

THE BOARD OF GOVERNORS OF EXHIBITION PLACE

50-116 CHIEF FINANCIAL OFFICER

NOTE:

1. Provision for merit adjustment.
2. Total Gapping increase \$50,500 to \$200,000 in 2009 per city directly (\$18,950 budgeted under CNE department 10-200; balance of \$181,050 allocated to 50-116).
3. Combined Board insurance \$561,765.50 for 2009 and 2010 as per City's directly. \$ 201,616 allocated to CNEA department 10-105.
4. Budget recovery not required as now part of PSAB (Public Sector Accounting Board) through depreciation & amortization expense.
5. Lower interest revenue to reflect market trend.
6. Miscellaneous revenues primarily consist of rebates from Metro Waste for recycling efforts and proceeds from auction.
7. Increase in Stadium markup due to projected incremental budgeted work in 2010 from Stadium. We have included only 90% of labour requirements as recoverable to be conservative in case Stadium does not meet their targets for Labour requirements.
8. Manulife benefits for retirees and for employees on LTD. Increase due to increase number of retirees.
9. CAEM, IAAM, A.M. Best and Street and Smith Sports.
10. SMG MIS Fees (\$ 800 U.S. monthly) estimate a 0% increase for 2010
11. CGA annual dues for CFO, Accounting Managers and Accounting Supervisor.
12. No longer required due to reorganization.
13. PSAB prescribed requirements, no budget usually provided for; actual cost and or recovery accounted for and reported at end of fiscal year.
14. Increase due to new pricing for E&Y audit services for extension of contract.

THE BOARD OF GOVERNORS OF EXHIBITION PLACE
OVERHEAD

50-324 WELDING EXPENSES

ACTV	NEW ACCT#	ACCOUNT NAME	2007 ACTUAL	2008 ACTUAL	2009 FORECAST	2009 BUDGET	2010 BUDGET	%Increase	Notes
1-50-324-50324-									
7-		EXPENSE							
0102	60002	SALARIES & BENEFITS - HOURLY (MAINTENANCE)	68,556	68,898	71,146	71,146	73,280	3	
0102	60002	SALARIES & BENEFITS - HOURLY (RECOVERABLE)	47,749	31,142	30,713	30,713	31,634	3	
0102	60002	TOTAL SALARIES & BENEFITS - HOURLY	116,305	100,041	101,859	101,859	104,914	3	
0112	61107	BOG RECOVERIES	(18,759)	(3,982)	(18,794)	(18,794)	(19,358)	3	
0113	61108	DEC RECOVERIES	(15,164)	(2,205)	(7,102)	(7,102)	(7,315)	3	
0114	61020	CNEA RECOVERIES	(9,961)	(23,326)	(4,817)	(4,817)	(4,961)	3	
0115	61086	RICOH RECOVERIES	(2,907)	(220)	0	0	0	0	
0122	61097	STADIUM RECOVERIES	(958)	(1,410)	0	0	0	0	
		ALC RECOVERIES	0	0		0		0	
		MAINTENANCE SALARIES AND BENEFITS - HOURLY	68,556	68,898	71,146	71,146	73,280	3	
0107	60424	EQUIPMENT RENTAL	0	169	1,000	1,000	1,000	0	
3033	61010	BUILDING MAINT. - WELDING SUPPLIES	0	9,709	10,000	10,000	10,000	0	
		TOTAL EXPENSE	68,556	78,777	82,146	82,146	84,280	3	

NOTE:

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

50-325 CARPENTRY EXPENSES

ACTV	NEW ACCT#	ACCOUNT NAME	2007 ACTUAL	2008 ACTUAL	2009 FORECAST	2009 BUDGET	2010 BUDGET	%Increase	Notes
1-50-325-50325-									
7-		EXPENSE							
0102	60002	SALARIES & BENEFITS - HOURLY (MAINTENANCE)	329,384	460,203	441,608	441,608	449,955	2	1
0102	60002	SALARIES & BENEFITS - HOURLY (RECOVERABLE)	420,071	341,888	418,002	418,002	430,542	3	
0102	60002	TOTAL SALARIES & BENEFITS - HOURLY	749,456	802,090	859,610	859,610	880,497	2	
0112	61107	BOG RECOVERIES	(94,939)	(100,425)	(103,626)	(103,626)	(106,735)	3	1
0113	61108	DEC RECOVERIES	(90,564)	(47,947)	(110,901)	(110,901)	(114,228)	3	1
0114	61020	CNEA RECOVERIES	(89,509)	(62,872)	(65,166)	(65,166)	(67,121)	3	1
0115	61086	RICOH RECOVERIES	(73,830)	(95,569)	(117,066)	(117,066)	(120,578)	3	1
0122	61097	STADIUM RECOVERIES	(71,228)	(35,074)	(21,243)	(21,243)	(21,880)	3	1
		ALC RECOVERIES	0	0		0		0	
		MAINTENANCE SALARIES AND BENEFITS - HOURLY	329,384	460,203	441,608	441,608	449,955	2	1
0107	60424	EQUIPMENT RENTAL	0	459	1,000	1,000	1,000	0	
3018	63111	LOCKSMITH SUPPLIES	8,132	17,402	18,000	18,000	18,000	0	
3019	60801	CONTRACTED SERVICES	89,041	94,353	120,525	140,525	140,525	0	2
3033	61010	BUILDING MAINT. AND REPAIRS	287,021	219,673	240,000	207,500	207,500	0	4
3034	61011	CARILLON MAINTENANCE	97	1,069	2,000	2,000	2,000	0	
3044	61085	RENTAL OF EQUIPMENT FOR MAINTENANCE	35,829	34,224	25,000	25,000	25,000	0	3
		TOTAL EXPENSE	749,504	827,383	848,133	835,633	843,980	1	

NOTE:

1. Wage increase per union agreement.
2. Contract services are required to assist workers in completing work via outsourcing. Work for overhead doors and door repairs.
3. Rental of equipment to do maintenance work i.e. high reach equip etc.

THE BOARD OF GOVERNORS OF EXHIBITION PLACE
OVERHEAD

50-326 PAINTING EXPENSES

ACTV	NEW ACCT#	ACCOUNT NAME	2007 ACTUAL	2008 ACTUAL	2009 FORECAST	2009 BUDGET	2010 BUDGET	%Increase	Notes
1-50-326-50326-									
7-		EXPENSE							
0102	60002	SALARIES & BENEFITS - HOURLY (MAINTENANCE)	257,245	255,472	367,851	367,851	375,208	2	1
0102	60002	SALARIES & BENEFITS - HOURLY (RECOVERABLE)	95,520	87,945	147,116	147,116	150,058	2	
0102	60002	TOTAL SALARIES & BENEFITS - HOURLY	352,765	343,417	514,967	514,967	525,266	2	
0112	61107	BOG RECOVERIES	(16,235)	(29,784)	(56,400)	(56,400)	(57,528)	2	1
0113	61108	DEC RECOVERIES	(40,865)	(20,415)	(23,087)	(23,087)	(23,549)	2	1
0114	61020	CNEA RECOVERIES	(24,311)	(18,926)	(43,607)	(43,607)	(44,479)	2	1
0115	61086	RICOH RECOVERIES	(4,188)	(8,666)	(10,619)	(10,619)	(10,831)	2	1
0122	61097	STADIUM RECOVERIES	(9,921)	(10,154)	(13,403)	(13,403)	(13,671)	2	1
		ALC RECOVERIES	0	0		0		0	
		MAINTENANCE SALARIES AND BENEFITS - HOURLY	257,245	255,472	367,851	367,851	375,208	2	1
0107	60424	EQUIPMENT RENTAL	0	67	1,000	1,000	1,000	0	
3019	60801	CONTRACTED SERVICES	856	812	2,000	2,000	2,000	0	
3033	61010	BUILDING MAINT.	47,335	22,277	20,250	20,250	20,250	0	
		TOTAL EXPENSE	305,437	278,628	391,101	391,101	398,458	2	

NOTE:

1. Hourly wages and recoveries budgeted for a 3% increase.

THE BOARD OF GOVERNORS OF EXHIBITION PLACE
OVERHEAD

50-327 MECHANICAL & GARAGE EXPENSES

ACTV	NEW ACCT#	ACCOUNT NAME	2007 ACTUAL	2008 ACTUAL	2009 FORECAST	2009 BUDGET	2010 BUDGET	%Increase	Notes
1-50-327-50327-									
7-		EXPENSE							
0102	60002	SALARIES & BENEFITS - HOURLY (MAINTENANCE)	121,022	133,475	149,090	149,090	152,561	2	1
0102	60002	SALARIES & BENEFITS - HOURLY (RECOVERABLE)	21,536	6,072	14,151	14,151	14,434	2	1
0102	60002	TOTAL SALARIES & BENEFITS - HOURLY	142,557	139,547	163,241	163,241	166,995	2	
0112	61107	BOG RECOVERIES	0	0	0	0	0	0	1
0113	61108	DEC RECOVERIES	(9,114)	(211)	(9,210)	(9,210)	(9,394)	2	1
0114	61020	CNEA RECOVERIES	(12,422)	(4,593)	(4,941)	(4,941)	(5,040)	2	1
0122	61097	STADIUM RECOVERIES		(1,268)	0	0	0	0	1
		ALC RECOVERIES	0	0	0	0	0	0	
		MAINTENANCE SALARIES AND BENEFITS - HOURLY	121,022	133,475	149,090	149,090	152,561	2	1
								0	
0107	60424	EQUIPMENT RENTAL	0	805	1,200	1,000	1,000	0	
3005	63117	PETROLEUM PRODUCTS	1,450	3,377	2,000	2,000	2,000	0	
3007	63107	GASOLINE & PROPANE	43,497	42,544	59,000	59,000	59,000	0	
3008	63102	DIESEL FUEL	43,660	67,446	43,000	43,000	43,000	0	
3028	61105	VEHICLE MAINT.	38,211	56,414	45,000	55,000	55,000	0	2
3038	60466	VEHICLE LICENSES	10,711	12,124	11,000	11,000	11,000	0	
3039	61036	EQUIPMENT MAINT.	53,138	103,630	100,000	100,000	100,000	0	2
3033	61010	BUILDING MAINTENANCE		1,037	1,500	0	0	0	
	63102	From 8015 8410 Fuel Oil	0	0	3,500	3,500	3,500	0	
		TOTAL EXPENSE	311,689	420,851	415,290	423,590	427,061	1	

NOTE:

1. Hourly wages and recoveries budgeted for a 3% increase.
2. 2009 Budget saving as per department's proposal.

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

50-328 PLUMBING EXPENSES

ACTV	NEW ACCT#	ACCOUNT NAME	2007 ACTUAL	2008 ACTUAL	2009 FORECAST	2009 BUDGET	2010 BUDGET	%Increase	Notes
1-50-328-50328-									
7-		EXPENSE							
0102	60002	SALARIES & BENEFITS - HOURLY (MAINTENANCE)	230,875	338,265	410,316	410,316	417,838	2	1
0102	60002	SALARIES & BENEFITS - HOURLY (RECOVERABLE)	240,411	153,699	153,921	153,921	158,536	3	1
0102	60002	TOTAL SALARIES & BENEFITS - HOURLY	471,286	491,964	564,237	564,237	576,374	2	
0112	61107	BOG RECOVERIES	(17,697)	(29,932)	(43,695)	(43,695)	(45,005)	3	1
0113	61108	DEC RECOVERIES	(130,450)	(19,289)	(16,575)	(16,575)	(17,072)	3	1
0114	61020	CNEA RECOVERIES	(90,140)	(101,670)	(85,811)	(85,811)	(88,385)	3	1
0115	61020	RICOH RECOVERIES	(67)	(2,809)	(2,517)	(2,517)	(2,592)	3	1
0122	61097	STADIUM RECOVERIES	(2,057)	0	(5,323)	(5,323)	(5,482)	3	1
		ALC RECOVERIES	0	0	0	0	0	0	
		MAINTENANCE SALARIES AND BENEFITS - HOURLY	230,875	338,265	410,316	410,316	417,838	2	1
0107	60424	EQUIPMENT RENTAL	0	795	2,000	2,000	2,000	0	
3017	61104	UNDERGROUND SERVICES	101,017	131,485	50,000	95,000	95,000	0	4
3019	60801	CONTRACTED SERVICE	127,957	2,992	107,004	117,004	117,004	0	5
3031	61077	PLUMBING MAINTENANCE	22,871	38,553	39,000	40,000	40,000	0	6
3033	61010	BUILDING MAINT.	56,017	56,694	22,300	52,300	52,300	0	2
3042	60427	FIRE PROTECTION	241,965	272,323	216,500	216,500	216,500	0	
3043	63128	KITCHEN EQUIPMENT	0	363	5,000	5,000	5,000	0	3
3057	61109	WASHROOM TRAILERS	0	15,915	2,000	17,000	17,000	0	
3012	61058	LEASABLE F.F. & E.		4,441	0	0	0	0	
		TOTAL EXPENSE	780,702	861,826	854,120	955,120	962,642	1	

NOTES:

1. Hourly wages budgeted as per union agreements.
2. Preventative maintenance. In prior years cost was lower because works were done by building operators. Cost has risen due to higher union cost.
3. Kitchen equipment repairs includes items such as drains, faucets, hot water tanks and filters.
4. Includes contractors to dig and find pipes, underground surveys etc.
5. Includes contractors to clean and vacuum out pipes and ready for use.
6. Primarily includes repairs parts and service calls.

THE BOARD OF GOVERNORS OF EXHIBITION PLACE
OVERHEAD

50-329 HVAC EXPENSES

ACTV	NEW ACCT#	ACCOUNT NAME	2007 ACTUAL	2008 ACTUAL	2009 FORECAST	2009 BUDGET	2010 BUDGET	%Increase	Notes
1-50-329-50329-									
7-		EXPENSE							
0102	60002	SALARIES & BENEFITS - HOURLY (MAINTENANCE)	311,280	533,741	527,817	527,817	534,427	1	1
0102	60002	SALARIES & BENEFITS - HOURLY (RECOVERABLE)	399,915	59,409	243,810	243,810	251,124	3	1
0102	60002	TOTAL SALARIES & BENEFITS - HOURLY	711,195	593,150	771,627	771,627	785,551	2	
0112	61107	BOG RECOVERIES	(119,475)	(10,678)	(10,269)	(10,269)	(10,577)	3	1
0113	61108	DEC RECOVERIES	(272,363)	(40,407)	(201,269)	(201,269)	(207,307)	3	1
0114	61020	CNEA RECOVERIES	(7,429)	(8,324)	(20,532)	(20,532)	(21,148)	3	1
0115	61086	RICOH RECOVERIES	(648)	0	(3,232)	(3,232)	(3,329)	3	1
0122	61097	STADIUM RECOVERIES	0	0	(8,508)	(8,508)	(8,763)	3	1
		ALC RECOVERIES	0	0		0	0		
		MAINTENANCE SALARIES AND BENEFITS - HOURLY	311,280	533,741	527,817	527,817	534,427	1	1
0107	60424	EQUIPMENT RENTAL	9,250	2,982	5,000	5,000	5,000	0	
3019	60801	CONTRACTED SERVICES	157,982	166,066	155,000	155,000	155,000	0	2
3025	61036	EQUIPMENT MAINTENANCE	97,549	138,886	100,000	132,000	132,000	0	
3029	61083	REFRIGERATION & AIR CONDITIONING	21,770	73,984	48,000	48,000	48,000	0	2
3033	61010	BUILDING MAINT.	32,433	30,303	25,000	50,000	50,000	0	2
3041	61028	CONTROLS & BUILDING AUTOMATION	196,651	122,118	120,600	120,600	120,600	0	
3043	63128	KITCHEN EQUIPMENT	9,420	0	9,000	9,000	9,000	0	
		TOTAL EXPENSE	836,334	1,068,081	990,417	1,047,417	1,054,027	1	

NOTE:

1. Hourly wages budgeted as per union agreements.
2. Budget amounts were adjusted to transfer DEC maintenance portion to temporary salary & benefits following 2009

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

50-330 IATSE EXPENSES

ACTV	NEW ACCT#	ACCOUNT NAME	2007 ACTUAL	2008 ACTUAL	2009 FORECAST	2009 BUDGET	2010 BUDGET	%/Increase	Notes
1-50-330-50330-									
7-		EXPENSE							
0102	60002	SALARIES & BENEFITS - HOURLY (MAINTENANCE)	135,539	174,343	106,915	166,159	162,819	(2)	1
0102	60002	SALARIES & BENEFITS - HOURLY (RECOVERABLE)	<u>3,746,787</u>	<u>3,325,748</u>	<u>3,020,482</u>	<u>3,020,482</u>	<u>3,171,506</u>	5	2
0102	60002	TOTAL SALARIES & BENEFITS - HOURLY	3,882,327	3,500,091	3,127,397	3,186,641	3,334,325	5	
0112	61107	BOG RECOVERIES - IATSE	(1,020,721)	(1,111,119)	(990,634)	(990,634)	(1,040,166)	5	2
0113	61108	DEC RECOVERIES - IATSE	(1,098,179)	(811,991)	(801,152)	(801,152)	(841,210)	5	2
0114	61020	CNEA RECOVERIES - IATSE	(441,803)	(481,229)	(381,326)	(381,326)	(400,392)	5	2
0115	61086	RICOH RECOVERIES	(580,237)	(729,174)	(722,108)	(722,108)	(758,213)	5	2
0122	61097	STADIUM RECOVERIES	(605,846)	(192,236)	(125,262)	(125,262)	(131,525)	5	2
		ALC RECOVERIES	0	0	0	0	0	0	
		MAINTENANCE SALARIES AND BENEFITS - HOURLY	<u>135,539</u>	<u>174,343</u>	<u>106,915</u>	<u>166,159</u>	<u>162,819</u>	(2)	1
0104	63126	SUPPLIES & GENERAL	0	302	300	300	300	0	
0107	60424	EQUIPMENT RENTAL	0	0	1,000	1,000	1,000	0	4
0110	60425	EXPENSE ALLOWANCES	0	245	300	300	300	0	
3022	61036	EQUIPMENT MAINT.	<u>9,912</u>	<u>11,153</u>	<u>20,000</u>	<u>14,000</u>	<u>14,000</u>	0	3
		TOTAL EXPENSE	<u>145,451</u>	<u>186,043</u>	<u>128,515</u>	<u>181,759</u>	<u>178,419</u>	(2)	

NOTE:

1. Change due to ability to utilize shop workers on shows & events more consistently.
2. Increase due to increase in wages and recoveries.
3. Includes hoist motor inspections, splicing equipment and amplifiers, speakers and sound board repairs.
4. Annual rental of fax machine, small scissor lift and testing equipment.

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

50-334 CREATIVE SERVICES - SIGN SHOP

ACTV	NEW ACCT#	ACCOUNT NAME	2007 ACTUAL	2008 ACTUAL	2009 FORECAST	2009 BUDGET	2010 BUDGET	%Increase	Notes
1-50-334-50334-									
7-		EXPENSE							
0102	60002	SALARIES & BENEFITS - HOURLY (MAINTENANCE)	33,563	83,372	41,035	41,035	29,736	(28)	1
0102	60002	SALARIES & BENEFITS - HOURLY (RECOVERABLE)	176,331	153,854	198,814	198,814	205,275	3	2
0102	60002	TOTAL SALARIES & BENEFITS - HOURLY	209,895	237,226	239,849	239,849	235,011	(2)	
0112	61107	BOG RECOVERIES - CREATIVE	(77,659)	(66,912)	(108,522)	(108,522)	(112,049)	3	2
0113	61108	DEC RECOVERIES - CREATIVE	(40,760)	(25,864)	(22,882)	(22,882)	(23,626)	3	2
0114	61020	CNEA RECOVERIES - CREATIVE	(54,019)	(49,977)	(56,581)	(56,581)	(58,420)	3	2
0115	61086	RICOH RECOVERIES	(1,429)	(8,836)	(8,260)	(8,260)	(8,528)	3	2
0122	61097	STADIUM RECOVERIES	(2,465)	(2,266)	(2,569)	(2,569)	(2,652)	3	2
		ALC RECOVERIES	0	0	0	0	0	0	
		MAINTENANCE SALARIES AND BENEFITS - HOURLY	33,563	83,372	41,035	41,035	29,736	(28)	1
0104	63126	SUPPLIES & GENERAL	6,265	5,872	30,000	6,300	6,300	0	6
3022	61036	EQUIPMENT MAINT.	2,673	1,335	2,000	2,000	2,000	0	3
3026	63124	SIGNS SUPPLIES & REPAIRS 8015 8445	23,029	2,783	10,000	12,000	12,000	0	4
0312	61072	PMD (PST on Manufacturing-audit)	0	12,053	0	0	0	0	5
		TOTAL EXPENSE	65,530	105,416	83,035	61,335	50,036	(18)	

NOTE:

1. Change due to increase in anticipated recoveries and more use of third party provider.
2. Increase due to an anticipated in wages and work.
3. Computer equipment maintenance, Edge & Gerber
4. Upgrade & maintain, exterior building identification, interior (meeting rooms) identification, galleria, salons, washrooms and hall identification.
5. Cost incurred in 2008 as the result of PST audit.
6. Includes graphic supplies, materials from stores, cutters, blades, ropes, pens, paper, computer discs, and binders.

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

50-500 SECURITY SERVICE & COMMUNICATIONS

ACTV	NEW ACCT#	ACCOUNT NAME	2007 ACTUAL	2008 ACTUAL	2009 FORECAST	2009 BUDGET	2010 BUDGET	%Increase	Notes
1-50-500-50500-									
7-		EXPENSE							
0101	60000	SALARIES - PERMANENT	591,711	599,188	648,941	649,307	666,574	3	1
0141	60001	BENEFITS - PERM	142,993	131,897	154,366	154,366	157,859	2	1
		SUB TOTAL SALARIES AND BENEFITS - PERM	734,703	731,085	803,308	803,673	824,433	3	
0102	60002	SALARIES AND BENEFITS - HOURLY	654,610	870,792	979,786	979,786	962,084	(2)	2
0112	61107	BOG RECOVERIES	(12,206)	(11,612)	(40,000)	(40,000)	(40,000)	0	
0113	61108	DEC RECOVERIES	(330,106)	(57,184)	0	0	0	0	
0109	60800	CONTRACT SECURITY (From 8015-8201 0001)	329,034	3,919	0	0	0	0	
0114	61020	CNEA RECOVERIES	(2,940)	(5,288)	(1,500)	(1,500)	(1,500)	0	
0115	61086	RICOH RECOVERIES	(8,642)	(135,414)	(125,000)	(125,000)	(105,000)	(16)	3
0122	61097	STADIUM RECOVERIES	(108,238)	(96,526)	(155,000)	(155,000)	(155,000)	0	
		ALC RECOVERIES	0	0	0	0	0	0	
		SUB TOTAL SALARIES AND BENEFITS - HOURLY	521,512	568,688	658,286	658,286	660,584	0	
0104	63126	SUPPLIES & GENERAL (Includes 8015 8465)	2,684	2,319	3,500	3,500	3,500	0	
0107	60424	EQUIPMENT RENTALS	5,782	6,189	5,350	5,350	5,350	0	
1040	60439	MEMBERSHIPS	40	365	650	650	650	0	
1205	63127	UNIFORMS	11,806	10,113	11,000	8,000	8,000	0	
3025	61036	EQUIPMENT MAINTENANCE (Includes 8015 8259 0001&2)	75,094	148,378	95,000	80,000	80,000	0	4
		SUB TOTAL	95,406	167,364	115,500	97,500	97,500	0	
		TOTAL EXPENSE	1,351,621	1,467,137	1,577,094	1,559,459	1,582,517	1	

NOTE:

1. Provision for merit increase.
2. Request for one contract full time Officer-non-permanent position.
3. Decreased in hours at Ricoh Coliseum
4. For aging radio replacement plan, radio systems, DVR replacement, CCTV etc. Increase due to prior year experience.

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

PAGE	ACCOUNT NAME	2007 ACTUAL	2008 ACTUAL	2009 FORECAST	2009 BUDGET	2010 BUDGET	%Increase	Notes
	<u>REVENUE</u>							
	RENTAL - SHOWS	6,866,883	6,525,096	6,846,553	7,095,446	5,877,449	(17)	1
	RENTAL - RAWF	903,079	965,594	1,024,044	982,140	983,325	0	
	SUB TOTAL	7,769,962	7,490,690	7,870,597	8,077,586	6,860,773	(15)	1
	ELECTRICAL SERVICES - NET	1,013,758	1,059,375	993,409	1,126,058	932,892	(17)	2
	CATERING CONCESSIONS	1,279,160	1,110,953	995,365	1,290,839	1,072,005	(17)	2
	SHOW SERVICES - NET	1,098,533	947,501	825,401	1,088,665	914,696	(16)	2
67	TELECOMMUNICATIONS - NET	526,495	522,455	463,884	555,032	508,948	(8)	2
69	SPONSORSHIP - NET	190,883	209,123	178,550	236,000	178,681	(24)	
71	OFFICIAL SUPPLIER	130,029	108,917	105,400	124,420	126,652	2	
71	ABM COMMISSIONS	345,836	292,002	108,645	139,034	140,996	1	2
71	INTEREST AND OTHER INCOME	255,883	237,033	103,000	249,630	105,248	(58)	
	NAMING RIGHTS	700,000	700,000	700,000	700,000	700,000	0	
	TOTAL REVENUE	13,310,540	12,678,050	12,344,251	13,587,264	11,540,890	(15)	
	<u>EXPENSES</u>							
	DIRECT SHOW COSTS - PMD	532,808	690,464	563,424	549,063	500,852	(9)	
67	TELECOMMUNICATION/INFORMATION SYSTEMS	925,088	943,511	783,570	750,882	758,306	1	
70	EXECUTIVE	411,608	353,279	361,907	364,536	356,418	(2)	
71	FINANCE	80,165	143,681	99,300	98,200	100,300	2	
71	DEPRECIATION	12,169	14,741	10,000	13,500	9,200	(32)	
71	VACATION / SICK BANK BENEFITS	0	0	0	0	0	0	
	MANAGEMENT FEE - BASE	0	0	0	0	0	0	
72	MARKETING	944,470	1,160,931	1,388,967	1,457,250	1,479,684	2	
73	EVENT SERVICES	1,040,974	1,086,640	1,066,689	1,098,252	1,075,508	(2)	
	CONFERENCE CENTRE	16,500	0	0	0	0	0	
	NAMING RIGHTS	700,000	700,000	700,000	700,000	700,000	0	
	SUB TOTAL	4,663,782	5,093,248	4,973,858	5,031,683	4,980,268	(1)	
	<u>EXPENSE RECOVERIES</u>							
74	CENTERPLATE - UTILITIES & CLEANING	(99,773)	(93,963)	(89,000)	(112,558)	(107,163)	(5)	
	TOTAL EXPENSES	4,564,009	4,999,285	4,884,858	4,919,124	4,873,105	(1)	
	NET INCOME (LOSS)	8,746,530	7,678,765	7,459,393	8,668,139	6,667,785	(23)	

- NOTE:**
1. Decrease due to economic downturn, bi-annual pressure such as CMTS not repeating until 2011. General industry declines forecasted by Tradeshow Executive for 2010 is 20% and we are at 2% better than industry average. Includes \$750,000 in new-identified businesses.
 2. Decrease in events ancillary revenue also due to decrease in events rent.

THE BOARD OF GOVERNORS OF EXHIBITION PLACE

DIRECT ENERGY CENTRE

8500 - TELECOMMUNICATIONS

ACTV	NEW ACCT#	ACCOUNT NAME	2007 ACTUAL	2008 ACTUAL	2009 FORECAST	2009 BUDGET	2010 BUDGET	%Increase	Notes
1-60-850-60850-									
<u>EXPENSES</u>									
8001	60000	SALARIES ADMINISTRATION	364,276	419,460	339,148	345,221	344,593	(0)	1
8002	60002	TEMPORARY WAGES	61,822	60,942	35,000	25,000	33,000	32	7
8102	60002	EMPLOYEE BENEFITS	90,797	100,491	89,572	84,861	84,913	0	
8204	60800	CONTRACTED SERVICES	19,574	0	0	0	0	0	
8215	60423	DUES & SUBSCRIPTION	758	0	550	550	550	0	
8219	60441	MISCELLANEOUS EXPENSES (includes 50-160 7-0110)	3,238	3,417	3,000	3,000	3,000	0	8
8220	63101	COMPUTER EQUIPMENT (Includes 50-160 7-0107)	18,976	1,500	13,000	11,000	11,000	0	4
8249	63125	SMALL EQUIPMENT/SOFTWARE	37,736	13,900	7,000	6,000	6,000	0	
8340	61060	MAINTENANCE AGREEMENTS. - BELL	28,360	19,213	25,000	24,500	24,500	0	9
8455	63127	UNIFORMS	2,351	1,255	500	500	500	0	
8475	60461	TELECOM CABLING & FIXTURES	46,781	36,749	14,000	14,000	14,000	0	
8532	63023	OFFICE SUPPLIES	1,814	2,044	1,000	1,000	1,000	0	
8575	60461	TELEPHONE TRUNK & PSTN	164,219	184,510	200,000	156,000	156,000	0	6
8590	60431	COMPUTER SUPPLIES (From BoG 50-160 7-0104)	57,365	58,223	30,000	53,450	53,450	0	2
8570	60456	SOFTWARE MAINT. AGREEMENTS	37,022	41,807	35,000	35,000	35,000	0	3
8571	60456	RECOVERIES - FINANCIAL REPORTING- CNE	(10,000)	0	(10,000)	(10,000)	(10,000)	0	
8580	60462	TELECOMMUNICATIONS FROM THIRD PARTY	0	0	800	800	800	0	
TOTAL EXPENSES			925,088	943,511	783,570	750,882	758,306	1	
<u>REVENUE</u>									
4095	43004	TELECOMM - EVENTS - net	286,219	262,131	192,638	299,059	241,042	(19)	
7818	61112	TELECOMMUNICATIONS FROM THIRD PARTY	19,901	12,700	19,000	19,310	14,460	(25)	10
7817	61111	TELEPHONE RECOVERIES	220,376	247,624	252,246	236,662	253,446	7	5
TOTAL REVENUE			526,495	522,455	463,884	555,032	508,948	(8)	
NET PROFIT (LOSS)			(398,593)	(421,056)	(319,686)	(195,850)	(249,358)	27	

THE BOARD OF GOVERNORS OF EXHIBITION PLACE

DIRECT ENERGY CENTRE

8500 - TELECOMMUNICATIONS

- NOTE:**
1. Includes provision for merit increase, also includes salaries for some staff that cannot be fully recovered from events
 2. Computer supplies for all printers, fax machines, copiers and maintenance agreements for the same.
 3. Microsoft Great Plain Dynamic annual payments.
 4. Annual computer replacement.
 5. Centre Plate , RAWF,TRADELINK,Stadium,CSA & Tenants. Increase due to additional recoveries from Stadium&CSA in 2008
 6. PSTN & TRUNK access for complete grounds plus additional service. To Food building & BLC
 - 7.Contract staff for system support, pay phone movement, Bank Machine relocation, sign changes, WEB support, additional support for RICOH, Centre Plate, Stadium, CSA, RAWF, CNE, CCTV cameras and tenants and portion not recovered from shows.

- Increase offset by additional recoveries from Stadium and CSA. Includes help for the new Automotive Conference Centre
- 8.Equipment rental (Gator)
 9. Maintenance for PBX Switch based on new 3 year agreement signed in 2005, less provision for \$ 8,000 savings based on new deal.
 10. Includes recovery from casino

TELEPHONE RECOVERIES	2007 ACTUAL	2008 ACTUAL	2009 FORECAST	2009 BUDGET	2010 BUDGET
TRADELINK	129	0		0	
EX PLACE	32,823	32,823	32,820	33,212	32,820
LIBERTY GRAND - EX PL	0	1,920	3,000	2,000	3,000
CENTREPLATE/SERVO	21,043	21,747	23,800	22,000	23,800
RAWF	27,769	26,159	22,670	25,000	22,670
CONKLIN	0	0	0	0	0
GAB EZEE/NTS [ABM]	4,608	0	0	3,750	0
VARIOUS OTHER	1,400	0	0	3,200	0
VANBOTS-CONFERENCE CENTRE			4,800	1,500	4,800
SOCCER STADIUM/BMO FIELD	54,315	80,315	77,412	75,000	77,412
FCT COMMUNICATION	7,920	5,460	5,280	5,500	5,280
GES	2,978	3,001	3,000	3,000	3,000
VARIOUS TENANTS	4,440	10,879	13,476	1,000	14,076
PCL	3,855	0	0	0	0
CSA - Stadium	4,760	6,404	8,032	6,500	8,032
MLSE-RICOH	52,298	57,799	57,956	55,000	57,956
COT-TABIA	2,039	1,117	0	0	600
	220,376	247,624	252,246	236,662	253,446

DIRECT ENERGY CENTRE

7300 - ADVERTISING AND SPONSORSHIP

ACTV	NEW ACCT#	ACCOUNT NAME	2007 ACTUAL	2008 ACTUAL	2009 FORECAST	2009 BUDGET	2010 BUDGET	%Increase	Notes
1-60-830-60830-									
<u>EXPENSES</u>									
7090	63120	PRODUCTION	0	0	5,000	11,000	5,000	(55)	1
7092	60401	ADMINISTRATIVE	22,493	18,942	11,000	19,000	11,000	(42)	2
7095	60413	COMMISSIONS	28,520	17,434	17,450	19,000	6,273	(67)	
7098	60412	COMMISSIONS - CONTRA ACCOUNT	0	0	0	0	0	0	
TOTAL EXPENSES			51,013	36,376	33,450	49,000	22,273	(55)	
7080	42000	REVENUE	241,896	245,499	212,000	285,000	200,954	(29)	3
NET PROFIT (LOSS)			190,883	209,123	178,550	236,000	178,681	(24)	

NOTES

1. Production / Signage work for new business.
2. New sponsorship agreement with Eamonn O'Loghlin, no monthly fees payable, just commission (portion of salary)
3. Decrease due to loss of Toronto Star.

DIRECT ENERGY CENTRE
8001 - EXECUTIVE EXPENSES

ACTV	NEW ACCT#	ACCOUNT NAME	2007 ACTUAL	2008 ACTUAL	2009 FORECAST	2009 BUDGET	2010 BUDGET	%Increase	Notes
1-60-801-60801-									
<u>EXPENSES</u>									
8001	60000	SALARIES ADMIN.	247,547	248,658	269,660	262,811	253,232	(4)	1
8002	60002	WAGES - PART TIME	0	8,782	1,000	1,000	1,000	0	2
8102	60001	BENEFITS	55,182	61,664	59,047	64,290	66,351	3	1
8103	69901	SICK BANK CONTRIBUTIONS	15,240	0	0	0	0	0	
8212	60437	MEALS & ENTERTAINMENT	1,013	2,745	2,500	3,600	3,000	(17)	3
8215	60423	DUES & SUBSCRIPTIONS	9,637	10,346	9,500	9,750	9,750	0	
8219	60441	MISCELLANEOUS EXPENSES	5,652	8,408	2,500	3,100	3,100	0	
8225	60434	LEGAL FEES - Net	0	0	0	0	0	0	
8228	60447	PROFESSIONAL FEES	799	1,298	4,500	4,500	4,500	0	
8238		OFFICE RENOVATION	63,365	0	0	0	0	0	
8249	63125	SMALL EQUIPMENT	0	1,607	1,000	1,000	1,000	0	
8261	63106	EQUIPMENT RENTAL	0	0	1,500	2,500	2,500	0	4
8531	63119	PRINTING & STATIONERY	0	0	500	500	500	0	
8532	63023	OFFICE SUPPLIES	8,314	8,716	8,500	9,785	9,785	0	
8540	63118	COURIER	162	234	500	500	500	0	
8575	60461	TELEPHONE	753	821	1,200	1,200	1,200	0	
8585	60416	CONFERENCE DEVELOPMENT	3,944	0	0	0	0	0	
TOTAL EXPENSES			411,608	353,279	361,907	364,536	356,418	(2)	

NOTE:

1. Includes provision for merit increase.
2. Costs relating to receptionist coverage for staff on vacation / sick.
3. Board related and local sales entertainment.
4. Copier rental for business centre, enhancement of show and customer services, decrease due to business centre, providing own cost for equipment supplies (toner / cartridge). DEC pays for equipment rental.

DIRECT ENERGY CENTRE

8002 - CHIEF FINANCIAL OFFICER

ACTV	NEW ACCT#	ACCOUNT NAME	2007 ACTUAL	2008 ACTUAL	2009 FORECAST	2009 BUDGET	2010 BUDGET	%Increase	Notes
1-60-802-60802-									
<u>EXPENSES</u>									
8245	60409	CREDIT CARD DISCOUNTS	56,414	80,180	80,000	79,000	81,000	3	2
8501	60408	BAD DEBT EXPENSE	21,231	60,164	18,000	18,000	18,000	0	
8502	60409	BANK SERVICE CHARGES	2,521	3,338	1,300	1,200	1,300	8	
SUB-TOTAL			80,165	143,681	99,300	98,200	100,300	2	
								0	
8595	69800	DEPRECIATION - EQUIPMENT	12,169	14,741	10,000	13,500	9,200	(32)	
8103	69901	VACATION BENEFITS	0	0	0	0	0	0	1
8104	69900	SICK BENEFITS	0	0	0	0	0	0	1
SUB-TOTAL			12,169	14,741	10,000	13,500	9,200	(32)	
TOTAL EXPENSES			92,334	158,423	109,300	111,700	109,500	(2)	
<u>REVENUE</u>									
7800	49003	INTEREST INCOME	255,883	237,033	103,000	249,630	105,248	(58)	3
7825	49004	MISCELLANEOUS INCOME	245,791	185,536	14,034	14,034	25,000	78	
7829	49005	ABM COMMISSIONS	100,045	106,467	94,611	125,000	115,996	(7)	5
7829	49005	OFFICIAL SUPPLIER	130,029	108,917	105,400	124,420	126,652	2	4
TOTAL REVENUE			731,748	637,953	317,045	513,084	372,896	(27)	
NET PROFIT (LOSS)			639,414	479,530	207,745	401,384	263,396	(34)	

NOTE:

1. PSAB prescribed requirements, no budget usually provided for; actual cost and or recovery accounted for and reported at end of fiscal year.
2. Increase due to exhibitor orders now fully e-commerce, therefore, additional charge paid to financial institution on a transaction basis in addition to credit card discount
3. Average interest rate estimated at 1% for 2010 to reflect current market rate.
4. Includes \$10,000 per year as per 3 years agreements with Mendelssohn expires September 30, 2011 plus 6% commission on revenue earned by GES from shows. 2010 budgeted commission from GES is based on the average from 2006 to 2009.
5. To reflect lower attendance due to the tight economy.

DIRECT ENERGY CENTRE

8003 - MARKETING EXPENSES

ACTV	NEW ACCT#	ACCOUNT NAME	2007 ACTUAL	2008 ACTUAL	2009 FORECAST	2009 BUDGET	2010 BUDGET	%Increase	Notes
1-60-803-60803-									
<u>EXPENSES</u>									
8001	60000	SALARIES - ADMIN.	517,140	606,296	615,967	677,708	695,690	3	1
8102	60001	BENEFITS	104,192	131,642	168,000	168,443	172,894	3	1
8211	60465	TRAVEL	3,152	4,274	6,000	6,000	6,000	0	2
8214	60418	MEETINGS & CONVENTIONS-Includes BOG Budget	56,692	87,592	50,000	50,000	50,000	0	
8215	60423	DUES & SUBSCRIPTIONS-Includes BOG budget	55,963	16,265	27,000	27,000	27,000	0	
8219	60441	MISCELLANEOUS EXPENSES	526	1,086	4,500	4,500	4,500	0	
8232	60404	ADVERTISING	78,705	69,798	95,000	95,000	95,000	0	
8235	60419	CORPORATE ADVERTISING	43,430	40,250	40,000	46,000	46,000	0	
8236	60438	MEDIA / PUBLIC RELATIONS	0	6,021	5,000	5,000	5,000	0	
8248	63122	RESOURCE MATERIALS-Inc. BOG budget	4,004	108,557	47,000	47,000	47,000	0	
8532	63023	OFFICE SUPPLIES - Includes BOG budget	8,746	14,563	7,000	9,800	9,800	0	
8540	63118	COURIER	2,622	2,995	2,500	2,500	2,500	0	
8575	60461	TELEPHONE	4,298	6,592	6,000	3,300	3,300	0	
8585	60453	MARKETING FEE SMG	65,000	65,000	65,000	65,000	65,000	0	3
		CONVENTION DEVELOPMENT/SPECIAL EVENTS FUND		0	250,000	250,000	250,000	0	4
		TOTAL EXPENSES	944,470	1,160,931	1,388,967	1,457,250	1,479,684	2	

NOTE:

1. Provision for merit increase.
2. SMG facility visit / travel - annual conference; Trade Conferences booth staffing.
3. Contractual marketing alliance arrangement with SMG.
4. TMIF (Toronto Marketing Incentive Fund) for Marketing of Conference Centre, DEC and Ex Place all grounds, dollars are being matched by Tourism Toronto.

DIRECT ENERGY CENTRE

8007 - EVENT SERVICES EXPENSES

ACTV	NEW ACCT#	ACCOUNT NAME	2007 ACTUAL	2008 ACTUAL	2009 FORECAST	2009 BUDGET	2010 BUDGET	%Increase	Notes
1-60-807-60807-									
<u>EXPENSES</u>									
8001	60000	SALARIES - PERM.	678,167	763,288	744,872	777,691	758,265	(2)	1
8002	60002	SALARIES - TEMP	92,577	80,766	64,767	64,038	65,000	2	1
8102	60001	BENEFITS	179,428	181,089	197,000	197,098	193,193	(2)	
8212	60437	MEALS & ENTERTAINMENT	1,755	971	1,800	1,800	1,800	0	
8214	60418	MEETINGS AND CONVENTIONS	5,146	7,470	7,500	3,000	3,000	0	2
8215	60423	DUES & SUBSCRIPTIONS	1,247	1,329	1,500	2,000	2,000	0	3
8219	60441	MISCELLANEOUS EXPENSES	3,085	5,757	5,500	2,500	2,500	0	4
8249	63125	SMALL EQUIPMENT	0	1,941	2,000	2,000	2,000	0	5
8455	63127	UNIFORMS	1,948	2,486	2,500	3,400	3,400	0	
8531	63119	PRINTING & STATIONERY	0	1,899	1,000	2,600	2,600	0	
8532	63023	OFFICE SUPPLIES - EC GROUP	14,372		8,000	10,500	10,500	0	
	63023	OFFICE SUPPLIES -EXHIBITOR SERVICES	50,977	25,684	17,000	18,375	18,000	(2)	6
8540	63118	COURIER	256	326	250	250	250	0	
8575	60461	TELEPHONE	12,016	13,635	13,000	13,000	13,000	0	7
TOTAL EXPENSES			1,040,974	1,086,640	1,066,689	1,098,252	1,075,508	(2)	

NOTES:

1. Provision for merit increase.
2. Director and Manager travel to conventions, consistent with prior year experience (SMG, IAAM, CAEM, IFMA)
3. Association memberships (Director - IAAM, CAEM), (Manager - IAAM, IFMA)
4. Departmental mileage, parking etc.
5. For additional desks, computers and other equipment.
6. Supplies for Show Manager / Exhibitor Services sales kit.
7. Telephone expenses, including EP events.

DIRECT ENERGY CENTRE

EXPENSE RECOVERY

ACTV	NEW ACCT#	ACCOUNT NAME	2007 ACTUAL	2008 ACTUAL	2009 FORECAST	2009 BUDGET	2010 BUDGET	%Increase	Notes
1-60-815-60815-									
<u>EXPENSES RECOVERIES</u>									
7826	61113	CONCESSION UTILITY RECOV - SERVO	(75,509)	(66,769)	(63,242)	(88,302)	(81,694)	(7)	1
7828	61021	CLEANING RECOVERY - SERVO	(24,264)	(27,195)	(25,758)	(24,256)	(25,469)	5	
TOTAL EXPENSES			(99,773)	(93,963)	(89,000)	(112,558)	(107,163)	(5)	

NOTES:

1. 1% utility recovery per contractual arrangements, based on F&B sales; cleaning for corporate events in excess of \$15 @ .50C per head

THE BOARD OF GOVERNORS OF EXHIBITION PLACE

ALLSTREAM CENTRE

SUMMARY

PAGE	ACCOUNT NAME	2007 ACTUAL	2008 ACTUAL	3 MONTHS 2009 FORECAST	3 MONTHS 2009 BUDGET	2010 BUDGET	%Increase	Notes
	REVENUE (The building was under construction in 2009; therefore, revenue was budgeted at 3 months of operation)							5
	RENTAL			149,636	149,636	832,059	456	5
	CATERING CONCESSIONS/RENTALS			4,000	106,526	592,950	457	
	SHOW SERVICES - NET			73,083	73,083	177,034	142	
	PARKING			48,500	48,500	194,180	300	
	CNE OPERATING COST RECOVERY			0	0	86,601	0	3
	TOTAL REVENUE			275,219	377,745	1,882,823	398	
	DEPARTMENTAL OVERHEAD EXPENSES							
76	BUILDING OPERATIONS			107,000	107,000	507,000	374	
77	CLEANING AND DÉCOR			66,800	66,800	197,912	196	
78	FINANCE			9,507	9,507	398,653	4093	
79	CONCIERGE SERVICE			37,200	37,200	51,070	37	
80	OFFICIAL OPENING & START UP PROVISION			50,000	50,000	0	(100)	
84	SALES AND MARKETING			182,267	182,267	249,718	37	
85	EVENT SERVICES			68,200	68,200	152,023	123	
86	HOUSE TECHNICIAN			84,940	84,940	78,492	(8)	
	TOTAL OPERATING EXPENSES			605,914	605,914	1,634,868	170	
	ANNUAL CASH IN (OUT) FLOW BEFORE DEBT			(330,695)	(228,169)	247,956	(209)	
83	LESS: DEBT SERVICE-FCM LOAN			0	0	(117,344)	0	4
83	LESS: DEBT SERVICE-CITY LOAN			0	0	(442,034)	0	1
	CASH FLOW - AFTER DEBT PAYMENT			(330,695)	(228,169)	(311,422)	36	
	CASH IN FLOW PAYABLE TO CITY RESERVE			0	0	0	0	2
	CASH FLOW BEFORE NAMING FEES			(330,695)	(228,169)	(311,422)	36	
82	NAMING FEES - DIRECT ENERGY			700,000	700,000	700,000	0	2
81	NAMING FEES - ALLSTREAM			234,700	234,700	468,000	99	2
	NET CASH FLOW BEFORE TRANSFER TO (OUT FROM) CITY			604,005	706,531	856,578	21	
	TRANSFER (TO) FROM CITY RESERVE			(604,005)	(706,531)	(856,578)	21	2
	NET CASH FLOW AFTER PAYMENT TO RESERVE			0	0	0	0	

NOTES:

- Debt payment to start after the first full year of operation per loan agreement with the City. Interest at 5% over 25 years.
- The City and the Board agree that the City shall establish an obligatory interest-bearing reserve fund to be called the "Exhibition Place Conference Centre Reserve Fund" per the Loan Agreement and the Board shall place all revenues received under any naming rights agreement Conference Centre Reserve Fund" per the Loan Agreement and the Board shall place all revenues received under any naming rights agreement for the Direct Energy Centre and the Conference Centre (less any activation costs or commissions payable); plus any surplus from Exhibition Place consolidated operations as approved by City Council from time to time in the Exhibition Place Conference Centre Reserve Fund, which shall be used by the City to provide a source of funding for any shortfall by the Board in respect of the loan payments as required under the Agreement. Balance in Reserve at the end of 2009 expected to be approximately \$ 5M from prior year surplus contribution and Naming Fees plus any 2009 surplus will add to this.
- CNE operating cost recovery and one month staff recovery as per proforma info.
- FCM loan for LEED designation and capital restoration/heritage redevelopment (\$2.0M @ 1.43% for 20 yrs)
- Events previously held in the Automotive Building are now using the BLC and included in DEC's budget to be consistent with prior years.

ALLSTREAM CENTRE

70-701 BUILDING OPERATIONS

ACTV	NEW ACCT#	ACCOUNT NAME	2007 ACTUAL	2008 ACTUAL	2009 FORECAST	2009 BUDGET	2010 BUDGET	%Increase	Notes
1-70-701-70701-									
<u>EXPENSES</u>									
60255		HYDRO			51,000	51,000	250,000	390	
60252		GAS			22,000	22,000	106,500	384	
60281		WATER			9,000	9,000	42,500	372	
61025		ELEVATORS & ESCALATORS			2,000	2,000	10,000	400	
61083		HVAC			5,100	5,100	25,000	390	
60427		FIRE PROTECTION			3,000	3,000	15,000	400	
61010		BUILDING REPAIR & MAINTENANCE			2,000	2,000	10,000	400	
61077		PLUMBING REPAIR & MAINTENANCE			3,700	3,700	18,000	386	
61032		ELECTRICAL			9,200	9,200	30,000	226	1
TOTAL EXPENSES					107,000	107,000	507,000	374	

NOTE:

1.For electrical maintenance.

ALLSTREAM CENTRE

70-702 CLEANING AND DÉCOR

ACTV	NEW ACCT#	ACCOUNT NAME	2007 ACTUAL	2008 ACTUAL	2009 FORECAST	2009 BUDGET	2010 BUDGET	%Increase	Notes
1-70-702-70702-									
<u>EXPENSES</u>									
60002		SALARIES & BENEFITS - HOURLY (BASE BUILDING)			61,300	61,300	155,912	154	1
60002		SALARIES & BENEFITS - HOURLY (RECOVERABLE)			61,300	61,300	92,331	51	1
60002		TOTAL SALARIES & BENEFITS - HOURLY			122,600	122,600	248,243	102	1
61099		RECOVERIES-VARIOUS			(61,300)	(61,300)	(92,331)	51	1
61107		BOG RECOVERIES			0	0	0	0	
61108		DEC RECOVERIES			0	0	0	0	
61020		CNEA RECOVERIES			0	0	0	0	
61086		RICOH RECOVERIES			0	0	0	0	
61097		STADIUM RECOVERIES WAGES			0	0	0	0	
		MAINT. SALARIES AND BENEFITS - HOURLY			61,300	61,300	155,912	154	
60255		CLEANING SUPPLIES			1,000	1,000	20,000	1900	
60252		LANDSCAPING			2,500	2,500	12,000	380	
60281		SNOW REMOVAL			2,000	2,000	10,000	400	
		SUBTOTAL			5,500	5,500	42,000	664	
		TOTAL EXPENSES			66,800	66,800	197,912	196	

NOTE:

1.2009 Staffing per proforma submitted to City.

ALLSTREAM CENTRE

70-703 FINANCE

ACTV	NEW ACCT#	ACCOUNT NAME	2007 ACTUAL	2008 ACTUAL	2009 FORECAST	2009 BUDGET	2010 BUDGET	%Increase	Notes
1-70-703-70703-									
<u>EXPENSES</u>									
	60000	SALARIES - PERMANENT			7,667	7,667	46,460	506	1
	60001	BENEFITS			1,840	1,840	12,193	563	1
	60002	SALARIES - TEMP			0	0	0	0	
	69800	AMORTIZATION EXPENSE-FF&E			0	0	340,000	0	2
		TOTAL EXPENSES			9,507	9,507	398,653	4093	

NOTE:

1. 2009 Staffing per proforma submitted to City.
2. FF&E budgeted at \$3.4 millions, assuming a ten years useful life.

ALLSTREAM CENTRE

70-704 CONCIERGE SERVICE

ACTV	NEW ACCT#	ACCOUNT NAME	2007 ACTUAL	2008 ACTUAL	2009 FORECAST	2009 BUDGET	2010 BUDGET	%Increase	Notes
1-70-704-70704-									
<u>EXPENSES</u>									
60000		SALARIES - PERMANENT			30,000	30,000	40,400	35	1
60001		BENEFITS			7,200	7,200	10,670	48	1
60002		WAGES - SECURITY SERVICES			0	0	0	0	2
TOTAL EXPENSES					37,200	37,200	51,070	37	

NOTE:

1. 2009 Staffing per proforma submitted to City.
2. Security service for door lock deficiency

ALLSTREAM CENTRE

70-705 OFFICIAL OPENING AND START UP PROVISION

ACTV	NEW ACCT#	ACCOUNT NAME	2007 ACTUAL	2008 ACTUAL	2009 FORECAST	2009 BUDGET	2010 BUDGET	%Increase	Notes
1-70-705-70705-									
REVENUE									
	49040	SPONSORSHIP/OFFICIAL SUPPLIER			0	0	0	0	
		TOTAL REVENUE			0	0	0	0	
EXPENSES									
	61072	PMD-VARIOUS EXPENSES			50,000	50,000	0	(100)	
		TOTAL EXPENSES			50,000	50,000	0	(100)	
		NET PROFIT (LOSS)			(50,000)	(50,000)	0	(100)	

ALLSTREAM CENTRE

70-706 NAMING RIGHTS - EXHIBITION PLACE

ACTV	NEW ACCT#	ACCOUNT NAME	2007 ACTUAL	2008 ACTUAL	2009 FORECAST	2009 BUDGET	2010 BUDGET	%Increase	Notes
1-70-706-70706-									
	49041	NAMING FEE REVENUE			520,000	520,000	520,000	0	
		EXPENSE							
	60205	RE-BRANDING INCLUDING BUILDING SIGNAGE			175,000	175,000	0	(100)	
	60200	COMMISSION			52,000	52,000	52,000	0	
	60201	ADMINISTRATIVE COSTS			5,000	5,000	0	(100)	
	60202	PRODUCTION EXPENSE			53,300	53,300	0	(100)	
					<u>285,300</u>	<u>285,300</u>	<u>52,000</u>	<u>(82)</u>	
		NET INCOME (LOSS)			234,700	234,700	468,000	99	
	60203	TSF TO CITY CONFERENCE CENTRE OBLIGATORY RESERVE FUND			(234,700)	(234,700)	(468,000)	99	1
		NET INCOME (LOSS) AFTER TRANSFER TO RESERVE			<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	

NOTE:

1. The City and the Board agree that the City shall establish an obligatory interest-bearing reserve fund to be called the "Exhibition Place Conference Centre Reserve Fund" per the Loan Agreement and the Board shall place all revenues received under any naming rights agreement Conference Centre Reserve Fund" per the Loan Agreement and the Board shall place all revenues received under any naming rights agreement for the Direct Energy Centre and the Conference Centre (less any activation costs or commissions payable); plus any surplus from Exhibition Place consolidated operations as approved by City Council from time to time in the Exhibition Place Conference Centre Reserve Fund, which shall be used by the City to provide a source of funding for any shortfall by the Board in respect of the loan payments as required under the Agreement. Balance in Reserve at the end of 2009 expected to be approximately \$ 5M from prior year surplus contribution and Naming Fees plus any 2009 surplus will add to this.

ALLSTREAM CENTRE

70-707 NAMING RIGHTS - DIRECT ENERGY CENTRE

ACTV	NEW ACCT#	ACCOUNT NAME	2007 ACTUAL	2008 ACTUAL	2009 FORECAST	2009 BUDGET	2010 BUDGET	% Increase	Notes
1-70-707-70707-									
	49041	<u>NAMING FEE</u>			700,000	700,000	700,000	0	
		<u>EXPENSE</u>							
	60205	RE-BRANDING INCLUDING BUILDING SIGNAGE			0	0	0	0	
	60200	COMMISSION			0	0	0	0	
	60201	ADMINISTRATIVE COSTS			0	0	0	0	
	60202	PRODUCTION EXPENSE			0	0	0	0	
					0	0	0	0	
		NET INCOME (LOSS)			700,000	700,000	700,000	0	
	60203	TSF TO CITY CONFERENCE CENTRE OBLIGATORY RESERVE FUND			(700,000)	(700,000)	(700,000)	0	1
		NET INCOME (LOSS) AFTER TRANSFER TO RESERVE			0	0	0	0	

NOTE:

1. The City and the Board agree that the City shall establish an obligatory interest-bearing reserve fund to be called the "Exhibition Place Conference Centre Reserve Fund" per the Loan Agreement and the Board shall place all revenues received under any naming rights agreement Conference Centre Reserve Fund" per the Loan Agreement and the Board shall place all revenues received under any naming rights agreement for the Direct Energy Centre and the Conference Centre (less any activation costs or commissions payable); plus any surplus from Exhibition Place consolidated operations as approved by City Council from time to time in the Exhibition Place Conference Centre Reserve Fund, which shall be used by the City to provide a source of funding for any shortfall by the Board in respect of the loan payments as required under the Agreement. Balance in Reserve at the end of 2009 expected to be approximately \$ 5M from prior year surplus contribution and Naming Fees plus any 2009 surplus will add to this.

ALLSTREAM CENTRE

70-708 DEBT PAYMENTS

ACTV	NEW ACCT#	ACCOUNT NAME	2007 ACTUAL	2008 ACTUAL	2009 FORECAST	2009 BUDGET	2010 BUDGET	%/Increase	Notes
<u>EXPENSE</u>									
1-70-708-70801-									
	60781	CITY DEBT - PRINCIPAL			0	0	145,367	0	1
	60780	CITY DEBT - INTEREST			0	0	296,667	0	1
		SUBTOTAL CITY DEBT			0	0	442,034	0	
1-70-708-70802-									
	60781	FCM LOAN-PRINCIPAL			0	0	87,045	0	2
	60780	FCM LOAN-INTEREST			0	0	30,299	0	2
		SUBTOTAL FCM DEBT			0	0	117,344	0	
		TOTAL DEBT PAYMENTS			0	0	559,378	0	

NOTES:

1. 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 payment will start on November 1, 2010.
2. FCM loan for LEED designation and capital restoration/heritage redevelopment (\$2.0M @ 1.43% for 20 yrs). First disbursement of loan advance from FCM is scheduled in the 4th quarter of 2009. First loan repayment will start six months after the advance date.

ALLSTREAM CENTRE

70-709 SALES AND MARKETING

ACTV	NEW ACCT#	ACCOUNT NAME	2007 ACTUAL	2008 ACTUAL	2009 FORECAST	2009 BUDGET	2010 BUDGET	%Increase	Notes
1-70-709-70709-									
<u>EXPENSES</u>									
60000		SALARIES - PERMANENT			106,667	106,667	160,050	50	
60001		BENEFITS			25,600	25,600	39,668	55	
6XXXX		VARIOUS OVERHEAD EXPENSES			50,000	50,000	50,000	0	1
60465		TRAVEL						0	
60418		MEETINGS & CONVENTIONS						0	
60423		DUES & SUBSCRIPTIONS						0	
60441		MISCELLANEOUS EXPENSES						0	
60404		ADVERTISING						0	
60419		CORPORATE ADVERTISING						0	
60438		MEDIA / PUBLIC RELATIONS						0	
63122		RESOURCE MATERIALS						0	
63023		OFFICE SUPPLIES						0	
63118		COURIER						0	
60461		TELEPHONE						0	
		TOTAL EXPENSES			182,267	182,267	249,718	37	

NOTE:

1. Amount per annualized proforma, however, full amount required in start up year, therefore, expenditures are not pro-rated.

ALLSTREAM CENTRE

70-710 EVENT SERVICES

ACTV	NEW ACCT#	ACCOUNT NAME	2007 ACTUAL	2008 ACTUAL	2009 FORECAST	2009 BUDGET	2010 BUDGET	%Increase	Notes
1-70-710-70710-									
<u>EXPENSES</u>									
60000		SALARIES - PERMANENT			55,000	55,000	121,200	120	1
60001		BENEFITS			13,200	13,200	30,823	134	1
6XXXX		VARIOUS OVERHEAD EXPENSES			0	0	0	0	
TOTAL EXPENSES					68,200	68,200	152,023	123	

NOTE:

1.2009 Staffing per proforma submitted to City.

ALLSTREAM CENTRE

70-711 HOUSE TECHNICIAN

ACTV	NEW ACCT#	ACCOUNT NAME	2007 ACTUAL	2008 ACTUAL	2009 FORECAST	2009 BUDGET	2010 BUDGET	%Increase	Notes
1-70-711-70711-									
<u>EXPENSES</u>									
60000		SALARIES - PERMANENT			62,000	62,000	62,620	1	1
60001		BENEFITS			22,940	22,940	15,872	(31)	1
6XXXX		VARIOUS OVERHEAD EXPENSES			0	0	0	0	
TOTAL EXPENSES					84,940	84,940	78,492	(8)	

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

PAGE	ACCOUNT NAME	2007 ACTUAL	2008 ACTUAL	2009 FORECAST	2009 BUDGET	2010 BUDGET	%Increase	Notes
88	REVENUE	8,290,029	10,117,437	9,588,057	9,669,223	10,101,949	4	
89	EXPENSES	7,270,012	9,839,754	9,403,611	9,517,541	9,742,469	2	
	NET OPERATING INC.(LOSS) BEFORE PARTICIPATION FEE	1,020,017	277,683	184,446	151,682	359,480	137	
	LESS MLSE PARTICIPATION FEE	511,947	118,841	92,223	75,841	199,740	163	1
	NET INCOME (LOSS)	508,070	158,841	92,223	75,841	159,740	111	

NOTES:

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

THE BOARD OF GOVERNORS OF EXHIBITION PLACE

NATIONAL SOCCER STADIUM (BMO FIELD)

REVENUES

ACTV	ACCT#	ACCOUNT NAME	2007 ACTUAL	2008 ACTUAL	2009 FORECAST	2009 BUDGET	2010 BUDGET	%Increase	Notes
		REVENUES							
		CSA SOCCER USAGE FEE	43,877	50,317	8,910	23,500	76,000	223	1
		MLS USAGE FEE/TORONTO FC	255,000	307,500	322,261	283,669	306,914	8	2
		EVENT RENTAL FEE	57,850	134,354	120,000	120,000	170,100	42	13
		FIFA U20 TOURNAMENT	488,035	0	0	0	0	0	3
		OTHER USAGE FEES INCL. BUBBLE RENTAL	478,217	880,640	683,233	767,819	601,048	(22)	4
		CLUB SEATS	78,944	78,517	74,609	74,609	78,913	6	
		FACILITY USER FEE - CRF PRO TEAMS	392,733	359,629	359,589	321,140	364,196	13	5
		TICKETING REBATES	498,641	179,460	169,545	169,545	198,470	17	6
		CORPORATE SPONSORS (TOTAL)	594,589	853,750	872,969	787,969	842,668	7	14
		SUITE RENTAL	493,025	570,024	538,915	538,915	622,541	16	15
		F&B EBITDA (INCL. FIFA U20 IN 2007)	4,376,379	4,244,619	4,060,531	4,177,874	4,310,677	3	8
		SUITE F&B EBITDA - PINANNCE COMMISSION	200,093	151,170	128,681	120,014	134,803	12	9
		OUTSIDE VENDORS F & B	139,309	97,703	87,690	94,005	108,071	15	10
		MERCHANDISE EBITDA (INCL. FIFA U20)	141,496	117,141	84,347	129,672	111,051	(14)	11
		BROADCASTING	0	172,755	146,665	102,380	103,200	1	12
		INTEREST REVENUE	51,842	23,759	0	28,000	0	(100)	16
		SUBTOTAL	8,290,029	8,221,339	7,657,945	7,739,111	8,028,652	4	
		TRADES RECOVERABLE							
		VARIOUS TRADES - LABOR, ELECT, IATSE, SECURITY	0	1,896,098	1,930,112	1,930,112	2,073,297	7	7
		TOTAL REVENUES	8,290,029	10,117,437	9,588,057	9,669,223	10,101,949	4	

NOTES:

- Increase number of events from 2 to 6 per the LOI.
- 2010 based on 15 Regular Season TFC, 2 CONCACAF, 1 Friendly, 1 Playoff = 19 TFC games + CPI.
2009 based on 18 games + CPI. 2008 based on 17 games plus All Star. 2007 based on 20 games.
- No FIFA tournament was budgeted beyond 2007, Canada may not be awarded this tournament for a few years.
- 2010 decrease due to non-prime time hours over estimated in 2009, shortened bubble season due to TFC early April start. Decrease offset by additional event rental revenue.
- Added 6 MLL games and 1 added TFC game
- Added 6 MLL games and increase CSA games from 2 to 6 as per LOI
- Increase in revenue offset by additional trades expenses
- Added 6 MLL games and 1 added TFC game
- Added 6 MLL games and 1 added TFC game
- In 2007 this item was included in F & B.
- Lower per cap anticipated in 2010 based on actual from 2009 to date, \$2.89 vs. \$4.21 in 2009 budget.
- 08 revenue from TFC @ 2K per game, now includes for 09 revenue from visiting broadcasters
- Increase corporate rentals and added 6 MLL games to budget
- 2010 Sponsorship revenue is based on \$787,968 from 2009 * 2.5% CPI
2009 based on achieving max (max = \$750,000 + CPI); rec'd 17.5% from TFC to a max of \$750 + CPI (2008 based on pro rats share)
- 20 Suites up for renewal with an average of 15% increase
- No interest income in 2010 because BMO account is rate is Prime minus 3.4 %, with prime being below the min 3.4%.

NATIONAL SOCCER STADIUM (BMO FIELD)

EXPENSES

ACTV	ACCT#	ACCOUNT NAME	2007 ACTUAL	2008 ACTUAL	2009 FORECAST	2009 BUDGET	2010 BUDGET	%Increase	Notes
		EXPENSES							
		PERSONNEL COSTS - SALARIES	677,280	648,881	717,733	707,220	786,804	11	1
		PERSONNEL COSTS - BENEFITS	94,750	104,541	133,320	118,616	132,929	12	1
		P - T F & B COSTS (Unicco)	410,391	1,223,114	1,146,154	1,199,765	1,177,843	(2)	
		TFC & CSA - F & B ROYALTY	1,060,391	1,084,097	1,015,133	1,041,926	1,088,632	4	
		COST OF GOODS SOLD (F & B)	1,481,853	1,556,246	1,461,791	1,493,898	1,549,986	4	
		WAGES - CLEANING	237,872	154,720	147,383	144,382	139,808	(3)	
		WAGES - LABOUR	35,924	33,648	39,182	40,396	40,464	0	
		WAGES - ELECTRICAL	58,574	34,207	20,806	20,806	21,825	5	
		WAGES - CARPENTRY	50,050	36,028	15,734	15,734	14,000	(11)	2
		WAGES - PAINTING	9,886	13,781	14,172	14,172	11,172	(21)	2
		WAGES - PLUMBING	3,536	12,504	2,669	2,669	3,600	35	
		WAGES - HVAC	7,144	26,579	41,744	41,744	22,744	(46)	2
		VARIOUS TRADES-LABOR, ELECT, IATSE, CLN (RECOVERABLE)	1,173,841	2,026,622	1,896,825	1,896,825	2,052,047	8	3
		WAGES - SECURITY	118,101	137,204	158,285	158,285	131,024	(17)	2
		TRADE SUPPLIES	42,609	43,678	77,934	66,400	76,400	15	4
		TELEPHONE INCL. PORTABLE COMMUNICATIONS	157,044	152,424	141,041	141,041	142,107	1	
		SUPPLIES & EQUIPMENT	115,130	521,154	383,869	383,869	401,065	4	
		TRAVEL, MEALS & ENTERTAINMENT	14,523	29,966	29,845	29,845	19,103	(36)	2
		STAFF TRAINING & DEVELOPMENT (USHERS, EVENTS)	29,141	109,798	109,414	109,414	72,239	(34)	5
		WINTERIZATION - NON LABOUR	68,613	157,016	162,256	162,256	183,000	13	6
		DUMPING FEES/GARBAGE RECOVERABLE	0		13,000	13,000	13,000	0	
		HYDRO-ELECTRICITY	198,954	310,082	347,854	360,000	360,000	0	
		NATURAL GAS	43,939	136,910	139,359	170,400	145,400	(15)	7
		UTILITIES RECOVERED	(6,700)	0	0	0	0	0	
		WATER & SEWAGE	7,991	20,310	20,000	20,000	20,000	0	
		MAINTENANCE & EQUIPMENT	179,594	162,668	99,483	99,483	67,483	(32)	2
		OFFICE & GENERAL	19,975	8,421	45,432	45,432	49,982	10	8
		AUDIT	30,000	30,663	26,820	26,820	28,000	4	
		LEGAL & PROFESSIONAL FEES	40,000	8,468	12,000	12,000	12,000	0	
		INSURANCE	85,769	112,958	106,436	106,436	132,034	24	9
		BOOKING COMMISSION /FEES (OSA) bubble	0	126,730	87,912	139,682	86,720	(38)	10
		INFORMATION TECHNOLOGY COST	0	38,463	48,438	68,438	48,798	(29)	2
		OTHER	214,565	115,373	46,462	46,462	56,882	22	11
		DEPRECIATION	45,000	45,000	85,000	0	40,000	0	
		CAPITAL RESERVE FUNDING - CITY	300,000	400,000	400,000	400,000	400,000	0	
		MLSE MANAGEMENT BASE FEES	200,001	205,000	210,125	210,125	215,378	2	
		GRAND OPENING EXPENSES	64,271	0	0	0	0	0	
		FIFA TURF APPROVAL	0	12,500	0	10,000	0	(100)	
		TOTAL EXPENSES	7,270,012	9,839,754	9,403,611	9,517,541	9,742,469	2	

NATIONAL SOCCER STADIUM (BMO FIELD)

EXPENSES

NOTE:

1. Added two contracting staff (Accounting Coordinator & Assistant F&B Manager), added 3% increase in 2010
2. Reduce operating costs
3. Added events: 6 MLL, 4 CSA
4. Under budgeted in 2009, increase number of phone lines to 255 from 220
5. Savings from bringing staffing in-house
6. Higher labour costs to install and take down bubble
7. Lower usage due to shortened bubble season
8. Increase due to part-time staff recruitment for in-house staffing
9. Increase in 2010 due to adding the Terrorism policy
10. Revised contract with OSA 7% from 10% commission, lower bubble revenue
11. Under budgeted bank charges in 2009