

THE BOARD OF GOVERNORS OF EXHIBITION PLACE

50-116 CHIEF FINANCIAL OFFICER

NOTE:

1. Provision for Merit increase. 2012 benefits increase due to OMERS rates increase.
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 \$593,024.65 for 2011/2012 budget 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. Interest revenue increase to reflect market trend.
6. Miscellaneous revenues primarily consist of rebates from Metro Waste for recycling efforts and proceeds from auction.
7. We have included approx 90% of BMO's labour requirements as recoverable.
8. Manulife benefits for retirees and for employees on LTD. Increase due to increase number of retirees.
9. CAEM, IAAM, A.M. Best and Street.
10. Financial reporting annual maintenance.
11. CGA annual dues for CFO, Accounting Managers and Accounting Supervisor.
12. Amortization for Strachan Outdoor Signage: \$650K straight-line over 15 years.
13. PSAB prescribed requirements, no budget usually provided for; actual cost and or recovery accounted for and reported at end of fiscal year.
14. New pricing for PWC audit services from 2010 to 2014. PWC's proposal dated December 31, 2009
15. Effective July 2010, ADP processing costs increase to: \$47.93 base charges (26 for bi-weekly; 52 for weekly); \$1.71 per pay; and \$1.30 per record of employment.
16. Budget at 2% increase from current year forecast.
17. Monthly bank service charges transferred from Parking department from in 2009.
18. To do as part of the Board strategic plan every five years.

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50-323 ENGINEERING EXPENSES

ACCT# ACCOUNT NAME	2009 ACTUAL	2010 ACTUAL	2011 FORECAST	2011 BUDGET	2012 BUDGET	%Increase	Notes
1-50-323-50323-							
<u>EXPENSE</u>							
60000 SALARIES - PERMANENT	339,030	352,063	349,380	349,380	359,393	3	1
60001 EMPLOYEE BENEFITS - PERMANENT	71,895	75,501	87,708	87,708	93,985	7	
60002 SALARIES AND BENEFITS - HOURLY	2,314	7,046	0	0	0	0	
63126 SUPPLIES & GENERAL	471	465	700	700	700	0	
63119 PRINTING	1,511	2,092	1,900	1,900	1,900	0	
60424 EQUIPMENT RENTAL	5,298	5,527	2,500	2,500	2,500	0	
60800 CONTRACT PERSONNEL	0	0	2,122	2,122	2,186	3	
60425 EXPENSE ALLOWANCES	2,986	462	2,600	2,600	2,600	0	
61999 RECOVERIES CADD & MISC. PRINTING	(720)	(215)	(2,500)	(2,500)	(2,564)	3	
61109 RECOVERIES FROM CAPITAL PROGRAM	(429,695)	(426,985)	(437,088)	(437,088)	(453,378)	4	2
TOTAL EXPENSE	(6,910)	15,957	7,322	7,322	7,322	0	

NOTE:

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

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50-324 WELDING EXPENSES

ACCT# ACCOUNT NAME	2009 ACTUAL	2010 ACTUAL	2011 FORECAST	2011 BUDGET	2012 BUDGET	%Increase	Notes
1-50-324-50324-							
<u>EXPENSE</u>							
60002 SALARIES & BENEFITS - HOURLY (MAINTENANCE)	66,427	72,490	74,910	74,910	78,135	4	1
60009 SALARIES & BENEFITS - HOURLY (RECOVERABLE)	22,315	0	32,583	32,583	32,583	(0)	
TOTAL SALARIES & BENEFITS - HOURLY	88,743	72,490	107,493	107,493	110,718	3	
61107 BOG RECOVERIES	(8,312)	0	(19,939)	(19,939)	(19,939)	0	
61108 DEC RECOVERIES	(362)	0	(7,534)	(7,534)	(7,534)	(0)	
61020 CNEA RECOVERIES	(13,279)	0	(5,110)	(5,110)	(5,110)	0	
61086 RICOH RECOVERIES	(363)	0	0	0	0	0	
61097 BMO FIELD	0	0	0	0	0	0	
61110 ALC RECOVERIES	0	0	0	0	0	0	
MAINTENANCE SALARIES AND BENEFITS - HOURLY	66,427	72,490	74,910	74,910	78,135	4	
60424 EQUIPMENT RENTAL	478	468	1,000	1,000	1,000	0	
61010 BUILDING MAINT. - WELDING SUPPLIES	2,449	3,111	9,000	10,000	9,000	(10)	
SUBTOTAL	2,927	3,579	10,000	11,000	10,000	(9)	
TOTAL EXPENSE	69,354	76,069	84,910	85,910	88,135	3	

NOTE:

1. Provision for COLA increase

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50-325 CARPENTRY EXPENSES

ACCT# ACCOUNT NAME	2009 ACTUAL	2010 ACTUAL	2011 FORECAST	2011 BUDGET	2012 BUDGET	%Increase	Notes
1-50-325-50325-							
<u>EXPENSE</u>							
60002 SALARIES & BENEFITS - HOURLY (MAINTENANCE)	427,303	426,130	458,659	458,659	450,000	(2)	1
60009 SALARIES & BENEFITS - HOURLY (RECOVERABLE)	388,366	470,583	478,458	478,458	478,458	0	
TOTAL SALARIES & BENEFITS - HOURLY	815,669	896,713	937,117	937,117	928,458	(1)	
61107 BOG RECOVERIES	(127,779)	(186,737)	(109,937)	(109,937)	(109,937)	0	1
61108 DEC RECOVERIES	(48,114)	(60,489)	(117,655)	(117,655)	(117,655)	0	1
61020 CNEA RECOVERIES	(116,400)	(122,914)	(69,135)	(69,135)	(69,135)	0	1
61086 RICOH RECOVERIES	(73,625)	(54,770)	(124,195)	(124,195)	(124,195)	0	1
61097 BMO FIELD RECOVERIES	(14,918)	(21,239)	(22,536)	(22,536)	(22,536)	0	1
61110 ALC RECOVERIES	(7,530)	(24,434)	(35,000)	(35,000)	(35,000)	0	
MAINTENANCE SALARIES AND BENEFITS - HOURLY	427,303	426,130	458,659	458,659	450,000	(2)	1
60424 EQUIPMENT RENTAL	512	1,408	1,000	1,000	1,000	0	
63111 LOCKSMITH SUPPLIES	7,529	8,141	18,000	18,000	15,000	(17)	
60801 CONTRACTED SERVICES	150,870	139,062	140,525	140,525	140,525	0	2
61010 BUILDING MAINT. AND REPAIRS	352,300	204,873	207,500	207,500	207,500	0	
61011 CARILLON MAINTENANCE	2,898	1,544	2,500	2,500	2,500	0	
61085 RENTAL OF EQUIPMENT FOR MAINTENANCE	39,451	30,353	25,000	25,000	25,000	0	3
SUBTOTAL	553,559	385,380	394,525	394,525	391,525	(1)	
TOTAL EXPENSE	980,862	811,510	853,184	853,184	841,525	(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.

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50-326 PAINTING EXPENSES

ACCT# ACCOUNT NAME	2009 ACTUAL	2010 ACTUAL	2011 FORECAST	2011 BUDGET	2012 BUDGET	%Increase	Notes
1-50-326-50326-							
<u>EXPENSE</u>							
60002 SALARIES & BENEFITS - HOURLY (MAINTENANCE)	270,290	263,778	385,294	385,294	300,000	(22)	1
60009 SALARIES & BENEFITS - HOURLY (RECOVERABLE)	111,976	167,704	169,559	169,559	169,559	0	
TOTAL SALARIES & BENEFITS - HOURLY	382,266	431,482	554,853	554,853	469,559	(15)	
61107 BOG RECOVERIES	(45,557)	(74,520)	(59,254)	(59,254)	(59,254)	0	1
61108 DEC RECOVERIES	(15,795)	(17,428)	(24,255)	(24,255)	(24,255)	0	1
61020 CNEA RECOVERIES	(26,780)	(36,491)	(45,813)	(45,813)	(45,813)	0	1
61086 RICOH RECOVERIES	(11,177)	(11,090)	(11,156)	(11,156)	(11,156)	0	1
61097 BMO FIELD RECOVERIES	(12,144)	(14,158)	(14,081)	(14,081)	(14,081)	0	1
61110 ALC RECOVERIES	(523)	(14,017)	(15,000)	(15,000)	(15,000)	0	
MAINTENANCE SALARIES AND BENEFITS - HOURLY	270,290	263,778	385,294	385,294	300,000	(22)	1
60424 EQUIPMENT RENTAL	0	0	1,000	1,000	500	(50)	
60801 CONTRACTED SERVICES	1,195	0	2,000	2,000	1,500	(25)	
61010 BUILDING MAINT.	25,010	38,535	20,250	20,250	20,250	0	
SUBTOTAL	26,205	38,535	23,250	23,250	22,250	(4)	
						0	
TOTAL EXPENSE	296,495	302,314	408,544	408,544	322,250	(21)	

NOTE:

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

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50-327 MECHANICAL & GARAGE EXPENSES

ACCT# ACCOUNT NAME	2009 ACTUAL	2010 ACTUAL	2011 FORECAST	2011 BUDGET	2012 BUDGET	%Increase	Notes
1-50-327-50327-							
<u>EXPENSE</u>							
60002 SALARIES & BENEFITS - HOURLY (MAINTENANCE)	72,681	132,683	156,031	156,031	140,000	(10)	1
60009 SALARIES & BENEFITS - HOURLY (RECOVERABLE)	50,942	109,022	14,867	14,867	14,867	0	1
TOTAL SALARIES & BENEFITS - HOURLY	123,623	241,705	170,898	170,898	154,867	(9)	
61107 BOG RECOVERIES	(31,058)	(82,373)	0	0	0	0	1
61108 DEC RECOVERIES	(218)	(1,383)	(9,676)	(9,676)	(9,676)	0	1
61020 CNEA RECOVERIES	(17,159)	(23,302)	(5,191)	(5,191)	(5,191)	0	1
61097 BMO FIELD	(166)	(1,752)	0	0	0	0	1
61086 RICOH RECOVERY	(2,341)	(212)	0	0	0	0	
MAINTENANCE SALARIES AND BENEFITS - HOURLY	72,681	132,683	156,031	156,031	140,000	(10)	1
60424 EQUIPMENT RENTAL	1,226	1,785	1,000	1,000	1,000	0	
63117 PETROLEUM PRODUCTS	2,839	2,867	2,000	2,000	2,000	0	
63107 PROPANE & GASOLINE	24,042	58,951	59,000	59,000	59,000	0	
63102 DIESEL FUEL	47,030	34,778	43,000	43,000	43,000	0	
63102 FUEL OIL	0	0	0	3,500	0	(100)	
61105 VEHICLE MAINTENANCE	41,527	33,230	55,000	55,000	55,000	0	
60466 VEHICLE LICENSES	10,916	10,896	11,000	11,000	11,000	0	
61036 EQUIPMENT MAINTENANCE	77,028	81,135	90,000	100,000	90,000	(10)	
SUBTOTAL	204,608	223,642	261,000	274,500	261,000	(5)	
TOTAL EXPENSE	277,289	356,325	417,031	430,531	401,000	(7)	

NOTE:

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

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50-328 PLUMBING EXPENSES

ACCT# ACCOUNT NAME	2009 ACTUAL	2010 ACTUAL	2011 FORECAST	2011 BUDGET	2012 BUDGET	%Increase	Notes
1-50-328-50328-							
EXPENSE							
60002 SALARIES & BENEFITS - HOURLY (MAINTENANCE)	287,172	345,485	425,595	425,595	425,595	0	1
60009 SALARIES & BENEFITS - HOURLY (RECOVERABLE)	284,304	304,894	166,292	163,292	163,292	0	1
TOTAL SALARIES & BENEFITS - HOURLY	571,476	650,380	591,887	588,887	588,887	0	
61107 BOG RECOVERIES	(49,682)	(74,573)	(46,355)	(46,355)	(46,355)	0	1
61108 DEC RECOVERIES	(106,644)	(84,230)	(17,584)	(17,584)	(17,584)	0	1
61020 CNEA RECOVERIES	(125,818)	(138,302)	(91,037)	(91,037)	(91,037)	0	1
61086 RICOH RECOVERIES	(2,159)	(4,093)	(2,670)	(2,670)	(2,670)	0	1
61097 BMO FIELD	0	0	(5,646)	(5,646)	(5,646)	0	1
61110 ALC RECOVERIES	0	(3,697)	(3,000)	0	0	0	
MAINTENANCE SALARIES AND BENEFITS - HOURLY	287,172	345,485	425,595	425,595	425,595	0	1
60424 EQUIPMENT RENTAL	972	1,033	2,000	2,000	2,000	0	
61104 UNDERGROUND SERVICES	75,608	12,492	95,000	95,000	145,000	53	4
60801 CONTRACTED SERVICE	152,787	59,616	117,004	117,004	117,004	0	5
61077 PLUMBING MAINTENANCE	53,974	46,910	40,000	40,000	40,000	0	6
61010 BUILDING MAINTENANCE	3,042	13,528	52,300	52,300	45,000	(14)	2
60427 FIRE PROTECTION EQUIPMENT	337,612	273,038	216,500	216,500	216,500	0	
63128 KITCHEN EQUIPMENT	0	2,457	5,000	5,000	5,000	0	3
61109 WASHROOM TRAILERS	684	0	17,000	17,000	14,000	(18)	7
61058 LEASABLE F.F. & E.	0	0	0	0	0	0	
SUBTOTAL	624,679	409,074	544,804	544,804	584,504	7	
TOTAL EXPENSE	911,851	754,559	970,399	970,399	1,010,099	4	

NOTE:

1. Provision for increase per collective agreement
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. 2012 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.

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50-329 HVAC EXPENSES

ACCT# ACCOUNT NAME	2009 ACTUAL	2010 ACTUAL	2011 FORECAST	2011 BUDGET	2012 BUDGET	%Increase	Notes
1-50-329-50329-							
<u>EXPENSE</u>							
60002 SALARIES & BENEFITS - HOURLY (MAINTENANCE)	479,804	546,979	441,227	441,227	454,000	3	1
60009 SALARIES & BENEFITS - HOURLY (RECOVERABLE)	146,869	162,972	158,137	258,657	161,617	(38)	1
TOTAL SALARIES & BENEFITS - HOURLY	626,674	709,952	599,364	699,884	615,617	(12)	
61107 BOG RECOVERIES	(31,700)	(27,284)	(10,894)	(10,894)	(10,894)	0	1
61108 DEC RECOVERIES	(102,382)	(109,714)	(113,006)	(213,526)	(116,396)	(45)	1
61020 CNEA RECOVERIES	(12,331)	(15,340)	(21,782)	(21,782)	(21,872)	0	1
61086 RICOH RECOVERIES	(456)	0	(3,429)	(3,429)	(3,429)	0	1
61097 BMO FIELD	0	0	(9,026)	(9,026)	(9,026)	0	1
61110 ALC RECOVERIES	0	(10,634)	0	0	0	0	
MAINTENANCE SALARIES AND BENEFITS - HOURLY	479,804	546,979	441,227	441,227	454,000	3	1
60424 EQUIPMENT RENTAL	3,388	5,087	5,000	5,000	5,000	0	
60801 CONTRACTED SERVICES	157,638	241,899	157,000	157,000	157,000	0	
61036 EQUIPMENT MAINTENANCE	136,076	89,162	132,000	132,000	132,000	0	
61083 REFRIGERATION & AIR CONDITIONING	55,860	47,799	50,000	50,000	50,000	0	
61010 BUILDING MAINTENANCE	50,351	30,082	51,000	51,000	51,000	0	
61028 CONTROLS & BUILDING AUTOMATION	148,198	165,565	120,600	120,600	120,600	0	
63128 KITCHEN EQUIPMENT	0	1,998	9,000	9,000	9,000	0	
SUBTOTAL	551,511	581,592	524,600	524,600	524,600	0	
TOTAL EXPENSE	1,031,315	1,128,571	965,827	965,827	978,600	1	

NOTE:

1. Provision for increase per collective agreement

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50-330 IATSE EXPENSES

ACCT# ACCOUNT NAME	2009 ACTUAL	2010 ACTUAL	2011 FORECAST	2011 BUDGET	2012 BUDGET	%Increase	Notes
1-50-330-50330-							
<u>EXPENSE</u>							
60002 SALARIES & BENEFITS - HOURLY (MAINTENANCE)	146,121	141,287	162,451	162,451	165,737	2	1
60009 SALARIES & BENEFITS - HOURLY (RECOVERABLE)	3,170,211	4,409,517	3,781,651	3,781,651	3,857,284	2	2
TOTAL SALARIES & BENEFITS - HOURLY	3,316,332	4,550,804	3,944,102	3,944,102	4,023,021	2	
61107 BOG RECOVERIES - IATSE	(972,588)	(1,238,693)	(1,071,371)	(1,071,371)	(1,092,798)	2	2
61108 DEC RECOVERIES - IATSE	(640,547)	(1,095,370)	(866,446)	(866,446)	(883,775)	2	2
61020 CNEA RECOVERIES - IATSE	(610,057)	(584,729)	(412,404)	(412,404)	(420,652)	2	2
61086 RICOH RECOVERIES	(786,528)	(565,225)	(780,959)	(780,959)	(796,579)	2	2
61097 BMO FIELD	(54,145)	(302,839)	(135,471)	(135,471)	(138,180)	2	2
61110 ALC RECOVERIES	(106,347)	(622,662)	(515,000)	(515,000)	(525,300)	2	
MAINTENANCE SALARIES AND BENEFITS - HOURLY	146,121	141,287	162,451	162,451	165,737	2	1
63126 SUPPLIES & GENERAL	151	160	500	500	800	60	
60424 EQUIPMENT RENTAL	0	0	1,000	1,000	1,000	0	4
60425 EXPENSE ALLOWANCES	0	119	300	300	300	0	
61036 EQUIPMENT MAINTENANCE	15,754	9,781	14,000	14,000	14,000	0	3
SUBTOTAL	15,905	10,060	15,800	15,800	16,100	2	
TOTAL EXPENSE	162,027	151,347	178,251	178,251	181,837	2	

NOTE:

1. Provision for COLA increase. Estimated at 27% of wages and benefits are not recoverable from shows/events
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.

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50-334 CREATIVE SERVICES - SIGN SHOP

ACCT# ACCOUNT NAME	2009 ACTUAL	2010 ACTUAL	2011 FORECAST	2011 BUDGET	2012 BUDGET	%Increase	Notes
1-50-334-50334-							
EXPENSE							
60002 SALARIES & BENEFITS - HOURLY (MAINTENANCE)	50,642	38,487	30,648	30,648	31,405	2	1
60009 SALARIES & BENEFITS - HOURLY (RECOVERABLE)	115,343	86,826	213,933	213,933	218,257	2	2
TOTAL SALARIES & BENEFITS - HOURLY	165,986	125,313	244,581	244,581	249,661	2	
61107 BOG RECOVERIES - CREATIVE	(40,200)	(23,211)	(115,410)	(115,410)	(118,296)	3	2
61108 DEC RECOVERIES - CREATIVE	(20,555)	(18,415)	(24,335)	(24,335)	(23,918)	(2)	2
61020 CNEA RECOVERIES - CREATIVE	(50,010)	(43,667)	(60,173)	(60,173)	(61,677)	2	2
61086 RICOH RECOVERIES	(4,194)	(664)	(8,784)	(8,784)	(9,003)	3	2
61097 BMO FIELD	0	(306)	(2,732)	(2,732)	(2,800)	3	2
61110 ALC RECOVERIES	(385)	(563)	(2,500)	(2,500)	(2,563)	3	
MAINTENANCE SALARIES AND BENEFITS - HOURLY	50,642	38,487	30,648	30,648	31,405	2	1
63126 SUPPLIES & GENERAL	1,903	1,521	6,000	6,300	6,000	(5)	6
61036 EQUIPMENT MAINTENANCE	1,975	752	2,000	2,000	2,000	0	3
63124 SIGNS SUPPLIES & REPAIRS	38,360	25,020	12,000	12,000	12,360	3	4
61072 PMD (2008 PST on Manufacturing-audit)	0	0	0	0	0	0	5
SUBTOTAL	42,238	27,293	20,000	20,300	20,360	0	
TOTAL EXPENSE	92,880	65,780	50,648	50,948	51,765	2	

NOTE:

1. Provision for increase per collective agreement. Budget provided for non-recoverable portion of salary&benefits of sign shop lead hand
2. Provision for COLA increase
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 only as the result of PST audit.
6. Includes graphic supplies, materials from stores, cutters, blades, ropes, pens, paper, computer discs, and binders.

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50-500 SECURITY SERVICE & COMMUNICATIONS

ACCT#	ACCOUNT NAME	2009 ACTUAL	2010 ACTUAL	2011 FORECAST	2011 BUDGET	2012 BUDGET	%Increase	Notes
1-50-500-50500-								
<u>EXPENSE</u>								
60000	SALARIES - PERMANENT	632,363	647,373	689,905	689,905	648,072	(6)	1
60001	BENEFITS - PERM	143,203	146,289	163,341	163,341	159,125	(3)	1
SUB TOTAL SALARIES AND BENEFITS - PERMANENT		775,566	793,661	853,246	853,246	807,197	(5)	
60002	SALARIES AND BENEFITS - HOURLY	736,519	900,706	700,672	720,672	760,000	5	2
60009	SALARIES & BENEFITS - HOURLY (RECOVERABLE)	332,065	355,563	348,000	328,000	338,000	3	
TOTAL SALARIES & BENEFITS - HOURLY		1,068,584	1,256,270	1,048,672	1,048,672	1,098,000	5	
61107	BOG RECOVERIES	(24,014)	(31,020)	(60,000)	(60,000)	(50,000)	(17)	
61108	DEC RECOVERIES	(57,874)	(54,851)	(60,000)	(85,000)	(60,000)	(29)	
61020	CNEA RECOVERIES	(5,407)	(89,815)	(3,000)	(3,000)	(3,000)	0	
61086	RICOH RECOVERIES	(155,324)	(79,707)	(90,000)	(90,000)	(90,000)	0	3
61097	BMO FIELD	(61,122)	(97,995)	(90,000)	(90,000)	(90,000)	0	5
61110	ALC RECOVERIES	(28,323)	(2,176)	(45,000)	0	(45,000)	0	
SUB TOTAL - HOURLY SALARIES AND BENEFITS		736,519	900,706	700,672	720,672	760,000	5	
63126	SUPPLIES & GENERAL (Includes 8015 8465)	3,558	7,255	4,000	4,000	3,500	(13)	
60424	EQUIPMENT RENTALS	6,107	3,403	5,350	5,350	5,350	0	
60439	MEMBERSHIPS	0	597	650	650	650	0	
63127	UNIFORMS	11,737	13,877	11,000	8,000	11,000	38	
61036	EQUIPMENT MAINTENANCE (Includes 8015 8259 0001&2)	95,626	141,764	80,000	80,000	85,000	6	4
SUB TOTAL - OTHER EXPENSES		117,029	166,896	101,000	98,000	105,500	8	
TOTAL EXPENSE		1,629,114	1,861,263	1,654,917	1,671,917	1,672,697	0	

NOTE:

1. Provision for merit increase. 2012 decrease re one full time staff transferred to HR department 50-107.
2. Provision for merit increase and one contract full time officer-non-permanent position due to extra works required on the ground including Allstream Centre, BMO, tenants and for fire control.
3. Decreased in hours at Ricoh Coliseum due to Ricoh is not staging the same numbers of concerts.
4. For aging radio replacement plan, radio systems, DVR replacement, CCTV etc. Increase due to prior year experience.
5. Decrease starting from 2010 due to bubble relocated to Lamport in 2009 and no Lacross game

THE BOARD OF GOVERNORS OF EXHIBITION PLACE

DIRECT ENERGY CENTRE

SUMMARY

PAGE	ACCOUNT NAME	2009 ACTUAL	2010 ACTUAL	2011 FORECAST	2011 BUDGET	2012 BUDGET	%Increase	Notes
	REVENUE							
	RENTAL - SHOWS	6,848,218	7,409,323	6,308,816	6,308,816	6,362,393	1	1
	RENTAL - RAWF	1,024,994	1,046,825	1,051,715	1,051,715	1,082,040	3	
	SUB TOTAL	7,873,212	8,456,148	7,360,531	7,360,531	7,444,433	1	1
							0	
	ELECTRICAL SERVICES - NET	1,087,734	1,145,305	1,035,596	1,035,596	1,127,844	9	
42200	CATERING CONCESSIONS	998,960	1,002,957	864,413	843,376	893,312	6	2
	SHOW SERVICES - NET	921,767	993,493	1,022,077	1,022,077	1,053,744	3	
67	TELECOMMUNICATIONS - NET	442,123	387,122	468,072	472,068	444,600	(6)	
69	SPONSORSHIP - NET	207,890	187,318	186,000	192,897	210,099	9	3
71	OFFICIAL SUPPLIER	101,531	117,476	113,219	120,751	106,651	(12)	4
71	ABM COMMISSIONS	96,522	92,479	95,196	119,409	80,000	(33)	
71	INTEREST AND OTHER INCOME	296,726	76,794	69,018	55,000	72,000	31	
	NAMING RIGHTS REVENUE - DEC	700,000	700,000	700,000	700,000	700,000	0	
	NAMING RIGHTS EXPENSES & TSF TO RESERVE - DEC	(700,000)	(700,000)	(700,000)	(700,000)	(700,000)	0	
	TOTAL REVENUE	12,026,464	12,459,091	11,214,121	11,221,705	11,432,683	2	
	EXPENSES							
	DIRECT SHOW COSTS - PMD	589,418	730,912	513,555	513,555	475,259	(7)	
67	TELECOMMUNICATION/INFORMATION SYSTEMS	909,526	926,545	781,913	781,413	798,204	2	
70	EXECUTIVE	344,141	335,804	364,870	363,970	372,119	2	
71	FINANCE	72,005	77,249	102,000	102,000	106,000	4	
71	DEPRECIATION	9,176	8,718	4,323	6,000	1,000	(83)	
72	MARKETING	1,356,090	1,340,072	1,518,710	1,511,145	1,559,822	3	
73	EVENT SERVICES	1,077,461	1,147,918	1,103,291	1,102,741	1,163,773	6	
	SUB TOTAL	4,357,817	4,567,218	4,388,663	4,380,825	4,476,177	2	
	EXPENSE RECOVERIES							
74	CENTERPLATE - UTILITIES & CLEANING	(84,323)	(83,914)	(83,968)	(92,624)	(94,902)	2	
	TOTAL EXPENSES	4,273,494	4,483,304	4,304,695	4,288,201	4,381,275	2	
	NET INCOME (LOSS)	7,752,970	7,975,787	6,909,426	6,933,504	7,051,408	2	

NOTE:

- 2012 decrease due to loss of PPPC, co-location of Home Show and Canada Blooms, off year of CMTS. 2010 actuals were high due to the contribution from G8/G20 Summit.
- Catering commission new contract effective July 2010. Guaranteed minimum commission changed from \$1,050K to \$800K
- Increase due to new businesses - National Post
- Decrease due to loss of PPA & co-location of Home Show and Canada Blooms

THE BOARD OF GOVERNORS OF EXHIBITION PLACE

DIRECT ENERGY CENTRE

850 - TELECOMMUNICATIONS

ACCT# ACCOUNT NAME	2009 ACTUAL	2010 ACTUAL	2011 FORECAST	2011 BUDGET	2012 BUDGET	%Increase	Notes
1-60-850-60850-							
<u>EXPENSES</u>							
60000 SALARIES - PERMANENT	395,555	481,733	351,485	351,485	360,274	3	1
60001 BENEFITS - PERMANENT	84,140	92,103	86,628	86,628	92,525	7	1
60002 TEMPORARY WAGES	51,275	77,768	36,000	36,000	38,000	6	7
60800 CONTRACTED STAFF	0	15,360	10,000	0	0	0	11
60423 DUES & SUBSCRIPTION	325	514	550	550	550	0	
60441 MISCELLANEOUS EXPENSES	4,470	1,085	3,000	3,000	3,000	0	8
63101 COMPUTER EQUIPMENT	12,360	10,605	11,000	11,000	11,000	0	4
63125 SMALL EQUIPMENT/SOFTWARE	8,018	3,737	6,000	6,000	6,000	0	
61060 MAINTENANCE AGREEMENTS - MTS ALLSTREAM	20,393	17,269	25,000	24,500	25,604	5	9
63127 UNIFORMS	588	1,944	500	500	500	0	
60463 TELECOM CABLING & FIXTURES	53,470	29,487	14,500	14,500	14,500	0	
63023 OFFICE SUPPLIES	1,022	2,632	1,000	1,000	1,000	0	
60461 TELEPHONE TRUNK & PSTN	179,093	154,530	167,000	167,000	176,000	5	6
60431 COMPUTER SUPPLIES	63,817	28,720	53,450	53,450	53,450	0	2
60456 SOFTWARE MAINTENANCE AGREEMENT	35,000	19,056	25,000	35,000	25,000	(29)	3
60457 RECOVERIES - FINANCIAL REPORTING- CNE	0	(10,000)	(10,000)	(10,000)	(10,000)	0	3
60462 TELECOMMUNICATIONS FROM THIRD PARTY	0	0	800	800	800	0	
TOTAL EXPENSES	909,526	926,545	781,913	781,413	798,204	2	
<u>REVENUE</u>							
43004 TELECOMM - EVENTS - net	183,635	178,734	253,868	233,868	226,223	(3)	
61111 TELEPHONE RECOVERIES	258,487	208,388	214,204	238,200	218,377	(8)	5
TOTAL REVENUE	442,123	387,122	468,072	472,068	444,600	(6)	
NET PROFIT (LOSS)	(467,403)	(539,423)	(313,841)	(309,345)	(353,604)	14	

THE BOARD OF GOVERNORS OF EXHIBITION PLACE

DIRECT ENERGY CENTRE

850 - 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; CNE to share cost.
4. Annual computer replacement.
5. Telephone recoveries as per schedule A below.
6. PSTN & TRUNK access for complete grounds plus additional service. To Food building & BLC
7. Contract staff for system support, pay phone movement, Bank Machine relocation, sign changes, WEB support, additional support for RICOH, Centre Plate, Stadium, CSA, RAWF, CNE, CCTV cameras and tenants and portion not recovered from shows. Increase offset by additional recoveries from Stadium and CSA. Includes help for the new Allstream Centre.
8. Equipment rental (Gator)
9. Three years agreement with MTS Allstream starting March 28, 2011; total contract \$76,812. Used to be PBX Switch maintenance agreement with Bell.
10. IT consulting service (Innosolutions Inc) for system review, email server recoveries etc during 2010-2011.

SCHEDULE A - TELEPHONE RECOVERIES	2009 ACTUAL	2010 ACTUAL	2011 FORECAST	2011 BUDGET	2012 BUDGET
SOCCER STADIUM/BMO FIELD	79,656	82,131	80,800	80,800	80,800
MLSE-RICOH	60,199	50,371	53,000	61,000	55,000
EX PLACE (INTRA-COMPANY; DISCONTINUED IN 2009)	31,787	0	0	0	0
RAWF	23,416	22,462	23,428	24,500	24,500
CENTREPLATE/SERVO	23,309	18,267	17,700	22,500	20,000
CSA - STADIUM	6,742	5,416	6,600	6,600	5,660
FCT COMMUNICATION	4,890	6,698	5,000	5,000	5,000
LIBERTY GRAND - EX PL	3,000	3,000	3,000	3,000	3,000
IKON BUSINESS CENTRE (AT ALLTREAM)	0	794	1,008	2,200	1,000
GES	3,072	489	720	1,100	800
COT-TABIA	1,237	875	600	600	960
MUZIK	3,000	3,000	3,000	3,000	3,000
MEDIEVAL TIME	8,646	7,536	7,200	7,800	7,200
QE THEATRE & FD	2,108	2,755	3,000	3,000	2,757
CERISE	0	1,954	5,448	0	5,000
OUTDOOR BOARDCASTING NETWORK	1,867	1,386	2,000	2,000	2,000
VARIOUS OTHER	4,959	0	600	600	600
RECOVERIES FROM CASINO, AIR SHOW	600	1,253	1,100	14,500	1,100
		0	0	0	0
	258,487	208,388	214,204	238,200	218,377

THE BOARD OF GOVERNORS OF EXHIBITION PLACE

DIRECT ENERGY CENTRE

830 - ADVERTISING AND SPONSORSHIP

ACCT#	ACCOUNT NAME	2009 ACTUAL	2010 ACTUAL	2011 FORECAST	2011 BUDGET	2012 BUDGET	%Increase	Notes
1-60-830-60830-								
<u>EXPENSES</u>								
60401	ADMINISTRATIVE	0	0	0	0	0	0	
60412	COMMISSIONS - CONTRA ACCOUNT	0	0	0	0	0	0	
60413	COMMISSIONS	6,946	15,009	10,000	7,293	19,467	167	1
63120	PRODUCTION	0	0	0	0	0	0	
TOTAL EXPENSES		6,946	15,009	10,000	7,293	19,467	167	
<hr/>								
42000	REVENUE	214,836	202,327	196,000	200,190	229,566	15	2
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NET PROFIT (LOSS)		207,890	187,318	186,000	192,897	210,099	9	

NOTE:

1. New sponsorship agreement with Eamonn O'Loughlin, no monthly fees payable, just commission (portion of salary). @ 7.5% for renewed businesses; Financial Post (new) @ 15%- 1st year, 12.5%- 2nd year and 10% for 3rd years and onward.

2. New deal with Financial Post in 2012 (approx \$30,000 annually; contract not yet finalized). Includes deals with Coke and Ricoh.

THE BOARD OF GOVERNORS OF EXHIBITION PLACE

DIRECT ENERGY CENTRE

801 - EXECUTIVE EXPENSES

ACCT# ACCOUNT NAME	2009 ACTUAL	2010 ACTUAL	2011 FORECAST	2011 BUDGET	2012 BUDGET	%Increase	Notes
1-60-801-60801-							
<u>EXPENSES</u>							
60000 SALARIES - PERMANENT	258,268	253,693	260,634	260,634	265,833	2	1
60001 BENEFITS	50,320	42,266	68,201	68,201	72,636	7	1
60002 SALARIES - TEMPORARY	10,418	10,299	1,000	1,000	1,000	0	2
60416 CONFERENCE DEVELOPMENT	0	1,494	0	0	0	0	
60423 DUES & SUBSCRIPTIONS	9,161	9,996	10,000	10,000	10,000	0	
60437 MEALS & ENTERTAINMENT	1,797	1,240	2,500	3,000	2,500	(17)	3
60441 MISCELLANEOUS EXPENSES	4,006	9,643	4,500	3,100	3,100	0	5
60447 PROFESSIONAL FEES	960	0	3,750	3,750	3,750	0	
63023 OFFICE SUPPLIES	8,173	6,425	9,785	9,785	9,000	(8)	
63106 EQUIPMENT RENTAL	0	0	2,500	2,500	2,500	0	4
63118 POSTAGE & COURIER	460	692	500	500	500	0	
63119 PRINTING & STATIONERY	0	57	500	500	400	(20)	
63125 SMALL EQUIPMENT	578	0	1,000	1,000	900	(10)	
TOTAL EXPENSES	344,141	335,804	364,870	363,970	372,119	2	

NOTE:

1. Provision for Merit increase. 2012 benefits increase due to OMERS rates increase.
2. Costs relating to receptionist coverage for staff on vacation / sick. 2010 actuals were higher due to maternity leave coverage.
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.

THE BOARD OF GOVERNORS OF EXHIBITION PLACE

DIRECT ENERGY CENTRE

802 - CHIEF FINANCIAL OFFICER

ACCT# ACCOUNT NAME	2009 ACTUAL	2010 ACTUAL	2011 FORECAST	2011 BUDGET	2012 BUDGET	%Increase	Notes
1-60-802-60802-							
<u>EXPENSES</u>							
60409 BANK CHARGES & CREDIT CARD DISCOUNTS	83,397	87,039	84,000	84,000	88,000	5	2
60408 BAD DEBT EXPENSE (RECOVERY)	(11,392)	(9,790)	18,000	18,000	18,000	0	
60409 BANK SERVICE CHARGES	0	0	0	0	0	0	
SUB-TOTAL	72,005	77,249	102,000	102,000	106,000	4	
69800 DEPRECIATION - EQUIPMENT	9,176	8,718	4,323	6,000	1,000	(83)	1
69901 VACATION BENEFITS	0	0	0	0	0	0	1
69900 SICK BENEFITS	0	0	0	0	0	0	1
SUB-TOTAL	9,176	8,718	4,323	6,000	1,000	(83)	
TOTAL EXPENSES	81,182	85,967	106,323	108,000	107,000	(1)	
<u>REVENUE</u>							
49003 INTEREST INCOME	42,409	27,423	49,018	35,000	52,000	49	3
49004 MISCELLANEOUS INCOME	254,317	49,371	20,000	20,000	20,000	0	
49005 ABM COMMISSIONS	96,522	92,479	95,196	119,409	80,000	(33)	5
49006 OFFICIAL SUPPLIER	101,531	117,476	113,219	120,751	106,651	(12)	4
TOTAL REVENUE	494,779	286,748	277,433	295,160	258,651	(12)	
NET PROFIT (LOSS)	413,598	200,781	171,110	187,160	151,651	(19)	

NOTE:

1. Equipments are fully amortized as of December 31, 2011.
2. Exhibitor orders are now fully e-commerce, therefore, additional charges paid to financial institution on a transaction basis in addition to credit card discount
3. Average interest rate estimated at .5% for 2011 to reflect current market rate.
4. Includes \$10,000 per year as per 3 years agreements with Mendelsohn expires September 30, 2011 plus 6% commission on revenue earned by GES from shows. 2011 budgeted commission from GES is based on the average from 2006 to 2009.
5. 2012 budget per new four years agreement between Board and Direct Cash Management commencing on June 1, 2011.

THE BOARD OF GOVERNORS OF EXHIBITION PLACE

DIRECT ENERGY CENTRE

803 - MARKETING EXPENSES

ACCT#	ACCOUNT NAME	2009 ACTUAL	2010 ACTUAL	2011 FORECAST	2011 BUDGET	2012 BUDGET	%Increase	Notes
1-60-803-60803-								
<u>EXPENSES</u>								
60000	SALARIES - PERMANENT	585,408	587,176	723,718	723,718	750,550	4	1
60001	BENEFITS	131,315	126,096	179,627	179,627	193,906	8	1
60002	SALARIES - TEMPORARY	32,565	46,437	0	0	0	0	
60404	ADVERTISING	34,414	43,525	38,011	95,000	38,011	(60)	
60416	CONVENTION DEVELOPMENT/SPECIAL EVENTS FUND	250,000	250,000	250,000	250,000	250,000	0	4
60418	MEETINGS & CONVENTIONS	78,398	96,792	97,000	50,000	97,000	94	
60419	CORPORATE ADVERTISING	68,975	65,350	97,500	46,000	97,500	112	
60423	DUES & SUBSCRIPTIONS	28,357	10,294	16,254	27,000	16,254	(40)	
60438	MEDIA / PUBLIC RELATIONS	0	5,657	5,000	5,000	5,000	0	
60441	MISCELLANEOUS EXPENSES	1,947	2,397	1,000	4,500	1,000	(78)	
60453	MARKETING FEE SMG	65,000	55,000	65,000	65,000	65,000	0	3
60465	TRAVEL	180	0	1,200	6,000	1,200	(80)	2
63122	RESOURCE MATERIALS	49,272	42,225	33,300	47,000	33,300	(29)	5
63023	OFFICE SUPPLIES	28,638	8,030	10,100	9,800	10,100	3	
63118	POSTAGE & COURIER	1,621	1,091	1,000	2,500	1,000	(60)	
TOTAL EXPENSES		1,356,090	1,340,072	1,518,710	1,511,145	1,559,822	3	

NOTE:

1. Provision for merit increase.
2. Director and staff travel costs - annual conference; Trade Conferences booth staffing etc.
3. Contractual marketing alliance arrangement with SMG.
4. TMIF (Toronto Marketing Incentive Fund) for Marketing of Conference Centre, DEC and Ex Place all grounds, dollars are matched by Tourism Toronto.
5. Costs for printing materials and publications.

THE BOARD OF GOVERNORS OF EXHIBITION PLACE

DIRECT ENERGY CENTRE

807 - EVENT SERVICES EXPENSES

ACCT# ACCOUNT NAME	2009 ACTUAL	2010 ACTUAL	2011 FORECAST	2011 BUDGET	2012 BUDGET	%Increase	Notes
1-60-807-60807-							
<u>EXPENSES</u>							
60000 SALARIES - PERMANENT	795,752	789,588	784,881	856,281	887,555	4	1
60001 BENEFITS	181,541	188,769	199,811	199,811	229,918	15	1
60002 SALARIES - TEMPORARY	49,203	115,866	71,400	0	0	0	2
60418 CONVENTIONS & MEETINGS	7,567	3,408	3,500	3,000	3,000	0	7
60423 DUES & SUBSCRIPTIONS	1,094	752	2,000	2,000	2,000	0	3
60437 MEALS & ENTERTAINMENT	1,404	280	1,800	1,800	1,800	0	9
60441 MISCELLANEOUS EXPENSES	11,324	12,590	2,500	2,500	2,500	0	4
63023 OFFICE SUPPLIES - EC GROUP	28,015	27,538	11,000	11,000	11,000	0	
63023 OFFICE SUPPLIES - EXHIBITOR SERVICES	0	0	18,000	18,000	18,000	0	6
63118 POSTAGE & COURIER	407	495	300	250	300	20	
63125 SMALL EQUIPMENTS	529	6,708	2,000	2,000	2,000	0	5
63127 UNIFORMS	0	1,185	3,400	3,400	3,000	(12)	
63119 PRINTING & STATIONERY	626	741	2,700	2,700	2,700	0	8
TOTAL EXPENSES	1,077,461	1,147,918	1,103,291	1,102,741	1,163,773	6	

NOTE:

1. Provision for merit increase. Benefits increase in 2012 due to OMERS rate increase. 2012 budget provided for one full time EC (prior years was contract).
2. Temporary Exhibitors Staff time are charged directly to shows/events.
3. Association memberships (Director - IAAM, CAEM), (Manager - IAAM, IFMA)
4. Departmental mileage, parking etc.
5. For additional desks, computers and other equipment.
6. Supplies for Show Manager / Exhibitor Services sales kit.
7. Director and Manager travel to conventions, consistent with prior year experience (SMG, IAAM, CAEM, IFMA)
8. Increase staff require, increase in stationery
9. For clients entertainment and tenants information sessions.

THE BOARD OF GOVERNORS OF EXHIBITION PLACE

DIRECT ENERGY CENTRE

815 - EXPENSE RECOVERY

ACCT# ACCOUNT NAME	2009 ACTUAL	2010 ACTUAL	2011 FORECAST	2011 BUDGET	2012 BUDGET	%Increase	Notes
1-60-815-60815-							
<u>EXPENSES RECOVERIES</u>							
61021 CLEANING RECOVERY - CENTERPLATE	(18,994)	(13,308)	(13,362)	(20,169)	(14,595)	(28)	1
61113 UTILITY RECOVERY	(65,330)	(70,606)	(70,606)	(72,455)	(80,307)	11	2
TOTAL EXPENSES	(84,323)	(83,914)	(83,968)	(92,624)	(94,902)	2	

NOTE:

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

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

THE BOARD OF GOVERNORS OF EXHIBITION PLACE

ALLSTREAM CENTRE

SUMMARY

PAGE	ACCOUNT NAME	3 MONTHS					%Increase	Notes
		2009 ACTUAL	2010 ACTUAL	2011 FORECAST	2011 BUDGET	2012 BUDGET		
	REVENUE (The building was under construction in 2009; therefore, revenue was budgeted at 3 months of operation)							5
	RENTAL	25,556	1,028,334	855,000	854,675	945,926	11	5
42200	CATERING CONCESSIONS/RENTALS	17,881	500,000	700,000	700,000	710,000	1	6
	SHOW SERVICES - NET	62,863	115,287	231,846	181,846	250,197	38	
	PARKING	9,216	94,912	100,000	77,000	110,000	43	8
	CNE OPERATING COST RECOVERY	0	0	0	56,345	0	(100)	3
	TOTAL REVENUE	115,516	1,738,532	1,886,846	1,869,866	2,016,123	8	
	DEPARTMENTAL OVERHEAD EXPENSES							
78	BUILDING OPERATIONS	129,820	386,038	401,427	450,500	452,825	1	
79	CLEANING AND DÉCOR	46,170	101,887	204,362	204,362	188,944	(8)	
80	FINANCE	12,308	79,723	62,014	72,502	70,014	(3)	
81	CONCIERGE SERVICE	2,714	30,275	53,721	52,094	53,721	3	
82	OFFICIAL OPENING & START UP PROVISION	93,111	0	0	0	0	0	
86	SALES AND MARKETING	164,948	257,741	304,149	303,300	322,698	6	
87	EVENT SERVICES	12,152	158,077	208,200	208,200	223,034	7	
88	HOUSE TECHNICIAN	6,112	91,838	145,659	78,259	154,457	97	
	TOTAL OPERATING EXPENSES	467,336	1,105,580	1,379,532	1,369,217	1,465,693	7	
	ANNUAL CASH FLOW IN (OUT) BEFORE INTEREST, AMORTIZATION EXPENSES AND TRANSFERS	(351,820)	632,952	507,313	500,649	550,430	10	
85	LESS: INTEREST EXPENSE-FCM LOAN	0	43,307	46,094	46,094	44,231	(4)	4
85	LESS: INTEREST EXPENSE-CITY LOAN	365,472	1,701,741	1,858,634	1,858,634	1,817,951	(2)	1
	CASH FLOW BEFORE AMORT/ PRINCIPAL REPAYMENT	(717,292)	(1,112,096)	(1,397,414)	(1,404,078)	(1,311,752)	(7)	
80	LESS: AMORTIZATION - EQUIPMENTS AND FIXTURES	129,937	393,745	393,745	0	0	0	7
85	LESS: AMORTIZATION - BUILDING IMPROVEMENT	245,099	1,550,096	1,550,093	0	0	0	7
	PRINCIPAL PAYMENT - CITY LOAN	0	0	0	813,646	854,328	5	
	PRINCIPAL PAYMENT - FCM LOAN	0	0	0	80,105	81,968	2	
	NET INCOME (LOSS) BEFORE NAMING FEES	(1,092,328)	(3,055,937)	(3,341,252)	(2,297,829)	(2,248,049)	(2)	
83	NAMING FEES - ALLSTREAM	(114,583)	405,784	468,000	468,000	468,000	0	2
84	NAMING FEES - DIRECT ENERGY	690,000	667,358	700,000	700,000	700,000	0	2
	SUBTOTAL NET NAMING REVENUE	575,417	1,073,141	1,168,000	1,168,000	1,168,000	0	
	NET INCOME (LOSS)	(516,912)	(1,982,796)	(2,173,252)	(1,129,829)	(1,080,049)	(4)	
	CASH TSF FROM CONFERENCE RESERVE FUND	516,912	369,707	1,123,165	1,129,829	1,080,049	(4)	
	NET INCOME (LOSS) AFTER TSF PER FS	0	(1,613,089)	(1,050,087)	0	0	0	
	CASH CONVERSION:							
	NET INCOME (LOSS)	(516,912)	(1,982,796)	(2,173,252)	(1,129,829)	(1,080,049)		
	AMORTIZATION - EQUIPMENTS & FIXTURES	0	393,745	393,745	0	0		
	AMORTIZATION - BUILDING IMPROVEMENT	0	1,550,096	1,550,093	0	0		
	ASSETS ADDITION	0	(2,489)	0	0	0		
	PRINCIPAL PAYMENT - CITY LOAN	0	(288,719)	(813,646)	0	0		
	PRINCIPAL PAYMENT - FCM LOAN	0	(39,545)	(80,105)	0	0		
	NET INCOME (LOSS) TSF TO CITY CCRF - CASH BASIS	(516,912)	(369,707)	(1,123,165)	(1,129,829)	(1,080,049)		
	TRANSFER FROM (TO) CITY CONFERENCE CENTRE RESERVE	516,912	369,707	1,123,165	1,129,829	1,080,049		2
	CASH INFLOW (OUTFLOW) AFTER TRANSFERS	0	0	0	0	0		

THE BOARD OF GOVERNORS OF EXHIBITION PLACE

ALLSTREAM CENTRE

SUMMARY

NOTE:

1. Monthly debt payments started November 1, 2010 after the first full year of operation per loan agreement with the City. Interest at 5% over 25 years.
2. The City and the Board agree that the City shall establish an obligatory interest-bearing reserve fund to be called the "Exhibition Place Conference Centre Reserve Fund" per the Loan Agreement and the Board shall place all revenues received under any naming rights agreement in the Conference Centre Reserve Fund" less any activation costs or commissions payable; plus any surplus from Exhibition Place consolidated operations as approved by City Council from time to time in the Exhibition Place Conference Centre Reserve Fund, which shall be used by the City to provide a source of funding for any shortfall by the Board in respect of the loan payments as required under the Agreement.
3. CNE operating cost recovery; budget decrease due to no program taking place inside the building; only the front of the building to be used.
4. FCM loan for LEED designation and capital restoration/heritage redevelopment (\$2.0M @ 2.375% semi-annually for 20 yrs).
5. Events previously held in the Automotive Building are now using the BLC and are included in DEC's budget to be consistent with prior years.
6. 2011 F&B commission forecast provided by Cerise in May, 2011
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).
8. Assumption used by parking department: 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.

THE BOARD OF GOVERNORS OF EXHIBITION PLACE

ALLSTREAM CENTRE

70-701 BUILDING OPERATIONS

ACCT# ACCOUNT NAME	2009 ACTUAL	2010 ACTUAL	2011 FORECAST	2011 BUDGET	2012 BUDGET	%Increase	Notes
1-70-701-70701-							
<u>EXPENSES</u>							
60255 HYDRO	112,071	214,248	236,000	250,000	257,500	3	1
60252 GAS	8,067	16,307	24,000	50,000	35,000	(30)	2
60281 WATER	9,000	35,366	36,427	42,500	41,325	(3)	3
61025 ELEVATORS & ESCALATORS	0	3,724	9,000	10,000	8,000	(20)	
61083 HVAC	0	21,497	27,000	25,000	32,000	28	5
60427 FIRE PROTECTION	0	3,112	12,000	15,000	13,000	(13)	
61010 BUILDING REPAIR & MAINTENANCE	145	64,975	10,000	10,000	10,000	0	
61077 PLUMBING REPAIR & MAINTENANCE	0	615	15,000	18,000	18,000	0	
61032 ELECTRICAL MAINTENANCE	537	26,195	32,000	30,000	38,000	27	4
TOTAL EXPENSES	129,820	386,038	401,427	450,500	452,825	1	

NOTE:

1. Economic factor as per City's directives. Actual hydro includes renewable energy consumption. Actual kwh consumed monthly as per operation.
2. Economic factor as per City's directives. Gas consumption includes meters for kitchen and boiler
3. Economic factor as per City's directives.
4. For electrical maintenance.
5. Building automation system maintenance contract.

THE BOARD OF GOVERNORS OF EXHIBITION PLACE

ALLSTREAM CENTRE

70-702 CLEANING AND DÉCOR

ACCT# ACCOUNT NAME	2009 ACTUAL	2010 ACTUAL	2011 FORECAST	2011 BUDGET	2012 BUDGET	%Increase	Notes
1-70-702-70702-							
EXPENSES							
60002 SALARIES & BENEFITS - HOURLY (BASE BUILDING)	14,530	82,369	159,798	159,798	143,383	(10)	1
60009 SALARIES & BENEFITS - HOURLY (RECOVERABLE)	0	0	94,639	94,639	96,769	2	1
TOTAL SALARIES & BENEFITS - HOURLY	14,530	82,369	254,437	254,437	240,152	(6)	1
61099 RECOVERIES-VARIOUS	0	0	(94,639)	(94,639)	(96,769)	2	1
61107 BOG RECOVERIES	0	0	0	0	0	0	
61108 DEC RECOVERIES	0	0	0	0	0	0	
61020 CNEA RECOVERIES	0	0	0	0	0	0	
61086 RICOH RECOVERIES	0	0	0	0	0	0	
61097 BMO FIELD	0	0	0	0	0	0	
MAINT. SALARIES AND BENEFITS - HOURLY	14,530	82,369	159,798	159,798	143,383	(10)	
63100 CLEANING SUPPLIES	30,635	18,018	10,300	10,300	10,609	3	2
60252 LANDSCAPING (INTERIOR AND EXTERIOR)	0	1,500	12,000	12,000	12,284	2	
60281 SNOW REMOVAL	1,005	0	10,564	10,564	10,803	2	6
60801 CONTRACTED SERVICES	0	0	7,500	7,500	7,665	2	3
61036 EQUIPMENT MAINTENANCE	0	0	1,000	1,000	1,000	0	5
61031 DUMPING FEES	0	0	3,200	3,200	3,200	0	4
SUBTOTAL	31,640	19,518	44,564	44,564	45,561	2	
TOTAL EXPENSES	46,170	101,887	204,362	204,362	188,944	(8)	

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. Cleaning requirements was higher in 2009-2010 because it was the 1st year of operation to stock.
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 vaccums, sweepers, carpet extractors, orbital shampoo machines
6. Shovels, scapers, 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	2009 ACTUAL	2010 ACTUAL	2011 FORECAST	2011 BUDGET	2012 BUDGET	%Increase	Notes
1-70-703-70703-								
<u>EXPENSES</u>								
60000	SALARIES - PERMANENT	9,268	48,727	48,712	57,711	48,712	(16)	1
60001	BENEFITS	3,040	11,765	13,302	14,791	13,302	(10)	1
60408	BAD DEBT EXPENSE	0	19,231	0	0	8,000	0	
69800	AMORTIZATION EXPENSE-FF&E	129,937	393,745	393,745	333,633	393,745	18	2
TOTAL EXPENSES		142,245	473,468	455,759	406,135	463,759	14	

NOTE:

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

THE BOARD OF GOVERNORS OF EXHIBITION PLACE

ALLSTREAM CENTRE

70-704 CONCIERGE SERVICE

ACCT#	ACCOUNT NAME	2009 ACTUAL	2010 ACTUAL	2011 FORECAST	2011 BUDGET	2012 BUDGET	%Increase	Notes
1-70-704-70704-								
<u>EXPENSES</u>								
60000	SALARIES - PERMANENT	2,714	30,275	42,135	41,208	42,135	2	1
60001	BENEFITS	0	0	11,586	10,886	11,586	6	1
60002	WAGES - SECURITY SERVICES	0	0	0	0	0	0	1
TOTAL EXPENSES		2,714	30,275	53,721	52,094	53,721	3	

NOTE:

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

THE BOARD OF GOVERNORS OF EXHIBITION PLACE

ALLSTREAM CENTRE

70-705 OFFICIAL OPENING AND START UP PROVISION

ACCT#	ACCOUNT NAME	2009 ACTUAL	2010 ACTUAL	2011 FORECAST	2011 BUDGET	2012 BUDGET	% Increase	Notes
1-70-705-70705-								
REVENUE								
49040	SPONSORSHIP/OFFICIAL SUPPLIER	22,000	0	0	0	0	0	
	TOTAL REVENUE	22,000	0	0	0	0	0	
EXPENSES								
61072	START UP PROVISION - VARIOUS EXPENSES	115,111	0	0	0	0	0	
	TOTAL EXPENSES	115,111	0	0	0	0	0	
	NET PROFIT (LOSS)	(93,111)	0	0	0	0	0	

THE BOARD OF GOVERNORS OF EXHIBITION PLACE

ALLSTREAM CENTRE

50-304 NAMING RIGHTS - EXHIBITION PLACE

ACCT#	ACCOUNT NAME	2009 ACTUAL	2010 ACTUAL	2011 FORECAST	2011 BUDGET	2012 BUDGET	% Increase	Notes
1-50-304-50304-								
49041	NAMING FEE REVENUE	108,333	520,000	520,000	520,000	520,000	0	
EXPENSE								
60205	RE-BRANDING INCLUDING BUILDING SIGNAGE	172,172	62,216	0	0	0	0	
60200	COMMISSION	10,833	52,000	52,000	52,000	52,000	0	
60201	ADMINISTRATIVE COSTS	424	0	0	0	0	0	
60202	PRODUCTION EXPENSE	39,487	0	0	0	0	0	
		222,917	114,216	52,000	52,000	52,000	0	
NET INCOME (LOSS)		(114,583)	405,784	468,000	468,000	468,000	0	
60203	TSF TO CITY CONFERENCE CENTRE OBLIGATORY RESERVE FUND	114,583	(405,784)	(468,000)	(468,000)	(468,000)	0	1
NET INCOME (LOSS) AFTER TRANSFER TO RESERVE		0	0	0	0	0	0	

NOTE:

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

THE BOARD OF GOVERNORS OF EXHIBITION PLACE

ALLSTREAM CENTRE

60-812 NAMING RIGHTS - DIRECT ENERGY CENTRE

ACCT#	ACCOUNT NAME	2009 ACTUAL	2010 ACTUAL	2011 FORECAST	2011 BUDGET	2012 BUDGET	% Increase	Notes
1-60-812-60812-								
42300	<u>NAMING FEE</u>	700,000	700,000	700,000	700,000	700,000	0	
EXPENSE								
60205	RE-BRANDING INCLUDING BUILDING SIGNAGE	0	0	0	0	0	0	
60200	COMMISSION	0	0	0	0	0	0	
60201	ADMINISTRATIVE COSTS	10,000	10,000	0	0	0	0	
60202	PRODUCTION EXPENSE	0	22,642	0	0	0	0	
		10,000	32,642	0	0	0	0	
NET INCOME (LOSS)		690,000	667,358	700,000	700,000	700,000	0	
60203	TSF TO CITY CONFERENCE CENTRE OBLIGATORY RESERVE FUND	(690,000)	(667,358)	(700,000)	(700,000)	(700,000)	0	1
NET INCOME (LOSS) AFTER TRANSFER TO RESERVE		0	0	0	0	0	0	

NOTE:

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

THE BOARD OF GOVERNORS OF EXHIBITION PLACE

ALLSTREAM CENTRE

70-708 DEBT PAYMENTS

ACCT#	ACCOUNT NAME	2009 ACTUAL	2010 ACTUAL	2011 FORECAST	2011 BUDGET	2012 BUDGET	% Increase	Notes
EXPENSE								
1-70-708-70801-								
69800	CITY DEBT - BUILDING AMORTIZATON	245,099	1,470,093	1,470,093	1,547,016	1,470,093	(5)	1
60781	CITY DEBT - INTEREST	365,472	1,701,741	1,858,634	1,858,634	1,817,951	(2)	1
	SUBTOTAL CITY DEBT	610,571	3,171,834	3,328,727	3,405,649	3,288,044	(3)	
1-70-708-70802-								
69800	FCM LOAN-BUILDING AMORTIZATION	0	80,003	80,000	80,000	80,000	0	2
60781	FCM LOAN-INTEREST	0	43,307	46,094	46,094	44,231	(4)	2
	SUBTOTAL FCM DEBT	0	123,310	126,094	126,094	124,231	(1)	
	TOTAL INTEREST AND AMORTIZATION	610,571	3,295,144	3,454,821	3,531,744	3,412,275	(3)	
1-00-000-00000-								
20390	CITY DEBT - PRINCIPAL REPAYMENT	0	288,719	813,646	813,646	854,328	5	3
20370	FCM LOAN - PRINCIPAL REPAYMENT	0	39,545	80,105	80,105	81,968	2	3
	TOTAL PRINCIPAL REPAYMENT	0	328,264	893,751	893,751	936,296	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 due 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	2009 ACTUAL	2010 ACTUAL	2011 FORECAST	2011 BUDGET	2012 BUDGET	%Increase	Notes
1-70-709-70709-							
<u>EXPENSES</u>							
60000 SALARIES - PERMANENT	50,778	155,638	163,011	163,011	169,181	4	1
60001 BENEFITS	7,966	30,514	40,416	40,416	43,659	8	1
60404 ADVERTISING	26,725	20,405	45,349	15,000	45,349	202	
60418 MEETINGS & CONVENTIONS	2,484	0	0	1,300	0	(100)	
60419 CORPORATE ADVERTISING	7,338	1,926	0	0	0	0	
60438 MEDIA / PUBLIC RELATIONS	66,262	(2,096)	0	32,000	0	(100)	
60800 CONTRACT STAFF	0	48,730	49,872	49,872	59,009	18	2
63023 OFFICE SUPPLIES	945	0	500	500	500	0	
63118 COURIER	0	926	0	0	0	0	
63122 RESOURCE MATERIALS	2,449	1,700	5,000	1,200	5,000	317	
TOTAL EXPENSES	164,948	257,741	304,149	303,300	322,698	6	

NOTE:

1. Provision for merit increase. 2012 benefits increase due to OMERS rate increase
2. Budget provided for one contract booking assistant . 2012 budget includes full benefits, 2011 budgeted only basic sources deductions.

THE BOARD OF GOVERNORS OF EXHIBITION PLACE

ALLSTREAM CENTRE

70-710 EVENT SERVICES

ACCT#	ACCOUNT NAME	2009 ACTUAL	2010 ACTUAL	2011 FORECAST	2011 BUDGET	2012 BUDGET	% Increase	Notes
1-70-710-70710-								
<u>EXPENSES</u>								
60000	SALARIES - PERMANENT	10,051	114,336	118,611	118,611	123,405	4	1
60001	BENEFITS	2,101	25,908	30,307	30,307	32,779	8	1
60800	CONTRACT STAFF	0	17,833	59,282	59,282	66,849	13	2
	TOTAL EXPENSES	12,152	158,077	208,200	208,200	223,034	7	

NOTE:

1. Provision for merit increase. Budget provided for one senior and one junior MC.
2. Budget provided for one full time contract MC. 2012 budgeted at full benefits; 2011 budgeted provided for only basic sources deductions.

THE BOARD OF GOVERNORS OF EXHIBITION PLACE

ALLSTREAM CENTRE

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

ACCT#	ACCOUNT NAME	2009 ACTUAL	2010 ACTUAL	2011 FORECAST	2011 BUDGET	2012 BUDGET	%Increase	Notes
1-70-711-70711-								
<u>EXPENSES</u>								
60000	SALARIES - PERMANENT	4,429	24,578	63,872	63,872	65,310	2	1
60001	BENEFITS	1,683	0	10,886	10,886	17,247	58	1
60206	MANAGEMENT FEES - CERISE	0	41,223	41,400	0	41,400	0	3
60207	ADMIN FEES - CERISE	0	25,802	26,000	0	26,000	0	4
61036	LEASABLE AV EQUIPMENTS MAINTENANCE AND PARTS	0	235	3,500	3,500	4,500	29	2
TOTAL EXPENSES		6,112	91,838	145,659	78,259	154,457	97	

NOTE:

1. 2010-2011 Budget provided for one full time in-house technician per proforma information submitted to City.
2. Budget request for Sirius Radio subscription and various repairs; parts and components replacement to audio/video 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.

THE BOARD OF GOVERNORS OF EXHIBITION PLACE

NATIONAL SOCCER STADIUM (BMO FIELD)

SUMMARY

PAGE	ACCOUNT NAME	2009 ACTUAL	2010 ACTUAL	2011 FORECAST	2011 BUDGET	2012 BUDGET	% Increase	Notes
90	REVENUE	9,406,752	9,184,633	9,900,569	9,900,569	9,599,324	(3)	
91	EXPENSES	8,642,105	8,535,879	9,457,631	9,457,631	9,110,410	(4)	
	NET OPERATING INC.(LOSS) BEFORE PARTICIPATION FEE	764,647	648,754	442,937	442,937	488,914	10	
6XXXX	LESS MLSE PARTICIPATION FEE	386,778	344,819	226,469	226,469	238,579	5	1
	NET OPERATING INCOME (LOSS)	377,868	303,936	216,469	216,469	250,335	16	
	NON-CASH ITEMS							
	CONTRA SPONSORSHIP	(85,000)	(29,956)	(30,000)	(30,000)	(30,000)		
	AMORTIZATION	85,000	49,985	40,000	40,000	40,000		
	CASH AVAILABLE FOR DISTRIBUTION TO BOG	377,868	323,965	226,469	226,469	260,335		

NOTE:

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

THE BOARD OF GOVERNORS OF EXHIBITION PLACE

NATIONAL SOCCER STADIUM (BMO FIELD)

REVENUES

ACCT# ACCOUNT NAME	2009 ACTUAL	2010 ACTUAL	2011 FORECAST	2011 BUDGET	2012 BUDGET	%Increase	Notes
REVENUES							
CSA SOCCER USAGE FEE	8,910	20,854	76,001	76,001	33,600	(56)	1
MLS USAGE FEE/TORONTO FC	328,065	364,320	307,040	307,040	333,000	8	2
EVENT RENTAL FEE	160,674	59,549	119,600	119,600	109,000	(9)	3
FIFA U20 TOURNAMENT	0	0	0	0	0	0	
OTHER USAGE FEES	638,898	188,277	184,240	184,240	187,720	2	
CLUB SEATS	78,913	77,335	80,310	80,310	78,704	(2)	
FACILITY USER FEE - CRF PRO TEAMS	419,249	407,309	431,016	431,016	406,975	(6)	4
TICKETING REBATES	292,334	199,189	287,360	287,360	222,829	(22)	4
CORPORATE SPONSORS (TOTAL)	874,583	821,908	837,791	837,791	862,373	3	5
SUITE RENTAL	557,452	734,796	669,148	669,148	698,842	4	6
F&B EBITDA (INCL. FIFA U20 IN 2007)	4,180,665	4,170,006	4,293,956	4,293,956	4,307,137	0	
SUITE F&B EBITDA - PINANNCE COMMISSION	145,640	150,757	132,910	132,910	145,913	10	7
OUTSIDE VENDORS F & B	85,809	95,959	127,809	127,809	107,521	(16)	8
MERCHANDISE EBITDA (INCL. FIFA U20)	92,408	74,841	111,090	111,090	83,461	(25)	9
BROADCASTING	171,666	153,381	108,800	108,800	107,250	(1)	
INTEREST REVENUE	40	0	0	0	0	0	
SUBTOTAL	8,035,305	7,518,482	7,767,070	7,767,070	7,684,324	(1)	
TRADES RECOVERABLE							
VARIOUS TRADES - LABOR, ELECT, IATSE, SECURITY	1,371,446	1,666,152	2,133,498	2,133,498	1,915,000	(10)	
TOTAL REVENUES	9,406,752	9,184,633	9,900,569	9,900,569	9,599,324	(3)	

NOTE:

1. The CSA user fee is anticipated to reduce as 2012 only anticipates three games versus six games in 2011 budget.
2. The MLS usage fee is anticipated to increase as one additional event is anticipated in 2012 budget versus 2011 budget.
3. Event rental fees are anticipated to be lower in 2012 budget because less community field rentals are anticipated.
4. CRF and Ticketmaster rebates are anticipated to be lower in 2012 budget versus 2011 budget is due primarily to three less CSA games anticipated in 2012 budget.
5. Escalation as per the team license agreement.
6. Anticipated increase in revenue is driven by escalators in the existing suite license agreements, and higher renewals for the four suite up for renewal in 2012.
7. Suite F+B Commissions are anticipated to increase due to the additional TFC game in 2012 budget.
8. Outside vendor sales are anticipated to be lower in 2012 budget due primarily to three less CSA events in 2012 budget.
9. Commissions are anticipated to be softer at TFC matches (based on experience in 2010 and first few games in 2011) and due to three less CSA matches.

THE BOARD OF GOVERNORS OF EXHIBITION PLACE

NATIONAL SOCCER STADIUM (BMO FIELD)

EXPENSES

ACCT# ACCOUNT NAME	2009 ACTUAL	2010 ACTUAL	2011 FORECAST	2011 BUDGET	2012 BUDGET	%Increase	Notes
EXPENSES							
PERSONNEL COSTS - SALARIES	735,001	672,667	723,692	723,692	751,398	4	1
PERSONNEL COSTS - BENEFITS	131,642	121,958	122,029	122,029	131,135	7	1
P - T F & B COSTS (Unicco)	965,584	1,104,346	1,229,689	1,229,689	1,036,731	(16)	2
TFC & CSA - F & B ROYALTY	1,056,517	1,068,462	1,141,076	1,141,076	1,056,105	(7)	2
COST OF GOODS SOLD (F & B)	1,574,412	1,518,864	1,556,350	1,556,350	1,496,175	(4)	2
WAGES - CLEANING	136,653	85,184	113,184	113,184	98,184	(13)	
WAGES - LABOUR	78,255	3,085	4,608	4,608	4,608	0	
WAGES - ELECTRICAL	48,865	29,140	31,125	31,125	33,425	7	
WAGES - CARPENTRY	12,296	15,182	12,000	12,000	12,000	0	
WAGES - PAINTING	15,582	10,725	11,172	11,172	17,172	54	
WAGES - PLUMBING	3,520	10,867	3,600	3,600	3,600	0	
WAGES - HVAC	23,466	38,722	22,744	22,744	26,200	15	
WAGES - SECURITY	130,566	106,939	106,764	106,764	112,642	6	
VARIOUS TRADES-LABOR, ELECT, IATSE, CLN (RECOVERABLE)	1,221,854	1,397,088	2,113,551	2,113,551	1,938,290	(8)	
TRADE SUPPLIES	57,608	84,147	63,400	63,400	79,965	26	
TELEPHONE INCL. PORTABLE COMMUNICATIONS	154,380	156,246	130,812	130,812	134,773	3	
SUPPLIES & EQUIPMENT	496,872	482,014	429,106	429,106	456,286	6	3
TRAVEL, MEALS & ENTERTAINMENT	10,388	9,639	22,175	22,175	24,501	10	
STAFF TRAINING & DEVELOPMENT (USHERS, EVENTS)	22,833	5,544	41,050	41,050	19,900	(52)	4
WINTERIZATION - NON LABOUR	135,785	121,214	79,000	79,000	95,000	20	5
DUMPING FEES/GARBAGE RECOVERABLE	34,062	1,451	13,000	13,000	14,300	10	
HYDRO -ELECTRICITY	290,337	321,469	290,000	290,000	338,000	17	6
NATURAL GAS	97,676	63,206	94,200	94,200	67,200	(29)	7
WATER & SEWAGE	21,046	19,017	25,000	25,000	25,000	0	
MAINTENANCE & EQUIPMENT	96,516	179,577	156,750	156,750	174,804	12	8
OFFICE & GENERAL	18,279	9,708	19,740	19,740	10,140	(49)	
AUDIT	19,457	13,967	12,500	12,500	13,134	5	
LEGAL & PROFESSIONAL FEES	31,094	12,692	12,000	12,000	12,000	0	
INSURANCE	129,110	134,602	139,500	139,500	139,500	0	
BOOKING COMMISSION /FEES (OSA) bubble	67,594	125	0	0	0	0	
INFORMATION TECHNOLOGY COST	47,095	(2,279)	40,000	40,000	40,000	0	
OTHER	82,206	79,129	42,390	42,390	79,065	87	
DEPRECIATION	85,000	49,985	40,000	40,000	40,000	0	
CAPITAL RESERVE FUNDING - CITY	400,000	400,000	400,000	400,000	407,200	2	
MLSE MANAGEMENT BASE FEES	210,555	211,200	215,424	215,424	221,977	3	
TOTAL EXPENSES	8,642,105	8,535,879	9,457,631	9,457,631	9,110,410	(4)	

THE BOARD OF GOVERNORS OF EXHIBITION PLACE

NATIONAL SOCCER STADIUM (BMO FIELD)

EXPENSES

NOTE:

1. Provision for merit increase

2. The lower anticipated PT food+beverage labour, F+B Royalty and cost of goods sold are all driven because only 3 CSA games are budgeted in 2012 versus six in the 2011 budget.

3. BMO Field is planning to offer debit and credit card option at several new locations in the facility. The additional costs are due primarily to the rental of the debit/credit card terminals. A portion of the anticipated growth in f+b per caps is driven by the availability of debit and credit cards at more locations.

4. Staff training is anticipated to be lower in 2012 consistent with 2010 actuals.

5. 2012 budget is based on actual opening and closing costs experienced (see 2010 actuals). 2011 budget was too low. 2012 budget is a more realistic budget.

6. 5% growth over 2010 actuals and consistent with actuals through the first 4 months of 2011. 2011 Budget was too low.

7. Natural Gas consumption are 5% higher than 2010 actuals.

8. The increase is due primarily to a special project required in 2011 on the stadium. This one time expense includes engineering work and inspection of the stadium seating. The total cost is \$75K. This has not been required in the past, and will not be required in 2013.