

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
OVERHEAD**

50-303 ENERGY EFFICIENCY - SELF SUFFICIENCY PROJECTS

| NOTES: | Financing Amount | Source | Interest rate | Commence | End | YR |
|--|--|---|----------------------|----------------------|----------------------|----------------|
| <p>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%).</p> | 722,880 77,120 800,000 | City ERP Grant - THESL | Blended | 2008 | 2017 | 10 |
| <p>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.</p> | 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 |
| <p>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.</p> | 600,000 250,000 250,000 1,100,000 | BPP - LRRF Grant-FCM Grant-TAF | 0% | 2007 | 2030 | 25 |
| <p>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%).</p> | 1,353,692 131,505 15,168 1,500,365 | CITY ERP Grant - TAF Grant - OTHER | Blended | 2008 | 2017 | 10 |
| <p>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.</p> | 1,000,000 345,000 1,005,000 2,350,000 | TGEF Grant-FCM Capital/Other | 0% | 2010 | 2029 | 20 |
| <p>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.</p> | 716,250 238,750 955,000 | CITY ERP City-FCM (pending) | 5% 2% | 2011 2011 | 2030 | 20 |
| <p>7. PRESS BUILDING-GEOTHERMAL Originally \$328,000 of the project costs was supposed to be funded by Toronto Green Energy Fund.</p> | 328,000 147,000 275,000 750,000 | Other /TGEF Grant-TAF Capital/Other | | | | |
| <p>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</p> | 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 |
| | 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 | <u>1,308,605</u> | <u>1,146,915</u> | <u>1,466,189</u> | <u>1,509,698</u> | <u>1,489,077</u> | <u>(1)</u> | |
| 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 | <u>908,349</u> | <u>456,580</u> | <u>812,014</u> | <u>1,168,642</u> | <u>1,017,981</u> | <u>(13)</u> | |
| 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 | <u>248,661</u> | <u>267,076</u> | <u>309,462</u> | <u>287,423</u> | <u>288,442</u> | <u>0</u> | |
| TOTAL NET UTILITIES EXPENSE | <u>2,465,615</u> | <u>1,870,571</u> | <u>2,587,665</u> | <u>2,965,763</u> | <u>2,795,500</u> | <u>(6)</u> | |

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
OVERHEAD**

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
OVERHEAD**

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 grounds 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- | | | | | | | |
| EXPENSE | | | | | | | |
| 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 | <u>436,608</u> | <u>447,915</u> | <u>483,233</u> | <u>474,779</u> | <u>496,500</u> | <u>5</u> | |
| | | | | | | | |
| 61109 RECOVERIES FROM CITY CAPITAL PROGRAM | (437,088) | (453,378) | (477,547) | (470,357) | (490,748) | 4 | 2 |
| | | | | | | | |
| TOTAL EXPENSE | <u>(480)</u> | <u>(5,463)</u> | <u>5,686</u> | <u>4,422</u> | <u>5,752</u> | <u>30</u> | |

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 | <u>307,178</u> | <u>314,151</u> | <u>329,768</u> | <u>326,324</u> | <u>342,890</u> | <u>5</u> | |

NOTE:

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

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

802 - CHIEF FINANCIAL OFFICER

| ACCT# ACCOUNT NAME | 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 | |
| <hr/> | | | | | | | |
| 69800 DEPRECIATION - EQUIPMENT | 2,059 | 0 | 0 | 0 | 0 | 0 | 1 |
| SUB-TOTAL | 2,059 | 0 | 0 | 0 | 0 | 0 | |
| <hr/> | | | | | | | |
| TOTAL EXPENSES | 267,103 | 65,292 | 133,000 | 133,000 | 133,000 | 0 | |
| <hr/> | | | | | | | |
| <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 | |
| <hr/> | | | | | | | |
| NET PROFIT (LOSS) | (32,692) | 125,081 | 86,500 | 80,500 | 86,500 | 7 | |

NOTE:

1. Equipment's are fully amortized as of December 31, 2011.
2. Exhibitor orders are now fully e-commerce, therefore, additional charges paid to financial institution on a transaction basis in addition to credit card discount
3. Interest revenue budgeted/forecast to reflect current market trend. Includes all Board's term investment held by City
4. 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.
5. 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 | | |
| | 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

04

| 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 |
|--|------------------|------------------|------------------|------------------|-------------------|------------|-------|
| REVENUES | | | | | | | |
| 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:

1. 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).
2. 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.
3. Increase is due to recognizing game day ticket office staff fees within 2014 Budget whereas this was not included in 2013.
4. 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.
5. 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.
6. Corporate sponsorships is expected to increase based on an increase in CPI.
7. Suite revenues anticipated to increase due to additional suite licenses being sold (assumption is 28 suites rented in 2013 versus 29 rentals in 2014).
8. 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.
9. Merchandise per caps is assumed to increase in 2014 based on improved team performance during MLS matches.
10. 2014 Budget assumes additional double broadcast games for TFC matches over 2013 Budget.
11. 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 (RECOVERABI | 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 a 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.