

**THE BOARD OF GOVERNORS OF EXHIBITION PLACE
CONSOLIDATED OPERATING BUDGET 2017**

PAGE	PROGRAM	2013 ACTUAL	2014 ACTUAL	2015 ACTUAL	2016 FORECAST	2016 BUDGET	2017 BUDGET	%Increase	Notes
EXHIBITION PLACE AND ENERCARE CENTRE									
REVENUE									
3	REVENUE - EP	20,329,895	20,845,337	20,565,503	19,930,011	20,011,012	21,026,536	5	
38	REVENUE - EC	10,608,967	10,714,509	14,930,560	12,280,405	11,853,737	11,780,043	(1)	
		30,938,862	31,559,846	35,496,063	32,210,416	31,864,749	32,806,578	3	
EXPENSES									
3	DIRECT EXPENSES - EP	4,849,847	5,020,794	5,334,441	4,957,840	4,751,619	4,825,186	2	
38	DIRECT EXPENSES - EC	4,316,873	4,697,373	5,433,555	5,319,523	5,136,354	5,275,163	3	
	DIRECT EXPENSES	9,166,720	9,718,167	10,767,996	10,277,362	9,887,973	10,100,350	2	
7	OVERHEAD EXPENSES	19,613,965	20,024,517	21,746,571	20,728,322	20,647,960	21,082,051	2	
		28,780,685	29,742,684	32,514,567	31,005,684	30,535,933	31,182,401	2	
INCOME (LOSS) BEFORE DEBT CHARGES									
19	INTEREST AND AMORT EXPENSE - ENERGY RETROFIT ASSETS	2,158,177	1,817,161	2,981,496	1,204,732	1,328,816	1,624,177	22	
		770,524	779,359	757,664	1,047,732	1,171,816	1,116,177	(5)	
	NET INCOME (LOSS)	1,387,653	1,037,803	2,223,832	157,000	157,000	508,000	224	
ALLSTREAM CENTRE									
47	REVENUE	1,705,146	1,974,885	2,303,642	2,986,674	2,556,798	3,268,012	28	
47	EXPENSES	1,575,112	2,000,612	1,953,286	2,279,236	2,007,677	2,190,854	9	
	CASH FLOW BEFORE INTEREST, AMORT AND TRANSFERS	130,034	(25,727)	350,356	707,438	549,121	1,077,158	96	
55	LESS: INTEREST EXPENSES	1,816,602	1,769,731	1,720,555	1,669,936	1,669,936	1,614,882	(3)	
55	LESS: AMORTIZATION EXPENSE	1,943,832	1,941,856	1,931,964	0	0	0	0	
55	LESS: PRINCIPAL REPAYMENT - FCM LOAN	0	0	0	1,038,441	1,038,441	1,090,363	5	
55	LESS: PRINCIPAL REPAYMENT - CITY LOAN	0	0	0	90,101	90,101	92,335	2	
	INCOME (LOSS) BEFORE NAMING FEE	(3,630,400)	(3,737,313)	(3,302,162)	(2,091,040)	(2,249,357)	(1,720,424)	(24)	
	NAMING FEES REVENUE (ENERCARE & ALLSTREAM)	1,077,870	1,021,608	805,476	922,500	922,500	922,500	0	
	NET INCOME (LOSS)	(2,552,530)	(2,715,706)	(2,496,686)	(1,168,540)	(1,326,857)	(797,924)	(40)	
47	CASH TRANSFER FROM(TO) CONFERENCE CENTRE RESERVE	1,589,770	823,536	0	1,168,540	1,326,857	447,924	(66)	
	NET INCOME (LOSS) AFTER TSF PER FIN. STATEMENTS	(962,760)	(1,892,169)	(2,496,686)	0	0	(350,000)	0	
NATIONAL SOCCER STADIUM									
	REVENUES	8,952,966	450,000	0	0	0	0	0	
	EXPENSES	8,087,534	0	0	0	0	0	0	
	NET INCOME (LOSS) BEFORE SHARING	865,432	450,000	0	0	0	0	0	
	LESS PRIMARY INCENTIVE FEE	462,547	0	0	0	0	0	0	
	NET INCOME (LOSS)	402,885	450,000	0	0	0	0	0	
SUMMARY									
BOG									
	TOTAL REVENUE	44,264,614	35,829,875	38,605,182	37,288,130	36,670,904	37,445,014	2	
	TOTAL EXPENSE	43,436,835	36,234,242	38,878,036	37,131,131	36,513,904	37,287,014	2	
	NET INCOME (LOSS) PER FINANCIAL STATEMENTS	827,779	(404,366)	(272,854)	157,000	157,000	158,000		
	CASH CONVERSION:								
	EMPLOYEE BENEFITS	(426,181)	(129,202)	(1,671)					
	AMORTIZATION - EP/EC/BMO	70,902	43,332	43,332					
	AMORTIZATION - ALLSTREAM	1,943,832	1,941,856	1,931,964					
	PRINCIPAL REPAYMENT - ALLSTREAM	(981,072)	(1,027,882)	(1,077,031)					
	CAPITAL ASSETS	394,198	22,248	(166,667)					
	NET STEP UP - LONG TERM LEASE	(93,189)	(289,522)	38,858					
	CASH PAYABLE (RECEIVABLE) FROM CITY - BOG	1,736,268	156,464	495,931	157,000	157,000	158,000	1	

**THE BOARD OF GOVERNORS OF EXHIBITION PLACE
CONSOLIDATED OPERATING BUDGET 2017**

PAGE	DEPARTMENT	2013 ACTUAL	2014 ACTUAL	2015 ACTUAL	2016 FORECAST	2016 BUDGET	2017 BUDGET	%Increase	Notes
EXHIBITION PLACE									
3	REVENUE	20,329,895	20,845,337	20,565,503	19,930,011	20,011,012	21,026,536	5	
3	DIRECT EXPENSES	4,849,847	5,020,794	5,334,441	4,957,840	4,751,619	4,825,186	2	
7	OVERHEAD EXPENSES	19,613,965	20,024,517	21,746,571	20,728,322	20,647,960	21,082,051	2	
	INCOME (LOSS) BEFORE DEBT CHARGES	(4,133,917)	(4,199,975)	(6,515,509)	(5,756,150)	(5,388,567)	(4,880,702)	(9)	
19	INTEREST AND AMORT EXPENSE - ENERGY RETROFIT ASSETS	770,524	779,359	757,664	1,047,732	1,171,816	1,116,177	(5)	
	NET INCOME (LOSS)	(4,904,440)	(4,979,333)	(7,273,173)	(6,803,882)	(6,560,383)	(5,996,880)	(9)	
ENERCARE CENTRE									
38	REVENUE	10,608,967	10,714,509	14,930,560	12,280,405	11,853,737	11,780,043	(1)	
38	DIRECT EXPENSES	4,316,873	4,697,373	5,433,555	5,319,523	5,136,354	5,275,163	3	
	NET INCOME LOSS)	6,292,094	6,017,136	9,497,005	6,960,882	6,717,383	6,504,879	(3)	
ALLSTREAM CENTRE									
47	REVENUE	1,705,146	1,974,885	2,303,642	2,986,674	2,556,798	3,268,012	28	
47	EXPENSES	1,575,112	2,000,612	1,953,286	2,279,236	2,007,677	2,190,854	9	
	CASH FLOW BEFORE INTEREST, AMORT AND TRANSFER	130,034	(25,727)	350,356	707,438	549,121	1,077,158	96	
55	LESS: INTEREST EXPENSES	1,816,602	1,769,731	1,720,555	1,669,936	1,669,936	1,614,882	(3)	
55	LESS: AMORTIZATION EXPENSE	1,943,832	1,941,856	1,931,964	0	0	0	0	
55	LESS: PRINCIPAL REPAYMENT - FCM LOAN	0	0	0	1,038,441	1,038,441	1,090,363	5	
55	LESS: PRINCIPAL REPAYMENT - CITY LOAN	0	0	0	90,101	90,101	92,335	2	
	INCOME (LOSS) BEFORE NAMING FEE	(3,630,400)	(3,737,313)	(3,302,162)	(2,091,040)	(2,249,357)	(1,720,424)	(24)	
47	NAMING FEES REVENUE (ENERCARE & ALLSTREAM)	1,077,870	1,021,608	805,476	922,500	922,500	922,500	0	
	NET INCOME (LOSS)	(2,552,530)	(2,715,706)	(2,496,686)	(1,168,540)	(1,326,857)	(797,924)	(40)	
47	TRANSFER FROM (TO) CONFERENCE CENTRE RESERVE	1,589,770	823,536	0	1,168,540	1,326,857	447,924	(66)	
	NET INCOME (LOSS) AFTER TSF PER FS	(962,760)	(1,892,169)	(2,496,686)	0	0	(350,000)	0	
NATIONAL SOCCER STADIUM									
	REVENUES	8,952,966	450,000	0	0	0	0	0	
	EXPENSES	8,087,534	0	0	0	0	0	0	
	NET INCOME (LOSS) BEFORE SHARING	865,432	450,000	0	0	0	0	0	
	LESS PRIMARY INCENTIVE FEE	462,547	0	0	0	0	0	0	
	NET INCOME (LOSS) AFTER SHARING	402,885	450,000	0	0	0	0	0	
SUMMARY									
BOG									
	TOTAL REVENUE	44,264,614	35,829,875	38,605,182	37,288,130	36,670,904	37,445,014	2	
	TOTAL EXPENSE	43,436,835	36,234,242	38,878,036	37,131,131	36,513,904	37,287,014	2	
	NET INCOME (LOSS) PER FINANCIAL STATEMENTS - BOG	827,779	(404,366)	(272,854)	157,000	157,000	158,000	1	

THE BOARD OF GOVERNORS OF EXHIBITION PLACE
EXHIBITION PLACE

REVENUE AND EXPENSE SUMMARY

PAGE	DESCRIPTION	2013 ACTUAL	2014 ACTUAL	2015 ACTUAL	2016 FORECAST	2016 BUDGET	2017 BUDGET	% Increase	Notes
	REVENUE								
	RENTAL INCOME - TENANTS	940,736	1,287,120	1,120,366	972,597	1,003,974	1,009,306	1	1
	MLSE/RICOH CONTRIBUTION/BIOSTEEL	529,638	565,664	746,682	979,196	1,148,219	1,132,946	(1)	9
	BMO FIELD GUARANTEE PAYMENT - NET	0	0	116,092	133,392	146,367	151,038	3	1
	ADDITIONAL RENT-MLSE/RICOH COLISEUM - NET	135,948	98,000	98,000	98,000	98,000	98,000	0	2
	SUB-TOTAL	1,606,322	1,950,785	2,081,140	2,183,185	2,396,560	2,391,290	(0)	
	RENTAL INCOME - CNEA	3,324,744	3,379,602	3,457,334	3,513,423	3,466,802	3,583,692	3	6
	RENTAL INCOME - EVENTS	952,236	979,190	916,542	694,531	579,669	712,909	23	3
	ADVERTISING -NET	1,519,247	1,415,576	1,451,199	1,501,174	1,476,175	1,504,948	2	10
42200	CATERING CONCESSIONS	73,975	61,560	65,503	60,000	60,000	65,500	9	5
	SUBTOTAL	7,476,525	7,786,712	7,971,719	7,952,314	7,979,205	8,258,339	3	
	SHOW SERVICES								
	- TENANTS	1,309,828	1,377,744	1,618,396	1,461,648	1,461,648	1,498,190	2	4
	- EVENTS	1,452,661	1,390,481	1,242,872	1,197,584	1,197,584	1,237,098	3	3
	THIRD PARTY REVENUE	2,762,489	2,768,224	2,861,268	2,659,232	2,659,232	2,735,288	3	
5	PARKING REVENUE	6,959,538	7,300,697	7,603,391	7,751,533	7,293,925	7,746,725	6	
	SUBTOTAL DIRECT REVENUE	17,198,552	17,855,634	18,436,378	18,363,079	17,932,363	18,740,352	5	
15	- ADMIN MARK UP, INTEREST AND MISC REVENUE	867,675	626,022	1,203,163	546,883	513,833	520,006	1	8
19	- ERP PROJECTS - INCENTIVE RECEIVED & SAVING	431,238	404,748	396,669	577,049	1,171,816	1,116,177	(5)	
21	- NAMING RIGHTS REVENUE - ALLSTREAM CENTRE	456,275	367,056	415,857	275,000	275,000	275,000	0	
21	- NAMING RIGHTS EXPENSES & TSF - ALLSTREAM CENTRE	(456,275)	(367,056)	(415,857)	(275,000)	(275,000)	(275,000)	0	
	SUBTOTAL INDIRECT REVENUE	1,298,913	1,030,770	1,599,832	1,123,932	1,685,649	1,636,183	(3)	
14	- CONTRIBUTION FROM CONFERENCE RES - HOTEL SOIL	1,633,678	1,094,688	345,129	0	0	0	0	
14	- CONTRIBUTION FROM SICK BANK/FLEET RESERVES	198,752	864,245	184,164	443,000	393,000	650,000	65	
	SUBTOTAL CONTRIBUTION FROM RESERVES	1,832,430	1,958,933	529,293	443,000	393,000	650,000	65	
	TOTAL REVENUE	20,329,895	20,845,337	20,565,503	19,930,011	20,011,012	21,026,536	5	
	EXPENSE								
5	PARKING EXPENSES	2,434,620	2,631,430	2,788,556	2,753,424	2,437,203	2,586,037	6	
	SHOW SERVICES EXPENSES								
	- TENANTS	1,185,393	1,247,644	1,457,831	1,330,100	1,330,100	1,363,353	2	4
	- EVENTS	991,369	938,476	887,018	779,722	779,722	784,268	1	3
	- EVENTS PMD COSTS	238,464	203,244	201,036	94,593	204,593	91,530	(55)	7
	SUB TOTAL SHOW SERVICE EXPENSES	2,415,227	2,389,365	2,545,885	2,204,416	2,314,416	2,239,150	(3)	
	TOTAL DIRECT EXPENSE	4,849,847	5,020,794	5,334,441	4,957,840	4,751,619	4,825,186	2	
	PROFIT (LOSS) BEFORE OVERHEAD EXPENSES	15,480,048	15,824,542	15,231,062	14,972,172	15,259,392	16,201,349	6	
7	OVERHEAD EXPENSES	20,384,488	20,803,876	22,504,235	21,776,054	21,819,776	22,198,229	2	
	NET OPERATING PROFIT (LOSS)	(4,904,440)	(4,979,333)	(7,273,173)	(6,803,882)	(6,560,383)	(5,996,880)	(9)	

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

NOTE:

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

THE BOARD OF GOVERNORS OF EXHIBITION PLACE
EXHIBITION PLACE

50-108 PARKING AND TRAFFIC REVENUES AND EXPENSES

ACCT# ACCOUNT NAME	2013 ACTUAL	2014 ACTUAL	2015 ACTUAL	2016 FORECAST	2016 BUDGET	2017 BUDGET	% Increase	Notes
1-50-108-XXXX-								
<u>REVENUE</u>								
<u>PARKING REVENUE</u>								
40500 ECC EVENTS	3,666,623	3,734,746	3,654,208	3,812,000	3,812,000	3,795,800	(0)	14
40500 EP EVENTS	597,395	660,634	638,660	647,425	647,425	660,925	2	14
40500 TENANTS	623,365	544,016	808,160	702,814	626,000	695,500	11	
40501 ONTARIO PLACE EVENTS	410,842	454,782	480,160	490,000	440,000	490,000	11	
SUB-TOTAL PARKING REVENUE	<u>5,298,226</u>	<u>5,394,178</u>	<u>5,581,187</u>	<u>5,652,239</u>	<u>5,525,425</u>	<u>5,642,225</u>	2	10
40520 RICOH COLISEUM	579,277	517,637	456,800	460,000	485,000	440,000	(9)	13
40521 BMO FIELD - SUBJECT TO REBATE	448,086	511,697	748,585	1,093,500	733,000	1,098,500	50	7
40599 BMO FIELD - NOT SUBJECT TO REBATE	202,365	353,095	426,823	200,000	228,000	206,000	(10)	16
40500 MEDIEVAL TIMES	354,678	380,916	366,430	345,793	322,500	360,000	12	
40525 MISCELLANEOUS PARKING REVENUE	76,906	143,174	23,566	0	0	0	0	3
TOTAL REVENUE	<u>6,959,538</u>	<u>7,300,697</u>	<u>7,603,391</u>	<u>7,751,533</u>	<u>7,293,925</u>	<u>7,746,725</u>	6	10
1-50-108-50108-								
<u>EXPENSE</u>								
60000 SALARIES - PERMANENT	608,908	622,905	581,926	574,454	574,454	570,354	(1)	1
60001 BENEFITS - PERMANENT	160,097	166,674	144,056	164,795	164,795	163,659	(1)	1
60002 SALARIES AND BENEFITS - HOURLY	609,145	726,828	851,368	775,153	599,761	619,738	3	15
61020 SALARY & BENEFITS RECOVERIES FROM CNEA	(36,206)	(39,683)	(39,877)	(40,375)	(39,140)	(40,880)	4	5
60407 PARKING AUDIT	0	0	338	2,000	2,000	2,000	0	
60409 BANK & CREDIT CARD CHARGES/CASH HANDLING	58,689	66,378	75,227	85,000	90,000	85,000	(6)	
60424 EQUIPMENT RENTALS	1,300	1,738	5,431	2,000	2,000	2,000	0	9
60425 EXPENSE ALLOWANCE	1,906	2,596	3,107	2,000	2,000	2,000	0	4
60459 STAFF DEVELOPMENT/TRAINING - UNIONIZED	0	575	0	2,000	3,000	2,000	(33)	12
60801 CONTRACT SERVICES	5,220	5,965	6,201	6,000	6,000	6,000	0	8
61037 SECURITY	74,953	136,783	113,930	85,000	85,000	85,000	0	6
61072 P.M.D	164,971	174,404	225,651	180,000	145,000	180,000	24	2
61088 ROAD MARKINGS AND SIGN REPAIRS (from 50-323)	0	1,350	0	8,000	8,000	8,000	0	
63119 PRINTING & STATIONERY	5,356	8,186	4,341	9,000	9,000	9,000	0	
63126 SUPPLIES & GENERAL	3,781	4,450	6,343	4,000	4,000	4,000	0	
63127 UNIFORMS	9,246	9,681	11,490	12,000	12,000	12,000	0	
SUBTOTAL EXPENSES BEFORE REBATES	<u>1,667,368</u>	<u>1,888,830</u>	<u>1,989,533</u>	<u>1,871,027</u>	<u>1,667,870</u>	<u>1,709,870</u>	3	
51000 MEDIEVAL TIMES REBATE	177,256	177,699	194,673	172,897	161,250	180,000	12	11
51005 BMO FIELD REBATE	147,242	182,413	246,588	364,500	244,333	366,167	50	11
51004 RICOH COLISEUM REBATE	433,455	382,487	357,762	345,000	363,750	330,000	(9)	11
61040 FLEET STREET CITY REBATE	9,298	0	0	0	0	0	0	3
TOTAL EXPENSES	<u>2,434,620</u>	<u>2,631,430</u>	<u>2,788,556</u>	<u>2,753,424</u>	<u>2,437,203</u>	<u>2,586,037</u>	6	
NET PROFIT (LOSS)	<u>4,524,917</u>	<u>4,669,267</u>	<u>4,814,836</u>	<u>4,998,109</u>	<u>4,856,722</u>	<u>5,160,688</u>	6	

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

50-108 PARKING AND TRAFFIC REVENUES AND EXPENSES

NOTE:

1. Provision for Merit increase. Budget allocated 50% of Director's to Security department 50-500
2. PMD includes signage, cost of coin and card processing machines. 2017 budget increase to reflects prior years experience
3. Exhibition Place gave up Fleet Street starting in 2013. Prior to 2013 includes Fleet Street Parking revenue, which was associated to shows and is reflected in the shows income. The revenue budgeted on this line represents all other parking related revenue such as rental. Of all Fleet Street Parking Revenue a 50% rebate is paid to the City (a/c 61040)
4. Budget provided for association fees. Staff trade show convention is provided for under CEO department 50-100
5. Recoveries of wages and benefits costs of parking management staff during CNEA fair not included in annual rent/site fee amount.
6. Includes paid duty for Toronto Football Club (TFC) games. 2014 actual includes \$71K invoices paid to Toronto Police Service
7. FC games and Argo games are subject to rebate at 33.33% per contractual arrangement. Budget was based on numbers of games/attendance supplied by BMO Field. 2016 forecast/2017 budget includes estimated \$30K incremental revenue from Board approved rate increase for special events and estimated additional revenue from Argos games. 2015 actual was high due to additional seats/attendants for TFC games
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. Board approved effective May 23, 2015 Special Event Rate increase from \$25 to \$30. Regular parking rate is \$14
11. Parking Sources Rebates: Fleet Street (50%), Medieval (50%), Ricoh (75%), Stadium (33.33%).
12. Budget provided for training costs for unionized parkers.
13. 2011/2012 was high because MLSE has more large events and larger attendants due to NHL lockout
14. 2015 and 2016 actuals revenue includes contribution from Pan Am games and NBA Allstar Jam Session. 2017 budget decrease due to loss from major events (Sportmen's show, Delicious Food Show, Green Living etc...)
15. Variable direct wages and benefits associated with revenue.
16. 2015 actual includes \$160K payment from MLSE to cover loss of parking revenue because there is no Argos game played in 2015. Budget includes \$70,000 annual revenue due to soccer bubble relocation to Lamport Stadium. Budget reduce to reflect anticipated decrease in non-rebateable revenue such as Rugby games in 2016-2017

THE BOARD OF GOVERNORS OF EXHIBITION PLACE
EXHIBITION PLACE

OVERHEAD EXPENSE SUMMARY

PAGE	DEPARTMENT	2013 ACTUAL	2014 ACTUAL	2015 ACTUAL	2016 FORECAST	2016 BUDGET	2017 BUDGET	% Increase	Notes
8	CHIEF EXECUTIVE OFFICER & HR	1,376,072	1,315,703	1,548,922	1,655,915	1,556,915	1,526,852	(2)	
9	BOARD OF GOVERNORS	37,778	47,552	43,776	50,000	55,000	50,000	(9)	
10	CORPORATE SECRETARY	393,108	420,105	433,638	462,637	462,637	470,572	2	
11	ARCHIVES & COMMERCIAL RECORDS	103,054	73,552	125,497	108,487	116,756	106,191	(9)	
12	PURCHASING & STORES	223,757	215,005	198,798	236,073	236,073	264,819	12	
14	SICK BANK PAID OUT	194,752	23,239	71,755	100,000	50,000	100,000	100	
15	FINANCE	2,180,639	1,840,107	1,943,033	2,318,741	2,497,029	2,399,720	(4)	
17	COMMUNITY GRANTS - IN KIND DONATION	0	2,246	4,400	4,000	4,000	4,000	0	
18	OPERATIONS ADMINISTRATION	2,111,246	1,955,992	2,036,757	2,141,138	2,087,129	2,291,546	10	
22	UTILITIES	1,892,518	2,347,945	2,499,079	2,882,399	2,814,834	2,793,186	(1)	
23	HOUSE KEEPING SERVICE	803,965	846,299	868,211	888,333	894,753	915,850	2	
24	SPECIAL APPROPRIATIONS	372,156	697,820	963,838	715,840	715,840	715,840	0	
25	FACILITY SERVICES	1,592,908	1,710,671	2,241,922	1,906,361	1,914,441	1,925,831	1	
26	LABOUR	417,796	415,360	417,460	501,272	501,272	500,468	(0)	
27	ELECTRICAL	1,236,888	1,327,905	1,291,288	1,306,284	1,305,784	1,337,209	2	
28	ENGINEERING	5,404	(20,500)	(6,511)	4,100	1,100	4,100	273	
29	WELDING	77,278	82,966	144,758	90,916	90,916	0	(100)	
30	CARPENTRY	704,310	762,431	844,824	748,587	758,587	762,492	1	
31	PAINTING	218,676	208,498	207,828	219,500	219,500	225,500	3	
32	MECHANICAL & GARAGE	386,319	415,943	399,212	390,798	402,798	406,022	1	
33	PLUMBING	674,321	815,324	1,095,598	805,000	810,000	863,700	7	
34	HVAC	837,546	872,277	887,591	801,743	802,743	815,776	2	
35	IATSE	91,245	106,550	81,287	119,766	120,487	126,938	5	
36	CREATIVE SERVICES - SIGN SHOP	37,413	35,169	36,885	51,561	51,561	0	(100)	
37	SECURITY & COMMUNICATIONS	1,404,217	1,497,969	1,728,868	1,715,973	1,674,904	1,765,541	5	
14	HOTEL SOIL REMOVAL - 2013-2015	2,333,678	621,193	1,459,239	0	0	0	0	2
14	ECC WASHROOM RENOVATION	0	473,495	0	0	0	0	0	2
14	FLEET & EQUIPMENTS PURCHASES	4,000	841,006	112,409	343,000	343,000	550,000	60	
	CNEA'S DIRECT EXPENSES - JAN - MAR 2013	727,838	0	0	0	0	0	0	4
13	PRESS & FOOD BUILDINGS EXP. - NON RECOVERABLE	209,851	72,697	66,213	159,900	159,900	159,900	0	3
	SUBTOTAL	20,648,736	20,024,517	21,746,571	20,728,322	20,647,960	21,082,051	2	
	LESS: ADMIN. SUPPORT TO CNEA - MOU	(306,933)	0	0	0	0	0	0	1
	RECOVERIES - CNEA'S DIRECT EXPENSES - JAN - MAR 2013	(727,838)	0	0	0	0	0	0	4
	SUBTOTAL BEFORE ERP INTEREST AND AMORT	19,613,965	20,024,517	21,746,571	20,728,322	20,647,960	21,082,051	2	
19-20	ENERGY EFFICIENCY - INTEREST & DEPRECIATION	770,524	779,359	757,664	1,047,732	1,171,816	1,116,177	(5)	
	TOTAL EXPENSES	20,384,488	20,803,876	22,504,235	21,776,054	21,819,776	22,198,229	2	

NOTE:

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

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

50-100 CHIEF EXECUTIVE OFFICER

ACCT# ACCOUNT NAME	2013 ACTUAL	2014 ACTUAL	2015 ACTUAL	2016 FORECAST	2016 BUDGET	2017 BUDGET	% Increase	Notes
1-50-100-50100-								
EXPENSE								
60000 SALARIES - PERMANENT	480,298	493,740	545,781	537,794	537,794	549,158	2	1
60001 BENEFITS - PERM	144,354	145,101	153,663	163,553	163,553	166,699	2	1
60002 SALARY TEMPORARY - HR SUMMER OFFICE	15,321	23,525	0	12,000	12,000	12,000	0	9
60404 ADVERTISING -JOBS POSTING	2,269	1,957	2,570	1,500	1,500	1,500	0	8
60417 CONSULTANTS FEES	94,945	63,326	115,392	100,000	100,000	100,000	0	4
60418 MEETING CONVENTIONS & TRAVEL	5,717	2,958	7,983	18,000	18,000	18,000	0	2
60420 CORPORATE ENTERTAINMENT	83	0	50	2,000	2,000	2,000	0	
60425 EXPENSE ALLOWANCES	2,676	2,054	2,711	5,600	5,600	5,600	0	
60434 LEGAL FEES	438,121	381,579	494,458	500,000	400,000	400,000	0	3
60439 MEMBERSHIPS	2,143	1,866	3,531	3,150	3,150	3,150	0	5
60445 PRESENTATIONS/PROMOTION	0	0	0	51,500	51,500	1,500	(97)	7
60459 STAFF TRAINING AND DEVELOPMENT	56,868	66,956	86,388	123,000	123,000	123,000	0	6
60800 SALARIES & BENEFITS - CITY SHARED SERVICE	127,155	130,741	135,275	132,818	132,818	139,245	5	10
63119 PRINTING	0	0	0	1,000	2,000	1,000	(50)	
63126 SUPPLIES & GENERAL	6,123	1,901	1,119	4,000	4,000	4,000	0	11
TOTAL EXPENSE	1,376,072	1,315,703	1,548,922	1,655,915	1,556,915	1,526,852	(2)	

NOTE:

1. Provision for Merit increase.
2. Includes travel for all departments on grounds except for the ECC Marketing Department 60-803.
3. Starting from 2012 cost was high due to additional costs for CNEA Master Agreement, hotel negotiation, collective agreements, show settlement, outdoor billboard sign. 2016/2017 cost expects to be higher due to the same reasons.
4. Includes Ontario Energy Leader (OEL) membership required to provide 3rd party verification for figures for environmental initiatives (green house reduction etc.), LEED certification. Includes memberships paid to Toronto Board of Trade, Composing Council, Recycling Council, Canadian Green Building Council etc...
5. Professional membership
6. Customer service program reflected in this budget, City of Toronto has informed Exhibition Place that City will no longer provide training to staff. Includes combined development and training for non-unionized staff for all programs except BMO Field. 2015/2016 budget increase due to additional staff training for customer services
7. 2016 forecast/budget includes one time cost for professional video from Sales team requested by Board
8. Costs for job posting.
9. Summer staff requested for hiring and training BOG's cleaners during CNEA's period. Previously was paid by CNEA's HR budget under department 10-107
10. Includes City's share service billing for Employee and Labour Relation. Prior to 2012 was cost for OHS consultant on part time need basis, was transferred to Operation (dept. 50-301) in 2013.
11. Includes expenses for CNEA's summer office (previous years charged directly to CNEA) such as: supplies, signage, badges, photocopier/AC rental etc...

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

50-101 BOARD OF GOVERNORS EXPENSES

ACCT# ACCOUNT NAME	2013 ACTUAL	2014 ACTUAL	2015 ACTUAL	2016 FORECAST	2016 BUDGET	2017 BUDGET	%Increase	Notes
1-50-101-50101-								
<u>EXPENSE</u>								
60418 CONVENTIONS & MEETINGS	5,931	10,480	8,115	11,000	14,000	11,000	-21	1
60421 CORPORATE PLANNING	31,310	35,281	34,645	37,000	37,000	37,000	0	2
63126 SUPPLIES & GENERAL	537	1,791	1,016	2,000	4,000	2,000	-50	3
TOTAL EXPENSE	37,778	47,552	43,776	50,000	55,000	50,000	-9	

NOTE:

1. Expenses related to meetings/sessions of the Board. 2017 budget adjust to reflect prior years experience
2. Expenses related to the Board's Suites - BMO, Ricoh, Indy, RAWF and misc.
3. Expenses related to supplies, couriers and misc. for the Board. 2017 budget adjust to reflect prior years experience

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

50-103 CORPORATE SECRETARY EXPENSES

ACCT# ACCOUNT NAME	2013 ACTUAL	2014 ACTUAL	2015 ACTUAL	2016 FORECAST	2016 BUDGET	2017 BUDGET	% Increase	Notes
1-50-103-50103-								
<u>EXPENSE</u>								
60000 SALARIES - PERMANENT	214,065	217,235	224,686	228,881	228,881	229,533	0	1
60001 BENEFITS - PERM	41,491	42,296	42,220	65,557	65,557	65,739	0	1
60424 EQUIPMENT RENTAL	62,576	71,141	79,109	74,000	74,000	80,000	8	2
60425 EXPENSE ALLOWANCES	340	0	0	800	800	800	0	3
60428 FLOWERS	219	218	842	400	400	1,000	150	4
60461 TELECOMMUNICATIONS	57,780	70,025	67,461	70,000	70,000	70,000	0	5
60800 SALARIES AND BENEFITS - CONTRACT/TEMP	138	1,457	0	2,500	2,500	2,500	0	6
61072 P.M.D	554	1,134	1,925	1,000	1,000	1,000	0	7
63118 POSTAGE & COURIER	9,054	8,965	10,205	10,500	9,500	11,000	16	8
63126 SUPPLIES & GENERAL	6,890	7,635	7,190	9,000	10,000	9,000	-10	9
TOTAL EXPENSE	393,108	420,105	433,638	462,637	462,637	470,572	2	

NOTE:

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

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

50-104 ARCHIVES & COMMERCIAL RECORDS CENTRE

ACCT# ACCOUNT NAME	2013 ACTUAL	2014 ACTUAL	2015 ACTUAL	2016 FORECAST	2016 BUDGET	2017 BUDGET	% Increase	Notes
1-50-104-50104-								
EXPENSE								
60000 SALARIES - PERMANENT	163,613	168,493	172,459	174,929	174,929	175,427	0	1
60001 BENEFITS - PERM	40,581	41,545	41,262	49,959	49,959	50,097	0	1
60422 DOORS OPEN TORONTO	0	1,266	2,618	2,000	2,000	2,000	0	2
60425 EXPENSE ALLOWANCES	27	64	0	200	200	200	0	3
60439 MEMBERSHIPS	683	1,016	968	1,200	1,200	1,200	0	4
60800 SALARIES & BENEFITS - CONTRACT	0	0	15,829	20,000	20,000	20,000	0	5
61072 P.M.D	3,058	3,801	41,042	7,000	12,000	7,000	(42)	6
63119 PRINTING & STATIONERY	45	0	0	1,500	1,500	1,500	0	7
63126 SUPPLIES & GENERAL	4,203	5,393	2,744	6,000	6,000	6,000	0	8
61020 RECOVERIES FROM CNEA	(109,063)	(148,020)	(151,424)	(154,301)	(151,032)	(157,233)	4	9
TOTAL EXPENSES	103,146	73,557	125,497	108,487	116,756	106,191	(9)	
REVENUE								
49033 ARCHIVES PROGRAMS REVENUE - GHOST/BOOKS/WORKSHOP	92	5	0	0	0	0	0	10
TOTAL REVENUE	92	5	0	0	0	0	0	
NET EXPENDITURES	103,054	73,552	125,497	108,487	116,756	106,191	(9)	

- NOTE:**
1. Provision for Merit increase.
 2. Expenses related to rental of display items, sound system, setup, etc. for viewing of Heritage buildings.
 3. Expenses related to meetings and misc. items incurred by R&A staff.
 4. Membership Fees related to 4 Organizations for R&A Manager (increase of membership fees).
 5. Deletion of Records Technician position in 2012. Budget provided for part time Archive and Record assistance for special projects (Soil contamination, Exhibition during Pan Am in 2015 etc...).
 6. Expenses related to minor repairs/upgrades of R&A area. 2015 cost includes sign shop and Carpentry time & materials for exhibition during Pan Am and cost to upgrade to new software for the failing computer system. 2016 forecast/2017 budget adjust to reflect prior years experience
 7. Expenses related to brochures for R&A Programs/Events.
 8. Expenses re Records Program (files, boxes, maint. agreement, misc.) & labour to move records to Records Centre. Budget includes annual maintenance agreement with InMagic.
 9. Purchase of R&A Services - April 1, 2013. Price computed using cost drive method of 5,000 units (CNEA-2,950 units; BOG-2,050 units) plus 12% admin fee. 2013 charged CNEA for 9/12 months. 2017 budget at estimated 1.9 % CPI increase from 2016 forecast
 10. Revenue raised re annual Exhibition Place Haunted Walking Tours. From 2014/2015 reported as misc. finance revenue department 50-116

THE BOARD OF GOVERNORS OF EXHIBITION PLACE
OVERHEAD

50-106 PURCHASING & STORES EXPENSES

ACCT# ACCOUNT NAME	2013 ACTUAL	2014 ACTUAL	2015 ACTUAL	2016 FORECAST	2016 BUDGET	2017 BUDGET	% Increase	Notes
1-50-106-50106-								
<u>EXPENSE</u>								
60000 SALARIES - PERMANENT	161,258	155,049	142,788	178,604	178,604	188,539	6	1
60001 BENEFITS - PERM	41,255	40,232	37,225	35,669	35,669	54,480	53	2
60436 MANAGEMENT FEES - "CITY"	20,000	18,085	18,085	20,000	20,000	20,000	0	3
63119 PRINTING & STATIONERY	417	987	677	1,200	1,200	1,200	0	
63126 SUPPLIES & GENERAL	828	652	22	600	600	600	0	
TOTAL EXPENSE	<u>223,757</u>	<u>215,005</u>	<u>198,798</u>	<u>236,073</u>	<u>236,073</u>	<u>264,819</u>	<u>12</u>	

NOTE:

1. Provision for Merit increase. Less hours worked by manager in 2013-2015
2. 2015 actual/2016 budget did not include OMERS/Health insurance for part time manager. 2017 budget adjust to reflect actual cost
3. Fees required for "City" purchasing shared services

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

50-600 - PRESS & FOOD BUILDINGS MAINTENANCE

ACCT# ACCOUNT NAME	2013 ACTUAL	2014 ACTUAL	2015 ACTUAL	2016 FORECAST	2016 BUDGET	2017 BUDGET	% Increase	Notes
1-50-600-50600-								
<u>EXPENSE</u>								
60255 PRESS & FOOD BUILDINGS - HYDRO	61,640	27,718	60,842	64,400	64,400	64,400	0	2
60252 PRESS & FOOD BUILDINGS - GAS	0	5,426	754	5,500	5,500	5,500	0	2
60281 PRESS & FOOD BUILDINGS - WATER	0	7,807	4,214	8,000	8,000	8,000	0	2
61061 PRESS BUILDING - MAINTENANCE - PMP	0	6,723	403	40,000	40,000	40,000	0	3
61036 FOOD BUILDING - MAINTENANCE - PMP	48,339	22,918	0	40,000	40,000	40,000	0	3
64009 MANAGEMENT FEE - ALLSTREAM - CERISE	1,725	2,105	0	2,000	2,000	2,000	0	1
64009 2012 CNEA ASSETS PURCHASE DISPUTE	98,148	0	0	0	0	0	0	
TOTAL EXPENSE	209,851	72,697	66,213	159,900	159,900	159,900	0	

NOTE:

1. Actuals include Allstream management fee paid to Cerise for the use of the building during the fair
- 2.PMP costs (Labour, materials) and utilities (hydro, gas, water) costs to maintain Press building are assumed by BOG, thus not charged CNEA during the initial term 2013-2016 per license agreement. Hydro (approx. 440,000 kwh), consumer gas (approx12,000 m3) , water (approx. 6,300 m3 in 2010).
3. Budget provided for PMP costs to up keep the Press & Food building; 2013 actuals includes food building Exhaust systems. All other repair and maintenance costs were included with ground PMP costs and now are tracked separately

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

50-109 CONTRIBUTION FROM CITY RESERVE FUNDS - FOR INFORMATION ONLY

ACCT# ACCOUNT NAME	2013 ACTUAL	2014 ACTUAL	2015 ACTUAL	2016 FORECAST	2016 BUDGET	2017 BUDGET	% Increase	Notes
1-50-109-50109-								
REVENUE								
42310 CONTRIBUTION FROM CCRF - SPORTSMEN /SOIL REMOVAL	1,633,678	621,193	345,129	0	0	0	0	1
42310 CONTRIBUTION FROM CCRF - ECC WASHROOM RENOVATION	0	473,495	0	0	0	0	0	5
SUBTOTAL - CONTRIBUTION FROM CONF. RESERVE FUND	1,633,678	1,094,688	345,129	0	0	0	0	0
42320 CONTRIBUTION FROM SICK BANK RESERVE	194,752	23,239	71,755	100,000	50,000	100,000	100	2
42330 CONTRIBUTION FROM FLEET RESERVES	4,000	841,006	112,409	343,000	343,000	350,000	2	4
42340 CONTRIBUTION FROM EQUIPMENT RESERVES	0	0	0	0	0	200,000	0	6
CONTRIBUTE FROM ENVIRONMENTAL PROTECTION RESERVE	73,052	75,000	75,000	75,000	75,000	50,000	(33)	3
SUBTOTAL - CONTRIBUTION FROM RESERVES	271,804	939,245	259,164	518,000	468,000	700,000	50	
TOTAL CONTRIBUTION FROM RESERVES	1,905,482	2,033,933	604,293	518,000	468,000	700,000	50	
EXPENSES								
60001 SICK BANK PAID OUT EXPENSE	194,752	23,239	71,755	100,000	50,000	100,000	100	2
63010 FLEET PURCHASES	4,000	841,006	112,409	343,000	343,000	350,000	2	4
63101 EQUIPMENTS PURCHASES	0	0	0	0	0	200,000	0	6
61056 HOTEL SOIL REMOVAL	2,333,678	621,193	1,459,239	0	0	0	0	1
61056 ECC WASHROOM RENOVATION	0	473,495	0	0	0	0	0	5
TREE PLANTING - EPR	73,052	75,000	75,000	75,000	75,000	50,000	(33)	3
NET WITHDRAWALS FROM RESERVES	(700,000)	0	(1,114,110)	0	0	0	0	7

NOTE:

1. 2013-2015 actual expense and transfer from CCRF as per Council approval EX34.24 for soil removal from hotel site. From 2010 - 2012 withdrawals from CCRF to partially cover the lost of Sportsmen's Show due to City's gun policy. \$472.5K in 2010; \$300K in 2011; and \$100K in 2012 from the Conference Centre Reserve Fund to partially (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 actual was high due to for termination of staff due to CNEA becomes independent. 2016 forecast/2017 estimated cost increase for actual staff who will be retired
3. Budgeted as per City Directive \$ 75,000; phasing out by 2019. Funding for this will be provided by the City Environmental Protection Reserve Fund (City's fund account # XR1718). Currently recorded under department 50-301
4. Budget per city's directive; amount was based on projection of actual fleets purchase. (City's fund account # XQ1702). 100% reimbursed by City.
5. 2013/2014 budget approved by City Council for Enercare Centre washroom renovation for \$500K withdrawal each year.
6. 2017 forecasted replacement cost for portable equipments, 100% will be funded by reserve (City's fund account #XQ1902)
7. 2013 and 2015 additional hotel contaminated soil removing cost not funded by CCRF, thus paid by operating funds

THE BOARD OF GOVERNORS OF EXHIBITION PLACE
OVERHEAD

50-116 CHIEF FINANCIAL OFFICER

ACCT# ACCOUNT NAME	2013 ACTUAL	2014 ACTUAL	2015 ACTUAL	2016 FORECAST	2016 BUDGET	2017 BUDGET	% Increase	Notes
1-50-116-50116-								
EXPENSE								
60000 SALARIES - PERMANENT	1,143,274	1,161,010	1,189,616	1,258,078	1,258,078	1,267,040	1	1
60001 BENEFITS - PERM	291,976	289,081	300,350	358,478	358,478	361,397	1	1
60002 SALARIES & BENEFITS - HOURLY	23,633	23,698	93,424	0	0	0	0	1
60003 BENEFITS - RETIREES & LTD EMPLOYEES	109,022	114,144	124,858	128,000	119,338	130,000	9	8
60008 GAPPING	0	0	0	0	(181,050)	(181,050)	0	2
60407 AUDIT	16,896	44,067	34,060	25,000	25,000	25,000	0	14
60408 BAD DEBTS	380,000	11,722	(2,790)	18,000	18,000	18,000	0	
60409 BANK FEES & CREDITCARD DISCOUNT	1,919	2,558	1,315	2,500	2,500	2,500	0	10
60423 DUES AND SUBSCRIPTIONS	2,027	2,590	3,346	2,200	2,200	2,200	0	9
60425 EXPENSE ALLOWANCES	467	608	455	1,000	1,000	1,000	0	
60430 INSURANCE - GENERAL LIABILITY	0	0	35,000	0	0	0	0	
60433 INSURANCE/LIABILITY (Net of CNEA)	399,077	399,076	449,479	516,852	516,852	420,000	(19)	3
60437 MEALS AND ENTERTAINMENT	234	0	379	400	400	400	0	
60444 PAYROLL PROCESSING COSTS - ADP	69,943	74,696	86,357	70,000	70,000	70,000	0	15
60447 PROFESSIONAL FEES	2,403	3,188	4,761	3,600	3,600	3,600	0	11
63001 SMALL EQUIPMENT	0	56	0	300	300	300	0	
63119 PRINTING & STATIONERY	2,031	3,604	4,486	2,000	2,000	2,000	0	
63126 SUPPLIES & GENERAL	2,457	2,278	6,117	4,000	4,000	4,000	0	
69003 LIABILITY CONTRIBUTION	(390,401)	(523,847)	(667,694)	(520,000)	(322,000)	(270,000)	(16)	
69800 AMORTIZATION EXPENSE	43,332	43,332	43,332	43,333	43,333	43,333	0	12
69901 SICK BANK - CITY CONTRIBUTION	50,001	50,000	50,000	50,000	50,000	50,000	0	
69903 WSIB EXPENSE	223,538	267,448	187,854	280,000	450,000	450,000	0	
E.I STUDY	0	0	0	75,000	75,000	0	(100)	5
SUBTOTAL EXPENSE-BEFORE PSAB & ASSETS TRANSFERS	<u>2,371,830</u>	<u>1,969,309</u>	<u>1,944,704</u>	<u>2,318,741</u>	<u>2,497,029</u>	<u>2,399,720</u>	<u>(4)</u>	
60410 CAPITAL ASSET CREDIT (Transfer to B/S)	0	0	0	0	0	0	0	4
69900 EMPLOYEE VAC/SICK/ACTUARIAL BENEFITS LIAB.	(191,191)	(129,202)	(1,671)	0	0	0	0	13
TOTAL EXPENSE	<u>2,180,639</u>	<u>1,840,107</u>	<u>1,943,033</u>	<u>2,318,741</u>	<u>2,497,029</u>	<u>2,399,720</u>	<u>(4)</u>	
REVENUE								
42400 DISCOUNTS & COMMISSIONS	537	3,282	1,863	500	500	500	0	
49033 MISCELLANEOUS REVENUE	592,720	272,491	888,774	164,148	143,333	131,506	(8)	6
49034 RICOH 12% MARKUP	158,744	172,703	186,636	192,235	180,000	198,000	10	
49035 BMO FIELD 12% MARKUP	115,672	177,546	125,889	190,000	190,000	190,000	0	7
SUBTOTAL REVENUE	<u>867,675</u>	<u>626,022</u>	<u>1,203,163</u>	<u>546,883</u>	<u>513,833</u>	<u>520,006</u>	<u>1</u>	
NET PROFIT (LOSS)	<u>(1,312,965)</u>	<u>(1,214,085)</u>	<u>(739,870)</u>	<u>(1,771,857)</u>	<u>(1,983,196)</u>	<u>(1,879,714)</u>	<u>(5)</u>	

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

50-116 CHIEF FINANCIAL OFFICER

NOTE:

1. Provision for Merit increase. Deletion of four positions in 2013. Two payroll time clerks transferred from Facility Service (department 50-310) in 2013
2. Budgeted Gapping at \$181,050 per city directive. Prior to 2012, \$18,950 was budgeted under CNEA department 10-200.
3. 2017 budget decrease due to removing insurance premium/coverage of BMO Field will be responsible for its own . . Contribution to City insurance reserve as per City's directive for BOG's portion. Prior to 2012, \$201,616 was budgeted under CNEA department 10-105; from 2013 to 2015 \$151,212 was reduced for CNEA's portion.
4. Budget recovery not required as now part of PSAB (Public Sector Accounting Board) through depreciation & amortization expense.
5. To do as part of the Board strategic plan every five years.
6. Miscellaneous revenues primarily consist of rebates from Metro Waste for recycling efforts and proceeds from auction. 2016 budget include 1/3 of \$250K sales of Electrical assets to third party; total revenue was fully recognized in 2015 Financial Statements
7. Per LOI, exclude providing of local 506 labour service, but assume increase cleaning service and other trades service. Prior to 2013, we have included approx. 90% of BMO's labour requirements as recoverable. Higher in 2014 due to FIFA
8. Manulife benefits for retirees and for employees on LTD. Cost increase due to starting April 1, 2012 BOG has to remit CPP and EI for employees on LTD.
9. CAEM, IAAM, A.M. Best and Street.
10. Monthly bank service charges transferred from Parking department in 2009.
11. Annual CGA/CPA professional dues for CFO, Accounting Manager, Accounting Supervisor and ASR .
12. Amortization for Strachan Outdoor Signage: \$650K straight-line over 15 years.
13. PSAB prescribed requirements, no budget usually provided for; actual cost and or recovery accounted for and reported at end of fiscal year.
14. Letter from City of Toronto dated April 10, 2015 for four years 2015-2019
15. 2016 ADP processing costs increase to: \$54.57 per base charge (26 for bi-weekly; 52 for weekly); \$1.95 per pay; and \$1.47 per record of employment.

THE BOARD OF GOVERNORS OF EXHIBITION PLACE
OVERHEAD

50-201 COMMUNITY GRANTS

ACCT# ACCOUNT NAME	2013 ACTUAL	2014 ACTUAL	2015 ACTUAL	2016 FORECAST	2016 BUDGET	2017 BUDGET	% Increase	Notes
1-50-201-50201-								
<u>EXPENSE</u>								
69001 COMMUNITY GRANTS - IN KIND DONATION	0	2,246	4,400	4,000	4,000	4,000	0	1
69004 SPORTS HALL OF FAME GRANT	0	0	0	0	0	0	0	2
TOTAL EXPENSE	0	2,246	4,400	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	2013 ACTUAL	2014 ACTUAL	2015 ACTUAL	2016 FORECAST	2016 BUDGET	2017 BUDGET	% Increase	Notes
1-50-301-50301-								
EXPENSE								
60000 SALARIES - PERMANENT	1,267,108	1,280,418	1,342,486	1,452,914	1,377,521	1,502,043	9	1
60001 BENEFITS - PERM & CONTRACT	328,714	324,288	297,239	434,193	411,663	433,914	5	1
60002 SALARIES AND BENEFITS - HOURLY	32,732	14,249	19,453	0	0	0	0	
60417 CONSULTANTS FEES	3,135	9,875	5,700	10,000	10,000	10,000	0	6
60424 EQUIPMENT RENTAL	92	4,623	2,958	5,000	5,000	5,000	0	
60425 EXPENSE ALLOWANCES FOR ALL TRADES	2,918	2,595	7,524	3,000	3,000	3,000	0	
60439 MEMBERSHIPS/DUES & SUBSCRIPTIONS	2,716	6,808	5,222	5,000	5,000	5,000	0	
60451 SAFETY EQUIPMENT	7,958	10,306	7,333	8,000	8,000	8,000	0	5
60459 STAFF DEVELOPMENT/TRAINING - UNIONIZED	7,726	10,232	3,269	15,000	15,000	15,000	0	7,6
60800 CONTRACT STAFF	150,327	204,926	213,504	40,781	84,696	40,840	(52)	2,1
61046 HARD LANDSCAPING	284,046	103,760	115,215	150,000	150,000	150,000	0	3
61010 REPAIR AND MAINTENANCE - PMP	0	0	0	0	0	100,000	0	8
61102 TREE MAINTENANCE	73,052	34,433	75,000	75,000	75,000	50,000	(33)	4
61103 CONTRIBUTE FROM ENVIRONMENTAL PROTECTION RESERVE	(73,052)	(75,000)	(75,000)	(75,000)	(75,000)	(50,000)	(33)	4
63126 SUPPLIES & GENERAL	5,548	6,936	5,009	6,750	6,750	6,750	0	
63127 UNIFORMS	18,227	17,542	11,845	10,500	10,500	12,000	14	6
TOTAL EXPENSE	2,111,246	1,955,992	2,036,757	2,141,138	2,087,129	2,291,546	10	

NOTE:

1. Provision for Merit increase. Budget provided for one addition of one full time stand by Operator for the District Energy System, additional cost is absorbed by the savings from the elimination of one full time position providing Electrical Service to clients. 2016 forecast/2017 budget adjust the annualized standard hours of Building Operation (to 2,184 hrs from 1,820 hrs) and includes one additional permanent AA, previous years was budgeted under full time contracted Time Clerk.
2. Provision for merit adjustment for Energy Mgmt Facilitator
3. Paving, asphalt, concrete. Increase due to emergency and safety paving repairs will no longer be provided for in Capital as done previously. 2013 actual includes provision for mold clean up.
4. Per City directive \$50,000 to be added to the 2017; \$25,000 to the 2018 operating budget for Tree Planting; funding for this will be provided by the City Environmental Protection Reserve Fund up to 2018
5. Includes amount transferred from HR - department 50-107 in 2013/2014
6. 2016/2017 budget decrease due to saving from outsourcing Electrical/Mechanical service
7. 2016/2017 budget provided for training cost for operating of District Energy System
8. 2017 budget provide for special repair and maintenance PMP project

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

50-303 ENERGY EFFICIENCY - SELF SUFFICIENCY PROJECTS

ACCT# ACCOUNT NAME	2013 ACTUAL	2014 ACTUAL	2015 ACTUAL	2016 FORECAST	2016 BUDGET	2017 BUDGET	% Increase	Notes
EXPENSES								
1-50-303-50303-								
INTEREST EXPENSE								
60780 TRIGENERATION PROJECCT - ECC	173,118	168,827	164,257	159,410	159,410	154,250	(3)	2
60780 PHOTOVOLTAIC - HORSE PALACE 100 KwH	14,933	14,624	14,300	13,901	13,901	13,387	(4)	3
60780 FIVE BUILDING RETROFIT- QE, GS, EA, HP, BLC	26,402	19,755	13,097	5,463	5,463	1,429	(74)	4
60780 ECC HALLS LIGHTING RETROFIT - ECC	14,319	11,031	7,577	3,951	3,951	305	(92)	1
60780 ECC HALLS LED LIGHT - 2015/2016	0	90	8,752	21,210	32,539	19,334	(41)	10
60780 BACK PRESSURE TURBINE, LED PATHWAY	28,647	27,560	26,416	25,215	25,215	23,952	(5)	5
60780 BOILERS REPLACEMENT & VARIOUS LIGHTING RETROFIT	39,065	38,495	37,899	37,276	37,276	36,625	(2)	6
60780 DISTRICT ENERGY SYSTEM	0	23,540	15,315	122,802	235,556	112,867	(52)	9
60780 MULTIPLE ERP, EAST ANNEX(150kW) & WEST HP PV(100kW) (FIT)	31,732	28,815	25,749	22,526	22,526	19,140	(15)	8
SUBTOTAL INTEREST EXPENSES	328,217	332,737	313,361	411,755	535,838	381,290	(29)	
1-50-303-50303-								
AMORTIZATION EXPENSE								
69880 TRIGENERATION PROJECCT - ECC	220,000	220,000	220,000	220,000	220,000	220,000	0	2
69880 PHOTOVOLTAIC - HORSE PALACE 100 KwH	55,000	55,000	55,000	55,000	55,000	55,000	0	3
69880 FIVE BUILDING RETROFIT- QE, GS, EA, HP, BLC	100,024	100,024	100,024	100,024	100,024	100,024	0	4
69880 ECC HALLS LIGHTING RETROFIT - ECC	53,333	53,333	53,333	53,333	53,333	53,333	0	1
69880 BACK PRESSURE TURBINE, LED PATHWAY	67,250	67,250	67,250	67,250	67,250	67,250	0	5
69880 BOILERS REPLACEMENT & VARIOUS LIGHTING RETROFIT	47,750	47,750	47,750	47,750	47,750	47,750	0	6
69880 ECC HALLS LED LIGHT - 2015	0	0	0	0	0	52,133	0	10
69880 DISTRICT ENERGY SYSTEM	0	0	0	180,000	180,000	225,000	25	9
69880 MULTIPLE ERP, EAST ANNEX(150kW) & WEST HP PV(100kW)	44,232	44,232	44,232	44,232	44,232	44,232	0	8
60790 AMORTIZATION - GOVERNMENT ASSISTANCE - PSA	(145,283)	(140,968)	(143,287)	(131,612)	(131,612)	(129,835)	(1)	
SUBTOTAL PRINCIPAL/AMORTIZATION EXPENSE	442,307	446,621	444,303	635,977	635,977	734,888	16	
TOTAL INTEREST AND AMORTIZATION EXPENSE - [A]	770,524	779,359	757,664	1,047,732	1,171,816	1,116,177	(5)	
REVENUE								
1-50-303-50303-								
INCENTIVE RECEIVED								
49910 TRIGENERATION PROJECCT - ECC (DR3)	135,089	145,613	113,462	0	0	0	0	2
49920 EAST HORSE PALACE PV 100 Kw - FIT	63,886	67,068	60,958	60,000	60,000	60,000	0	3
49950 WEST HORSE PALACE PV(100kW) PV - FIT	86,974	85,325	88,191	80,000	80,000	80,000	0	8
49960 EAST ANNEX(150kW) PV - FIT	138,487	110,976	127,798	120,000	120,000	120,000	0	8
49970 PV - BETTER LIVING CENTRE - RENT & ROYALTIES	5,887	6,298	6,259	5,500	5,500	5,500	0	
49970 OTHER ERP PROJECTS (OPERATIONAL SAVING INCENTIVE)	915	2,526	0	0	0	0	0	
60267 FIVE BUILDING - PRIOR YEAR ADJ	0	(13,058)	0	0	0	0	0	
49980 ALLSTREAM CENTRE - OPERATIONAL SAVING	0	0	0	0	0	0	0	
49990 DISTRICT ENERGY SYSTEM - HOTEL CAPACITY CHARGE	0	0	0	311,549	415,399	423,707	2	9
SUBTOTAL INCENTIVE RECEIVED	431,238	404,748	396,669	577,049	680,899	689,207	1	
PROFIT (LOSS) BEFORE ENERGY SAVING	(339,285)	(374,611)	(360,995)	(470,683)	(490,917)	(426,970)	(13)	
1-50-303-00000-								
ENERGY SAVINGS (REFLECTED IN REDUCTION OF HYDRO/GAS EXPENSE)								
TRIGENERATION PROJECCT - ECC - NET SAVINGS	0	0	0	0	0	0	0	2
EAST HORSE PALACE PV 100 Kw - FIT	10,688	10,106	10,644	10,000	10,000	10,000	0	3
FIVE BUILDING RETROFIT - QE, GS, EA, HP, BLC	231,855	238,810	245,975	220,000	220,000	220,000	0	4
LIGHTING RETROFIT - ECC (LED STARTED 2015/2016)	325,335	326,485	356,971	112,762	290,000	112,762	(61)	1
LED PATHWAY LIGHTING	1,449	1,528	1,824	5,000	5,000	5,000	0	5
BOILERS REPLACEMENT & VARIOUS LIGHTING RETROFIT	116,608	73,802	92,341	80,000	80,000	80,000	0	6
PRESS BUILDING GEOTHERMAL	25,994	25,189	25,538	24,000	24,000	24,000	0	7
UNDERGROUND PARKING LIGHTING CONTROL	34,681	34,805	38,326	30,000	30,000	30,000	0	
EAST ANNEX(150kW)	21,379	16,780	21,639	16,000	16,000	16,000	0	8
WEST HP(100kW) PV	14,620	13,453	15,423	13,000	13,000	13,000	0	8
BACK PRESSURE TURBINE	0	0	0	0	0	0	0	
VARIATIONS ADJUSTMENT - PRODUCTION/TEMPERATURE	0	0	0	(40,079)	(197,083)	(83,792)	(57)	
SUBTOTAL ENERGY SAVING	782,610	740,957	808,680	470,683	490,917	426,970	(13)	
TOTAL ENERGY SAVING/INCENTIVE RECEIVED - [B]	1,213,848	1,145,704	1,205,349	1,047,732	1,171,816	1,116,177		
SAVING RESIDUAL (DEFFICIENCY) - [B] - [A]	443,324	366,346	447,685	0	0	0		

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

50-303 ENERGY EFFICIENCY - SELF SUFFICIENCY PROJECTS

NOTES:	FINANCING				Commence	End	YR
	Sources	Amount					
1. LIGHTING RETROFIT - ECC ExPlace Loan is directly with City ERP. Interest rate is a blended rate as City has financed this loan in part with funds from FCM (\$178,455 @ 2.51%) and City ERP (\$544,425 @ 5.0%).	City ERP	722,880			2008	2017	10
	Grant - THESL	77,120					
		800,000					
1A. LED LIGHTING RETROFIT 2015 - ECC HALLS A, B, C, D & HERITAGE COURT Feasibility done by Explace in 2014 to replace 667 high pressure sodium lighting fixtures (450W) to LED lights (150W) and to install a programmable energy control system at ECC Halls A, B, C, D and Heritage court . Annual electricity consumption is estimated to decrease by 583,416 kwh and replacement cost saving at \$39,310 Loan is payable to City. Annual interest rate is 2.7%.	BBP	782,000			2016	2025	10
	Capital/Other						
		782,000					
2. TRI-GENERATION PROJECT - EC \$256,000 one time principal payment was made in June 2009 as per prepayment clause. Feasibility study done in 2002 by Toronto Hydro Energy Services Inc. (THESI) estimated annual savings would be \$408K/year. Savings per 2008 THESI's revised pro forma is 196K/year. In May 2009 ExPlace participates in the Ontario Power Authority's Demand Response program.	TAF	744,000			2007	2016	10
	CITY ERP	2,325,000			2008	2017	10
	FCM	1,075,000			2008	2017	10
	Grant - THESL	256,000					
		4,400,000					
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.	BPP - LRRF	600,000			2007	2030	25
	Grant-FCM	250,000					
	Grant-TAF	250,000					
		1,100,000					
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%).	CITY ERP	1,353,692			2008	2017	10
	Grant - TAF	131,505					
	Grant - OTHER	15,168					
		1,500,365					
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.	TGEF	1,000,000			2010	2029	20
	Grant-FCM	345,000					
	Capital/Other	1,005,000					
		2,350,000					
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.	CITY ERP	716,250			2011	2030	20
	City-FCM (pending)	238,750			2011		
		955,000					
7. PRESS BUILDING-GEOTHERMAL Originally \$328,000 of the project costs was supposed to be funded by Toronto Green Energy Fund.	Other /TGEF	328,000					
	Grant-TAF	147,000					
	Capital/Other	275,000					
		750,000					
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	BBP	890,000			2012	2022	10
	Capital/Other	6,060,832					
		6,950,832					
9. DICTRICT ENERGY SYSTEM City Council adopted Government Management Committee Report No. GM 15.11 entitled "Energy Project at Exhibition Place" wherein Exhibition Place obtained approval for \$4.5mil capital expenditure from recoverable debt to redesign and connect the existing energy generation assets at Exhibition Place to supply heating, cooling and water heating to the proposed Princes' Gate Hotel development as well as to existing event facilities including Ricoh Coliseum, Coliseum Complex, Enercare Centre, and Allstream Centre, in the form of a district energy system . 2016/2017 budget includes capacity charge per contract. Electricity consumed by hotel is budgeted under department 50-305	CITY ERP	4,500,000			2017	2026	
	Other	-					
		4,500,000					
TOTAL LOANS ADVANCE RECEIVED		14,947,572					

**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	2013 ACTUAL	2014 ACTUAL	2015 ACTUAL	2016 FORECAST	2016 BUDGET	2017 BUDGET	%Increase	Notes
1-50-304-50304-								
<u>REVENUE</u>								
49041 NAMING FEE	456,275	367,056	415,857	275,000	275,000	275,000	0	2
<u>EXPENSE</u>								
60205 RE-BRANDING INCLUDING BUILDING SIGNAGE	16,405	2,140	0	0	0	0	0	
60200 COMMISSION	52,000	14,882	30,000	27,500	27,500	27,500	0	
60201 ADMINISTRATIVE COSTS	0	0	0	0	0	0	0	
60202 PRODUCTION EXPENSE	0	17,827	0	0	0	0	0	
	68,405	34,848	30,000	27,500	27,500	27,500	0	
NET INCOME (LOSS)	387,870	332,208	385,857	247,500	247,500	247,500	0	
60203 TRANSFER TO CITY OBLIGATORY RESERVE FUND	(387,870)	(332,208)	(385,857)	(247,500)	(247,500)	(247,500)	0	1
NET INCOME (LOSS)	0	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 Enercare 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 will end February 28/2017 (originally revenue was 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	2013 ACTUAL	2014 ACTUAL	2015 ACTUAL	2016 FORECAST	2016 BUDGET	2017 BUDGET	% Increase	Notes
1-50-305-50305-								
EXPENSE								
HYDRO								
60255 HYDRO - ALL PROGRAMS	3,465,542	3,750,470	4,552,961	4,451,219	4,330,219	4,611,683	6	1,2
60255 HYDRO - ENERGY INITIATIVE SAVINGS - ERP	0	0	0	0	0	0	0	4
60263 HYDRO - TENANTS RECOVERY	(663,113)	(690,162)	(779,581)	(740,000)	(710,000)	(736,300)	4	
60256 HYDRO - CNEA RECOVERY-REMAINING LOCATION	(371,150)	(327,429)	(398,635)	(358,400)	(358,400)	(369,152)	3	
60257 HYDRO - CNEA RECOVERY-ECC LOCATION	(188,310)	(155,618)	(201,455)	(190,400)	(190,400)	(196,112)	3	
60258 HYDRO - ALLSTREAM RECOVERY	(169,288)	(180,117)	(195,375)	(192,400)	(192,400)	(198,172)	3	5
60259 HYDRO - BMO RECOVERY	(345,563)	(382,310)	(635,839)	(490,000)	(450,000)	(493,500)	10	2
60278 HYDRO - RICOH RECOVERY	(458,045)	(521,018)	(595,563)	(540,000)	(540,000)	(556,200)	3	
HYDRO - BIOSTEEL RECOVERY	0	0	0	(150,000)	0	(150,000)	0	
60262 HYDRO - HOTEL RECOVERY	0	0	(120,780)	(145,800)	(354,000)	(364,620)	3	6
NET OF RECOVERIES	1,270,073	1,493,816	1,625,733	1,644,219	1,535,019	1,547,627	1	
GAS								
60252 GAS - EXHIBITION PLACE/CNEA/ECC/ALC	542,642	680,637	778,330	993,043	1,043,043	993,043	(5)	1
60253 GAS - TENANTS RECOVERY	(19,499)	(28,525)	(48,538)	(30,000)	(29,000)	(30,000)	3	3
60254 GAS - CNEA RECOVERY	(5,340)	(14,712)	(8,610)	(7,771)	(10,840)	(7,927)	(27)	
60282 GAS - HOTEL RECOVERY	0	0	(12,934)	0	0	0	0	7
NET OF RECOVERIES	517,803	637,400	708,248	955,271	1,003,203	955,116	(5)	
WATER								
60281 WATER - ALL PROGRAMS	492,998	564,892	543,424	640,000	675,902	709,697	5	1
60284 WATER - TENANTS RECOVERY	(164,680)	(157,829)	(177,953)	(164,000)	(164,000)	(172,200)	5	
60251 WATER - CNEA RECOVERY	(127,863)	(99,075)	(131,112)	(123,926)	(128,000)	(134,400)	5	
60285 WATER - ALLSTREAM RECOVERY	(39,244)	(30,479)	(29,144)	(30,018)	(44,290)	(46,505)	5	
60283 WATER - BMO FIELD RECOVERY	(56,569)	(60,780)	(38,007)	(39,147)	(63,000)	(66,150)	5	2
60286 WATER - HOTEL RECOVERY	0	0	(2,109)	0	0	0	0	7
NET OF RECOVERIES	104,642	216,729	165,098	282,909	276,612	290,443	5	
TOTAL NET UTILITIES EXPENSE	1,892,518	2,347,945	2,499,079	2,882,399	2,814,834	2,793,186	(1)	

- NOTE:**
- Economic factors used for budgeted hydro, natural gas and water as per City's directive; adjusted to reflect prior years actual experience; 2015 is high due to Pan Am consumption and BMO Field expansion
 - 2016/2017 budget increase to reflect additional consumption due to more games and additional seats at the expanded BMO Field
 - Tenants, Allstream and BMO have separate gas meters, so there is no recovery.
 - 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.
 - Hydro recovery from Allstream is per actual consumption from meters 200V and 600V at Allstream Centre building
 - 2016/2017 budget estimated displaced energy (electricity/heating/cooling) purchased by hotel per FVB's financial model, net of direct O&M cost and incremental cost due to higher efficiency level required by Hotel's equipments. 2016 forecast/actual is estimated the electricity used during the construction.
 - Assuming hotel will have separate meters and pay water and consumer gas directly to suppliers. Recoveries are for construction period only.

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

50-306 HOUSEKEEPING SERVICES EXPENSES

ACCT# ACCOUNT NAME	2013 ACTUAL	2014 ACTUAL	2015 ACTUAL	2016 FORECAST	2016 BUDGET	2017 BUDGET	% Increase	Notes
1-50-306-50306-								
EXPENSE								
60002 SALARIES & BENEFITS - HOURLY (MAINTENANCE)	649,788	700,993	720,074	716,843	716,843	724,191	1	1
60009 SALARIES & BENEFITS - HOURLY (RECOVERABLE)	3,292,028	3,828,529	4,127,475	4,596,348	4,553,085	4,610,024	1	2
TOTAL SALARIES & BENEFITS - HOURLY	3,941,816	4,529,522	4,847,549	5,313,192	5,269,928	5,334,214	1	
61107 BOG RECOVERIES	(438,326)	(505,528)	(469,564)	(710,512)	(710,512)	(710,512)	0	2
61108 ECC RECOVERIES	(998,214)	(1,138,196)	(1,662,391)	(1,695,410)	(1,695,410)	(1,695,410)	0	2
61020 CNEA RECOVERIES	(1,007,913)	(1,001,424)	(1,088,030)	(1,094,013)	(1,050,750)	(1,107,688)	5	2
61086 RICOH RECOVERIES	(371,534)	(433,616)	(550,599)	(621,941)	(621,941)	(621,941)	0	2
61097 BMO FIELD	(363,337)	(593,997)	(196,820)	(419,406)	(419,406)	(419,406)	0	2
61110 ALC RECOVERIES	(112,705)	(155,767)	(160,072)	(55,067)	(55,067)	(55,067)	0	2
MAINT. SALARIES AND BENEFITS - HOURLY	649,788	700,993	720,074	716,843	716,843	724,191	1	1
60801 CONTRACTED SERVICES	76,032	76,421	59,353	90,000	96,420	90,000	(7)	3
61031 DUMPING FEES - CITY & CO-MINGLE BINS	22,052	28,634	36,235	23,315	23,315	23,782	2	
61036 EQUIPMENT MAINTENANCE	17,488	18,589	11,933	18,175	18,175	18,538	2	
63100 MATERIAL & SUPPLIES (Includes 8015 8409&8425)	38,605	21,662	40,617	40,000	40,000	40,801	2	4
SUBTOTAL	154,177	145,306	148,137	171,490	177,910	191,659	8	
TOTAL EXPENSE	803,965	846,299	868,211	888,333	894,753	915,850	2	

NOTE:

1. Provision for anticipated wages increase.
2. Provision for COLA increase, budget adjust to reflect prior year experience. 2015 includes cost recoveries from Pan Am games
3. 2017 budget decrease due to anticipated lower cost from New Mini Millennium waste removal contract.
4. Increase cost due to LEED-EBOM products to be used in EC

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50-308 SPECIAL APPROPRIATIONS

ACCT# ACCOUNT NAME	2013 ACTUAL	2014 ACTUAL	2015 ACTUAL	2016 FORECAST	2016 BUDGET	2017 BUDGET	% Increase	Notes
1-50-308-50308-								
<u>EXPENSE</u>								
61027 CONTRIBUTION TO CITY FLEET REPLACEMENT RESERVE	329,780	329,780	350,000	350,000	350,000	350,000	0	
61027 CONTRIBUTION TO RESERVE - EQUIPMENTS	0	0	200,000	200,000	200,000	200,000	0	1
60801 CONTRACT SERVICE	0	0	0	0	0	0	0	
63010 GENERAL APPROPRIATION	42,376	368,040	413,838	165,840	165,840	165,840	0	
TOTAL EXPENSES	372,156	697,820	963,838	715,840	715,840	715,840	0	

NOTE:

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

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50-310 FACILITY SERVICES

ACCT#	ACCOUNT NAME	2013 ACTUAL	2014 ACTUAL	2015 ACTUAL	2016 FORECAST	2016 BUDGET	2017 BUDGET	% Increase	Notes
1-50-310-50310-									
<u>EXPENSE</u>									
60000	SALARIES - PERMANENT	821,890	838,953	1,027,490	1,013,850	1,013,850	1,016,154	0	1
60001	BENEFITS - PERM & CONTRACT	210,076	210,124	255,631	303,470	303,470	303,853	0	1
60002	SALARIES & BENEFIT- HOURLY	139,201	175,187	331,875	69,964	69,964	56,146	-20	2
60424	EQUIPMENT RENTAL	60,349	63,172	52,390	72,546	72,546	72,546	0	11
60425	EXPENSE ALLOWANCE	2,930	1,728	2,031	2,500	3,000	2,500	-17	
60439	MEMBERSHIP, DUES & SUBSCRIPTIONS	1,215	600	670	1,400	1,400	1,400	0	5
60451	SAFETY ENGINEERING	72,631	65,334	68,150	62,577	62,577	68,036	9	3
60459	TRAINING & DEVELOPMENT - UNIONIZED	40,849	74,809	39,772	52,145	52,145	53,187	2	4
60800	SALARIES - CONTRACT	53,580	54,278	63,441	44,090	46,670	45,809	-2	2
61056	LANDSCAPING EXTERIOR	80,869	94,261	277,204	150,000	150,000	152,995	2	9
61057	LANDSCAPING INTERIOR	17,409	20,108	19,730	18,820	18,820	19,196	2	8
61058	LEASABLE F.F.E.-FURNITURE REPAIRS	15,104	27,925	16,874	20,000	20,000	20,000	0	
61094	SOFT LANDSCAPING	21,629	8,168	18,267	20,000	20,000	20,000	0	12
61102	TREE MAINTENANCE	1,550	7,456	0	9,000	9,000	9,180	2	
63105	EQUIPMENT FUEL	19,172	31,278	16,048	30,000	35,000	30,000	-14	10
63126	SUPPLIES & GENERAL	3,255	10,222	10,434	3,659	3,659	21,842	497	7
63127	UNIFORMS	31,199	27,067	41,914	32,340	32,340	32,987	2	6
TOTAL EXPENSES		1,592,908	1,710,671	2,241,922	1,906,361	1,914,441	1,925,831	1	

- NOTE:**
- Provision for Merit increase. Cost decrease starting 2012/2013 due to removal of one permanent FC and transfer of two positions to Finance (department 50-116).
 - Budget provided for one full time contract scheduler and one full time contract facility clerk. 2015 actual cost was high due to temporary hires for Pan Am. 2017 budget decrease due to new hires are paid at lower rates
 - For services provided by RCM Technologies (Sypher & Associates). 2017 budget increase for additional training and compliance
 - Awareness in Health and Safety for Trades. Supervisor training, WHMIS, material handling tractors, forklift, high reach equip, IATSE.
 - Three senior coordinators require affiliation with RCO/CAEM/IAAM.
 - Increase in prior years due to improving appearance of all staff
 - General office supplies, file folders, pens, paper, labels, punch cards, waste roll-off slips, business cards. 2017 budget includes one year cost of \$18,000 transferred from sign shop department 50-334
 - Increase in service costs and the necessity to purchase new Galleria plants. Budget provided for Living Wall maintenance.
 - Increase due to an anticipated increase in wages of Toronto Parks workers. Cost increase due to City parks hires additional two students to maintain scrubs and flowers and additional costs downloaded from City park. 2015 includes one time cost of \$200K imposed by City to cover the landscaping cost during Pan Am
 - Budget provided for groundwise propane (net of recoveries from subcontractors) and an anticipated decrease in the propane cost as advised by City Fleet department
 - Rental of farm equipment: tractors, 11 govt carts for three months and snow removal equipment. 2015 cost include one month rental of radios and govt carts for Pan Am games
 - For sod replacement & tree pruning, new upgrades of planters and flowers, red and natural mulch.

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

ACCT# ACCOUNT NAME	2013 ACTUAL	2014 ACTUAL	2015 ACTUAL	2016 FORECAST	2016 BUDGET	2017 BUDGET	% Increase	Notes
1-50-316-50316-								
EXPENSE								
60002 SALARIES & BENEFITS - HOURLY (MAINTENANCE)	362,179	355,155	357,327	434,272	434,272	432,568	(0)	1
60009 SALARIES & BENEFITS - HOURLY (RECOVERABLE)	946,339	1,173,072	1,251,975	1,270,330	1,744,739	1,742,081	(0)	2
TOTAL SALARIES & BENEFITS - HOURLY	1,308,518	1,528,227	1,609,301	1,704,602	2,179,011	2,174,649	(0)	
61107 BOG RECOVERIES	(146,899)	(232,665)	(212,356)	(215,010)	(298,168)	(298,168)	0	2
61108 ECC RECOVERIES	(272,500)	(344,778)	(435,877)	(441,325)	(798,896)	(798,896)	0	2
61020 CNEA RECOVERIES	(384,856)	(375,614)	(382,511)	(389,998)	(397,532)	(394,873)	(1)	2
61086 RICOH RECOVERIES	(81,292)	(55,629)	(92,802)	(93,962)	(167,217)	(167,217)	0	2
61097 BMO FIELD	(57,171)	(155,213)	(121,342)	(122,859)	(60,900)	(60,900)	0	5
61110 ALLSTREAM RECOVERY	(3,621)	(9,173)	(7,088)	(7,176)	(22,027)	(22,027)	0	
MAINTENANCE SALARIES AND BENEFITS - HOURLY	362,179	355,155	357,327	434,272	434,272	432,568	(0)	1
61093 SNOW REMOVAL - SUPPLIES	38,079	45,173	30,527	45,000	45,000	45,900	2	4
63112 MAINTENANCE MATERIALS	592	1,362	4,130	0	0	0	0	
63126 TOOLS, SUPPLIES AND EQUIPMENTS	16,947	13,670	25,476	22,000	22,000	22,000	0	3
SUBTOTAL	55,617	60,205	60,133	67,000	67,000	67,900	1	
TOTAL EXPENSE	417,796	415,360	417,460	501,272	501,272	500,468	(0)	

- NOTE:**
1. Provision for anticipated wages increase. 2017 budget decrease due to \$10K reduction of partime Electrical Helper-now using 3rd party
 2. Increase due to increase in wages and recoveries. 2015 budget includes estimated recoveries from Pan Am games
 3. General building tools & supplies: measuring/duct/caution tapes, measuring wheel, flash lights, batteries, hand tools, flags for main pole, pipes for parking curbs, shrink wrap, safety equipment etc...
 4. Increase due to the increase in price of road and LEED salt and snow removing supplies
 5. Per LOI, Exhibition Place will discontinue providing local 506 labour service

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

50-321 ELECTRICAL EXPENSES

ACCT# ACCOUNT NAME	2013 ACTUAL	2014 ACTUAL	2015 ACTUAL	2016 FORECAST	2016 BUDGET	2017 BUDGET	% Increase	Notes
1-50-321-50321-								
EXPENSE								
60002 SALARIES & BENEFITS - HOURLY (MAINTENANCE)	920,803	1,088,482	975,916	1,029,038	1,029,038	1,059,909	3	1,3
60009 SALARIES & BENEFITS - HOURLY (RECOVERABLE)	1,471,702	1,832,095	1,679,802	799,366	499,366	360,000	(28)	8
TOTAL SALARIES & BENEFITS - HOURLY	2,392,505	2,920,576	2,655,718	1,828,404	1,528,404	1,419,909	(7)	
61107 BOG RECOVERIES	(376,469)	(456,237)	(418,098)	(200,000)	0	(200,000)	0	10
61020 CNEA RECOVERIES	(370,995)	(484,374)	(490,295)	(499,366)	(499,366)	(60,000)	(88)	9
61086 RICOH RECOVERIES	(30,193)	(43,874)	(59,676)	0	0	0	0	8
61108 ECC ELECCTRICAL/SHOW RECOVERIES	(547,711)	(666,235)	(577,858)	0	0	0	0	8
61097 BMO FIELD RECOVERIES	(74,890)	(82,836)	(38,722)	0	0	0	0	8
61110 ALC RECOVERIES	(71,444)	(98,538)	(95,154)	(100,000)	0	(100,000)	0	11
MAINTENANCE SALARIES AND BENEFITS - HOURLY	920,803	1,088,482	975,916	1,029,038	1,029,038	1,059,909	3	1
60424 EQUIPMENT RENTAL	2,040	2,193	5,384	3,000	3,000	3,000	0	2
60801 CONTRACTED SERVICES	76,422	44,989	39,434	28,746	28,746	28,800	0	3,8
61010 BUILDING MAINTENANCE	31,388	2,829	51,769	25,000	25,000	25,000	0	5
61028 CONTROL MAINTENANCE	11,268	1,104	0	15,000	15,000	15,000	0	7
61032 ELECTRICAL MAINTENANT SUPPLIES AND EQUIPMENT	181,419	178,423	205,801	190,000	190,000	190,000	0	4,8
61099 STREET LIGHTING	13,548	9,644	12,034	15,000	15,000	15,000	0	6
63126 SUPPLIES & GENERAL	0	241	950	500	0	500	0	8
SUBTOTAL	316,085	239,423	315,372	277,246	276,746	277,300	0	
TOTAL EXPENSE	1,236,888	1,327,905	1,291,288	1,306,284	1,305,784	1,337,209	2	

NOTE:

1. Provision for COLA increase. Full time operator for District Energy System salary and benefits is provided under department 50-301
2. Includes high reach equipment, golf carts and fax machine allowance.
3. Electrical safety inspections, fixed maintenance for skytracker, maintenance for District Energy System and Cogen Generator maintenance contract. High voltage distribution maintenance must be done after hours or at premium rate to suit tenants.
4. Supplies and equipment required for electrical maintenance.
5. Annual maintenance of all electrical equipment and fixtures for all buildings.
6. Year round maintenance of street and display lights, Cobra Poles and Washington Posts. Signage for Food Building, Flood lights outside Q.E, Parking lot and Gates lighting.
7. Fiber Optic loop and BAS system maintenance and repair and maintenance of Electronic Revenue Grade meter system.
8. Cost decrease starting 2016 due to saving from outsourcing Electrical/Mechanical service.
9. In 2016, Board to provide in-house service to CNEA. For 2017 and future years, the CNEA will work directly with the Contractor in planning, execution and billing of electrical and mechanical services, with an exception to the Food Building and exterior.
10. 2016 forecast/2017 budget provided for recoveries from capital, and to electrical show service to some EP base building events
11. 2016 forecast/2017 budget provided for electrical show service for Allstream events

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

ACCT# ACCOUNT NAME	2013 ACTUAL	2014 ACTUAL	2015 ACTUAL	2016 FORECAST	2016 BUDGET	2017 BUDGET	% Increase	Notes
1-50-323-50323-								
EXPENSE								
60000 SALARIES - PERMANENT	377,822	375,213	397,037	402,234	402,234	403,866	0	1
60001 EMPLOYEE BENEFITS - PERMANENT	99,417	96,846	100,916	115,198	115,198	115,645	0	1
60425 EXPENSE ALLOWANCES	0	0	0	400	400	400	0	
60800 CONTRACT PERSONNEL	0	0	2,824	3,000	0	3,000	0	3
61999 RECOVERIES CADD & MISC. PRINTING	(2,131)	(3,059)	(2,174)	(1,200)	(1,200)	(1,200)	0	
63119 PRINTING	629	461	435	1,200	1,200	1,200	0	
63126 SUPPLIES & GENERAL	25	787	97	700	700	700	0	
SUBTOTAL	475,760	470,248	499,134	521,532	518,532	523,611	1	
61109 RECOVERIES FROM CITY CAPITAL PROGRAM	(470,357)	(490,748)	(505,646)	(517,432)	(517,432)	(519,511)	0	2
TOTAL EXPENSE	5,404	(20,500)	(6,511)	4,100	1,100	4,100	273	

NOTE:

1. Provision for Merit increase
2. Recoveries from Capital budget include salaries and benefits.
3. 2016 estimated cost for covering staff on maternity leave

THE BOARD OF GOVERNORS OF EXHIBITION PLACE
OVERHEAD

50-324 WELDING EXPENSES

ACCT# ACCOUNT NAME	2013 ACTUAL	2014 ACTUAL	2015 ACTUAL	2016 FORECAST	2016 BUDGET	2017 BUDGET	% Increase	Notes
1-50-324-50324-								
EXPENSE								
60002 SALARIES & BENEFITS - HOURLY (MAINTENANCE)	75,465	79,974	142,981	87,216	87,216	0	(100)	1
60009 SALARIES & BENEFITS - HOURLY (RECOVERABLE)	46,325	6,488	14,168	6,783	6,783	0	(100)	
TOTAL SALARIES & BENEFITS - HOURLY	121,790	86,462	157,149	93,999	93,999	0	(100)	
61107 BOG RECOVERIES	(42,386)	(3,713)	(7,836)	(3,882)	(3,882)	0	(100)	
61108 ECC RECOVERIES	(854)	(633)	(4,813)	(662)	(662)	0	(100)	
61020 CNEA RECOVERIES	(2,367)	(1,799)	(1,443)	(1,881)	(1,881)	0	(100)	
61086 RICOH RECOVERIES	(73)	(148)	(76)	(155)	(155)	0	(100)	
61097 BMO FIELD	(451)	(195)	0	(203)	(203)	0	(100)	
61110 ALC RECOVERIES	(195)			0	0	0	0	
MAINTENANCE SALARIES AND BENEFITS - HOURLY	75,465	79,974	142,981	87,216	87,216	0	(100)	
60424 EQUIPMENT RENTAL	573	912	617	700	700	0	(100)	
61010 BUILDING MAINT. - WELDING SUPPLIES	1,240	2,079	1,160	3,000	3,000	0	(100)	2
SUBTOTAL	1,813	2,992	1,777	3,700	3,700	0	(100)	
						0		
TOTAL EXPENSE	77,278	82,966	144,758	90,916	90,916	0	(100)	

NOTE:

1. No longer employ staff specifically for Welding
2. Budget for welding supplies still required for welding jobs completed by Garage staff is provided in Mechanical & Garagedepartment 50-327

THE BOARD OF GOVERNORS OF EXHIBITION PLACE
OVERHEAD

50-325 CARPENTRY EXPENSES

ACCT#	ACCOUNT NAME	2013 ACTUAL	2014 ACTUAL	2015 ACTUAL	2016 FORECAST	2016 BUDGET	2017 BUDGET	% Increase	Notes
1-50-325-50325-									
EXPENSE									
60002	SALARIES & BENEFITS - HOURLY (MAINTENANCE)	414,496	405,101	419,224	463,487	463,487	477,392	3	1
60009	SALARIES & BENEFITS - HOURLY (RECOVERABLE)	484,798	554,545	411,279	579,371	579,371	579,350	(0)	
	TOTAL SALARIES & BENEFITS - HOURLY	899,295	959,646	830,503	1,042,858	1,042,858	1,056,742	1	
61107	BOG RECOVERIES	(137,605)	(205,322)	(129,881)	(214,665)	(214,665)	(214,700)	0	1
61108	ECC RECOVERIES	(47,511)	(44,065)	(76,129)	(46,071)	(46,071)	(46,000)	(0)	1
61020	CNEA RECOVERIES	(115,002)	(113,916)	(103,522)	(118,691)	(118,691)	(118,700)	0	1
61086	RICOH RECOVERIES	(115,191)	(68,051)	(31,797)	(71,148)	(71,148)	(71,150)	0	1
61097	BMO FIELD RECOVERIES	(24,060)	(81,856)	(29,410)	(85,581)	(85,581)	(85,600)	0	1
61110	ALC RECOVERIES	(45,430)	(41,334)	(40,539)	(43,215)	(43,215)	(43,200)	(0)	
	MAINTENANCE SALARIES AND BENEFITS - HOURLY	414,496	405,101	419,224	463,487	463,487	477,392	3	1
60424	EQUIPMENT RENTAL	2,180	469	3,322	2,000	2,000	2,000	0	3
60801	CONTRACTED SERVICES	77,313	89,469	179,120	100,000	100,000	100,000	0	2
61010	BUILDING MAINT. AND REPAIRS	135,908	230,692	189,626	150,000	150,000	150,000	0	
61011	CARILLON MAINTENANCE	1,044	0	0	1,500	1,500	1,500	0	
61085	RENTAL OF EQUIPMENT FOR MAINTENANCE	70,122	33,959	27,185	30,000	40,000	30,000	(25)	3
63111	LOCKSMITH SUPPLIES	3,247	2,741	26,346	1,600	1,600	1,600	0	
	SUBTOTAL	289,814	357,330	425,600	285,100	295,100	285,100	(3)	
	TOTAL EXPENSE	704,310	762,431	844,824	748,587	758,587	762,492	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. 2017 budget adjust to reflect prior year experience

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OVERHEAD

50-326 PAINTING EXPENSES

ACCT# ACCOUNT NAME	2013 ACTUAL	2014 ACTUAL	2015 ACTUAL	2016 FORECAST	2016 BUDGET	2017 BUDGET	% Increase	Notes
1-50-326-50326-								
EXPENSE								
60002 SALARIES & BENEFITS - HOURLY (MAINTENANCE)	204,794	190,887	189,863	200,000	200,000	206,000	3	1
60009 SALARIES & BENEFITS - HOURLY (RECOVERABLE)	54,099	83,190	99,014	101,008	101,008	101,040	0	1
TOTAL SALARIES & BENEFITS - HOURLY	258,893	274,076	288,878	301,008	301,008	307,040	2	
61107 BOG RECOVERIES	(18,999)	(38,464)	(22,500)	(40,214)	(40,214)	(40,220)	0	1
61108 ECC RECOVERIES	(7,485)	(10,728)	(41,450)	(11,216)	(11,216)	(11,220)	0	1
61020 CNEA RECOVERIES	(21,806)	(23,572)	(22,277)	(38,677)	(38,677)	(38,700)	0	1
61086 RICOH RECOVERIES	(747)	(235)	0	(245)	(245)	(245)	(0)	1
61097 BMO FIELD RECOVERIES	(1,219)	(235)	0	(245)	(245)	(245)	(0)	1
61110 ALC RECOVERIES	(3,843)	(9,956)	(12,788)	(10,409)	(10,409)	(10,410)	0	
MAINTENANCE SALARIES AND BENEFITS - HOURLY	204,794	190,887	189,863	200,000	200,000	206,000	3	1
60424 EQUIPMENT RENTAL	545	0	1,661	500	500	500	0	
60801 CONTRACTED SERVICES	0	0	0	1,000	1,000	1,000	0	
61010 BUILDING MAINT.	13,337	17,611	16,304	18,000	18,000	18,000	0	
SUBTOTAL	13,882	17,611	17,965	19,500	19,500	19,500	0	
TOTAL EXPENSE	218,676	208,498	207,828	219,500	219,500	225,500	3	

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	2013 ACTUAL	2014 ACTUAL	2015 ACTUAL	2016 FORECAST	2016 BUDGET	2017 BUDGET	% Increase	Notes
1-50-327-50327-								
EXPENSE								
60002 SALARIES & BENEFITS - HOURLY (MAINTENANCE)	127,862	145,143	156,323	140,798	140,798	145,022	3	1
60009 SALARIES & BENEFITS - HOURLY (RECOVERABLE)	22,371	19,224	20,445	21,567	21,567	21,570	0	1
TOTAL SALARIES & BENEFITS - HOURLY	150,234	164,366	176,767	162,365	162,365	166,592	3	
61107 BOG RECOVERIES	(2,398)	(250)	(491)	0	0	0	0	3
61108 ECC RECOVERIES	(70)	(106)	0	0	0	0	0	3
61020 CNEA RECOVERIES	(19,168)	(18,365)	(19,954)	(21,567)	(21,567)	(21,570)	0	4
61110 ALC RECOVERIES	0	0	0	0	0	0	0	3
61097 BMO FIELD	(646)	(502)	0	0	0	0	0	3
61086 RICOH RECOVERY	(89)	0	0	0	0	0	0	3
MAINTENANCE SALARIES AND BENEFITS - HOURLY	127,862	145,143	156,323	140,798	140,798	145,022	3	1
60424 EQUIPMENT RENTAL	2,851	2,742	2,673	2,500	2,500	2,500	0	2
60466 VEHICLE LICENSES	13,584	14,189	15,625	15,000	12,000	16,000	33	
61036 EQUIPMENT MAINTENANCE (INCL. WELDING SUPPLIES)	97,908	103,802	85,075	95,000	110,000	100,000	(9)	5
61105 VEHICLE MAINTENANCE	42,650	49,336	46,066	40,000	40,000	45,000	13	6
63102 DIESEL FUEL	34,987	37,697	34,175	36,000	36,000	36,000	0	
63107 PROPANE & GASOLINE	66,477	59,683	56,366	59,000	59,000	59,000	0	
63117 PETROLEUM PRODUCTS	0	3,350	2,908	2,500	2,500	2,500	0	
SUBTOTAL	258,457	270,800	242,889	250,000	262,000	261,000	(0)	
TOTAL EXPENSE	386,319	415,943	399,212	390,798	402,798	406,022	1	

- NOTE:**
1. Provision for COLA increase.
 2. 2015 actual includes equipment rental during Pan Am games
 3. Budget decrease starting in 2016 due to outsourcing Electrical/Mechanical show service
 4. In 2016, Board to provide in-house Mechanical/Plumbing service to CNEA. For 2017 and future years, the CNEA will work directly with the Contractor in planning, execution and billing of electrical and mechanical services, with an exception to the Food Building and exterior.
 5. 2017 budget include welding supplies still required for welding jobs completed by Garage staff (approx. \$3,000/year)
 6. To cover repairs and maintenance for fleet vehicles.

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

50-328 PLUMBING EXPENSES

ACCT# ACCOUNT NAME	2013 ACTUAL	2014 ACTUAL	2015 ACTUAL	2016 FORECAST	2016 BUDGET	2017 BUDGET	% Increase	Notes
1-50-328-50328-								
EXPENSE								
60002 SALARIES & BENEFITS - HOURLY (MAINTENANCE)	313,294	275,864	389,318	290,000	290,000	298,700	3	1
60009 SALARIES & BENEFITS - HOURLY (RECOVERABLE)	263,676	303,869	280,737	157,318	157,318	157,320	0	8
TOTAL SALARIES & BENEFITS - HOURLY	576,971	579,733	670,055	447,318	447,318	456,020	2	
61107 BOG RECOVERIES	(45,994)	(46,954)	(32,606)	0	0	0	0	8
61108 ECC RECOVERIES	(75,851)	(101,268)	(88,477)	0	0	0	0	8
61020 CNEA RECOVERIES	(134,980)	(147,246)	(149,464)	(157,318)	(157,318)	(157,320)	0	9
61086 RICOH RECOVERIES	(488)	0	0	0	0	0	0	8
61097 BMO FIELD	0	0	(281)	0	0	0	0	8
61110 ALC RECOVERIES	(6,363)	(8,401)	(9,910)	0	0	0	0	8
MAINTENANCE SALARIES AND BENEFITS - HOURLY	313,294	275,864	389,318	290,000	290,000	298,700	3	1
60424 EQUIPMENT RENTAL	1,168	554	4,383	1,000	1,000	1,000	0	
60427 FIRE PROTECTION EQUIPMENT	256,839	248,167	465,931	250,000	250,000	300,000	20	10
60801 CONTRACTED SERVICE	55,274	106,802	81,235	90,000	90,000	90,000	0	5
61010 BUILDING MAINTENANCE	4,658	21,480	6,266	15,000	20,000	15,000	(25)	2
61077 PLUMBING MAINTENANCE	42,675	54,033	42,355	42,000	42,000	42,000	0	6
61104 UNDERGROUND SERVICES	412	103,424	105,495	110,000	110,000	110,000	0	4
61109 WASHROOM TRAILERS	0	5,000	615	5,000	5,000	5,000	0	7
63128 KITCHEN EQUIPMENT	0	0	0	2,000	2,000	2,000	0	3
SUBTOTAL	361,026	539,460	706,280	515,000	520,000	565,000	9	
TOTAL EXPENSE	674,321	815,324	1,095,598	805,000	810,000	863,700	7	

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

THE BOARD OF GOVERNORS OF EXHIBITION PLACE
OVERHEAD

50-329 HVAC EXPENSES

ACCT# ACCOUNT NAME	2013 ACTUAL	2014 ACTUAL	2015 ACTUAL	2016 FORECAST	2016 BUDGET	2017 BUDGET	% Increase	Notes
1-50-329-50329-								
EXPENSE								
60002 SALARIES & BENEFITS - HOURLY (MAINTENANCE)	508,250	568,377	468,208	467,743	467,743	481,776	3	1
60009 SALARIES & BENEFITS - HOURLY (RECOVERABLE)	24,071	34,078	26,816	27,449	33,449	26,925	(20)	1
TOTAL SALARIES & BENEFITS - HOURLY	532,321	602,455	495,025	495,192	501,192	508,701	1	
61107 BOG RECOVERIES	(17,362)	(19,304)	(7,811)	(14,182)	(20,182)	(14,185)	(30)	1
61108 ECC RECOVERIES	(1,302)	(5,946)	(12,256)	(6,217)	(6,217)	(6,000)	(3)	1
61020 CNEA RECOVERIES	(5,407)	(8,401)	(6,749)	(6,604)	(6,604)	(6,605)	0	1
61086 RICOH RECOVERIES	0	(127)	0	(133)	(133)	(135)	1	1
61097 BMO FIELD	0	0	0	0	0	0	0	1
61110 ALC RECOVERIES	0	(299)	0	(313)	(313)	0	(100)	
MAINTENANCE SALARIES AND BENEFITS - HOURLY	508,250	568,377	468,208	467,743	467,743	481,776	3	1
60424 EQUIPMENT RENTAL	2,235	1,483	3,030	3,000	3,000	3,000	0	
60801 CONTRACTED SERVICES	106,681	76,947	130,381	80,000	80,000	80,000	0	3
61010 BUILDING MAINTENANCE	28,337	22,958	31,012	30,000	30,000	30,000	0	
61028 CONTROLS & BUILDING AUTOMATION	103,533	110,265	116,383	110,000	110,000	110,000	0	2
61036 EQUIPMENT MAINTENANCE	71,334	90,842	111,031	90,000	90,000	90,000	0	
61083 REFRIGERATION & AIR CONDITIONING	16,786	1,261	26,650	20,000	20,000	20,000	0	
63128 KITCHEN EQUIPMENT	390	145	895	1,000	2,000	1,000	(50)	
SUBTOTAL	329,296	303,900	419,382	334,000	335,000	334,000	(0)	
TOTAL EXPENSE	837,546	872,277	887,591	801,743	802,743	815,776	2	

NOTE:

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

THE BOARD OF GOVERNORS OF EXHIBITION PLACE
OVERHEAD

50-330 PRODUCTION SERVICE EXPENSES

ACCT# ACCOUNT NAME	2013 ACTUAL	2014 ACTUAL	2015 ACTUAL	2016 FORECAST	2016 BUDGET	2017 BUDGET	% Increase	Notes
1-50-330-50330-								
EXPENSE								
60002 SALARIES & BENEFITS - HOURLY (MAINTENANCE)	74,832	102,764	76,317	108,766	108,766	110,938	2	1
60009 SALARIES & BENEFITS - HOURLY (RECOVERABLE)	3,634,775	3,961,200	6,460,191	4,556,659	4,556,659	4,556,659	0	2
TOTAL SALARIES & BENEFITS - HOURLY	3,709,607	4,063,964	6,536,508	4,665,425	4,665,425	4,667,598	0	
61107 BOG RECOVERIES - IATSE	(1,139,614)	(1,195,625)	(1,373,846)	(1,188,686)	(1,188,686)	(1,188,686)	0	2
61108 ECC RECOVERIES - IATSE	(445,775)	(587,695)	(2,368,482)	(1,114,322)	(1,114,322)	(1,114,322)	0	2
61020 CNEA RECOVERIES - IATSE	(564,475)	(648,595)	(633,101)	(665,480)	(665,480)	(665,480)	0	2
61086 RICOH RECOVERIES	(582,140)	(556,886)	(1,261,099)	(866,474)	(866,474)	(866,474)	0	2
61097 BMO FIELD	(210,784)	(298,480)	(142,035)	(150,305)	(150,305)	(150,305)	0	2
61110 ALC RECOVERIES	(691,987)	(673,920)	(681,628)	(571,392)	(571,392)	(571,392)	0	
MAINTENANCE SALARIES AND BENEFITS - HOURLY	74,832	102,764	76,317	108,766	108,766	110,938	2	1
60424 EQUIPMENT RENTAL	1,572	498	0	0	721	0	(100)	4
60425 EXPENSE ALLOWANCES	40	0	0	200	200	200	0	
61036 EQUIPMENT MAINTENANCE	14,304	2,269	4,296	10,000	10,000	15,000	50	3
63126 SUPPLIES & GENERAL	497	1,019	674	800	800	800	0	
SUBTOTAL	16,414	3,786	4,970	11,000	11,721	16,000	37	
TOTAL EXPENSE	91,245	106,550	81,287	119,766	120,487	126,938	5	

- NOTE:**
1. Provision for increase per collective agreement, plus adjustment to reflect prior years experience.
 2. Increase due to increase in wages and recoveries.
 3. Includes hoist motor inspections, splicing equipment and amplifiers, speakers and sound board, salons/presentation theatre audio/video repairs. 2017 budget increase due to anticipated bulb upgrading
 4. Annual rental of small scissor lift and testing equipment, from 2015 forward no longer required.

THE BOARD OF GOVERNORS OF EXHIBITION PLACE
OVERHEAD

50-334 CREATIVE SERVICES - SIGN SHOP

ACCT# ACCOUNT NAME	2013 ACTUAL	2014 ACTUAL	2015 ACTUAL	2016 FORECAST	2016 BUDGET	2017 BUDGET	% Increase	Notes
1-50-334-50334-								
EXPENSE								
60002 SALARIES & BENEFITS - HOURLY (MAINTENANCE)	15,557	17,400	18,613	35,029	35,029	0	(100)	1
60009 SALARIES & BENEFITS - HOURLY (RECOVERABLE)	97,256	91,228	99,385	112,873	112,873	0	(100)	1
TOTAL SALARIES & BENEFITS - HOURLY	112,813	108,628	117,998	147,902	147,902	0	(100)	
61107 BOG RECOVERIES - CREATIVE	(30,676)	(33,189)	(35,632)	(33,114)	(33,114)	0	(100)	1
61108 ECC RECOVERIES - CREATIVE	(13,814)	(19,209)	(22,124)	(25,953)	(25,953)	0	(100)	1
61020 CNEA RECOVERIES - CREATIVE	(46,878)	(35,409)	(41,003)	(38,218)	(38,218)	0	(100)	1
61086 RICOH RECOVERIES	(4,481)	(2,986)	(627)	(9,769)	(9,769)	0	(100)	1
61097 BMO FIELD	(1,109)	(109)	0	(3,038)	(3,038)	0	(100)	1
61110 ALC RECOVERIES	(297)	(326)	0	(2,781)	(2,781)	0	(100)	
MAINTENANCE SALARIES AND BENEFITS - HOURLY	15,557	17,400	18,613	35,029	35,029	0	(100)	1
61036 EQUIPMENT MAINTENANCE	0	0	0	500	500	0	(100)	3
63124 SIGNS SUPPLIES & REPAIRS	18,342	2,906	0	12,360	12,360	0	(100)	4
63126 SUPPLIES & GENERAL	3,514	14,863	18,272	3,672	3,672	0	(100)	2
SUBTOTAL	21,856	17,769	18,272	16,532	16,532	0	(100)	
TOTAL EXPENSE	37,413	35,169	36,885	51,561	51,561	0	(100)	

- NOTE:**
1. Sign shop is closed at the end of December 2016. Previously budget was provided for Signshop leadhand.
 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. 2017 one year cost to roll out sign shop budget is provided under facility department 50-310

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

50-500 SECURITY SERVICE & COMMUNICATIONS

ACCT# ACCOUNT NAME	2013 ACTUAL	2014 ACTUAL	2015 ACTUAL	2016 FORECAST	2016 BUDGET	2017 BUDGET	% Increase	Notes
1-50-500-50500-								
EXPENSE								
60000 SALARIES - PERMANENT	494,751	535,501	635,905	634,077	601,878	658,806	9	1
60001 BENEFITS - PERM	126,683	135,513	150,845	174,683	165,812	181,266	9	1
SUB TOTAL SALARIES AND BENEFITS - PERMANENT	621,434	671,014	786,750	808,759	767,691	840,072	9	
60002 SALARIES AND BENEFITS - HOURLY	739,415	738,750	792,302	802,563	802,563	817,818	2	2
60009 SALARIES & BENEFITS - HOURLY (RECOVERABLE)	92,974	98,306	193,738	71,000	71,000	76,000	7	3
TOTAL SALARIES & BENEFITS - HOURLY	832,388	837,056	986,040	873,563	873,563	893,818	2	
61107 BOG RECOVERIES	(25,288)	(18,254)	(114,836)	(20,000)	(20,000)	(20,000)	0	3
61108 ECC RECOVERIES	0	(1,786)	(15,241)	0	0	0	0	3
61020 CNEA RECOVERIES	(545)	0	(325)	0	0	0	0	3
61086 RICOH RECOVERIES	(13,732)	(6,146)	(7,848)	(3,000)	(3,000)	(3,000)	0	
61097 BMO FIELD	(4,996)	(4,625)	(1,623)	(3,000)	(3,000)	(3,000)	0	
61110 ALC RECOVERIES	(48,412)	(67,494)	(53,864)	(45,000)	(45,000)	(50,000)	11	
SUB TOTAL - HOURLY SALARIES AND BENEFITS	739,415	738,750	792,302	802,563	802,563	817,818	2	
60424 EQUIPMENT RENTALS	2,131	3,607	10,178	4,000	4,000	4,000	0	
60439 MEMBERSHIPS	80	0	80	650	650	650	0	
60459 STAFF DEVELOPMENT/TRAINING - UNIONIZED	0	2,440	9,683	4,000	4,000	7,000	75	5
61036 EQUIPMENT MAINTENANCE	96,792	73,180	104,357	86,000	86,000	86,000	0	4
61999 THIRD PARTIES RECOVERIES	(62,971)	0	0	0	0	0	0	
63126 SUPPLIES & GENERAL	2,865	952	2,596	3,000	3,000	3,000	0	
63127 UNIFORMS	4,473	8,026	22,920	7,000	7,000	7,000	0	
SUB TOTAL - OTHER EXPENSES	43,369	88,205	149,815	104,650	104,650	107,650	3	
TOTAL EXPENSE	1,404,217	1,497,969	1,728,868	1,715,973	1,674,904	1,765,541	5	

- NOTE:**
1. Provision for merit increase. Starting from 2014, cost includes 50% of Director and Admin assistant (prior year was budgeted under hourly). 2017 budget adjust to reflect actual hours worked by Security Supervisors
 2. Provision for COLA increase. 2015 actual includes temporary staffing during Pan Am games
 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. 2015 actual includes radio rental and equipments maintenance during Pan Am
 5. Training to be provided for unionized staff. Training budget for EP/DEC/ALC Management staff is provided under CEO department 50-100. Budget increase to reflect prior year experience

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

SUMMARY

PAGE	ACCOUNT NAME	2013 ACTUAL	2014 ACTUAL	2015 ACTUAL	2016 FORECAST	2016 BUDGET	2017 BUDGET	%Increase	Notes
	REVENUE								
	RENTAL - SHOWS	5,957,512	6,173,128	9,653,819	7,422,138	7,119,673	6,812,650	(4)	1
	RENTAL - RAWF	1,062,604	1,093,612	1,127,121	1,158,561	1,158,561	1,187,350	2	
	SUB TOTAL	7,020,116	7,266,740	10,780,940	8,580,699	8,278,234	8,000,000	(3)	1
								0	
	ELECTRICAL SERVICES - NET	1,247,878	1,076,783	977,201	976,058	941,652	976,440	4	3
	CATERING CONCESSIONS	725,739	642,439	1,158,593	792,135	764,213	896,273	17	2
	SHOW SERVICES - NET	778,594	804,832	1,235,537	1,208,210	1,165,621	1,154,998	(1)	4
39	TELECOMMUNICATIONS - NET	357,104	378,019	353,671	337,867	337,199	349,722	4	
41	SPONSORSHIP - NET	185,590	215,343	61,430	153,000	163,800	153,000	(7)	
43	OFFICIAL SUPPLIER	85,194	26,676	74,931	33,327	33,327	70,500	112	
43	ABM COMMISSIONS	91,467	99,422	98,903	99,109	99,691	99,109	(1)	
43	INTEREST AND OTHER INCOME	117,285	204,255	189,357	100,000	70,000	80,000	14	
	NAMING RIGHTS REVENUE - ECC	700,000	700,000	700,000	750,000	750,000	750,000	0	
	NAMING RIGHTS EXPENSES & TSF TO RESERVE - ECC	(700,000)	(700,000)	(700,000)	(750,000)	(750,000)	(750,000)	0	
	TOTAL REVENUE	10,608,967	10,714,509	14,930,560	12,280,405	11,853,737	11,780,043	(1)	
	EXPENSES								
	DIRECT SHOW COSTS - PMD	441,322	610,992	1,044,535	676,001	676,001	564,712	(16)	
39	TELECOMMUNICATION/INFORMATION SYSTEMS	908,289	826,829	921,456	919,640	816,635	944,127	16	
42	EXECUTIVE	334,830	339,632	345,007	358,931	358,931	358,979	0	
43	FINANCE	84,350	95,511	230,199	83,000	58,000	83,000	43	
44	MARKETING	1,206,193	1,474,101	1,417,829	1,879,430	1,894,561	1,910,706	1	
45	EVENT SERVICES	1,423,316	1,425,198	1,582,060	1,496,986	1,426,691	1,514,272	6	
	SUB TOTAL	4,398,300	4,772,263	5,541,085	5,413,988	5,230,819	5,375,796	3	
	EXPENSE RECOVERIES								
46	OVATIONS - UTILITIES & CLEANING	(81,427)	(74,890)	(107,530)	(94,465)	(94,465)	(100,633)	7	
	TOTAL EXPENSES	4,316,873	4,697,373	5,433,555	5,319,523	5,136,354	5,275,163	3	
	NET INCOME (LOSS)	6,292,094	6,017,136	9,497,005	6,960,882	6,717,383	6,504,879	(3)	

NOTE:

1. 2017 budget rent includes \$1.672mil from unidentified new businesses. 2015 actual/ 2016 forecast includes contribution from Pan Am games and NBA Jam Session
2. Minimum commission changed to \$575K in 2015. 2016 forecast/budget includes contribution from NBA Jam Session
3. 2016/2017 budget includes estimated electrical commission from shows. Additional savings is reflected in overhead cost savings from various departments that previously provided electrical/HVAC/plumbing services to events.
4. 2016/2017 budgeted profit margin % increase because of saving from the elimination of variable cost associated with electrical/mechanical service

THE BOARD OF GOVERNORS OF EXHIBITION PLACE
ENERCARE CENTRE

850 - TELECOMMUNICATIONS

ACCT#	ACCOUNT NAME	2013 ACTUAL	2014 ACTUAL	2015 ACTUAL	2016 FORECAST	2016 BUDGET	2017 BUDGET	%Increase	Notes
1-60-850-60850-									
EXPENSES									
60000	SALARIES - PERMANENT	638,297	639,793	661,867	680,162	604,534	706,689	17	1
60001	BENEFITS - PERMANENT	156,242	157,490	158,359	198,642	176,554	201,766	14	1
60002	TEMPORARY WAGES	25,424	25,391	51,926	30,000	30,000	30,000	0	7
60800	CONTRACTED STAFF	1,280	0	0	0	0	0	0	10
60423	DUES & SUBSCRIPTION	1,054	985	1,370	600	600	600	0	
60431	COMPUTER SUPPLIES	8,858	19,099	9,904	15,000	25,000	15,000	(40)	2
60441	MISCELLANEOUS EXPENSES	790	2,262	1,560	1,000	1,000	1,000	0	8
60456	ACCOUNTING SOFTWARE MAINTENANCE AGREEMENT	61,221	46,390	56,562	45,000	22,000	45,000	105	3
60457	RECOVERIES - FINANCIAL REPORTING- CNEA	(2,499)	0	0	0	0	0	0	3
60461	TELEPHONE TRUNK & PSTN	141,479	124,605	143,731	150,000	150,000	150,000	0	6
60463	TELECOM CABLING & FIXTURES	5,117	6,974	8,134	12,000	14,500	12,000	(17)	
61060	MAINTENANCE AGREEMENTS - MTS ALLSTREAM	29,867	42,617	46,811	40,000	35,000	40,000	14	9
63023	OFFICE SUPPLIES	698	145	471	400	400	400	0	11
63101	COMPUTER EQUIPMENT	27,059	12,952	33,498	12,000	12,000	12,000	0	4
63125	SMALL EQUIPMENT/SOFTWARE	5,489	6,975	13,752	6,000	6,000	6,000	0	
63127	UNIFORMS	0	53	208	600	600	600	0	
61020	TELECOMM RECOVERIES - ADMIN SERVICE TO CNEA	(192,087)	(258,900)	(266,697)	(271,764)	(261,554)	(276,928)	6	12
TOTAL EXPENSES		908,289	826,829	921,456	919,640	816,635	944,127	16	
REVENUE									
43004	TELECOMM - EVENTS - NET	176,194	180,030	173,597	153,754	153,754	165,609	8	1
61111	TELEPHONE RECOVERIES	180,910	197,988	180,074	184,113	183,445	184,113	0	5
TOTAL REVENUE		357,104	378,019	353,671	337,867	337,199	349,722	4	
NET PROFIT (LOSS)		(551,185)	(448,811)	(567,786)	(581,773)	(479,436)	(594,405)	24	

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

850 - TELECOMMUNICATIONS

NOTE:

1. Provision for merit increase. 2016/2017 budget adjust to reflect actual experience and costs of IT service that cannot charge to events
2. Computer supplies for all printers, fax machines, copiers and maintenance agreements for the same.
3. Microsoft Great Plain Dynamic annual payments; CNEA to share cost up to March 31/2013. 2017 budget includes timeclock software maintenance and service maintenance from Dell computer
4. Annual computer replacement.
5. Telephone recoveries as per schedule A below.
6. PSTN & TRUNK access for complete grounds plus additional service. To Food building & BLC
7. Contract staff for system support, pay phone movement, Bank Machine relocation, sign changes, WEB support, additional support for RICOH, F&B provider, Stadium, CSA, RAWF, CNEA, CCTV cameras and tenants and portion not recovered from shows. Increase offset by additional recoveries from Stadium and CSA. Includes help for the new Allstream Centre.
8. Equipment rental (Gator)
9. Three years service agreement with MTS Allstream from March 28, 2011, renewed to March 2017. Used to be PBX Switch maintenance agreement with Bell.
10. IT consulting service (Innosolutions Inc.) for system review, email server recoveries etc.
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. 2016 forecasted at 1.9% CPI increase from 2015; 2017 budget estimated at 1.9% CPI increase from 2016 forecast

SCHEDULE A - TELEPHONE RECOVERIES	2013 ACTUAL	2014 ACTUAL	2015 ACTUAL	2016 FORECAST	2016 BUDGET	2017 BUDGET
SOCCER STADIUM/BMO FIELD	64,125	66,103	59,645	59,907	57,844	59,907
MLSE-RICOH	49,771	57,224	49,485	49,782	48,418	49,782
RAPTORS TRAINING FACILITY - NOT PROVIDED BY EXPLACE	0	0	0	0	0	0
RAWF	17,288	17,511	17,444	16,994	17,512	16,994
OVATIONS/SPECTRA	8,809	5,370	4,859	4,544	4,891	4,544
CERISE	7,060	7,458	7,358	7,358	7,358	7,358
CSA - STADIUM	4,915	10,195	5,394	5,394	5,394	5,394
NEW COMPANY APR-SEP 2014 (CAN. PAYPHONE CORP IN 2012/13)	2,413	0	0	0	3,240	0
LIBERTY GRAND	3,000	5,500	3,000	3,000	7,196	3,000
GES	4,320	4,320	4,320	4,320	4,320	4,320
COT-TABIA	1,076	1,335	1,435	1,435	1,435	1,435
MUZIK	3,000	4,000	4,350	4,250	4,200	4,250
MEDIEVAL TIME	7,200	7,200	7,200	7,200	7,200	7,200
QE THEATRE & FD	6,514	7,196	7,196	7,196	7,196	7,196
STANLEY BARRACK BROOKFIELD (OCT/13-APR/16)	750	3,000	3,000	3,000	750	3,000
TORONTO FASHON INCUBATOR	0	625	3,000	3,000	3,000	3,000
SHOW TECH	0	0	2,347	5,632	1,300	5,632
RECOVERIES FROM CNEA - LD	668	951	41	100	990	100
OTHER - MISCELLANEOUS, HOTEL OFFICE	0	0	0	1,000	1,200	1,000
	180,910	197,988	180,074	184,113	183,445	184,113

THE BOARD OF GOVERNORS OF EXHIBITION PLACE
ENERCARE CENTRE

830 - ADVERTISING AND SPONSORSHIP

ACCT# ACCOUNT NAME	2013 ACTUAL	2014 ACTUAL	2015 ACTUAL	2016 FORECAST	2016 BUDGET	2017 BUDGET	%/Increase	Notes
1-60-830-60830-								
<u>EXPENSES</u>								
60401 ADMINISTRATIVE	0	0	4,189	0	0	0	0	
60412 COMMISSIONS - CONTRA ACCOUNT	0	0	0	0	0	0	0	
60413 COMMISSIONS	49,054	0	8,500	17,000	18,200	17,000	(7)	1
63120 PRODUCTION	0	0	5,737	0	0	0	0	
TOTAL EXPENSES	49,054	0	18,426	17,000	18,200	17,000	(7)	
42000 REVENUE	234,644	215,343	79,855	170,000	182,000	170,000	(7)	2
NET PROFIT (LOSS)	185,590	215,343	61,430	153,000	163,800	153,000	(7)	

NOTE:

1. Prior to 2013 no monthly fees payable, just commission (portion of salary) @ 7.5% for renewed businesses. From 2015 forward commission is estimated at 10%
2. Includes deals with Pepsi Feb 2015-Feb 2019.2016 forecast/2017 budget includes sponsorship/marketing fees and estimated rebate based on projected Pepsi sales at 52,800 cases per year
Deal with Ricoh ended March 2015; Williams Landing ended July 2013; National Post ended May 2012.

THE BOARD OF GOVERNORS OF EXHIBITION PLACE
ENERCARE CENTRE

801 - GENERAL MANAGER OF SALES AND EVENT MANAGEMENT

ACCT# ACCOUNT NAME	2013 ACTUAL	2014 ACTUAL	2015 ACTUAL	2016 FORECAST	2016 BUDGET	2017 BUDGET	%/Increase	Notes
1-60-801-60801-								
<u>EXPENSES</u>								
60000 SALARIES - PERMANENT	268,337	275,437	279,842	253,705	253,705	255,736	1	1
60001 BENEFITS	52,520	50,898	50,036	83,326	83,326	81,343	(2)	1
60416 CONFERENCE DEVELOPMENT	428	1,118	0	500	500	500	0	
60423 DUES & SUBSCRIPTIONS	6,714	5,791	7,016	8,000	8,000	8,000	0	
60437 MEALS & ENTERTAINMENT	1,308	1,686	2,351	2,000	2,000	2,000	0	2
60441 MISCELLANEOUS EXPENSES	3,477	2,135	2,687	3,500	3,500	3,500	0	
60447 PROFESSIONAL FEES	0	960	0	2,000	2,000	2,000	0	
63023 OFFICE SUPPLIES	1,189	1,273	1,298	4,000	4,000	4,000	0	
63118 POSTAGE & COURIER	422	334	281	600	600	600	0	
63119 PRINTING & STATIONERY	0	0	0	300	300	300	0	
63125 SMALL EQUIPMENT	435	0	1,496	1,000	1,000	1,000	0	
TOTAL EXPENSES	<u>334,830</u>	<u>339,632</u>	<u>345,007</u>	<u>358,931</u>	<u>358,931</u>	<u>358,979</u>	<u>0</u>	

NOTE:

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

THE BOARD OF GOVERNORS OF EXHIBITION PLACE
ENERCARE CENTRE

802 - CHIEF FINANCIAL OFFICER

ACCT# ACCOUNT NAME	2013 ACTUAL	2014 ACTUAL	2015 ACTUAL	2016 FORECAST	2016 BUDGET	2017 BUDGET	%/Increase	Notes
1-60-802-60802-								
<u>EXPENSES</u>								
60409 BANK CHARGES & CREDIT CARD DISCOUNTS	80,169	94,901	126,489	65,000	40,000	65,000	63	2
60408 BAD DEBT EXPENSE (RECOVERY)	4,181	610	103,710	18,000	18,000	18,000	0	
SUB-TOTAL	84,350	95,511	230,199	83,000	58,000	83,000	43	
69800 DEPRECIATION - EQUIPMENT	0	0	0	0	0	0	0	1
69901 VACATION BENEFITS	0	0	0	0	0	0	0	
SUB-TOTAL	0	0	0	0	0	0	0	
TOTAL EXPENSES	84,350	95,511	230,199	83,000	58,000	83,000	(56)	
<u>REVENUE</u>								
49003 INTEREST INCOME	43,707	34,896	51,720	50,000	50,000	50,000	0	3
49004 MISCELLANEOUS INCOME	73,578	169,359	137,637	50,000	20,000	30,000	50	
49005 ABM COMMISSIONS	91,467	99,422	98,903	99,109	99,691	99,109	(1)	5
49006 OFFICIAL SUPPLIER	85,194	26,676	74,931	33,327	33,327	70,500	112	4
TOTAL REVENUE	293,945	330,353	363,190	232,436	203,018	249,609	23	
NET PROFIT (LOSS)	209,595	234,842	132,991	149,436	145,018	166,609	15	

- NOTE:**
- Equipment were fully amortized as of December 31, 2011.
 - 2016 budget was reduced by \$75,000 to reflect reduction in e-commerce transactions processed from exhibitors orders; 2016 forecast/2017 budget adjusted to reflect actual experience
 - Interest revenue budgeted/forecast to reflect current market trend. Includes all Board's term investment held by City.
 - Four years agreement with GES commencing January 1, 2012 : 5% commission on exhibitors revenue earned by GES from shows . Prior to 2012 commission was 6% on show manager and exhibitors revenue. 2015/2017 includes contribution from SIAL (bi-annual event).
 - Agreement between Board and Direct Cash Management from June 1, 2011 to Dec31/2015. Contract with HM Cash starting April 2016

THE BOARD OF GOVERNORS OF EXHIBITION PLACE
ENERCARE CENTRE

803 - MARKETING EXPENSES

ACCT# ACCOUNT NAME	2013 ACTUAL	2014 ACTUAL	2015 ACTUAL	2016 FORECAST	2016 BUDGET	2017 BUDGET	%/Increase	Notes
1-60-803-60803-								
<u>EXPENSES</u>								
60000 SALARIES - PERMANENT	687,370	705,869	719,220	874,881	874,881	885,820	1	1
60001 BENEFITS	166,878	184,047	179,327	249,080	249,080	252,107	1	1
60002 SALARIES - TEMPORARY	39,297	2,355	134,186	90,377	105,508	107,652	2	6
60404 ADVERTISING	20,060	14,220	11,597	11,436	11,436	11,797	3	
60416 CONVENTION DEVELOPMENT/SPECIAL EVENTS FUND	0	250,000	0	250,000	250,000	250,000	0	4
60418 MEETINGS & CONVENTIONS	83,668	77,387	93,475	116,000	116,000	109,552	-6	2
60419 CORPORATE ADVERTISING	77,780	122,965	139,475	154,600	154,600	133,120	-14	
60423 DUES & SUBSCRIPTIONS	18,933	21,992	35,920	22,755	22,755	26,858	18	
60438 MEDIA / PUBLIC RELATIONS	6,500	6,500	6,500	9,800	9,800	7,800	-20	
60441 MISCELLANEOUS EXPENSES	11,035	4,110	3,477	0	0	0	0	
60453 MARKETING FEE SMG	65,000	65,000	65,000	65,000	65,000	65,000	0	3
63023 OFFICE SUPPLIES	3,916	3,102	2,481	3,000	3,000	3,000	0	
63118 POSTAGE & COURIER	1,414	1,436	1,512	1,000	1,000	1,000	0	
63122 RESOURCE MATERIALS	24,341	15,117	25,659	31,500	31,500	57,000	81	5
TOTAL EXPENSES	1,206,193	1,474,101	1,417,829	1,879,430	1,894,561	1,910,706	1	

NOTE:

1. Provision for Merit increase. Board approved new incentive plan starting in 2014
2. Starting from 2015 budget increase for business networking/promoting during special events & galas at Allstream
3. Contractual marketing alliance arrangement with SMG.
4. TMIF (Toronto Marketing Incentive Fund) for Marketing of Conference Centre, EC and Ex Place all grounds, dollars are matched by Tourism Toronto.
5. Costs for printing materials and publications.
6. 2015/2016 actual includes temporary staff during Pan Am games and one additional fulltime contract sales staff. Cost increase is absorbed by incremental rent

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

807 - EVENT SERVICES EXPENSES

ACCT# ACCOUNT NAME	2013 ACTUAL	2014 ACTUAL	2015 ACTUAL	2016 FORECAST	2016 BUDGET	2017 BUDGET	%/Increase	Notes
1-60-807-60807-								
<u>EXPENSES</u>								
60000 SALARIES - PERMANENT	1,037,820	1,077,118	1,106,656	1,096,799	1,096,799	1,108,138	1	1
60001 BENEFITS	284,253	283,735	275,438	313,492	313,492	316,694	1	1
60002 SALARIES & BENEFIT - HOURLY	80,041	45,934	173,668	69,495	0	72,240	0	2
60418 CONVENTIONS & MEETINGS	6,448	1,373	4,083	3,500	3,500	3,500	0	7
60423 DUES & SUBSCRIPTIONS	2,065	1,991	874	2,100	2,100	2,100	0	3
60437 MEALS & ENTERTAINMENT	1,609	2,395	2,395	2,000	1,600	2,000	25	9
60441 MISCELLANEOUS EXPENSES	3,304	5,918	9,419	4,000	2,600	4,000	54	4
63023 OFFICE SUPPLIES - EC & EXHIBITORS GROUP	5,631	5,079	7,669	2,000	2,000	2,000	0	6
63118 POSTAGE & COURIER	243	241	233	300	300	300	0	
63119 PRINTING & STATIONERY	920	773	91	800	800	800	0	8
63125 SMALL EQUIPMENTS	0	0	1,308	1,000	2,000	1,000	(50)	5
63127 UNIFORMS	981	641	224	1,500	1,500	1,500	0	
TOTAL EXPENSES	1,423,316	1,425,198	1,582,060	1,496,986	1,426,691	1,514,272	6	

NOTE:

1. Provision for Merit increase. Starting from 2015 budget was adjusted to reflect actual recoveries from events for two permanent full time exhibitor services representative and for coverage of staff on vacation etc....)
2. 2016 forecast/2017 budget includes one full time contract EC. Non-recoverable portion of admin tasks (inventory audit, general admin tasks etc..) for two full time contracted staff was reduced due to outsourcing Electrical/Mechanical show service in 2015. 2015 actual cost included temporary hires for Pan Am games.
3. Association memberships (Director - IAAM, CAEM), (Manager - IAAM, IFMA)
4. Departmental mileage, parking etc.
5. For additional desks, computers and other equipment.
6. Supplies for Show Manager / Exhibitor Services sales kit. 2016 budget decrease due to outsourcing Electrical/Mechanical service
7. Director and Manager travel to conventions, consistent with prior year experience (SMG, IAAM, CAEM, IFMA)
8. Increase staff require, increase in stationery
9. For clients entertainment and tenants information sessions.

THE BOARD OF GOVERNORS OF EXHIBITION PLACE
ENERCARE CENTRE

815 - EXPENSE RECOVERY

ACCT# ACCOUNT NAME	2013 ACTUAL	2014 ACTUAL	2015 ACTUAL	2016 FORECAST	2016 BUDGET	2017 BUDGET	%/Increase	Notes
1-60-815-60815-								
<u>EXPENSES RECOVERIES</u>								
61021 HOUSEKEEPING RECOVERY - SPECTRA	(13,932)	(13,500)	(14,310)	(15,269)	(15,269)	(16,231)	6	1
61113 UTILITY RECOVERY	(67,495)	(61,390)	(93,220)	(79,196)	(79,196)	(84,402)	7	2
TOTAL EXPENSES	(81,427)	(74,890)	(107,530)	(94,465)	(94,465)	(100,633)	7	

NOTE:

1. Cost recovery for corporate events in excess of \$15 @ .50C per head.
- 2.1% utility recovery per contractual arrangements, based on F&B sales, TTC's actual consumption, RAWF's original charge adjusted by annual inflation.

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

SUMMARY

PAGE	ACCOUNT NAME	2013 ACTUAL	2014 ACTUAL	2015 ACTUAL	2016 FORECAST	2016 BUDGET	2017 BUDGET	%Increase	Notes
	REVENUE								
	RENTAL	789,153	926,532	1,067,918	1,539,122	1,242,830	1,555,427	25	5
	HOTEL RENT	0	0	0	110,000	110,000	110,000	0	6
	CATERING CONCESSIONS/RENTALS	521,282	700,938	714,917	839,419	835,376	1,043,162	25	5
	SHOW SERVICES - NET	259,566	226,894	358,041	356,781	255,592	346,310	35	
	PARKING - NET	135,145	120,522	162,767	141,351	113,000	213,114	89	3
	TOTAL REVENUE	1,705,146	1,974,885	2,303,642	2,986,674	2,556,798	3,268,012	28	
	DEPARTMENTAL OVERHEAD EXPENSES								
	EVENTS PMD COST	304,196	420,008	422,517	507,735	328,680	403,542	23	
49	BUILDING OPERATIONS	372,390	491,177	440,565	468,420	463,710	476,363	3	
50	HOUSEKEEPING AND DÉCOR	124,369	156,311	168,965	208,841	208,841	178,446	(15)	
51	FINANCE	63,288	102,719	87,090	81,038	81,038	81,960	1	
52	CONCIERGE SERVICE	56,166	66,984	53,363	63,650	63,650	66,140	4	
56	SALES AND MARKETING	231,123	350,201	389,706	487,627	399,832	514,474	29	
57	EVENT SERVICES	243,060	252,983	258,937	270,033	270,033	273,380	1	
58	HOUSE TECHNICIAN & EVENT PMD	180,520	160,229	132,144	191,891	191,891	196,551	2	
	TOTAL OPERATING EXPENSES	1,575,112	2,000,612	1,953,286	2,279,236	2,007,677	2,190,854	9	
	ANNUAL CASH FLOW IN (OUT) BEFORE INTEREST, AMORTIZATION EXPENSES AND TRANSFERS	130,034	(25,727)	350,356	707,438	549,121	1,077,158		
	LESS: INTEREST EXPENSE-FCM LOAN	41,367	39,348	37,267	36,098	36,098	32,966	(9)	4
55	LESS: INTEREST EXPENSE-CITY LOAN	1,775,235	1,730,383	1,683,288	1,633,838	1,633,838	1,581,916	(3)	1
	CASH FLOW BEFORE AMORT/ PRINCIPAL REPAYMENT	(1,686,568)	(1,795,457)	(1,370,198)	(962,498)	(1,120,815)	(537,725)	(52)	
51	LESS: AMORTIZATION - EQUIPMENTS AND FIXTURES	393,240	391,264	381,372	0	0	0	0	7
55	LESS: AMORTIZATION - BUILDING IMPROVEMENT	1,550,592	1,550,592	1,550,592	0	0	0	0	7
	PRINCIPAL PAYMENT - CITY LOAN	0	0	0	1,038,441	1,038,441	1,090,363	5	
	PRINCIPAL PAYMENT - FCM LOAN	0	0	0	90,101	90,101	92,335	2	
	NET INCOME (LOSS) BEFORE NAMING FEES	(3,630,400)	(3,737,313)	(3,302,162)	(2,091,040)	(2,249,357)	(1,720,424)	(24)	
53	NAMING FEES - ALLSTREAM	387,870	332,208	385,857	247,500	247,500	247,500	0	2
54	NAMING FEES - ENERCARE	690,000	689,400	419,619	675,000	675,000	675,000	0	2
	SUBTOTAL NET NAMING REVENUE	1,077,870	1,021,608	805,476	922,500	922,500	922,500	0	
	NET INCOME (LOSS)	(2,552,530)	(2,715,706)	(2,496,686)	(1,168,540)	(1,326,857)	(797,924)	(40)	
4####	CASH TSF FROM CONFERENCE RESERVE FUND	1,589,770	823,536	0	1,168,540	1,326,857	447,924	(66)	
	NET INCOME (LOSS) AFTER TSF PER FS	(962,760)	(1,892,169)	(2,496,686)	0	0	(350,000)	0	
	CASH CONVERSION:								
	NET INCOME (LOSS)	(2,552,530)	(2,715,706)	(2,496,686)	(1,168,540)	(1,326,857)	(797,924)		
	AMORTIZATION - EQUIPMENTS & FIXTURES	393,240	391,264	381,372	0	0	0		
	AMORTIZATION - BUILDING IMPROVEMENT	1,550,592	1,550,592	1,550,592	0	0	0		
	ASSETS ADDITION	0	0	0	0	0	0		
	PRINCIPAL PAYMENT - CITY LOAN	(897,045)	(941,897)	(988,992)	0	0	0		
	PRINCIPAL PAYMENT - FCM LOAN	(84,027)	(85,985)	(88,039)	0	0	0		
	NET INCOME (LOSS) TSF TO CITY CCRF - CASH BASIS	(1,589,770)	(1,801,731)	(1,641,753)	(1,168,540)	(1,326,857)	(797,924)		
	TRANSFER FROM (TO) CITY CONFERENCE CENTRE RESERVE	1,589,770	823,536	0	1,168,540	1,326,857	447,924		2
	CASH INFLOW (OUTFLOW) AFTER TRANSFERS	0	(978,195)	(1,641,753)	0	0	(350,000)		

**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. In accordance with the decision of City Council in December 2007, any surplus over budget target will be deposited in the Exhibition Place Conference Centre Reserve Fund (CCRF) to be held by the City of Toronto to provide a source of funding for any cash shortfalls with respect to Allstream Centre operations for the purpose of guaranteeing the loan of \$35.6M (\$38.675M with accrued interest on cash advances during construction) from the City of Toronto for the renovations of the Conference Centre which reopened in October 2009. At its meeting on September 9, 2013 City Council recommended that Exhibition Place use its funds from the CCRF to fund the cost for the disposal of pre-existing contaminated soil dating from the early 1900's which expenditures are in keeping with Board's obligation and the terms of the lease agreement between Exhibition Place and Princes Gates Hotel LLP. As well City Council recommended that Exhibition Place will arrange to replenish back this fund from any operating surplus.

Energare agreement from June 1/2016 to May 31, 2026.
DEC naming fees recognized over ten years from Jan1/2006 to Dec31/2015;
Allstream Naming fees will end February 28/2017 (originally revenue was recognized over ten years from Oct/2009 to Sep/2018).
3. Attendees at Allstream are mostly from out of town, thus they use transit, shuttle or taxi instead of driving cars. Attendees for galas may use taxi as well.
4. FCM loan for LEED designation and capital restoration/heritage redevelopment (\$2.0M @ 2.375% semi-annually for 20 yrs.).

5. Events previously held in the Automotive Building are now using the BLC and are included in DEC's budget to be consistent with prior years. 2017 Food and beverage commission budget per Horwath's forecast; 2017 rent is budgeted per Horwath's forecast plus cost of one additional sales staff
6. 2013-2015 rent was budgeted/reported in EP program
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	2013 ACTUAL	2014 ACTUAL	2015 ACTUAL	2016 FORECAST	2016 BUDGET	2017 BUDGET	%/Increase	Notes
1-70-701-70701-								
<u>EXPENSES</u>								
60255 HYDRO	186,088	197,717	212,175	210,000	210,000	216,300	3	1
60252 GAS	19,757	23,703	23,937	21,420	21,420	22,063	3	2
60281 WATER	39,244	30,479	29,144	32,000	44,290	32,000	(28)	3
60427 FIRE PROTECTION	9,284	33,046	30,802	15,000	15,000	15,000	0	
61010 BUILDING REPAIR & MAINTENANCE	109,081	125,327	81,298	120,000	120,000	120,000	0	
61025 ELEVATORS & ESCALATORS	0	17,738	28,778	25,000	8,000	26,000	225	4
61032 ELECTRICAL MAINTENANCE	27,486	49,093	43,967	50,000	50,000	50,000	0	
61077 PLUMBING REPAIR & MAINTENANCE	10,500	15,000	4,760	18,000	18,000	18,000	0	
61083 HVAC	2,352	17,047	1,772	10,000	10,000	10,000	0	5
61113 UTILITIES RECOVERIES - F&B PROVIDER	(31,400)	(17,973)	(16,067)	(33,000)	(33,000)	(33,000)	0	
TOTAL EXPENSES	372,390	491,177	440,565	468,420	463,710	476,363	3	

- NOTE:**
1. Actual hydro includes renewable energy consumption. Actual kwh consumed monthly as per operation. Budget increase per economic factors provided by City, adjusted by savings expected from Cerise's operation
 2. Gas consumption includes meters for kitchen and boiler. Budget increase per economic factors provided by City
 3. Actual monthly consumption provided by Operation. Budget adjust to reflect prior year experience
 4. 2016 forecast/2017 budget increase to cover costs of annual contracted maintenance cost (\$20,700) and repairs required to meet TSS code.
 5. Building automation system maintenance contract.

THE BOARD OF GOVERNORS OF EXHIBITION PLACE
ALLSTREAM CENTRE

70-702 HOUSEKEEPING AND DÉCOR

ACCT# ACCOUNT NAME	2013 ACTUAL	2014 ACTUAL	2015 ACTUAL	2016 FORECAST	2016 BUDGET	2017 BUDGET	%/Increase	Notes
1-70-702-70702-								
EXPENSES								
60002 SALARIES & BENEFITS - HOURLY (BASE BUILDING)	108,037	124,300	145,207	164,759	164,759	133,207	(19)	1
60009 SALARIES & BENEFITS - HOURLY (RECOVERABLE)	0	0	0	0	0	0	0	1
TOTAL SALARIES & BENEFITS - HOURLY	108,037	124,300	145,207	164,759	164,759	133,207	(19)	1
61099 RECOVERIES-VARIOUS	0	0	0	0	0	0	0	1
MAINT. SALARIES AND BENEFITS - HOURLY	108,037	124,300	145,207	164,759	164,759	133,207	(19)	
60252 LANDSCAPING (INTERIOR AND EXTERIOR)	0	0	9,000	9,387	9,387	9,574	2	
60281 SNOW REMOVAL	1,382	13,554	4,004	11,613	11,613	11,845	2	6
60801 CONTRACTED SERVICES	4,968	6,094	3,588	7,994	7,994	8,314	4	3
61031 DUMPING FEES	3,103	3,520	1,299	3,436	3,436	3,404	(1)	4
61036 EQUIPMENT MAINTENANCE	0	388	519	1,043	1,043	1,065	2	5
63100 CLEANING SUPPLIES	6,879	8,455	5,349	10,609	10,609	11,037	4	2
SUBTOTAL	16,332	32,011	23,758	44,083	44,083	45,239	3	
TOTAL EXPENSES	124,369	156,311	168,965	208,841	208,841	178,446	(15)	

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	2013 ACTUAL	2014 ACTUAL	2015 ACTUAL	2016 FORECAST	2016 BUDGET	2017 BUDGET	%/Increase	Notes
1-70-703-70703-								
<u>EXPENSES</u>								
60000 SALARIES - PERMANENT	50,569	51,573	54,230	56,598	56,598	57,320	1	1
60001 BENEFITS	12,722	15,170	16,230	16,440	16,440	16,640	1	1
60002 SALARIES & BENEFITS - TEMPORARY	0	0	0	0	0	0	0	
60408 BAD DEBT EXPENSE	0	35,976	16,630	8,000	8,000	8,000	0	
69800 AMORTIZATION EXPENSE-FF&E	393,240	391,264	381,372	381,731	381,731	381,731	0	2
49004 MISC EXPENSES (REVENUE)	(3)	0	0	0	0	0	0	3
TOTAL EXPENSES	456,528	493,983	468,462	462,769	462,769	463,691	0	

NOTE:

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

THE BOARD OF GOVERNORS OF EXHIBITION PLACE
ALLSTREAM CENTRE

70-704 CONCIERGE SERVICE

ACCT# ACCOUNT NAME	2013 ACTUAL	2014 ACTUAL	2015 ACTUAL	2016 FORECAST	2016 BUDGET	2017 BUDGET	%/Increase	Notes
1-70-704-70704-								
<u>EXPENSES</u>								
60000 SALARIES - PERMANENT	56,166	66,984	53,363	49,281	49,281	51,203	4	1
60001 BENEFITS	0	0	0	14,369	14,369	14,936	4	1
60002 WAGES - SECURITY SERVICES	0	0	0	0	0	0	0	1
TOTAL EXPENSES	56,166	66,984	53,363	63,650	63,650	66,140	4	

NOTE:

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

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

50-304 NAMING RIGHTS - EXHIBITION PLACE

ACCT# ACCOUNT NAME	2013 ACTUAL	2014 ACTUAL	2015 ACTUAL	2016 FORECAST	2016 BUDGET	2017 BUDGET	%/Increase	Notes
1-50-304-50304-								
49041 NAMING FEE REVENUE	456,275	367,056	415,857	275,000	275,000	275,000	0	2
EXPENSE								
60205 RE-BRANDING INCLUDING BUILDING SIGNAGE	16,405	2,140	0	0	0	0	0	
60200 COMMISSION	52,000	14,882	30,000	27,500	27,500	27,500	0	
60201 ADMINISTRATIVE COSTS	0	0	0	0	0	0	0	
60202 PRODUCTION EXPENSE	0	17,827	0	0	0	0	0	
	68,405	34,848	30,000	27,500	27,500	27,500	0	
NET INCOME (LOSS)	387,870	332,208	385,857	247,500	247,500	247,500	0	
60203 TSF TO CITY CONFERENCE CENTRE OBLIGATORY RESERVE FUND	(387,870)	(332,208)	(385,857)	(247,500)	(247,500)	(247,500)	0	1
NET INCOME (LOSS) AFTER TRANSFER TO RESERVE	0	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 Enercare 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.

Naming sponsorship ended February 28, 2017 (originally revenue was recognized over ten years from Oct/2009 to Sep/2018).

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

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

ACCT# ACCOUNT NAME	2013 ACTUAL	2014 ACTUAL	2015 ACTUAL	2016 FORECAST	2016 BUDGET	2017 BUDGET	%/Increase	Notes
1-60-812-60812-								
42300 NAMING FEE	700,000	700,000	700,000	750,000	750,000	750,000	0	2
EXPENSE								
60205 RE-BRANDING INCLUDING BUILDING SIGNAGE	0	0	249,881	0	0	0	0	
60200 COMMISSION	0	0	30,500	75,000	75,000	75,000	0	
60201 ADMINISTRATIVE COSTS	10,000	10,600	0	0	0	0	0	
60202 PRODUCTION EXPENSE	0	0	0	0	0	0	0	
	10,000	10,600	280,381	75,000	75,000	75,000	0	
NET INCOME (LOSS)	690,000	689,400	419,619	675,000	675,000	675,000	0	
60203 TSF TO CITY CONFERENCE CENTRE OBLIGATORY RESERVE FUND	(690,000)	(689,400)	(419,619)	(675,000)	(675,000)	(675,000)	0	1
NET INCOME (LOSS) AFTER TRANSFER TO RESERVE	0	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 Enercare Centre and the Conference Centre (less any activation costs or commissions payable); plus any surplus from Exhibition Place consolidated operations as approved by City Council from time to time in the Exhibition Place Conference Centre Reserve Fund, which shall be used by the City to provide a source of funding for any shortfall by the Board in respect of the loan payments as required under the Agreement.

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

THE BOARD OF GOVERNORS OF EXHIBITION PLACE
ALLSTREAM CENTRE

70-708 DEBT PAYMENTS

ACCT# ACCOUNT NAME	2013 ACTUAL	2014 ACTUAL	2015 ACTUAL	2016 FORECAST	2016 BUDGET	2017 BUDGET	%/Increase	Notes
EXPENSE								
1-70-708-70801-								
69800 CITY DEBT - BUILDING AMORTIZATON	1,470,588	1,470,588	1,470,588	1,470,588	1,470,588	1,470,588	0	1
60781 CITY DEBT - INTEREST	1,775,235	1,730,383	1,683,288	1,633,838	1,633,838	1,581,916	(3)	1
SUBTOTAL CITY DEBT	3,245,823	3,200,971	3,153,876	3,104,426	3,104,426	3,052,504	(2)	
1-70-708-70802-								
69800 FCM LOAN-BUILDING AMORTIZATION	80,004	80,004	80,004	80,000	80,000	80,000	0	2
60781 FCM LOAN-INTEREST	41,367	39,348	37,267	36,098	36,098	32,966	(9)	2
SUBTOTAL FCM DEBT	121,371	119,352	117,271	116,098	116,098	112,966	(3)	
TOTAL INTEREST AND AMORTIZATION	3,367,194	3,320,323	3,271,147	3,220,524	3,220,524	3,165,470	(2)	
1-00-000-00000-								
20390 CITY DEBT - PRINCIPAL REPAYMENT	897,045	941,897	988,992	1,038,441	1,038,441	1,090,363	5	3
20370 FCM LOAN - PRINCIPAL REPAYMENT	84,027	85,985	88,039	90,101	90,101	92,335	2	3
TOTAL PRINCIPAL REPAYMENT	981,072	1,027,882	1,077,031	1,128,542	1,128,542	1,182,699	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	2013 ACTUAL	2014 ACTUAL	2015 ACTUAL	2016 FORECAST	2016 BUDGET	2017 BUDGET	%/Increase	Notes
1-70-709-70709-								
<u>EXPENSES</u>								
60000 SALARIES - PERMANENT	79,896	205,885	207,025	214,634	214,634	220,311	3	1
60001 BENEFITS	26,898	26,443	68,111	60,944	60,944	62,515	3	1
60404 ADVERTISING	60,264	47,910	47,474	50,290	50,290	50,000	(1)	
60419 CORPORATE ADVERTISING	0	0	0	0	0	0	0	
60800 CONTRACT STAFF	57,457	65,906	66,407	155757.912	67963.779	175648.723	158	2
63118 COURIER	744	889	688	1,000	1,000	1,000	0	
63122 RESOURCE MATERIALS	5,864	3,168	0	5,000	5,000	5,000	0	
TOTAL EXPENSES	231,123	350,201	389,706	487,627	399,832	514,474	29	

NOTE:

1. Provision for merit increase. 2016 budget increase due to one senior position was hired at a rate higher than 2015 budget
2. Budget provided for one contract booking assistant . 2016 forecast/2017 budget includes cost for the 2nd additional contract sales staff. Incremental cost is absorbed by incremental revenue.

THE BOARD OF GOVERNORS OF EXHIBITION PLACE
ALLSTREAM CENTRE

70-710 EVENT SERVICES

ACCT# ACCOUNT NAME	2013 ACTUAL	2014 ACTUAL	2015 ACTUAL	2016 FORECAST	2016 BUDGET	2017 BUDGET	%/Increase	Notes
1-70-710-70710-								
<u>EXPENSES</u>								
60000 SALARIES - PERMANENT	180,305	188,853	201,279	208,739	208,739	211,360	1	1
60001 BENEFITS	49,423	51,439	56,303	60,094	60,094	60,820	1	1
60800 CONTRACT STAFF	12,137	11,902	0	0	0	0	0	2
63126 SUPPLIES & GENERAL	1,130	789	755	300	300	300	0	
60437 MEALS & ENTERTAINMENT	65	0	300	300	300	300	0	
63119 PRINTING & STATIONERY	0	0	0	300	300	300	0	
63127 UNIFORMS	0	0	300	300	300	300	0	
TOTAL EXPENSES	243,060	252,983	258,937	270,033	270,033	273,380	1	

NOTE:

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

THE BOARD OF GOVERNORS OF EXHIBITION PLACE
ALLSTREAM CENTRE

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

ACCT# ACCOUNT NAME	2013 ACTUAL	2014 ACTUAL	2015 ACTUAL	2016 FORECAST	2016 BUDGET	2017 BUDGET	%/Increase	Notes
1-70-711-70711-								
<u>EXPENSES</u>								
60000 SALARIES - PERMANENT	102,846	64,551	27,590	67,136	67,136	68,990	3	1
60001 BENEFITS	0	0	0	19,355	19,355	19,868	3	1
60206 MANAGEMENT FEES - CERISE	37,463	37,463	41,055	41,400	41,400	42,228	2	3
60207 ADMIN FEES - CERISE	32,038	41,020	42,242	34,000	34,000	34,765	2	4
61036 LEASABLE AV EQUIPMENTS MAINTENANCE AND PARTS	8,173	17,195	21,258	30,000	30,000	30,700	2	2
TOTAL EXPENSES	180,520	160,229	132,144	191,891	191,891	196,551	2	

NOTE:

1. Budget provided for one full time Production Coordinator. 2016 forecast and 2017 budget adjust to reflect actual hired rate
2. Maintenance agreements for Sirius Radio , Creston Certified Agency and way finding system components. 2015 cost increases due to replacement cost for parts and components of existing installation Wall ports, audio amplifiers, video distribution projectors and components. These costs were previously covered by warranty. 2017 budget increase to upgrade aging A/V equipments
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.