

**THE BOARD OF GOVERNORS OF EXHIBITION PLACE
CONSOLIDATED OPERATING BUDGET 2012**

PAGE	PROGRAM	2009 ACTUAL	2010 ACTUAL	2011 FORECAST	2011 BUDGET	2012 BUDGET	%Increase	Notes
	<u>EXHIBITION PLACE AND DIRECT ENERGY CENTRE</u>							
	REVENUE							
31	REVENUE - EP	13,794,572	14,827,769	13,786,918	14,249,655	14,577,042	2	
66	REVENUE - DEC	12,726,464	13,159,091	11,214,121	11,221,705	11,432,683	2	
		26,521,036	27,986,860	25,001,038	25,471,360	26,009,725	2	
	EXPENSES							
31	DIRECT EXPENSES - EP	5,387,719	4,735,637	4,460,197	4,474,406	4,733,951	6	
66	DIRECT EXPENSES - DEC	4,973,494	5,183,304	4,304,695	4,288,201	4,381,275	2	
	DIRECT EXPENSES	10,361,213	9,918,941	8,764,892	8,762,606	9,115,226	4	
35	SHARE OF OVERHEAD	14,304,373	17,051,766	16,671,414	16,949,511	17,116,714	1	
		24,665,586	26,970,708	25,436,306	25,712,117	26,231,940	2	
	INCOME (LOSS) BEFORE DEBT CHARGES	1,855,450	1,016,152	(435,267)	(240,757)	(222,215)	(8)	
47	INTEREST AND AMORT EXPENSE - ENERGY RETROFIT ASSETS	676,730	732,340	752,231	822,484	822,840	0	
	NET INCOME (LOSS)	1,178,720	283,812	(1,187,498)	(1,063,242)	(1,045,055)	(2)	
	<u>ALLSTREAM CENTRE</u>							
75	REVENUE	115,516	1,738,532	1,886,846	1,869,866	2,016,123	8	
75	EXPENSES	467,336	1,105,580	1,379,532	1,369,217	1,465,693	7	
	ANNUAL CASH FLOW BEFORE INTEREST, AMORT AND TRANSF	(351,820)	632,952	507,313	500,649	550,430	10	
84	LESS: INTEREST EXPENSES	365,472	1,745,048	1,904,728	1,904,728	1,862,182	(2)	
84	LESS: AMORTIZATION EXPENSE	375,036	1,943,841	1,943,838	0	0	0	
84	LESS: PRINCIPAL REPAYMENT - FCM LOAN	0	0	0	813,646	854,328	5	
84	LESS: PRINCIPAL REPAYMENT - CITY LOAN	0	0	0	80,105	81,968	2	
	INCOME (LOSS) BEFORE NAMING FEE	(1,092,328)	(3,055,937)	(3,341,252)	(2,297,829)	(2,248,049)	(2)	
	NAMING FEES REVENUE (DIRECT ENERGY & ALLSTREAM)	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)	
75	CASH TRANSFER FROM(TO) CONFERENCE CENTRE RESERVE	369,707	369,707	1,123,165	1,129,829	1,080,049	(4)	
	NET INCOME (LOSS) AFTER TSF PER FIN. STATEMENTS	(516,912)	(1,613,089)	(1,050,087)	0	0	0	
	<u>CNEA</u>							
3	REVENUE	28,596,780	24,414,204	24,714,972	24,714,972	24,897,163	1	
	EXPENSES							
4	DIRECT EXPENSES	23,777,268	20,412,947	19,855,885	19,855,885	20,157,689	2	
35	EP OVERH'D. - SITE PREPARATION	2,342,776	2,366,204	2,416,063	2,416,063	2,459,553	2	
35	EP OVERH'D. - ADMIN SUPPORT	1,359,427	1,373,021	1,414,212	1,414,212	1,439,668	2	
31	DEC UTILITY COSTS - CNE PERIOD	239,309	223,984	228,813	228,813	240,253	5	
		27,718,780	24,376,156	23,914,972	23,914,972	24,297,163	2	
	NET INCOME (LOSS)	878,000	38,048	800,000	800,000	600,000	(25)	
	<u>NATIONAL SOCCER STADIUM</u>							
89	REVENUES	9,406,752	9,184,633	9,900,569	9,900,569	9,599,324	(3)	
90	EXPENSES	8,642,105	8,535,879	9,457,631	9,457,631	9,110,410	(4)	
	NET INCOME (LOSS) BEFORE SHARING	764,647	648,754	442,937	442,937	488,914	10	
90	LESS PRIMARY INCENTIVE FEE	386,778	344,819	226,469	226,469	238,579	5	
	NET INCOME (LOSS)	377,868	303,936	216,469	216,469	250,335	16	
	<u>SUMMARY</u>							
	TOTAL REVENUE	64,640,083	63,693,936	63,794,590	64,254,596	64,770,384	1	
	TOTAL EXPENSE	62,722,407	64,681,230	65,015,706	64,301,369	64,965,104	1	
	NET INCOME (LOSS) PER FINANCIAL STATEMENTS	1,917,676	(987,293)	(1,221,116)	(46,773)	(194,720)	316	
	<u>CASH CONVERSION</u>							
	PSAB	(612,241)	844,630					
	AMORTIZATION - EP/DEC/CNE/BMO	137,443	142,089	124,379				
	AMORTIZATION - ALLSTREAM	0	1,943,841	1,943,838				
	PRINCIPAL REPAYMENT - ALLSTREAM	0	(328,364)	(893,751)				
	CAPITAL ASSETS	0	(948,776)					
	NET STEP UP	531,174	596,600					
	TOTAL CASH PAYABLE TO (RECEIVABLE FROM) CITY	1,974,052	1,262,728	(46,650)	(46,773)	(194,720)		

**THE BOARD OF GOVERNORS OF EXHIBITION PLACE
CONSOLIDATED OPERATING BUDGET 2012**

PAGE	DEPARTMENT	2009 ACTUAL	2010 ACTUAL	2011 FORECAST	2011 BUDGET	2012 BUDGET	%Increase	Notes
	<u>CNEA</u>							
3	REVENUE	24,544,765	23,654,591	24,714,972	24,714,972	24,897,163	1	
4	DIRECT EXPENSES	19,876,678	19,644,266	19,855,885	19,855,885	20,157,689	2	
35	EP OVERH'D. - SITE PREPARATION	2,342,776	2,366,204	2,416,063	2,416,063	2,459,553	2	1
35	EP OVERH'D. - ADMIN SUPPORT	1,359,427	1,373,021	1,414,212	1,414,212	1,439,668	2	1
31	DEC UTILITY COSTS - CNE PERIOD	239,309	223,984	228,813	228,813	240,253	5	1
	SUBTOTAL BEFORE MTEP	726,575	47,116	800,000	800,000	600,000	(25)	
30	MARQUEE TOURISM EVENTS PROGRAM REVENUE	4,052,015	759,613	0	0	0	0	
30	MARQUEE TOURISM EVENTS PROGRAM EXPENSE	3,900,590	768,681	0	0	0	0	
	NET INCOME (LOSS)	878,000	38,048	800,000	800,000	600,000	(25)	
	<u>EXHIBITION PLACE</u>							
31	REVENUE	13,794,572	14,827,769	13,786,918	14,249,655	14,577,042	2	
31	DIRECT EXPENSES	5,387,719	4,735,637	4,460,197	4,474,406	4,733,951	6	
35	SHARE OF OVERHEAD	14,304,373	17,051,766	16,671,414	16,949,511	17,116,714	1	
	INCOME (LOSS) BEFORE DEBT CHARGES	(5,897,520)	(6,959,635)	(7,344,693)	(7,174,261)	(7,273,623)	1	
48	INTEREST AND AMORT EXPENSE - ENERGY RETROFIT ASSETS	676,730	732,340	752,231	822,484	822,840	0	
	NET INCOME (LOSS)	(6,574,250)	(7,691,975)	(8,096,924)	(7,996,746)	(8,096,463)	1	
	<u>DIRECT ENERGY CENTRE</u>							
67	REVENUE	12,726,464	13,159,091	11,214,121	11,221,705	11,432,683	2	
67	DIRECT EXPENSES	4,973,494	5,183,304	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	
	<u>ALLSTREAM CENTRE</u>							
76	REVENUE	115,516	1,738,532	1,886,846	1,869,866	2,016,123	8	
76	EXPENSES	467,336	1,105,580	1,379,532	1,369,217	1,465,693	7	
	ANNUAL CASH FLOW BEFORE INTEREST, AMORT AND TRANSF	(351,820)	632,952	507,313	500,649	550,430	10	
84	LESS: INTEREST EXPENSES	365,472	1,745,048	1,904,728	1,904,728	1,862,182	(2)	
84	LESS: AMORTIZATION EXPENSE	375,036	1,943,841	1,943,838	0	0	0	
84	LESS: PRINCIPAL REPAYMENT - FCM LOAN	0	0	0	813,646	854,328	5	
84	LESS: PRINCIPAL REPAYMENT - CITY LOAN	0	0	0	80,105	81,968	2	
	INCOME (LOSS) BEFORE NAMING FEE	(1,092,328)	(3,055,937)	(3,341,252)	(2,297,829)	(2,248,049)	(2)	
76	NAMING FEES REVENUE (DIRECT ENERGY & ALLSTREAM)	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)	
76	CASH TRANSFER FROM (TO) CONFERENCE CENTRE RESERVE	0	369,707	1,123,165	1,129,829	1,080,049	(4)	
	NET INCOME (LOSS) AFTER TSF PER FS	(516,912)	(1,613,089)	(1,050,087)	0	0	0	
	<u>NATIONAL SOCCER STADIUM</u>							
89	REVENUES	9,406,752	9,184,633	9,900,569	9,900,569	9,599,324	(3)	
90	EXPENSES	8,642,105	8,535,879	9,457,631	9,457,631	9,110,410	(4)	
	NET INCOME (LOSS) BEFORE SHARING	764,647	648,754	442,937	442,937	488,914	10	
90	LESS PRIMARY INCENTIVE FEE	386,778	344,819	226,469	226,469	238,579	5	
	NET INCOME (LOSS) AFTER SHARING	377,868	303,936	216,469	216,469	250,335	16	
	<u>SUMMARY</u>							
	TOTAL REVENUE	64,640,083	63,693,936	63,794,590	64,254,596	64,770,384	0.8	
	TOTAL EXPENSE	62,722,407	64,681,230	65,015,706	64,301,369	64,965,104	1.0	
	NET INCOME (LOSS) PER FINANCIAL STATEMENTS	1,917,676	(987,293)	(1,221,116)	(46,773)	(194,720)	316	

NOTE:

1. % change are result of new MOU 3 years arrangement for the period 2011-2013

THE BOARD OF GOVERNORS OF EXHIBITION PLACE
CANADIAN NATIONAL EXHIBITION ASSOCIATION

REVENUE SUMMARY

PAGE	DEPARTMENT	2009 ACTUAL	2010 ACTUAL	2011 FORECAST	2011 BUDGET	2012 BUDGET	%Increase	Notes
5	CNEA	190,000	125,000	50,000	50,000	50,000	0	
10	ADMISSIONS	5,491,950	4,861,235	5,626,437	5,626,437	5,714,355	2	
11	PARKING	1,327,924	1,281,453	1,287,080	1,287,080	1,287,080	0	
13	AGRICULTURE	109,694	119,738	100,317	100,317	100,317	0	
16	SPORTS	13,000	9,500	12,000	12,000	12,000	0	
17	PROGRAM MANAGEMENT	0	7,300	0	0	0	0	
18	CONCESSIONS	4,198,242	3,961,119	4,313,595	4,313,595	4,317,595	0	
19	CASINO	6,555,183	6,664,544	6,433,419	6,433,419	6,433,419	0	
21	MARKETING	3,264,602	3,103,818	3,437,000	3,437,000	3,459,670	1	
25	UTILITIES	66,710	72,383	70,000	70,000	70,000	0	
28	CLIENT SERVICES	10,850	13,732	5,000	5,000	5,000	0	
29	BUILDING RENTALS	3,316,611	3,434,769	3,380,124	3,380,124	3,447,727	2	
30	MARQUEE TOURISM EVENTS PROGRAM	4,052,015	759,613	0	0	0	0	
	TOTAL DIRECT REVENUE	28,596,780	24,414,204	24,714,972	24,714,972	24,897,163	1	
	TOTAL REVENUE	28,596,780	24,414,204	24,714,972	24,714,972	24,897,163	1	

THE BOARD OF GOVERNORS OF EXHIBITION PLACE
CANADIAN NATIONAL EXHIBITION ASSOCIATION

EXPENSE SUMMARY

PAGE	DEPARTMENT	2009 ACTUAL	2010 ACTUAL	2011 FORECAST	2011 BUDGET	2012 BUDGET	%Increase	Notes
5	CNEA	249,646	182,958	126,500	126,500	121,000	(4)	
6	CORPORATE SECRETARY	42,554	49,466	56,661	56,661	59,242	5	
7	CORPORATE AND STATUTORY EXPENSES	738,867	772,942	796,396	765,396	854,540	12	
8	HUMAN RESOURCES	46,486	61,538	50,057	50,057	50,475	1	
9	TELECOMMUNICATIONS	25,190	14,256	18,800	18,800	18,800	0	
10	ADMISSIONS	2,091,380	2,007,629	2,088,084	2,088,084	2,106,086	1	
11	PARKING	300,456	282,270	293,110	293,110	299,419	2	
12	GENERAL MANAGER'S EXPENSES - CNE	447,864	440,940	452,371	433,421	445,759	3	
13	AGRICULTURE	1,610,808	1,641,506	1,623,221	1,623,221	1,623,893	0	
14	ENTERTAINMENT	1,202,604	1,136,672	1,416,183	1,416,183	1,417,989	0	
15	ATTRACTIONS	338,919	341,702	386,821	386,821	387,710	0	
16	SPORTS	419,490	446,942	510,548	560,498	561,517	0	
17	PROGRAM MANAGEMENT	457,568	472,725	505,121	505,121	514,812	2	
18	CONCESSIONS	1,157,426	1,247,993	1,299,268	1,299,268	1,316,972	1	
19	CASINO	3,273,161	3,330,615	3,273,183	3,273,183	3,323,307	2	
20	MARKETING	2,554,461	2,348,412	2,380,704	2,380,704	2,392,714	1	
22	CIA\$	459,248	470,000	470,000	470,000	470,000	0	
23	SPECIAL FEATURES	1,315,415	1,188,897	891,133	891,133	891,133	0	
24	INTERNATIONAL EXHIBITS	132,818	164,712	166,012	166,012	166,514	0	
25	UTILITIES	717,765	671,800	690,537	690,537	729,323	6	
26	CLEANING	548,641	517,616	538,587	538,587	548,377	2	
27	GROUNDS MAINTENANCE	379,650	338,923	380,672	380,672	385,153	1	
28	CLIENT SERVICES	350,943	443,406	432,367	432,367	437,061	1	
29	BUILDING RENTALS	1,254,624	1,294,330	1,238,362	1,238,362	1,276,147	3	
30	MARQUEE TOURISM EVENTS PROGRAM	3,900,590	768,681	0	0	0	0	
	TOTAL EXPENSE	24,016,574	20,636,931	20,084,698	20,084,698	20,397,942	2	

THE BOARD OF GOVERNORS OF EXHIBITION PLACE
CANADIAN NATIONAL EXHIBITION ASSOCIATION

10-102 CNEA

ACCT# ACCOUNT NAME	2009 ACTUAL	2010 ACTUAL	2011 FORECAST	2011 BUDGET	2012 BUDGET	%Increase	Notes
2-10-102-10102-							
<u>EXPENSES</u>							
60418 CONVENTION & TRAVEL	12,746	2,388	5,000	5,000	5,000	0	
60420 CORP. ENTERTAINMENT	25,928	27,069	31,500	31,500	31,500	0	
60445 PRESENTATIONS/PROMO	2,610	1,396	2,500	2,500	2,000	(20)	
60450 MEETING/RECEPTIONS	15,143	21,778	35,000	35,000	30,000	(14)	
61069 OPENING DAY CEREMONY	98	0	0	0	0	0	
63126 SUPPLIES & GENERAL	3,122	5,327	2,500	2,500	2,500	0	
69001 GRANTS/CNEF EXPENSES	190,000	125,000	50,000	50,000	50,000	0	1
TOTAL EXPENSE	249,646	182,958	126,500	126,500	121,000	(4)	
<u>REVENUE</u>							
42001 GRANTS/CNEF REVENUE	190,000	125,000	50,000	50,000	50,000	0	1
TOTAL REVENUE	190,000	125,000	50,000	50,000	50,000	0	
NET PROFIT (LOSS)	(59,646)	(57,958)	(76,500)	(76,500)	(71,000)	(7)	

NOTE:

1. Provision for purchase of Greek Gods artifact (2010) and purchase of Haines/Satok Murals (2009)

THE BOARD OF GOVERNORS OF EXHIBITION PLACE
CANADIAN NATIONAL EXHIBITION ASSOCIATION

10-103 CORPORATE SECRETARY

ACCT# ACCOUNT NAME	2009 ACTUAL	2010 ACTUAL	2011 FORECAST	2011 BUDGET	2012 BUDGET	%Increase	Notes
2-10-103-10103-							
<u>EXPENSES</u>							
60002 SALARIES - TEMPORARY	0	0	0	0	0	0	
60428 FLOWERS	2,347	2,086	2,200	2,200	2,000	(9)	
60800 SALARIES - CONTRACT	33,982	40,533	47,361	47,361	50,142	6	1
63009 BADGES, RIBBONS AND SIGNS	6,225	6,847	7,100	7,100	7,100	0	
TOTAL EXPENSE	42,554	49,466	56,661	56,661	59,242	5	

NOTE:

1. Splitted 50/50 with EP Archives department 50-104. Salaries of Records Technician and Media Archivist.

**THE BOARD OF GOVERNORS OF EXHIBITION PLACE
CANADIAN NATIONAL EXHIBITION ASSOCIATION**

10-105 CORPORATE AND STATUTORY EXPENSES

ACCT# ACCOUNT NAME	2009 ACTUAL	2010 ACTUAL	2011 FORECAST	2011 BUDGET	2012 BUDGET	%Increase	Notes
2-10-105-10105-							
<u>EXPENSES</u>							
60001 BENEFITS (includes 60004; 60005;60006;60007)	279,501	277,886	303,668	303,668	341,749	13	1
60002 TEMPORARY SALARIES (Includes Concessions Audit 60415)	77,072	81,695	81,664	81,664	83,297	2	2
60407 CORPORATE AUDIT FEES	40,631	34,490	33,690	33,690	34,320	2	4
60408 BAD DEBT EXPENSE	4,509	4,988	10,000	10,000	10,000	0	
60409 EXCHANGE & BANK CHARGES	101,061	119,991	119,000	83,000	120,000	45	3
60432 INSURANCE	201,616	201,616	201,616	201,616	201,616	0	6
60434 LEGAL FEES	18,077	24,662	25,000	25,000	25,000	0	
60444 PAYROLL PROCESSING	10,558	10,558	10,558	10,558	10,558	0	
60454 SOCAN - PERFORMING RIGHTS	3,746	2,829	5,000	5,000	5,000	0	
60456 SOFTWARE LICENSE FEES - GREAT PLAINS	10,000	10,000	10,000	10,000	10,000	0	
60700 FINANCE CHARGES	20	242	500	500	500	0	
61999 MISCELLANEOUS RECOVERY OF COSTS	(18,530)	(4,775)	(10,000)	(10,000)	(10,000)	0	
63119 PRINTING & STATIONERY	2,809	0	1,000	1,000	1,000	0	
63127 UNIFORMS	0	0	1,000	1,000	1,000	0	
69800 AMORTIZATION OF CAPITAL ASSETS	11,142	5,195	18,000	23,000	16,500	(28)	
69901 SICK BANK	4,000	4,000	4,000	4,000	4,000	0	
TOTAL EXPENSE before capital asset transfer	746,212	773,377	814,696	783,696	854,540	9	
60410 CAPITAL ASSET CREDIT (Transfer to B/S)	0	0	(40,000)	(40,000)	0	(100)	
69900 EMPLOYEE VAC/SICK/ACTUARIAL BENEF. LIAB	(7,345)	(435)	21,700	21,700	0	(100)	5
	(7,345)	(435)	(18,300)	(18,300)	0	(100)	
TOTAL EXPENSE	738,867	772,942	796,396	765,396	854,540	12	

NOTE:

1. Benefits include employer contributions to OMERS, Manufile, Health tax, EI, CPP. Increase in 2012 due to OMERS rate increase.
2. Summer students and hires for Concessions Audit.
3. Bank charges include credit card charges and rental of machines.
4. \$ 25,000 for City Audit; \$9,320 for external Audit.
5. PSAB prescribed requirements, no budget usually provided for; actual cost and or recovery accounted for and reported at end of fiscal year.
6. City insurance - Liability and property

THE BOARD OF GOVERNORS OF EXHIBITION PLACE
CANADIAN NATIONAL EXHIBITION ASSOCIATION

10-107 HUMAN RESOURCES DEPARTMENT

ACCT# ACCOUNT NAME	2009 ACTUAL	2010 ACTUAL	2011 FORECAST	2011 BUDGET	2012 BUDGET	%Increase	Notes
2-10-107-10107-							
<u>EXPENSES</u>							
60002 SALARIES - TEMP	38,750	51,834	20,926	20,926	21,344	2	1
60424 EQUIPMENT RENTAL	0	1,928	5,000	5,000	5,000	0	
60801 CONTRACTED SERVICES	0	0	20,000	20,000	20,000	0	2
61072 P.M.D	7,214	6,415	2,500	2,500	2,500	0	
63126 SUPPLIES & GENERAL	522	1,361	1,631	1,631	1,631	0	
TOTAL EXPENSES	46,486	61,538	50,057	50,057	50,475	1	

NOTE:

1. Provision for COLA
2. To reflect spending allocation for contracted Customer Service training

THE BOARD OF GOVERNORS OF EXHIBITION PLACE
CANADIAN NATIONAL EXHIBITION ASSOCIATION

10-111 TELECOMMUNICATION EXPENSES

ACCT# ACCOUNT NAME	2009 ACTUAL	2010 ACTUAL	2011 FORECAST	2011 BUDGET	2012 BUDGET	%Increase	Notes
2-10-111-10111-							
<u>EXPENSES</u>							
60461 TELECOMMUNICATION	25,190	14,256	18,800	18,800	18,800	0	1
TOTAL EXPENSE	25,190	14,256	18,800	18,800	18,800	0	

NOTE:

1. Telecommunication costs including Bell Canada and PBX.

**THE BOARD OF GOVERNORS OF EXHIBITION PLACE
CANADIAN NATIONAL EXHIBITION ASSOCIATION**

10-112 ADMISSION

ACCT# ACCOUNT NAME	2009 ACTUAL	2010 ACTUAL	2011 FORECAST	2011 BUDGET	2012 BUDGET	%Increase	Notes
2-10-112-10112-							
<u>EXPENSES</u>							
60002 SALARIES - TEMP	449,822	500,699	523,061	523,061	533,522	2	1
60409 CREDIT CARD AND BANK CHARGES	46,470	48,624	47,000	47,000	47,000	0	
60410 CREDENTIALS	0	0	9,000	9,000	9,000	0	2
60418 CONVENTIONS & TRAVEL	4,963	9,219	10,000	10,000	10,000	0	
60424 EQUIPMENT RENTAL	8,685	14,573	9,800	9,800	9,800	0	
60467 VOLUNTEER MEAL TICKETS	15,852	15,865	10,500	10,500	10,500	0	10
60801 CONTRACTED SERVICES	349,500	347,500	354,500	354,500	354,500	0	8
61038 E-TICKETING TRANSACTION FEES	157,000	162,000	237,000	237,000	237,000	0	6
61068 ONTARIO PLACE COMMISSIONS	715,124	563,963	566,350	566,350	566,350	0	3
61072 P.M.D	79,010	81,094	78,223	78,223	78,223	0	
61073 PAID DUTY POLICE	177,083	181,494	188,521	188,521	196,061	4	7
63119 PRINTING & STATIONERY	50,935	53,979	22,003	22,003	22,003	0	
63124 SIGNAGE	7,071	533	2,800	2,800	2,800	0	4
63126 SUPPLIES & GENERAL	9,486	11,455	10,216	10,216	10,216	0	
63127 UNIFORMS	20,378	16,631	19,112	19,112	19,112	0	5
TOTAL EXPENSE	2,091,380	2,007,629	2,088,084	2,088,084	2,106,086	1	
<u>REVENUE</u>							
41000 ADMISSIONS	4,809,036	4,253,214	4,837,559	4,837,559	4,925,477	2	9
41001 ONTARIO PLACE	441,637	330,593	520,878	520,878	520,878	0	3
41002 ATTENDANT PASSES	143,685	166,490	170,000	170,000	170,000	0	
41003 CAR PASSES	97,592	110,938	98,000	98,000	98,000	0	
TOTAL REVENUE	5,491,950	4,861,235	5,626,437	5,626,437	5,714,355	2	
NET PROFIT (LOSS)	3,400,571	2,853,606	3,538,353	3,538,353	3,608,269	2	

NOTE:

1. Provision for COLA increase
2. Credentials program expansion (indoor & outdoor exhibitors) starting 2011; increased security guards at barriers
3. Per Ontario Place revenue sharing agreement (8.5% to OP)
4. New signage program implemented in 2009
5. Environmental initiatives - locally produced and environmentally friendly garments are more expensive.
6. As per five year agreement with Outdoor Box Office entered into agreement in 2009. 2011-2012 budgeted as per phase 2 of Electronic Gate Program.
7. Paid duty rates adjusted to reflect expected increases. 4% increase as per Toronto Police Service
8. To reflect new contract rates for OBO for management of gates and cash office operations
9. Ticket prices to be increased if supported by research, as part of future transfers following 2011 CNE fair.
10. Starting 2010 this activity was transferred from Corporate Secretary department 10-103

THE BOARD OF GOVERNORS OF EXHIBITION PLACE
CANADIAN NATIONAL EXHIBITION ASSOCIATION

10-121 PARKING EXPENSES

ACCT# ACCOUNT NAME	2009 ACTUAL	2010 ACTUAL	2011 FORECAST	2011 BUDGET	2012 BUDGET	%Increase	Notes
2-10-121-10121-							
<u>EXPENSES</u>							
60002 SALARIES - TEMP	58,259	51,569	61,470	61,470	62,700	2	4
60424 EQUIPMENT RENTAL	8,032	3,812	12,531	12,531	12,531	0	2
61072 P.M.D	37,720	101,342	54,171	54,171	54,171	0	
61073 PAID DUTY POLICE	165,380	111,153	126,995	126,995	132,075	4	1
63127 UNIFORMS	2,844	2,491	2,982	2,982	2,982	0	
69002 PARKLAND ACQUISITION RESERVE FUND	28,220	11,903	34,960	34,960	34,960	0	3
TOTAL EXPENSE	300,456	282,270	293,110	293,110	299,419	2	

10-121 PARKING REVENUE

<u>REVENUE</u>							
40600 INSIDE PARKING	510,398	565,173	566,109	566,109	566,109	0	
40601 OFF SITE PARKING	817,525	716,280	720,971	720,971	720,971	0	
40602 TRAILER PARKING	0	0	0	0	0	0	
TOTAL REVENUE	1,327,924	1,281,453	1,287,080	1,287,080	1,287,080	0	
NET PROFIT (LOSS)							
	1,027,468	999,183	993,971	993,971	987,661	(1)	

NOTE:

1. Increase of 4% as per Toronto Police Service; additional paid duty officers at Dufferin Street for closures.
2. 2011-2012 budget increase in parking lot lighting, particularly at the west end of Marilyn Bell lot.
3. CNE is required to pay to the City as part of the CNE Tree Advocacy Program 23% of the Net Profit (revenues less expenses) from the Marilyn Bell and Battery Park parking lots.
4. Parking attendants

THE BOARD OF GOVERNORS OF EXHIBITION PLACE
CANADIAN NATIONAL EXHIBITION ASSOCIATION

10-200 GENERAL MANAGER CNE

ACCT# ACCOUNT NAME	2009 ACTUAL	2010 ACTUAL	2011 FORECAST	2011 BUDGET	2012 BUDGET	%Increase	Notes
2-10-200-10200-							
<u>EXPENSES</u>							
60000 SALARIES - PERMANENT	240,597	249,867	253,973	253,973	266,212	5	1
60002 SALARIES TEMPORARY	2,812	2,892	5,123	5,123	5,106	(0)	
60008 GAPPING ALLOWANCE	0	0	0	(18,950)	(18,950)	0	2
60400 MEETINGS	216	2,216	1,500	1,500	1,500	0	
60418 CONVENTION & TRAVEL	8,057	6,229	7,146	7,146	7,146	0	
60420 CORPORATE ENTERTAINMENT	270	0	0	0	0	0	
60424 EQUIPMENT RENTAL	13,772	17,178	15,388	15,388	15,388	0	
60425 EXPENSE ALLOWANCES	11,463	762	2,000	2,000	2,000	0	
60439 MEMBERSHIPS	45,450	15,061	50,842	50,842	50,842	0	3
60449 RESEARCH & PLANNING	62,441	64,282	45,000	45,000	45,000	0	
60800 CONTRACT PERSONNEL	15,875	18,550	17,983	17,983	17,983	0	
63118 POSTAGE	28,324	30,236	29,136	29,136	29,136	0	
63126 SUPPLIES & GENERAL	18,586	33,667	24,280	24,280	24,395	0	
TOTAL EXPENSES	447,864	440,940	452,371	433,421	445,759	3	

NOTE:

1. Provision for merit increase
2. Gapping provision following prior years based on City directive.
3. Includes \$30K membership from Canadian Festivals Coalition , now name changed to FAME SEEM

THE BOARD OF GOVERNORS OF EXHIBITION PLACE
CANADIAN NATIONAL EXHIBITION ASSOCIATION

10-202 AGRICULTURE EXPENSES

ACCT# ACCOUNT NAME	2009 ACTUAL	2010 ACTUAL	2011 FORECAST	2011 BUDGET	2012 BUDGET	%Increase	Notes
2-10-202-10202-							
<u>EXPENSES</u>							
60002 SALARIES - TEMP	95,681	51,799	33,585	33,585	34,257	2	1
60424 EQUIPMENT RENTAL	1,818	3,474	5,330	5,330	5,330	0	
61002 AMBASSADOR OF FAIR	42,357	50,076	55,269	55,269	55,269	0	
61012 CAT SHOW	13,980	13,142	8,195	8,195	8,195	0	
61042 GARDEN SHOW	117,313	158,162	195,446	195,446	195,446	0	2
61048 HORSE SHOW	594,748	607,146	592,619	592,619	592,619	0	
61072 P.M.D	6,841	720	4,013	4,013	4,013	0	
61073 PAID DUTY POLICE	0	0	0	0	0	0	
61100 SUPERDOGS	379,723	387,307	382,454	382,454	382,454	0	
61101 THE FARM	356,658	368,448	344,260	344,260	344,260	0	
63126 SUPPLIES & GENERAL	1,689	1,232	2,050	2,050	2,050	0	
TOTAL EXPENSE	1,610,808	1,641,506	1,623,221	1,623,221	1,623,893	0	

10-202 AGRICULTURE REVENUE

<u>REVENUE</u>							
41500 AGRICULTURE ENTRY FEES	56,171	65,010	51,000	51,000	51,000	0	
41501 GARDEN SHOW	38,198	38,328	37,317	37,317	37,317	0	
41502 RICOH COLISEUM	0	0	0	0	0	0	
42001 GRANTS & DONATIONS	15,325	16,400	12,000	12,000	12,000	0	
61048 HORSE SHOW	0	0	0	0	0	0	
61101 THE FARM	0	0	0	0	0	0	
TOTAL REVENUE	109,694	119,738	100,317	100,317	100,317	0	
NET PROFIT (LOSS)	(1,501,114)	(1,521,768)	(1,522,904)	(1,522,904)	(1,523,576)	0	

NOTE:

1. Provision for COLA

2. New Wine / Garden area implemented in 2011

THE BOARD OF GOVERNORS OF EXHIBITION PLACE
CANADIAN NATIONAL EXHIBITION ASSOCIATION

10-203 ENTERTAINMENT EXPENSES

ACCT# ACCOUNT NAME	2009 ACTUAL	2010 ACTUAL	2011 FORECAST	2011 BUDGET	2012 BUDGET	%Increase	Notes
2-10-203-10203-							
<u>EXPENSES</u>							
60002 SALARIES - TEMP	81,472	77,163	90,317	90,317	92,123	2	1
60424 EQUIPMENT RENTALS	1,544	1,019	1,500	1,500	1,500	0	
61008 BANDSHELL	645,493	588,229	750,000	750,000	750,000	0	2
61063 MIDWAY STAGE	96,147	115,724	104,074	104,074	104,074	0	
61074 PARADES-WARR/LABOR	60,644	48,905	72,680	72,680	72,680	0	
61075 PARK ENTERTAINERS	145,825	148,537	196,032	196,032	196,032	0	3
61084 HERITAGE COURT STAGE	36,285	27,937	47,237	47,237	47,237	0	
61098 PRINCES' STAGE	89,133	86,871	92,550	92,550	92,550	0	
61103 TTC AUDITIONS/S.A. CENTRE	1,539	1,572	2,719	2,719	2,719	0	
61110 YOUTH TALENT SEARCH	43,027	39,477	57,575	57,575	57,575	0	
63126 SUPPLIES & GENERAL	1,497	1,238	1,500	1,500	1,500	0	
TOTAL EXPENSE	1,202,604	1,136,672	1,416,183	1,416,183	1,417,989	0	

NOTE:

1. Provision for COLA
2. More performances at the Bandshell starting from 2009.
3. To bring more out-of-town and high profile artists

THE BOARD OF GOVERNORS OF EXHIBITION PLACE
CANADIAN NATIONAL EXHIBITION ASSOCIATION

10-204 ATTRACTIONS EXPENSES

ACCT# ACCOUNT NAME	2009 ACTUAL	2010 ACTUAL	2011 FORECAST	2011 BUDGET	2012 BUDGET	%Increase	Notes
2-10-204-10204-							
<u>EXPENSES</u>							
60002 SALARIES - TEMP	35,591	35,818	44,454	44,454	45,343	2	1
61054 KIDS' WORLD	303,328	275,113	302,367	302,367	302,367	0	
61055 KIDS' SCIENCE	0	30,771	40,000	40,000	40,000	0	
TOTAL EXPENSE	338,919	341,702	386,821	386,821	387,710	0	

NOTE:

1. Provision for COLA

THE BOARD OF GOVERNORS OF EXHIBITION PLACE
CANADIAN NATIONAL EXHIBITION ASSOCIATION

10-205 SPORTS

ACCT# ACCOUNT NAME	2009 ACTUAL	2010 ACTUAL	2011 FORECAST	2011 BUDGET	2012 BUDGET	%Increase	Notes
2-10-205-10205-							
<u>EXPENSES</u>							
60002 SALARIES - TEMP	39,696	32,465	50,942	50,942	51,961	2	1
60418 CONVENTION & TRAVEL	3,628	3,233	3,695	3,695	3,695	0	
61007 BALL PARK	38,394	30,700	34,650	34,650	34,650	0	
61078 PRINCES' BOULEVARD SHOW	0	0	0	0	0	0	
61096 SPORTS PAVILION	337,402	380,217	419,278	469,228	469,228	0	2
63119 PRINTING	0	0	400	400	400	0	
63126 SUPPLIES & GENERAL	371	327	1,584	1,584	1,584	0	
TOTAL EXPENSE	419,490	446,942	510,548	560,498	561,517	0	
<u>REVENUE</u>							
41503 BALL PARK	0	9,500	12,000	12,000	12,000	0	
41503 SPORTS PAVILION	13,000	0	0	0	0	0	
TOTAL REVENUE	13,000	9,500	12,000	12,000	12,000	0	
NET PROFIT (LOSS)	(406,490)	(437,442)	(498,548)	(548,498)	(549,517)	0	

NOTE:

1. Provision for COLA
2. Expense increase due to increase in \$60K sponsorship revenue (sprite zone)

THE BOARD OF GOVERNORS OF EXHIBITION PLACE
CANADIAN NATIONAL EXHIBITION ASSOCIATION

10-206 PROGRAM MANAGEMENT EXPENSES

ACCT# ACCOUNT NAME	2009 ACTUAL	2010 ACTUAL	2011 FORECAST	2011 BUDGET	2012 BUDGET	%Increase	Notes
2-10-206-10206-							
<u>EXPENSES</u>							
60000 SALARIES - PERMANENT	273,043	280,117	288,750	288,750	298,441	3	1
60002 SALARIES - TEMP	26,404	0	0	0	0	0	
60406 ARCHIVES EXHIBIT	20,711	36,597	32,900	32,900	32,900	0	
60418 CONVENTIONS & TRAVEL	5,006	75	5,002	5,002	5,002	0	
60424 EQUIPMENT RENTAL	792	810	1,025	1,025	1,025	0	
60425 EXPENSE ALLOWANCE	2,623	1,719	2,025	2,025	2,025	0	
60455 SOCIAL PROGRAMS - CNE	8,378	10,281	8,514	8,514	8,514	0	2
60800 CONTRACT PERSONNEL	0	0	0	0	0	0	
60801 CONTRACTED SERVICES	40,000	28,755	31,088	31,088	31,088	0	
61002 ARTS & CRAFTS DEMONSTRATION	21,049	43,301	19,401	19,401	19,401	0	
61005 AT HOME PAVILION FEATURE	54,853	68,087	113,073	113,073	113,073	0	3
61072 P.M.D	4,634	1,604	1,639	1,639	1,639	0	
63126 SUPPLIES & GENERAL	76	1,379	1,704	1,704	1,704	0	
TOTAL EXPENSE	457,568	472,725	505,121	505,121	514,812	2	
<u>REVENUE</u>							
42003 SOCIAL PROGRAMS	0	0	0	0	0	0	
42002 ARCHIVE GRANT	0	7,300	0	0	0	0	
TOTAL REVENUE	0	7,300	0	0	0	0	

NOTE:

1. Provision for merit increase
2. Decrease in program and requirements from 2009-2011
3. Increasing costs of more prominent guests/artists; more new big names - famous chef program, celebrity chef

THE BOARD OF GOVERNORS OF EXHIBITION PLACE
CANADIAN NATIONAL EXHIBITION ASSOCIATION

10-208 CONCESSIONS

ACCT# ACCOUNT NAME	2009 ACTUAL	2010 ACTUAL	2011 FORECAST	2011 BUDGET	2012 BUDGET	%Increase	Notes
2-10-208-10208-							
<u>EXPENSES</u>							
60000 SALARIES - PERMANENT	243,800	269,703	273,182	273,182	288,344	6	1
60002 SALARIES - TEMP	164,155	118,581	127,124	127,124	129,666	2	3
60417 SAFETY & SECURITY CONTRACTED SERVICES	157,083	245,269	255,843	255,843	255,843	0	
60418 CONVENTION AND TRAVEL	13,777	10,864	11,467	11,467	11,467	0	
60425 EXPENSE ALLOWANCES	5,380	3,649	4,600	4,600	4,600	0	
60801 CONTRACTED SERVICES	9,400	11,532	10,760	10,760	10,760	0	
61033 ENTERTAINMENT TENT	28,936	34,723	30,089	30,089	30,089	0	
61037 SECURITY	88,472	67,572	55,000	55,000	55,000	0	4
61049 HOUSE ELECTRICIAN/THIRD PARTY	158,334	203,501	238,868	238,868	238,868	0	
61062 MIDWAY REVIEW	918	272	1,000	1,000	1,000	0	
61071 OUTDOOR RETAIL	58,192	49,757	68,689	68,689	68,689	0	2
61072 P.M.D	219,690	223,765	216,521	216,521	216,521	0	
61120 ENVIRONMENTAL INITIATIVES	0	3,445	0	0	0	0	
63126 SUPPLIES & GENERAL	9,288	5,360	6,125	6,125	6,125	0	
TOTAL EXPENSE	1,157,426	1,247,993	1,299,268	1,299,268	1,316,972	1	
<u>REVENUE</u>							
40700 HOUSE ELECTRICIAN/THIRD PARTY	95,521	154,285	183,600	183,600	183,600	0	
40701 RIDES	1,620,505	1,491,183	1,613,304	1,613,304	1,613,304	0	
40702 ABM - AUTOMATED BANK MACHINES - CNE	168,170	158,996	173,000	173,000	173,000	0	6
40704 CONCESSIONS	2,091,316	1,886,356	2,112,441	2,112,441	2,112,441	0	
40705 MEDIEVAL TIMES THEATRE	31,250	31,250	31,250	31,250	31,250	0	5
40711 ENVIRONMENTAL INITIATIVES	0	10,000	0	0	0	0	
41507 OUTDOOR RETAIL	191,481	229,049	200,000	200,000	204,000	2	2
TOTAL REVENUE	4,198,242	3,961,119	4,313,595	4,313,595	4,317,595	0	
NET PROFIT (LOSS)	3,040,816	2,713,126	3,014,328	3,014,328	3,000,623	(0)	

- NOTE:**
1. Provision for merit increase
 2. 2011 increase 10 outdoor retail locations. Starting 2010 budget for these activities were transferred from Building Rental department 10-318 to Concessions department 10-208
 3. Provision for COLA. Starting 2010 wages & benefits associated with Food Building were transferred to Building Rental department 10-318
 4. Second phase of CCTV cameras as per risk assessment analysis. Expand emergency & safety training.
 5. Contractual revenue between BOG and CNE: one month rent for August.
 6. New ABM provider in 2011.

THE BOARD OF GOVERNORS OF EXHIBITION PLACE
CANADIAN NATIONAL EXHIBITION ASSOCIATION

10-209 CASINO

ACCT# ACCOUNT NAME	2009 ACTUAL	2010 ACTUAL	2011 FORECAST	2011 BUDGET	2012 BUDGET	%Increase	Notes
2-10-209-10209-							
<u>EXPENSES</u>							
60002 SALARIES - TEMPORARY	2,475,485	2,589,146	2,506,183	2,506,183	2,556,307	2	1
60404 ADVERTISING AND PROMOTION	146,493	148,887	140,000	140,000	140,000	0	
60418 CONVENTIONS & TRAVEL	2,117	930	0	0	0	0	
60424 EQUIPMENT RENTALS	300,364	239,449	265,000	265,000	265,000	0	
61059 LICENSES - GAMING	194,705	178,727	175,000	175,000	175,000	0	
61072 PMD - SITE PREPARATION	118,900	141,174	135,000	135,000	135,000	0	
63126 SUPPLIES & GENERAL	23,097	20,302	40,000	40,000	40,000	0	
69001 COMMUNITY GRANTS/CNEA FOUNDATION	12,000	12,000	12,000	12,000	12,000	0	
TOTAL EXPENSE	3,273,161	3,330,615	3,273,183	3,273,183	3,323,307	2	
<u>REVENUE</u>							
40706 TRAINING SCHOOL	15,832	12,740	15,000	15,000	15,000	0	
40707 CASINO	6,539,351	6,651,804	6,418,419	6,418,419	6,418,419	0	2
TOTAL REVENUE	6,555,183	6,664,544	6,433,419	6,433,419	6,433,419	0	
NET PROFIT (LOSS)	3,282,022	3,333,929	3,160,236	3,160,236	3,110,112	(2)	

NOTE:

1. Provision for COLA increase
2. Based on total of 35 operating days

**THE BOARD OF GOVERNORS OF EXHIBITION PLACE
CANADIAN NATIONAL EXHIBITION ASSOCIATION**

10-210 MARKETING

ACCT# ACCOUNT NAME	2009 ACTUAL	2010 ACTUAL	2011 FORECAST	2011 BUDGET	2012 BUDGET	%Increase	Notes
2-10-210-10210-							
<u>EXPENSES</u>							
60000 SALARIES - PERMANENT	164,786	271,762	282,087	282,087	294,097	4	1
60002 SALARIES TEMPORARY	105,699	67,465	84,173	84,173	84,173	0	
60402 ADVERTISING PRODUCTION & MATERIALS	338,497	361,396	379,410	379,410	379,410	0	
60404 ADVERTISING	848,515	834,378	842,022	842,022	842,022	0	4
60405 PROMOTIONS	66,760	35,889	48,402	48,402	48,402	0	
60414 COMMUNITY RELATIONS	75,903	84,628	76,000	76,000	76,000	0	
60418 CONVENTION & TRAVEL	4,345	3,591	6,000	6,000	6,000	0	
60424 EQUIPMENT RENTAL	4,819	3,591	5,500	5,500	5,500	0	
60425 EXPENSE ALLOWANCES	2,217	2,579	2,112	2,112	2,112	0	
60438 MEDIA/PUBLIC RELATIONS	13,568	15,134	15,000	15,000	15,000	0	
60442 OFFICIAL PHOTOGRAPHERS	8,600	9,400	10,000	10,000	10,000	0	
60452 SCHOOL PASSES	0	0	0	0	0	0	
60456 SPONSORSHIP COMMISSION	71,812	29,299	60,000	60,000	60,000	0	2
60457 SPONSORSHIP EXPENSES	127,697	120,634	85,000	85,000	85,000	0	
60800 CONTRACT SALARIES (SPONSORSHIP)	75,552	0	0	0	0	0	1
60801 CONTRACTED SERVICES	214,554	209,454	220,000	220,000	220,000	0	
61000 ADVANCE SALES	65,891	50,805	56,000	56,000	56,000	0	
61023 COMMUNITY GROUP SALES & BUS TOURS	5,994	7,669	8,500	8,500	8,500	0	
61044 GO TRANSIT EVENT SALES	17,810	13,292	13,500	13,500	13,500	0	3
61045 GROUP SALES	71,297	89,085	95,000	95,000	95,000	0	
61048 HORSE SHOW	25,226	16,036	17,000	17,000	17,000	0	
61065 ONLINE EVENT SALES	6,928	4,751	5,000	5,000	5,000	0	5
61066 WEB BASED INITIATIVES	38,541	55,548	50,000	50,000	50,000	0	
61069 OPENING DAY CEREMONY	8,975	17,624	15,000	15,000	15,000	0	
61072 P.M.D	534	0	0	0	0	0	
63126 SUPPLIES & GENERAL	5,743	4,402	5,000	5,000	5,000	0	
69002 CONTRA SPONSORSHIP	184,200	40,000	0	0	0	0	
TOTAL EXPENSE	2,554,461	2,348,412	2,380,704	2,380,704	2,392,714	1	

NOTE:

1. Provision for merit increase. Starting in 2011 budget contracted salary was combined with perm salary by CNEA
2. Commission portion of salary, including commission for In Kind.
3. Includes Go Transit Commission expenses.
4. To reflect new segmentation of marketing plan and increased distribution of guidebooks in advance of fair. In 2010 removed Media Campaign which is funded by OTMP & Celebrate ON Grants
5. To enhance CNE website

THE BOARD OF GOVERNORS OF EXHIBITION PLACE
CANADIAN NATIONAL EXHIBITION ASSOCIATION

10-210 MARKETING REVENUE

ACCT#	ACCOUNT NAME	2009 ACTUAL	2010 ACTUAL	2011 FORECAST	2011 BUDGET	2012 BUDGET	%Increase	Notes
2-10-210-10210-								
	<u>REVENUE</u>							
41004	ONLINE EVENT SALES	234,350	235,953	248,000	248,000	266,945	8	
41005	GO TRANSIT EVENT SALES	326,722	241,823	242,000	242,000	245,725	2	
41006	SPONSORSHIP	1,019,185	874,657	960,001	960,001	960,001	0	
41007	GROUP SALES	810,359	1,123,779	1,349,000	1,349,000	1,349,000	0	
41008	ADVANCE SALES	668,138	558,447	605,000	605,000	605,000	0	
41009	COMMUNITY GROUP SALES & BUS TOURS	21,648	29,159	33,000	33,000	33,000	0	
42004	CONTRA SPONSORSHIP	184,200	40,000	0	0	0	0	
42005	GOVERNMENT GRANT EXPECTATION	0	0	0	0	0	0	1
	TOTAL REVENUE	3,264,602	3,103,818	3,437,000	3,437,000	3,459,670	1	
	NET PROFIT (LOSS)	710,141	755,406	1,056,296	1,056,296	1,066,957	1	

NOTE:

1. Eliminated in 2009-2011 due to removal of grant money from Celebrate Ontario or OTMP ; Grant was specific to 2008 only.

THE BOARD OF GOVERNORS OF EXHIBITION PLACE
CANADIAN NATIONAL EXHIBITION ASSOCIATION

10-211 CIAS EXPENSES

ACCT# ACCOUNT NAME	2009 ACTUAL	2010 ACTUAL	2011 FORECAST	2011 BUDGET	2012 BUDGET	%Increase	Notes
2-10-211-10211-							
<u>EXPENSES</u>							
61013 CIAS SUPPORT	459,140	470,000	470,000	470,000	470,000	0	1
61072 P.M.D	108	0	0	0	0	0	
TOTAL EXPENSE	459,248	470,000	470,000	470,000	470,000	0	

NOTE:

1.Payment as per CIAS contrac (air show).

THE BOARD OF GOVERNORS OF EXHIBITION PLACE
CANADIAN NATIONAL EXHIBITION ASSOCIATION

10-212 SPECIAL FEATURES - EXPENSES

ACCT# ACCOUNT NAME	2009 ACTUAL	2010 ACTUAL	2011 FORECAST	2011 BUDGET	2012 BUDGET	% Increase	Notes
2-10-212-10212-							
<u>EXPENSES</u>							
61014 HERITAGE COURT PROGRAM	57,613	47,822	70,000	70,000	70,000	0	1
61024 CONFERENCE CENTRE PROGRAM	321,990	151,330	0	0	0	0	
61064 NIGHT TIME SHOW	258,709	172,692	0	0	0	0	2
61080 PARADES	101,483	117,392	120,490	120,490	120,490	0	
61087 RICOH PROGRAMMING	490,091	633,274	660,704	660,704	660,704	0	
61095 PRINCES' BLVD FEATURE	85,530	66,387	39,939	39,939	39,939	0	
TOTAL EXPENSE	1,315,415	1,188,897	891,133	891,133	891,133	0	

NOTE:

1. To create new feature exhibit in the Heritage Court.
2. Expense decrease because from research, audiences don't care much about night time shows.

THE BOARD OF GOVERNORS OF EXHIBITION PLACE
CANADIAN NATIONAL EXHIBITION ASSOCIATION

10-213 INTERNATIONAL EXHIBITS - EXPENSES

ACCT#	ACCOUNT NAME	2009 ACTUAL	2010 ACTUAL	2011 FORECAST	2011 BUDGET	2012 BUDGET	%Increase	Notes
2-10-213-10213-								
	<u>EXPENSES</u>							
60002	SALARIES TEMPORARY	14,250	28,078	25,119	25,119	25,621	2	1
60424	EQUIPMENT RENTALS	15,731	17,493	17,834	17,834	17,834	0	
60446	PRODUCTION COSTS	21,018	24,093	25,257	25,257	25,257	0	
60801	CONTRACTED SERVICES	72,562	90,964	92,238	92,238	92,238	0	2
61003	ARTS & CRAFTS DEMONSTRATION	2,200	0	0	0	0	0	
61053	AT HOME PAVILION FEATURE	3,375	0	0	0	0	0	
61072	P.M.D	3,682	4,084	5,565	5,565	5,565	0	
	TOTAL EXPENSES	132,818	164,712	166,012	166,012	166,514	0	

NOTE:

1. Provision for COLA
2. To reflect cost of bringing in more acts from out-of-country

THE BOARD OF GOVERNORS OF EXHIBITION PLACE
CANADIAN NATIONAL EXHIBITION ASSOCIATION

10-305 UTILITIES

ACCT# ACCOUNT NAME	2009 ACTUAL	2010 ACTUAL	2011 FORECAST	2011 BUDGET	2012 BUDGET	%Increase	Notes
2-10-305-10305-							
<u>EXPENSES</u>							
60255 HYDRO	374,715	350,719	355,254	355,254	373,017	5	1
60256 DEC UTILITIES	239,309	223,984	228,813	228,813	240,253	5	1
60281 WATER	103,741	97,097	106,470	106,470	116,052	9	1
TOTAL EXPENSE	717,765	671,800	690,537	690,537	729,323	6	
<u>REVENUE</u>							
49052 UTILITY RECOVERY	66,710	72,383	70,000	70,000	70,000	0	2
NET PROFIT (LOSS)	(651,055)	(599,417)	(620,537)	(620,537)	(659,323)	6	

NOTE:

1. Provision for COLA increase; Gas charges during the CNE are nominal therefore not included.
2. Fees are charged to recover utilities from concessionaires and exhibitors during the CNE.

THE BOARD OF GOVERNORS OF EXHIBITION PLACE

CANADIAN NATIONAL EXHIBITION ASSOCIATION

10-307 CLEANING SERVICES EXPENSES

ACCT#	ACCOUNT NAME	2009 ACTUAL	2010 ACTUAL	2011 FORECAST	2011 BUDGET	2012 BUDGET	%Increase	Notes
2-10-307-10307-								
	<u>EXPENSES</u>							
60002	SALARIES - TEMP	507,300	500,391	489,520	489,520	499,310	2	1
61016	CITY DUMPING FEES	41,341	17,932	46,467	46,467	46,467	0	
61115	CO-MINGLE BINS	0	0	4,600	4,600	4,600	0	2
61999	RECOVERIES - CARDBOARD	0	(707)	(2,000)	(2,000)	(2,000)	0	
	TOTAL EXPENSE	548,641	517,616	538,587	538,587	548,377	2	

NOTE:

1. Provision for COLA
2. Supplied free of charge by the City prior to 2010

THE BOARD OF GOVERNORS OF EXHIBITION PLACE
CANADIAN NATIONAL EXHIBITION ASSOCIATION

10-310 GROUNDS MAINTENANCE EXPENSES

ACCT# ACCOUNT NAME	2009 ACTUAL	2010 ACTUAL	2011 FORECAST	2011 BUDGET	2012 BUDGET	%Increase	Notes
2-10-310-10310-							
<u>EXPENSES</u>							
60002 SALARIES - TEMP - LABOUR							
60002 SALARIES - TEMP - CARPENTRY STANDBY							
60002 SALARIES - TEMP - PAINTERS STANDBY							
60002 SALARIES - TEMP - LOCKSHOP STANDBY							
60002 SALARIES - TEMP - WELDING STANDBY							
60002 SALARIES - TEMP - PLUMBING STANDBY							
60002 SALARIES - TEMP - FIRE PROTECTION STANDBY							
60002 SALARIES - TEMP - MECHANICS (GARAGE) STANDBY							
60002 SALARIES - TEMP - IATSE STANDBY							
60002 STANDBY TOTAL	214,208	220,978	224,033	224,033	228,514	2	1
 61091 SEED & SOD	 3,074	 0	 15,000	 15,000	 15,000	 0	
61092 SITE IMPROVEMENTS	154,357	112,440	136,191	136,191	136,191	0	2
63126 SUPPLIES & GENERAL	8,011	5,505	5,448	5,448	5,448	0	
TOTAL EXPENSE	379,650	338,923	380,672	380,672	385,153	1	

NOTE:

1. Provision for COLA increase
2. Site improvement costs include maintenance of grounds and preparatory work for the CNE.

THE BOARD OF GOVERNORS OF EXHIBITION PLACE
CANADIAN NATIONAL EXHIBITION ASSOCIATION

10-317 CLIENT SERVICES EXPENSES

ACCT# ACCOUNT NAME	2009 ACTUAL	2010 ACTUAL	2011 FORECAST	2011 BUDGET	2012 BUDGET	%Increase	Notes
2-10-317-10317-							
<u>EXPENSES</u>							
60002 TEMP SALARIES	186,916	241,923	234,686	234,686	239,380	2	1
60411 CNE MEDICAL CENTRE	51,915	64,011	70,656	70,656	70,656	0	4
60429 FRIENDS OF CNE	8,054	7,781	6,182	6,182	6,182	0	
60435 LOST CHILDREN	4,547	5,793	4,280	4,280	4,280	0	
60440 MERCHANDISING	0	0	0	0	0	0	
60459 STAFF TRAINING AND DEVELOPMENT	12,810	12,675	12,220	12,220	12,220	0	
60463 TRAINS	24,305	53,617	26,002	26,002	26,002	0	
61006 BABY REST	788	356	2,238	2,238	2,238	0	
61009 BOY SCOUTS	13,533	14,654	16,800	16,800	16,800	0	
61050 INFORMATION SERVICES	39,555	27,678	28,147	28,147	28,147	0	2
63108 INFORMATION SIGNAGE	8,519	10,477	15,530	15,530	15,530	0	
69810 TRAMS AMORTIZATION	0	4,441	15,625	15,625	15,625	0	3
TOTAL EXPENSE	350,943	443,406	432,367	432,367	437,061	1	

10-317 CLIENT SERVICES - REVENUE

<u>REVENUE</u>							
40708 BOY SCOUTS	10,850	13,732	5,000	5,000	5,000	0	
40709 MERCHANDISING	0	0	0	0	0	0	
TOTAL REVENUE	10,850	13,732	5,000	5,000	5,000	0	
NET PROFIT (LOSS)							
	(340,093)	(429,674)	(427,367)	(427,367)	(432,061)	1	

NOTE:

1. Provision for COLA
2. Increase in 2009 and 2010 for new Guest Relations Centre
3. Amortization of 2010 purchase of new people mover Trams
4. EMS fees increase starting in 2010 onward

THE BOARD OF GOVERNORS OF EXHIBITION PLACE

CANADIAN NATIONAL EXHIBITION ASSOCIATION

10-318 BUILDING RENTALS

ACCT# ACCOUNT NAME	2009 ACTUAL	2010 ACTUAL	2011 FORECAST	2011 BUDGET	2012 BUDGET	%Increase	Notes
2-10-318-10318-							
<u>EXPENSES</u>							
60000 SALARIES - PERMANENT	176,013	135,115	135,260	135,260	186,097	38	1
60002 SALARIES TEMPORARY	67,869	128,298	141,953	141,953	99,792	(30)	1, 2
60418 CONVENTION AND TRAVEL	871	645	1,500	1,500	3,000	100	
60425 EXPENSE ALLOWANCE	402	157	500	500	500	0	
61004 AT HOME PAVILION	223,473	230,260	233,212	233,212	237,876	2	
61041 FOOD BUILDING	368,464	369,209	284,575	284,575	290,267	2	
61049 HOUSE ELECTRCIAN/3RD PARTY - INDOOR	0	12,746	0	0	0	0	
61052 INTERNATIONAL PAVILION	248,016	236,864	253,515	253,515	258,585	(51)	
61081 ARTS CRAFTS & HOBBIES	114,370	110,398	122,778	122,778	125,234	2	
61107 WAREHOUSE OUTLET PAVILION	52,232	66,483	61,297	61,297	62,523	2	
63119 PRINTING	1,672	2,885	2,060	2,060	2,060	0	
63126 SUPPLIES & GENERAL	1,242	1,270	1,712	1,712	1,712	0	
EXHIBITORS MARKETING	0	0	0	0	8,500	0	5
TOTAL EXPENSE	1,254,624	1,294,330	1,238,362	1,238,362	1,276,147	3	

10-318 BUILDING RENTALS REVENUE

<u>REVENUE</u>							
40703 FOOD BUILDING	889,997	914,151	923,162	923,162	941,625	2	3
41504 INTERNATIONAL PAVILION	815,277	854,784	851,583	851,583	868,615	2	4
41505 AT HOME PAVILION	899,846	943,587	930,072	930,072	948,674	2	4
41506 WAREHOUSE PAVILION/SAMPLE ALLEY	403,623	414,023	354,440	354,440	361,528	2	4
41506 WAREHOUSE EXTENSION / SPORTS ZONE	0	0	0	0	0	0	
41508 WEST ANNEX	0	0	0	0	0	0	
41509 ARTS CRAFTS & HOBBIES	307,869	308,224	320,867	320,867	327,284	2	4
TOTAL REVENUE	3,316,611	3,434,769	3,380,124	3,380,124	3,447,727	2	
NET PROFIT (LOSS)							
	2,061,987	2,140,439	2,141,762	2,141,762	2,171,580	1	

NOTE:

1. Reallocation of costs in 2011-2012 between these two accounts by CNEA
2. Provision for COLA increase
3. Vendors will be charged a 2% increment on a yearly basis over a 4 year contract, starting 2012. Starting from 2010 these activities were transferred from Concession department 10-208 to Building Rental department 10-318
4. 2% increase to exhibitors agreements in 2012.
5. Expenses related to Exhibitor Marketing, Outreach, Promotions and Hospitality

THE BOARD OF GOVERNORS OF EXHIBITION PLACE

CANADIAN NATIONAL EXHIBITION ASSOCIATION

10-500 MARQUEE TOURISM EVENTS PROGRAM

ACCT# ACCOUNT NAME	2009 ACTUAL	2010 ACTUAL	2011 FORECAST	2011 BUDGET	2012 BUDGET	%Increase	Notes
2-10-500-10500-							
<u>EXPENSES</u>							
60700 MTEP- FINANCE CHARGES	0	0	0	0	0	0	
61021 MTEP - TRAMS	0	750,000	0	0	0	0	
61114 MTEP - SOCCER MATCH	2,067,226	0	0	0	0	0	
61115 MTEP - FLOWRIDER	186,235	0	0	0	0	0	
61116 MTEP - SPEAKER SERIES	775,097	0	0	0	0	0	
61117 MTEP - SKATING SHOW	294,641	0	0	0	0	0	
61118 MTEP - MARKETING	548,829	0	0	0	0	0	
61119 MTEP - OPERATIONS	2,518	0	0	0	0	0	
61120 MTEP - AUDIT & RESEARCH	26,044	18,681	0	0	0	0	
TOTAL EXPENSE	3,900,590	768,681	0	0	0	0	

10-500 MARQUEE TOURISM EVENTS PROGRAM - REVENUE

<u>REVENUE</u>							
42001 MTEP - GRANT MONEY	2,928,462	759,613	0	0	0	0	
49057 MTEP - SOCCER MATCH	922,635	0	0	0	0	0	
49058 MTEP - SPEAKER SERIES	200,918	0	0	0	0	0	
TOTAL REVENUE	4,052,015	759,613	0	0	0	0	
NET PROFIT (LOSS)	151,425	(9,068)	0	0	0	0	

THE BOARD OF GOVERNORS OF EXHIBITION PLACE

EXHIBITION PLACE

REVENUE AND EXPENSE SUMMARY

PAGE	DESCRIPTION	2009 ACTUAL	2010 ACTUAL	2011 FORECAST	2011 BUDGET	2012 BUDGET	%Increase	Notes
	REVENUE							
	RENTAL INCOME - TENANTS	769,253	868,542	904,521	911,172	903,521	(1)	1
	MLSE/RICOH CONTRIBUTION	500,880	500,880	500,880	500,880	500,880	0	9
	ADDITIONAL RENT-MLSE/RICOH COLISEUM - NET	87,608	90,565	95,464	95,464	97,373	2	2
	SUB-TOTAL	1,357,741	1,459,986	1,500,865	1,507,515	1,501,774	(0)	
	RENTAL INCOME - EVENTS	687,397	792,123	649,604	649,604	662,949	2	3
	ADVERTISING -NET	630,606	584,348	1,384,839	1,291,848	1,387,794	7	10
	CATERING CONCESSIONS	94,038	82,454	67,165	49,375	75,080	52	5
	SUBTOTAL	2,769,781	2,918,911	3,602,473	3,498,343	3,627,597	4	
	SHOW SERVICES							
	- TENANTS	1,822,614	1,307,784	1,469,557	1,469,557	1,498,948	2	4
	- EVENTS	1,423,204	1,403,526	1,104,394	1,064,394	1,180,469	11	
	THIRD PARTY REVENUE	3,245,819	2,711,310	2,573,951	2,533,951	2,679,417	6	
33	PARKING REVENUE	6,393,673	6,645,284	6,265,326	6,273,150	6,572,605	5	6
	SUBTOTAL DIRECT REVENUE	12,409,272	12,275,505	12,441,749	12,305,444	12,879,619	5	
51	- CNE RECOVERY - DEC LOCATION	187,579	223,984	258,812	258,812	240,253	(7)	
43	- ADMIN MARK UP, INTEREST AND MISC REVENUE	857,057	1,070,178	442,356	454,915	480,330	6	8
47	- ERP PROJECTS - INCENTIVE RECEIVED & SAVING	340,663	201,887	236,000	822,484	822,840	0	
49	- NAMING RIGHTS REVENUE - ALLSTREAM CENTRE	108,333	520,000	520,000	520,000	520,000	0	
49	- NAMING RIGHTS EXPENSES & TSF - ALLSTREAM CENTRE	(108,333)	(520,000)	(520,000)	(520,000)	(520,000)	0	
	- SPONSORSHIP	0	0	0	0	0	0	
	SUBTOTAL INDIRECT REVENUE	1,385,300	1,496,049	937,168	1,536,212	1,543,423	0	
42	- CONTRIBUTION FROM CONFERENCE RESERVE FUND	0	472,500	300,000	300,000	100,000	(67)	
42	- CONTRIBUTION FROM SICK BANK RESERVE	0	63,715	54,000	54,000	54,000	0	
	SUBTOTAL CONTRIBUTION FROM RESERVES	0	536,215	354,000	354,000	154,000	(56)	
	TOTAL REVENUE	13,794,572	14,307,769	13,732,918	14,195,655	14,577,042	3	
	EXPENSE							
33	PARKING EXPENSES	2,253,097	2,235,714	2,177,249	2,191,457	2,238,659	2	
	SHOW SERVICES EXPENSES							
	- TENANTS	1,644,937	1,176,705	1,317,601	1,317,601	1,343,953	2	4
	- EVENTS	1,087,129	1,048,219	723,661	723,661	888,957	23	
	- EVENTS PMD COSTS	402,555	274,999	241,687	241,687	262,382	9	7
	SUB TOTAL SHOW SERVICE EXPENSES	3,134,622	2,499,923	2,282,949	2,282,949	2,495,292	9	
	TOTAL DIRECT EXPENSE	5,387,719	4,735,637	4,460,197	4,474,406	4,733,951	6	
	PROFIT (LOSS) BEFORE OVERHEAD EXPENSES	8,406,853	9,572,132	9,272,721	9,721,250	9,843,091	1	
35	OVERHEAD EXPENSES	14,981,103	17,264,107	17,369,644	17,717,995	17,939,554	1	
	NET OPERATING PROFIT (LOSS)	(6,574,250)	(7,691,975)	(8,096,924)	(7,996,746)	(8,096,463)	1	

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

NOTE:

1. 2011 budget includes participated rent from QE Fountain Dining Room tenant, removed from 2012 budget.
2. Ex Place services for security monitoring and building operators coverage for night time walk through.
3. Includes services to Honda Indy from 2009 forward. Three year term agreement with Green Savoree Toronto ULC for Honda Indy from Jan 2012 to 2014
4. Services ordered from major tenants such as Liberty Grand, Muzik, Medieval Times, Ricoh, Gossip and QET and QE fountain dining room which will start in 2011.
5. Includes F&B for EP's events that are not contracted through Centerplate.
6. Parking Revenue rate increase in 2010, additional events in BMO Field and tenants.
7. PMD costs includes additional concessions for Honda Indy services reduction.
8. Administrative fee on MLSE for Ricoh Coliseum & BMO Field and tenants services and interest revenue.
9. Per contractual arrangement with MLSE/BPC (Lease/Sub-lease)
10. Outdoor billboard signage revenue after commission - Per contractual obligations with Astral Media (Gardiner Billboard-Trivision), Clarity Outdoor Media Inc (Gardener Expressway/Strachan Billboard and CBS Outdoor (Strachan). CBS Outdoor agreement expired end of August 2009. Astral Media agreement renewed for 15 years (2009 to 2023). In June 2010 Astral switched to digital retroactively from year 0.

THE BOARD OF GOVERNORS OF EXHIBITION PLACE
EXHIBITION PLACE
50-108 PARKING AND TRAFFIC REVENUES AND EXPENSES

ACCT# ACCOUNT NAME	2009 ACTUAL	2010 ACTUAL	2011 FORECAST	2011 BUDGET	2012 BUDGET	%Increase	Notes
1-50-108-XXXXX-							
<u>REVENUE</u>							
PARKING REVENUE							
40500 DEC EVENTS	3,653,570	3,928,283	3,684,357	3,640,050	3,828,000	5	14
40500 TENANTS	416,230	475,136	655,780	663,000	625,548	(6)	12
40500 EP EVENTS	627,052	591,573	326,281	325,000	410,000	26	
40501 ONTARIO PLACE EVENTS	273,744	372,890	245,000	245,000	300,000	22	
SUB-TOTAL PARKING REVENUE	4,970,596	5,367,882	4,911,418	4,873,050	5,163,548	6	10
 40520 RICOH COLISEUM	 355,948	 334,285	 337,926	 326,800	 330,000	 1	 13
40521 BMO FIELD - SUBJECT TO REBATE	594,650	534,374	564,221	616,642	606,385	(2)	7
40599 BMO FIELD - NOT SUBJECT TO REBATE	133,104	120,085	141,658	141,658	159,172	12	7
40523 MEDIEVAL TIMES	281,224	286,397	306,103	311,000	309,500	(0)	
40525 FLEET STREET & MISC	58,149	2,260	4,000	4,000	4,000	0	3
TOTAL REVENUE	6,393,673	6,645,284	6,265,326	6,273,150	6,572,605	5	10
1-50-108-50108-							
<u>EXPENSE</u>							
60000 SALARIES - PERMANENT	468,506	549,773	491,209	491,209	502,699	2	1
60001 BENEFITS - PERMANENT	146,250	125,785	123,382	123,382	131,539	7	1
60002 SALARIES AND BENEFITS - HOURLY	566,418	533,875	553,274	555,739	597,245	7	
60407 AUDIT	0	1,550	2,000	2,000	2,000	0	
60409 BANK & CREDIT CARD CHARGES/CASH HANDLING	119,254	100,004	100,000	100,000	100,000	0	
60424 EQUIPMENT RENTALS	44,983	64,736	55,000	55,000	55,000	0	9
60425 EXPENSE ALLOWANCE	475	2,158	2,000	2,000	2,000	0	4
60801 CONTRACT SERVICES	4,676	4,653	5,000	5,000	5,000	0	8
61037 SECURITY	60,944	67,805	50,000	50,000	50,000	0	6
61039 EXHIBITOR SERVICES	13,609	2,382	0	0	0	0	5
61061 MAINTENANCE	7,842	0	0	0	0	0	
61072 P.M.D	156,636	189,424	145,000	145,000	145,000	0	2
61088 ROAD MARKINGS AND SIGN REPAIRS (from 50-323)	12,110	0	10,000	10,000	10,000	0	
63119 PRINTING & STATIONERY	9,465	11,075	8,000	8,000	8,000	0	
63126 SUPPLIES & GENERAL	4,066	3,929	4,000	4,000	4,000	0	
63127 UNIFORMS	9,832	6,534	10,000	10,000	10,000	0	
SUBTOTAL EXPENSES BEFORE REBATES	1,625,067	1,663,684	1,558,866	1,561,330	1,622,483	4	
 61022 RICOH COLISEUM REBATE	 267,341	 236,796	 253,445	 245,100	 247,500	 1	 11
51005 BMO FIELD	196,655	176,858	187,886	205,527	201,926	(2)	11
51000 MEDIEVAL TIMES REBATE	140,553	143,199	153,052	155,500	154,750	(0)	11
61040 FLEET STREET CITY REBATE	23,481	15,177	24,000	24,000	12,000	(50)	1&11
51004 MLSE - PARKING	0	0	0	0	0	0	
TOTAL EXPENSES	2,253,097	2,235,714	2,177,249	2,191,457	2,238,659	2	
 NET PROFIT (LOSS)	 4,140,576	 4,409,570	 4,088,077	 4,081,693	 4,333,946	 6	

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

50-108 PARKING AND TRAFFIC REVENUES AND EXPENSES

NOTE:

1. Provision for Merit increase. 2012 benefits increase due to OMERS rates increase.
2. PMD includes signage, cost of coin and card processing machines - reflects prior years experience
3. Fleet Street Parking revenue is associated to shows and is reflected in the shows income. The revenue budgeted on this line represents all other parking related revenue such as rental. Of all Fleet Street Parking Revenue a 50% rebate is paid to the City (a/c 61040)
4. Parking convention: attendance at one Parking Trade Show 2 staff
5. Cost will be covered for within Exhibitor Services.
6. Additional paid duty for Toronto Football Club (TFC) games.
7. FC games are subject to rebate at 33.33% per contractual arrangement. 2011 forecast/2012 budget was based on numbers of games supplied by BMO Field. Includes \$70,000 annual revenue due to soccer bubble relocation.
8. For Chubb Door alarm monitoring and Inkas money pick up.
9. Rental costs for nine Precise Park Link rented Pay and Display machines @ \$ 350/each per month, for 12 months and rental of additional revenue control equipment
10. \$1 parking rate increase effective September 1, 2010 as well a \$15 rate for BMO Field, and a Board approved \$15 rate for indoor parking on specific busy show
11. Parking Sources Rebates: Fleet Street (50%), Medieval (50%), Ricoh (75%), Stadium (33.33%). Fleet Street decrease due to 50% loss of parking spaces to Metrolinx construction starting in June 2011 for three years.
12. Starting 2011 budget includes parking revenue from QE fountain dining room. There is less corporate events from other tenant.
13. 2011-2012 budget decrease because MLSE is not staging the same numbers of concert.
14. In 2012 Home Show colocates with Canada Blooms , CMTS one off year, loss of PPPC. 2010 actuals was higher due to contribution from G8/G20 summit.

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

OVERHEAD EXPENSE SUMMARY

PAGE	DEPARTMENT	2009 ACTUAL	2010 ACTUAL	2011 FORECAST	2011 BUDGET	2012 BUDGET	%Increase	Notes
36	CHIEF EXECUTIVE OFFICER	542,073	613,740	595,777	595,777	662,125	11	
37	BOARD OF GOVERNORS	260,451	172,143	62,000	62,000	62,000	0	
38	CORPORATE SECRETARY	486,265	507,882	515,291	515,291	513,825	(0)	
39	ARCHIVES & COMMERCIAL RECORDS	209,741	244,656	261,713	261,713	262,142	0	
40	PURCHASING & STORES	251,702	240,281	260,897	260,897	268,440	3	
41	HUMAN RESOURCES	574,547	551,299	546,491	546,491	648,961	19	
43	FINANCE	1,530,132	2,887,250	2,809,837	2,632,356	2,645,507	0	
45	COMMUNITY GRANTS	56,200	52,767	6,000	6,000	5,000	(17)	
46	OPERATIONS ADMINISTRATION	1,524,898	1,735,881	1,723,611	1,723,611	1,718,613	(0)	
47-48	ENERGY EFFICIENCY - INTEREST & DEPRECIATION	676,730	732,340	752,231	822,484	822,840	0	
50	UTILITIES	2,395,612	2,702,179	3,132,310	3,557,960	3,458,407	(3)	
51	CLEANING SERVICES	794,036	893,821	866,630	866,630	883,936	2	
52	SPECIAL APPROPRIATIONS	553,658	495,741	495,620	495,620	495,620	0	
53	FACILITY SERVICES	1,747,487	1,891,645	1,815,737	1,813,865	1,856,552	2	
54	LABOUR	495,318	422,291	458,346	458,346	468,935	2	
55	ELECTRICAL	1,140,177	1,335,721	1,306,393	1,306,393	1,339,300	3	
56	ENGINEERING	(6,910)	15,957	7,322	7,322	7,322	0	
57	WELDING	69,354	76,069	84,910	85,910	88,135	3	
58	CARPENTRY	980,862	811,510	853,184	853,184	841,525	(1)	
59	PAINTING	296,495	302,314	408,544	408,544	322,250	(21)	
60	MECHANICAL & GARAGE	277,289	356,325	417,031	430,531	401,000	(7)	
61	PLUMBING	911,851	754,559	970,399	970,399	1,010,099	4	
62	HVAC	1,031,315	1,128,571	965,827	965,827	978,600	1	
63	IATSE	162,027	151,347	178,251	178,251	181,837	2	
64	CREATIVE SERVICES - SIGN SHOP	92,880	65,780	50,648	50,948	51,765	2	
65	SECURITY & COMMUNICATIONS	1,629,114	1,861,263	1,654,917	1,671,917	1,672,697	0	
	SUBTOTAL	18,683,306	21,003,332	21,199,919	21,548,269	21,667,434	1	
	LESS: ADMIN. SUPPORT TO CNE	(1,359,427)	(1,373,021)	(1,414,212)	(1,414,212)	(1,268,327)	(10)	1
	LESS: SITE PREP. - CNE	(2,342,776)	(2,366,204)	(2,416,063)	(2,416,063)	(2,459,553)	2	1
	TOTAL EXPENSES	14,981,103	17,264,107	17,369,644	17,717,995	17,939,554	1	

NOTE:

1. COLA increase as per MOU. 2012 budget reduced sharing of Corp Sec expenses

THE BOARD OF GOVERNORS OF EXHIBITION PLACE
OVERHEAD

50-100 CHIEF EXECUTIVE OFFICER

ACCT#	ACCOUNT NAME	2009 ACTUAL	2010 ACTUAL	2011 FORECAST	2011 BUDGET	2012 BUDGET	% Increase	Notes
1-50-100-50100-								
	<u>EXPENSE</u>							
60000	SALARIES - PERMANENT	199,468	234,365	259,821	259,821	268,307	3	1
60001	BENEFITS - PERM	46,446	54,358	64,656	64,656	69,418	7	1
60418	CONVENTIONS & TRAVEL	15,327	2,165	42,000	42,000	32,000	(24)	2
63126	SUPPLIES & GENERAL	3,151	1,113	2,500	2,500	2,500	0	
63106	EQUIPMENT RENTALS	5,547	9,770	6,000	6,000	6,000	0	
60425	EXPENSE ALLOWANCES	6,551	10,266	5,000	5,000	5,000	0	
60445	PRESENTATIONS/PROMOTION	2,700	1,040	2,000	2,000	2,000	0	
60417	CONSULTANTS FEES	68,048	92,801	85,000	85,000	85,000	0	4
60439	MEMBERSHIPS	475	2,286	2,200	2,200	2,200	0	5
60420	CORPORATE ENTERTAINMENT	538	129	3,000	3,000	2,500	(17)	
60459	STAFF TRAINING AND DEVELOPMENT	570	1,137	3,600	3,600	63,200	1,656	6
60434	LEGAL FEES	193,253	204,311	120,000	120,000	124,000	3	3
	TOTAL EXPENSE	542,073	613,740	595,777	595,777	662,125	11	

NOTE:

1. Provision for Merit increase. 2012 benefits increase due to OMERS rates increase.
2. Includes travel for all departments on grounds except for the DEC Marketing Department 60-803.
3. Starting in 2008 legal fees from HR department 50-107 is merged with 50-100.
4. Includes Ontario Energy Leader (OEL) membership required to provide 3rd party verification for figures for environmental initiatives (green house reduction etc.). 2011 budget includes \$25,000 for LEED certification. 2010 actuals includes memberships paid to Toronto Board of Trade, Composing Council, Recycling Council, Canadian Green Building Council.
5. Professional membership
6. Customer service program reflected in this budget, City of Toronto has informed Exhibition Place that City will no longer provide training to staff

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

50-101 BOARD OF GOVERNORS EXPENSES

ACCT#	ACCOUNT NAME	2009 ACTUAL	2010 ACTUAL	2011 FORECAST	2011 BUDGET	2012 BUDGET	%Increase	Notes
1-50-101-50101-								
	<u>EXPENSE</u>							
63126	SUPPLIES & GENERAL	5,569	5,057	5,500	5,500	5,500	0	2
69001	COMMUNITY GRANTS - MURALS	190,000	125,000	0	0	0	0	3
60421	CORPORATE PLANNING	35,818	33,186	34,500	34,500	36,500	6	1
60418	CONVENTIONS & MEETINGS	29,063	8,900	22,000	22,000	20,000	(9)	
	TOTAL EXPENSE	260,451	172,143	62,000	62,000	62,000	0	

NOTE:

1. For the unscheduled events that the Board (includes CNEA) received tickets for in both suites at Ricoh and BMO including Honda Indy.
2. Expense related to Board of Governors only. Budget lower in 2011 as 2010 includes purchase of plaque as approved by the Board
3. Exhibition Place pays CNE for the Haines&Satok murals, first payment made in 2008 from consolidated operating surplus in accordance with MOU. Statue of Greek God to be purchased in 2010-2013 in accordance with new MOU. No budget is provided as purchase is conditional on consolidated surplus exceeding budget.

THE BOARD OF GOVERNORS OF EXHIBITION PLACE
OVERHEAD

50-103 CORPORATE SECRETARY EXPENSES

ACCT# ACCOUNT NAME	2009 ACTUAL	2010 ACTUAL	2011 FORECAST	2011 BUDGET	2012 BUDGET	%Increase	Notes
1-50-103-50103-							
<u>EXPENSE</u>							
60000 SALARIES - PERMANENT	276,735	288,284	294,342	294,342	303,893	3	1
60001 BENEFITS - PERM	66,455	69,178	74,849	74,849	80,467	8	1
60002 SALARIES AND BENEFITS - HOURLY	0	0	0	0	0	0	
60424 EQUIPMENT RENTAL	28,041	27,738	29,000	29,000	29,000	0	3
60425 EXPENSE ALLOWANCES	0	33	500	500	400	(20)	2
60428 FLOWERS	2,142	2,668	2,000	2,000	750	(63)	
60461 TELECOMMUNICATIONS	90,351	98,935	84,600	84,600	75,500	(11)	5,2
60800 CONTRACT PERSONNEL	0	0	0	0	0	0	
61020 CNE RECOVERIES	0	0	0	0	0	0	
61072 P.M.D	0	0	3,000	3,000	315	(90)	2
63118 POSTAGE & COURIER	7,047	6,084	12,000	12,000	10,000	(17)	4,2
63126 SUPPLIES & GENERAL	15,492	14,960	15,000	15,000	13,500	(10)	
TOTAL EXPENSE	486,265	507,882	515,291	515,291	513,825	(0)	

NOTE:

1. Provision for Merit increase. 2012 benefits increase due to OMERS rates increase.
2. Exhibition Place's expense only.
3. Includes rental of photocopiers and cost of copy count for Explace and rental of fax machines for Q.E. Admin.
4. Includes postage transfers from various DEC departments, therefore all grounds now included here.
5. Exhibition Place's expenses related to Bell Canada, PBX, Bell Mobility and Telus. Starting 2010 all staff cellphone usages are budgeted and charged under 50-103

THE BOARD OF GOVERNORS OF EXHIBITION PLACE
OVERHEAD

50-104 ARCHIVES & COMMERCIAL RECORDS CENTRE

ACCT# ACCOUNT NAME	2009 ACTUAL	2010 ACTUAL	2011 FORECAST	2011 BUDGET	2012 BUDGET	%Increase	Notes
1-50-104-50104-							
<u>EXPENSE</u>							
60000 SALARIES - PERMANENT	143,321	135,618	149,867	149,867	155,239	4	1
60001 BENEFITS - PERM	30,309	29,427	49,730	49,730	52,425	5	1
60406 ARCHIVES ACQUISITION	(1,572)	1,836	1,000	1,000	0	(100)	
60422 DOORS OPEN TORONTO	1,813	2,612	2,000	2,000	2,000	0	2
60425 EXPENSE ALLOWANCES	246	0	300	300	300	0	
60439 MEMBERSHIPS	940	678	955	955	955	0	5
60800 SALARIES - CONTRACT	24,781	61,806	50,361	50,361	44,224	(12)	4
61072 P.M.D	10,093	5,338	2,500	2,500	2,500	0	3
63119 PRINTING & STATIONERY	187	0	1,000	1,000	500	(50)	
63126 SUPPLIES & GENERAL	5,018	6,971	4,000	4,000	4,000	0	
69005 ARCHIVES - GRANT EXPENSES	11	2,284	0	0	0	0	
49029 ARCHIVES GRANT RECEIVED	(5,405)	(1,913)	0	0	0	0	
TOTAL EXPENSE	209,741	244,656	261,713	261,713	262,142	0	

NOTE:

1. Provision for Merit increase. 2012 benefits increase due to OMERS rates increase.
2. For rental of display items, sound system set up etc. for viewing of Heritage buildings.
3. Movement / transfer of boxes to archives department.
4. Split 50/50 with EP department 50-104 and increase due to Media Archivist Position being re-evaluated effective July1, 2010. In 2011budget for full year salary plus additional for maternity
5. Various memberships: Archives Association of Ontario, Ontario Museum Association, Association of Canadian Archivists, Association of Records Managers and Administrators

THE BOARD OF GOVERNORS OF EXHIBITION PLACE
OVERHEAD

50-106 PURCHASING & STORES EXPENSES

ACCT#	ACCOUNT NAME	2009 ACTUAL	2010 ACTUAL	2011 FORECAST	2011 BUDGET	2012 BUDGET	%Increase	Notes
1-50-106-50106-								
	<u>EXPENSE</u>							
60000	SALARIES - PERMANENT	168,526	172,073	183,759	183,759	188,319	2	1
60001	BENEFITS - PERM	43,187	43,394	44,333	44,333	47,316	7	1
60002	SALARIES & BENEFITS - HOURLY	17,917	3,152	4,780	4,780	4,780	0	
63126	SUPPLIES & GENERAL	547	784	875	875	875	0	
63119	PRINTING & STATIONERY	2,484	1,647	2,500	2,500	2,500	0	
61108	DEC - R & S RECOVERIES	0	(770)	0	0	0	0	
60436	MANAGEMENT FEES - "CITY"	19,043	20,000	24,500	24,500	24,500	0	2
60439	MEMBERSHIPS	0	0	150	150	150	0	
	TOTAL EXPENSE	251,702	240,281	260,897	260,897	268,440	3	

NOTE:

1. Provision for Merit increase. 2012 benefits increase due to OMERS rates increase.
2. Fees required for "City" purchasing.

THE BOARD OF GOVERNORS OF EXHIBITION PLACE
OVERHEAD

50-107 HUMAN RESOURCES

ACCT#	ACCOUNT NAME	2009 ACTUAL	2010 ACTUAL	2011 FORECAST	2011 BUDGET	2012 BUDGET	%Increase	Notes
1-50-107-50107-								
	<u>EXPENSE</u>							
60000	SALARIES - PERMANENT	317,569	306,695	345,789	345,789	425,467	23	1
60001	BENEFITS- PERM	64,455	65,000	85,332	85,332	109,745	29	1
60002	SALARIES AND BENEFITS - HOURLY	0	0	0	0	0	0	
63126	SUPPLIES & GENERAL	675	1,984	800	800	800	0	
63119	PRINTING	0	2,000	2,500	2,500	2,500	0	
60451	SAFETY EQUIPMENT	0	0	0	0	0	0	4
60800	SALARIES - CONTRACT	61,215	45,710	35,000	35,000	35,000	0	3
60425	EXPENSE ALLOWANCES	1,613	160	1,000	1,000	1,000	0	
63123	SAFETY MATERIALS & EQUIPMENTS	12,209	14,207	7,000	7,000	7,000	0	5
60439	MEMBERSHIPS/SUBSCRIPTIONS	594	2,220	950	950	950	0	
60404	ADVERTISING AND PROMOTION	3,295	4,220	1,500	1,500	1,500	0	6
60418	MEETINGS AND CONVENTIONS	1,384	0	6,620	6,620	5,000	(24)	
60459	STAFF DEVELOPMENT/TRAINING	111,538	109,104	60,000	60,000	60,000	0	2
	TOTAL EXPENSE	574,547	551,299	546,491	546,491	648,961	19	

NOTE:

1. Provision for Merit increase. 2012 benefits increase due to OMERS rates increase. Includes salary and benefits for one full time in-house OH & Safety Representative. 2012 increase for one full time admin staff transferred from security department (Security department cost decrease to reflect this transfer)
2. Includes combined development and training for grounds for all programs except CNE and National Soccer Stadium.
3. Provided for one contract OHS Consultant
4. Merged to account 63123 in 2010 as per request from HR.
5. For safety materials & training documents required.
6. Costs for job posting.

THE BOARD OF GOVERNORS OF EXHIBITION PLACE
OVERHEAD

50-109 CONTRIBUTION FROM CITY RESERVE FUNDS

ACCT#	ACCOUNT NAME	2009 ACTUAL	2010 ACTUAL	2011 FORECAST	2011 BUDGET	2012 BUDGET	%Increase	Notes
1-50-109-50109-								
42310	CONTRIBUTION FROM CONFERENCE RESERVE	0	472,500	300,000	300,000	100,000	(67)	1
	SUBTOTAL - CONTRIBUTION FROM CONFERENCE RESERVE FUND	0	472,500	300,000	300,000	100,000	(67)	
42320	CONTRIBUTION FROM SICK BANK RESERVE	0	63,715	54,000	54,000	54,000	0	2
	CONTRIBUTE FROM ENVIRONMENTAL PROTECTION RESERVE	75,000	75,000	75,000	75,000	75,000	0	3
	SUBTOTAL - CONTRIBUTION FROM RESERVES	75,000	138,715	129,000	129,000	129,000	0	
	TOTAL CONTRIBUTION FROM RESERVES	75,000	611,215	429,000	429,000	229,000	(47)	

NOTE:

1. On April 15, 2010 Council approved Exhibition Place to use \$472.5K in 2010; \$300K in 2011; and \$100K in 2012 from the Conference Centre Reserve Fund to cover partially the lost of Sportmen's Show due to City's gun policy. (City's Fund account # RX3019)
2. Budget per city's directive; amount was based on projection of employees' retirement. (City's fund account # XR1007)
3. Budgeted as per City Directive \$ 75,000 to be added to the Operating budget; funding for this will be provided by the City Environmental Protection Reserve Fund. (City's fund account # XR1718). Currently recorded under department 50-301

THE BOARD OF GOVERNORS OF EXHIBITION PLACE
OVERHEAD

50-116 CHIEF FINANCIAL OFFICER

ACCT#	ACCOUNT NAME	2009 ACTUAL	2010 ACTUAL	2011 FORECAST	2011 BUDGET	2012 BUDGET	%Increase	Notes
1-50-116-50116-								
	<u>EXPENSE</u>							
60000	SALARIES - PERMANENT	1,151,716	1,185,457	1,238,559	1,238,559	1,298,668	5	1
60001	BENEFITS - PERM	261,103	262,425	310,190	310,190	338,459	9	1
60002	SALARIES & BENEFITS - HOURLY	15,873	14,351	0	0	0	0	
60003	BENEFITS - RETIREES & LTD EMPLOYEES	99,145	105,543	105,060	105,060	108,212	3	8
60008	GAPPING	0	0	0	(181,050)	(181,050)	0	2
60407	AUDIT	57,413	35,020	26,889	26,889	28,859	7	14
60408	BAD DEBTS	65,556	41,857	18,000	18,000	18,000	0	
60409	BANK FEES & CREDITCARD DISCOUNT	2,468	190	2,500	2,500	2,500	0	17
60423	DUES AND SUBSCRIPTIONS	1,615	1,401	2,000	2,000	2,000	0	9
60425	EXPENSE ALLOWANCES	2,659	1,204	2,500	2,500	2,000	(20)	
60430	INSURANCE - GENERAL LIABILITY	6,575	637	0	0	0	0	
60433	INSURANCE/LIABILITY (Net of CNEA)	360,150	369,270	391,409	391,409	391,409	0	3
60437	MEALS AND ENTERTAINMENT	594	862	400	400	400	0	
60444	PAYROLL PROCESSING COSTS - ADP	72,153	74,877	80,000	80,000	78,000	(3)	15
60447	PROFESSIONAL FEES	2,924	3,980	2,550	2,550	2,550	0	11
63001	SMALL EQUIPMENT	272	0	600	600	600	0	
63101	COMPUTER EXPENSE	7,654	13,000	13,500	13,500	13,500	0	10
63119	PRINTING & STATIONERY	5,539	1,766	2,750	2,750	2,400	(13)	
63126	SUPPLIES & GENERAL	9,155	5,808	11,500	11,500	9,000	(22)	
69003	LIABILITY CONTRIBUTION	(337,055)	(458,347)	(235,000)	(235,000)	(235,000)	0	
69800	AMORTIZATION EXPENSE	30,751	73,750	46,431	50,000	50,000	0	12
69901	SICK BANK - CITY CONTRIBUTION	50,000	50,000	50,000	50,000	50,000	0	
69903	WSIB EXPENSE	268,768	259,133	665,000	665,000	665,000	0	
	E.I STUDY	0	0	75,000	75,000	0	(100)	18
	SUBTOTAL EXPENSE-BEFORE PSAB & ASSETS TRANSFERS	2,135,028	2,042,185	2,809,837	2,632,356	2,645,507	0	
60410	CAPITAL ASSET CREDIT (Transfer to B/S)	0	0	0	0	0	0	4
69900	EMPLOYEE VAC/SICK/ACTUARIAL BENEFITS LIAB.	(604,896)	845,066	0	0	0	0	13
	TOTAL EXPENSE	1,530,132	2,887,250	2,809,837	2,632,356	2,645,507	0	
50-116 FINANCE REVENUE								
	<u>REVENUE</u>							
42400	DISCOUNTS & COMMISSIONS	2,180	390	500	500	500	0	
49003	INTEREST REVENUE (EXPENSE)	5,005	17,380	46,308	10,000	48,000	380	5
49033	MISCELLANEOUS REVENUE	582,208	734,357	60,000	75,500	60,000	(21)	6
49034	RICOH 12% MARKUP	134,462	174,067	177,549	150,185	181,100	21	16
49035	BMO FIELD 12% MARKUP	133,204	143,984	145,000	205,730	185,730	(10)	7
61021	CITY DUMPING FEES-TENANT RECOVERIES(Fr50-306)	0	0	13,000	13,000	5,000	(62)	
	SUBTOTAL REVENUE	857,057	1,070,178	442,356	454,915	480,330	6	
	NET PROFIT (LOSS)	(673,075)	(1,817,073)	(2,367,481)	(2,177,441)	(2,165,177)	(1)	

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.

THE BOARD OF GOVERNORS OF EXHIBITION PLACE
OVERHEAD

50-201 COMMUNITY GRANTS

ACCT#	ACCOUNT NAME	2009 ACTUAL	2010 ACTUAL	2011 FORECAST	2011 BUDGET	2012 BUDGET	%Increase	Notes
1-50-201-50201-								
	<u>EXPENSE</u>							
69001	COMMUNITY GRANTS	3,000	4,000	6,000	6,000	5,000	(17)	1
69004	SPORTS HALL OF FAME GRANT	53,200	48,767	0	0	0	0	2
	TOTAL EXPENSE	56,200	52,767	6,000	6,000	5,000	(17)	

NOTE:

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

2. Grant to assist the Canadian Sports Hall of Fame to continue as a financially viable organization as it seeks a new permanent home for its future operation. CSHOF moved to their new location in 2010.

THE BOARD OF GOVERNORS OF EXHIBITION PLACE
OVERHEAD

301 - OPERATIONS ADMINISTRATION EXPENSES

ACCT# ACCOUNT NAME	2009 ACTUAL	2010 ACTUAL	2011 FORECAST	2011 BUDGET	2012 BUDGET	%Increase	Notes
1-50-301-50301-							
<u>EXPENSE</u>							
60000 SALARIES - PERMANENT	998,793	1,191,605	1,128,086	1,128,086	1,110,191	(2)	1
60001 BENEFITS - PERM & CONTRACT	230,679	255,756	297,075	297,075	308,673	4	1
60002 SALARIES AND BENEFITS - HOURLY	70,396	3,310	0	0	0	0	
63126 SUPPLIES & GENERAL	5,223	7,000	6,750	6,750	6,750	0	
60451 SAFETY EQUIPMENT	700	535	1,000	1,000	1,000	0	
60424 EQUIPMENT RENTAL	28,601	8,396	25,701	25,701	24,000	(7)	
60800 CONTRACT STAFF	82,925	134,462	85,000	85,000	90,000	6	2
60425 EXPENSE ALLOWANCES FOR ALL TRADES / DEPT.	7,599	12,984	16,000	16,000	15,000	(6)	
60417 CONSULTANTS FEES	10,510	545	15,000	15,000	14,000	(7)	
60439 MEMBERSHIPS/DUES & SUBSCRIPTIONS	1,992	5,491	5,000	5,000	5,000	0	
60459 STAFF DEVELOPMENT/TRAINING - UNIONIZED	6,636	8,461	20,000	20,000	20,000	0	
63127 UNIFORMS	18,161	24,255	24,000	24,000	24,000	0	
61046 HARD LANDSCAPING	61,977	83,080	100,000	100,000	100,000	0	3
61102 TREE MAINTENANCE	75,708	75,000	75,000	75,000	75,000	0	4
61103 CONTRIBUTE FROM ENVIRONMENTAL PROTECTION RESERVE	(75,000)	(75,000)	(75,000)	(75,000)	(75,000)	0	4
TOTAL EXPENSE	1,524,898	1,735,881	1,723,611	1,723,611	1,718,613	(0)	

NOTE:

1. Provision for Merit increase. 2012 benefits increase due to OMERS rates increase. 2010 actuals was higher due to payments to staff who left (sick leave to retired staff and accrued salary for another staff)
2. Provision for merit adjustment for electrical time clerk + assistant for work orders + part time help of engineer clerk.
3. Paving, asphalt, concrete. Increase due to emergency and safety paving repairs will no longer be provided for in Capital as done previously.
4. Per City directive \$ 75,000 to be added to the Operating budget for Tree Planting; funding for this will be provided by the City Environmental Protection Reserve Fund.

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50-303 ENERGY EFFICIENCY - SELF SUFFICIENCY PROJECTS

ACCT# ACCOUNT NAME	2009 ACTUAL	2010 ACTUAL	2011 FORECAST	2011 BUDGET	2012 BUDGET	%Increase	Notes
EXPENSES							
1-50-303-50303-							
INTEREST EXPENSE							
60780 DEC HALLS LIGHTING RETROFIT - DEC	25,982	23,279	20,437	20,437	17,456	(15)	1
60780 TRIGENERATION PROJECT - DEC	163,616	184,601	181,005	181,005	177,204	(2)	2
60780 PHOTOVOLTAIC - HORSE PALACE 100 Kwh	16,027	15,774	15,507	15,507	15,227	(2)	3
60780 FIVE BUILDING RETROFIT- QE, GS, EA, HP, BLC	49,605	44,509	38,766	38,766	32,699	(16)	4
60780 BACK PRESSURE TURBINE, LED PATHWAY	0	15,688	30,667	50,000	29,682	(41)	5
60780 BOILERS REPLACEMENT & VARIOUS LIGHTING RETROFIT	35,406	38,520	40,133	40,133	39,610	(1)	6
60780 PRESS BUILDING GEOTHERMAL	0	0	0	0	0	0	7
60780 MULTIPLE ERP AND THIN PV PROJECT	0	0	0	0	25,000	0	8
SUBTOTAL INTEREST EXPENSES	290,636	322,371	326,516	345,849	336,879	(3)	
1-50-303-50303-							
PRINCIPAL/AMORTIZATION EXPENSE							
69880 DEC HALLS LIGHTING RETROFIT - DEC	48,192	48,192	48,192	48,192	48,192	0	1
69880 TRIGENERATION PROJECT - DEC	207,200	207,200	207,200	207,200	207,200	0	2
69880 PHOTOVOLTAIC - HORSE PALACE 100 Kwh	16,581	16,581	16,581	16,581	16,581	0	3
69880 FIVE BUILDING RETROFIT- QE, GS, EA, HP, BLC	90,246	90,246	90,246	90,246	90,246	0	4
69880 BACK PRESSURE TURBINE, LED PATHWAY	0	0	15,746	66,667	31,492	(53)	5
69880 BOILERS REPLACEMENT & VARIOUS LIGHTING RETROFIT	23,875	47,750	47,750	47,750	47,750	0	6
69880 PRESS BUILDING GEOTHERMAL	0	0	0	0	0	0	7
69880 MULTIPLE ERP AND THIN PV PROJECT	0	0	0	0	44,500	0	8
SUBTOTAL PRINCIPAL/AMORTIZATION EXPENSE	386,094	409,969	425,715	476,636	485,961	2	
TOTAL INTEREST AND DEPRECIATION EXPENSE - [A]	676,730	732,340	752,231	822,484	822,840	0	
REVENUE							
1-50-303-50303-							
INCENTIVE RECEIVED							
49940 DEC HALLS LIGHTING RETROFIT - DEC	0	0	0	0	0	0	
49910 TRIGENERATION PROJECT - DEC (DR3)	116,805	113,572	115,000	115,000	115,000	0	2
49920 PHOTOVOLTAIC - HORSE PALACE 100 Kwh (RESOP)	66,407	56,831	60,000	60,000	60,000	0	3
49930 FIVE BUILDING RETROFIT - QE, GS, EA, HP, BLC	118,371	0	0	0	0	0	
BACK PRESSURE TURBINE, LED PATHWAY	0	0	0	0	0	0	
BOILERS REPLACEMENT & VARIOUS LIGHTING RETROFIT	0	0	0	0	0	0	
49950 PRESS BUILDING GEOTHERMAL	0	0	0	0	0	0	
49960 UNDERGROUND PARKING LIGHTING CONTROL	15,831	0	0	0	0	0	
49970 OTHER ERP PROJECTS (OPERATIONAL SAVING INCENTIVE)	23,250	1,485	61,000	0	0	0	
49980 ALLSTREAM CENTRE	0	30,000	0	0	0	0	
MULTIPLE ERP AND THIN PV PROJECT	0	0	0	0	0	0	
SUBTOTAL INCENTIVE RECEIVED	340,663	201,887	236,000	175,000	175,000	0	
PROFIT (LOSS) BEFORE ENERGY SAVING	(336,067)	(530,453)	(516,231)	(647,484)	(647,840)	0	
1-50-303-00000-							
ENERGY SAVINGS (REFLECTED IN REDUCTION OF HYDRO EXPENSE)							
LIGHTING RETROFIT - DEC	263,852	289,414	298,096	245,000	290,000	18	1
TRIGENERATION PROJECT - DEC - NET SAVINGS	0	0	0	0	0	0	2
PHOTOVOLTAIC - HORSE PALACE 100 Kwh	9,467	10,371	10,682	9,000	11,000	22	3
FIVE BUILDING RETROFIT - QE, GS, EA, HP, BLC	206,000	212,180	218,545	200,000	220,000	10	4
BACK PRESSURE TURBINE, LED PATHWAY	0	0	0	104,936	105,000	0	5
BOILERS REPLACEMENT & VARIOUS LIGHTING RETROFIT	63,208	173,055	178,247	47,549	160,000	236	6
PRESS BUILDING GEOTHERMAL	17,934	23,358	24,059	16,000	24,000	50	7
UNDERGROUND PARKING LIGHTING CONTROL	28,266	31,082	32,015	25,000	30,000	20	
MULTIPLE ERP AND THIN PV PROJECT	0	0	0	0	0	0	
VARIATIONS ADJUSTMENT - PRODUCTION/TEMPERATURE	0	0	0	0	(192,160)	0	8
SUBTOTAL ENERGY SAVING	588,728	739,460	761,644	647,484	647,840	0	
TOTAL ENERGY SAVING/INCENTIVE RECEIVED - [B]	929,391	941,348	997,644	822,484	822,840		
SAVING RESIDUAL (DEFFICIENCY) - [B] - [A]	252,661	209,007	245,413	0	0		

THE BOARD OF GOVERNORS OF EXHIBITION PLACE

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50-303 ENERGY EFFICIENCY - SELF SUFFICIENCY PROJECTS

NOTES:	Source	Financing Amount	Interest Rate	Frequently	Commence	End	Years
1. LIGHTING RETROFIT - DEC ExPlace Loan is directly with City ERP. Interest rate is a blended rate as City has financed this loan in part with funds from FCM (\$178,455 @ 2.51%) and	City ERP Grant - THESL	722,880 77,120 800,000	Blended	Annually	2008	2017	10
2. TRI-GENERATION PROJECT - DEC TAF Interest rate is based on Canada Yield rate plus 2%. \$256,000 one time principal payment was made in June 2009 as per prepayment clause. Feasibility study done in 2002 by Toronto Hydro Energy Services Inc (THESI) estimate that first year annual savings would be \$408K/year. Savings per In May 2009 ExPlace participates in the Ontario Power Authority's Demand	TAF CITY ERP FCM Grant - THESL	744,000 2,325,000 1,075,000 256,000 4,400,000	6.06% 5.00% 2.34%	Semi-Annual Annually Semi-Annual	2007 2008 2008	2016 2017 2017	10 10 10
3. PHOTOVOLTAIC - HORSE PALACE BPP is non-interest bearing loan. In 2009 discount rate of 5% to compute present value of BPP loan as per E&Y.	BPP - LRRF Grant-FCM Grant-TAF	600,000 250,000 250,000 1,100,000	0%	Quarterly	2007	2030	25
4. FIVE BUILDINGS RETROFIT (QE, GS, EA, HP, BLC) Loan is payable to City. Interest rate is a blended rate as City has financed this loan in part with funds from FCM (\$132,035 @ 2.51%; \$393,797@	CITY ERP Grant - TAF Grant - OTHER	1,353,692 131,505 15,168 1,500,365	Blended	Annually	2008	2017	10
5. BACK PRESSURE TURBINE; LED PATHWAY Loan is payable to City. Toronto Energy Conservation Fund is non-interest bearing loan. Discount rate of 5% is used to compute present value of TECF	TGEF Grant-FCM Capital/Other	1,000,000 345,000 1,005,000 2,350,000	0%	Quarterly	2010	2029	20
6. BOILERS REPLACEMENT AND VARIOUS LIGHTING RETROFIT Loan is payable to City. Interest rate is a blended rate as City has financed this loan in part with funds from FCM (\$238,750 -Pending City application to	CITY ERP FCM (pending)	716,250 238,750 955,000	5%	Annually	2011	2030	20
7. PRESS BUILDING-GEOTHERMAL Exhibition Place is still in the process of negotiations with Toronto Green Energy Fund for funding the remaining \$328,000 of the project costs.	TGEF(pending) Grant-TAF Capital/Other	328,000 147,000 275,000 750,000					
8. MULTIPLE ERP AND THIN PV PROJECT BPP is non-interest bearing loan. Loan application submitted January 28, 2011, pending approval.	BBP (pending) Capital/Other	890,000 6,060,832 6,950,832					
	Total Loans	9,754,822					

THE BOARD OF GOVERNORS OF EXHIBITION PLACE
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50-304 ALL STREAM CENTRE - CONFERENCE AND CONVENTION CENTRE AT EXHIBITION PLACE NAMING RIGHTS

ACCT#	ACCOUNT NAME	2009 ACTUAL	2010 ACTUAL	2011 FORECAST	2011 BUDGET	2012 BUDGET	%Increase	Notes
1-50-304-50304-								
	<u>REVENUE</u>							
49041	NAMING FEE	108,333	520,000	520,000	520,000	520,000	0	
	<u>EXPENSE</u>							
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	TRANSFER TO CITY OBLIGATORY RESERVE FUND	114,583	(405,784)	(468,000)	(468,000)	(468,000)	0	1
	NET INCOME (LOSS)	0	0	0	0	0	0	

NOTE:

1. Per City Council Directive: City loan agreement to fund potential cash shortfall on new Conference Centre on City \$35.6 million debt

**THE BOARD OF GOVERNORS OF EXHIBITION PLACE
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50-305 UTILITIES EXPENSES

ACCT# ACCOUNT NAME	2009 ACTUAL	2010 ACTUAL	2011 FORECAST	2011 BUDGET	2012 BUDGET	%Increase	Notes
1-50-305-50305-							
<u>EXPENSE</u>							
HYDRO							
60255 HYDRO - ALL PROGRAMS	2,900,342	3,274,687	3,424,687	3,470,654	3,574,774	3	1
60255 HYDRO - ENERGY INITIATIVE SAVINGS - ERP	0	0	0	0	0	0	4
60263 HYDRO - TENANTS RECOVERY	(590,855)	(594,338)	(606,225)	(572,509)	(589,685)	3	
60256 HYDRO - CNE RECOVERY-REMAINING LOCATION	(374,715)	(350,719)	(405,254)	(405,254)	(373,017)	(8)	2
60257 HYDRO - CNE RECOVERY-DEC LOCATION	(187,579)	(223,984)	(258,812)	(258,812)	(240,253)	(7)	2
60258 HYDRO - ALLSTREAM RECOVERY	(89,321)	(159,648)	(181,400)	(195,400)	(202,900)	4	5
60259 HYDRO - BMO RECOVERY	(354,337)	(321,904)	(290,000)	(290,000)	(338,000)	17	6
60278 HYDRO - RICOH RECOVERY	(435,739)	(413,368)	(421,635)	(379,646)	(391,036)	3	
NET OF RECOVERIES	867,795	1,210,726	1,261,360	1,369,032	1,439,883	5	
GAS							
60252 GAS - EXHIBITION PLACE/CNE/DEC	1,101,221	1,056,115	1,306,115	1,590,807	1,428,073	(10)	1
60253 GAS - TENANTS RECOVERY	(21,908)	(24,593)	(5,150)	(5,150)	(5,150)	0	3
GAS - ALLSTREAM RECOVERY	(9,000)	0	0	0	0	0	3
60254 GAS - ENERGY INITIATIVE SAVINGS - ERP	0	0	0	0	0	0	4
NET OF RECOVERIES	1,070,313	1,031,523	1,300,965	1,585,657	1,422,923	(10)	
WATER							
60281 WATER - ALL PROGRAMS	495,708	510,621	570,833	610,193	635,110	4	1
60284 WATER - TENANTS RECOVERY	(100,217)	(105,554)	(89,345)	(89,345)	(97,386)	9	
60251 WATER - CNE RECOVERY	(103,741)	(98,285)	(108,889)	(108,889)	(116,052)	7	
60285 WATER - ALLSTREAM RECOVERY	0	(35,000)	(36,427)	(42,500)	(41,325)	(3)	
60283 WATER - BMO FIELD RECOVERY	(21,825)	(35,836)	(25,000)	(25,000)	(25,000)	0	
NET OF RECOVERIES	269,925	235,947	311,173	344,459	355,348	3	
TOTAL NET UTILITIES EXPENSE	2,208,033	2,478,195	2,873,498	3,299,148	3,218,153	(2)	

NOTE:

1. Economic factors used for budgeted hydro, natural gas and water as per City's directive.
2. Hydro recovery is budgeted as per CNE's department 10-305 to reflect consumption: at DEC location is budgeted per MOU; at other location is budgeted at 3% increase consistent with city's directive.
3. Tenants, Allstream and BMO have separate gas meters, so there is no recovery.
4. Energy Efficiency Initiatives are not budgeted as reduction of utilities cost. See department 50-303 for detail. Savings are set aside as a reserve to fund debt payment.
5. Hydro recovery from Allstream is per actual consumption from meters 200V and 600V at Allstream Centre building
6. Decrease from 2011 due to bubble reallocation from BMO field

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

ACCT#	ACCOUNT NAME	2009 ACTUAL	2010 ACTUAL	2011 FORECAST	2011 BUDGET	2012 BUDGET	%Increase	Notes
1-50-306-50306-								
	<u>EXPENSE</u>							
60002	SALARIES & BENEFITS - HOURLY (MAINTENANCE)	674,466	709,915	670,330	670,330	685,382	2	1
60009	SALARIES & BENEFITS - HOURLY (RECOVERABLE)	3,571,785	3,775,269	3,644,140	3,644,140	3,726,133	2	2
	TOTAL SALARIES & BENEFITS - HOURLY	4,246,252	4,485,184	4,314,470	4,314,470	4,411,515	2	
61107	BOG RECOVERIES	(517,994)	(555,870)	(645,133)	(645,133)	(659,648)	2	2
61108	DEC RECOVERIES	(1,217,612)	(1,247,186)	(1,373,515)	(1,373,515)	(1,404,419)	2	2
61020	CNEA RECOVERIES	(966,027)	(1,020,310)	(629,966)	(629,966)	(644,140)	2	2
61086	RICOH RECOVERIES	(688,427)	(317,866)	(564,712)	(564,712)	(577,418)	2	2
61097	BMO FIELD	(149,767)	(489,427)	(380,813)	(380,813)	(389,381)	2	2
61110	ALC RECOVERIES	(31,958)	(144,611)	(50,000)	(50,000)	(51,125)	2	2
	MAINT. SALARIES AND BENEFITS - HOURLY	674,466	709,915	670,330	670,330	685,382	2	1
60801	CONTRACTED SERVICES (includes 8015 8252,8257)	88,063	99,986	105,000	105,000	108,254	3	4
61036	EQUIPMENT MAINTENANCE	5,679	13,084	19,000	19,000	18,000	(5)	
63100	MATERIAL & SUPPLIES (Includes 8015 8409&8425)	20,391	54,895	50,000	50,000	50,000	0	
61031	DUMPING FEES - CITY	11,987	15,942	16,500	16,500	16,500	0	
61021	DUMPING FEES - RECOVERY	(6,550)	0	0	0	0	0	
61115	CO-MINGLE BINS	0	0	5,800	5,800	5,800	0	3
	SUBTOTAL	119,570	183,907	196,300	196,300	198,554	1	
	TOTAL EXPENSE	794,036	893,821	866,630	866,630	883,936	2	

NOTE:

1. Provision for increase per collective agreement
2. Provision for COLA increase
3. Supplied free of charge by the City in prior years.
4. 3% Anticipated increase per new RFQ in 2012

THE BOARD OF GOVERNORS OF EXHIBITION PLACE
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50-308 SPECIAL APPROPRIATIONS

ACCT# ACCOUNT NAME	2009 ACTUAL	2010 ACTUAL	2011 FORECAST	2011 BUDGET	2012 BUDGET	%Increase	Notes
1-50-308-50308-							
<u>EXPENSE</u>							
61027 CONTRIBUTION TO CITY FLEET REPLACEMENT RESERVE	350,000	350,000	329,780	329,780	329,780	0	1
60801 CONTRACT SERVICE	53,250	0	0	0	0	0	
63010 GENERAL APPROPRIATION	150,408	145,741	165,840	165,840	165,840	0	
TOTAL EXPENSES	553,658	495,741	495,620	495,620	495,620	0	

NOTE:

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

THE BOARD OF GOVERNORS OF EXHIBITION PLACE

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50-310 FACILITY SERVICES

ACCT# ACCOUNT NAME	2009 ACTUAL	2010 ACTUAL	2011 FORECAST	2011 BUDGET	2012 BUDGET	%Increase	Notes
1-50-310-50310-							
<u>EXPENSE</u>							
60000 SALARIES - PERMANENT	933,914	1,011,878	1,000,809	1,000,809	1,011,918	1	1
60002 SALARIES & BENEFIT- HOURLY	71,706	57,448	51,298	51,298	54,587	6	1
60001 BENEFITS - PERM	217,523	210,286	272,399	272,399	288,168	6	1
63126 SUPPLIES & GENERAL	6,120	10,350	1,400	1,400	1,400	0	11
60424 EQUIPMENT RENTAL	160,319	114,801	66,160	66,160	66,160	0	2
60800 SALARIES - CONTRACT	21,398	101,132	81,840	81,840	86,342	6	7
60451 SAFETY ENGINEERING	59,845	65,019	60,000	60,000	60,000	0	3
60425 EXPENSE ALLOWANCE	3,954	4,833	3,700	3,700	3,800	3	
63127 UNIFORMS	45,695	47,981	28,000	28,000	29,400	5	6
61102 TREE MAINTENANCE	3,636	8,023	10,000	10,000	10,000	0	
61058 LEASABLE F.F.E.-FURNITURE REPAIRS	7,555	11,905	16,044	16,044	16,044	0	
61057 LANDSCAPING INTERIOR	9,558	9,223	23,000	21,128	24,000	14	8
61056 LANDSCAPING EXTERIOR	69,528	94,451	88,000	88,000	90,222	3	9
61094 SOFT LANDSCAPING	24,703	33,750	25,000	25,000	25,000	0	
63105 EQUIPMENT FUEL	53,546	56,755	34,488	34,488	36,212	5	10
60459 TRAINING & DEVELOPMENT - UNIONIZED	58,002	52,894	50,000	50,000	50,000	0	4
60439 MEMBERSHIP, DUES & SUBSCRIPTIONS	486	916	3,600	3,600	3,300	(8)	5
TOTAL EXPENSES	1,747,487	1,891,645	1,815,737	1,813,865	1,856,552	2	

NOTE:

1. Provision for Merit increase.
2. Reduction in rental farm equipment in 2010-2011. Includes rental of tractors, 11 goft carts for three months and snow removal equipments.
3. For services provided by RCM Technologies.
4. Awareness in Health and Safety for Trades. Supervisor training, WHMIS, material handling tractors, forklift, high reach equip, IATSE.
5. Three senior coordinators require affiliation with RCO/CAEM/IAAM.
6. Increase due to improving appearance of all staff.
7. Increase in 2012 due to increase in OMERS rate.
8. Increase in service costs and the necessity to purchase new galleria plants. Budget provided for Living Wall maintenance.
9. Increase due to an anticipated increase in wages.
10. Increase due to control of groundwilde propane and an anticipated increase in the propane cost as advised by City
11. General office supplies, file folders, pens, paper, labels, punch cards, waste roll-off slips, business cards

THE BOARD OF GOVERNORS OF EXHIBITION PLACE
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50-316 LABOUR

ACCT# ACCOUNT NAME	2009 ACTUAL	2010 ACTUAL	2011 FORECAST	2011 BUDGET	2012 BUDGET	%Increase	Notes
1-50-316-50316-							
<u>EXPENSE</u>							
60002 SALARIES & BENEFITS - HOURLY (MAINTENANCE)	408,102	362,955	387,306	387,306	396,095	2	1
60009 SALARIES & BENEFITS - HOURLY (RECOVERABLE)	1,277,525	1,155,570	1,552,665	1,552,665	1,587,600	2	2
TOTAL SALARIES & BENEFITS - HOURLY	1,685,627	1,518,526	1,939,971	1,939,971	1,983,695	2	
61107 BOG RECOVERIES	(242,039)	(228,856)	(270,731)	(270,731)	(276,822)	2	2
61108 DEC RECOVERIES	(452,175)	(413,761)	(605,576)	(605,576)	(619,201)	2	2
61020 CNEA RECOVERIES	(364,161)	(342,812)	(276,889)	(276,889)	(283,119)	2	2
61086 RICOH RECOVERIES	(143,052)	(90,720)	(151,830)	(151,830)	(155,246)	2	2
61097 BMO FIELD	(56,076)	(76,165)	(227,639)	(227,639)	(232,761)	2	2
61110 ALLSTREAM RECOVERY	(20,022)	(3,256)	(20,000)	(20,000)	(20,450)	2	
MAINTENANCE SALARIES AND BENEFITS - HOURLY	408,102	362,955	387,306	387,306	396,095	2	1
63126 TOOLS, SUPPLIES AND EQUIPMENTS	26,005	27,264	31,040	31,040	31,040	0	3
63112 MAINTENANCE MATERIALS	18,351	0	0	0	0	0	
61093 SNOW REMOVAL - SUPPLIES	42,860	32,072	40,000	40,000	41,800	5	4
SUBTOTAL	87,216	59,336	71,040	71,040	72,840	3	
TOTAL EXPENSE	495,318	422,291	458,346	458,346	468,935	2	

NOTE:

1. Provision for increase per collective agreement
2. Increase due to increase in wages and recoveries.
3. General building tools & supplies: measuring/duct/caution tapes, measuring wheel, flash lighes, baterries, hand tools, flags for main pole, pipes for parking curbs, shrink wrap, safety equipments etc...
4. Increase due to the increase in price of road and LEED salt.

THE BOARD OF GOVERNORS OF EXHIBITION PLACE
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50-321 ELECTRICAL EXPENSES

ACCT# ACCOUNT NAME	2009 ACTUAL	2010 ACTUAL	2011 FORECAST	2011 BUDGET	2012 BUDGET	%Increase	Notes
1-50-321-50321-							
<u>EXPENSE</u>							
60002 SALARIES & BENEFITS - HOURLY (MAINTENANCE)	738,705	899,200	902,093	902,093	930,000	3	1
60009 SALARIES & BENEFITS - HOURLY (RECOVERABLE)	1,304,157	1,445,744	1,875,314	1,845,314	1,898,450	3	
TOTAL SALARIES & BENEFITS - HOURLY	2,042,862	2,344,944	2,777,407	2,747,407	2,828,450	3	
61107 BOG RECOVERIES	(127,315)	(354,789)	(359,000)	(359,000)	(359,000)	0	
61108 DEC RECOVERIES MAINTENANCE	0	0	(290,717)	(290,717)	(299,430)	3	
61020 CNEA RECOVERIES	(253,024)	(284,178)	(190,000)	(190,000)	(190,000)	0	
61086 RICOH RECOVERIES	(85,857)	(31,093)	(40,881)	(40,881)	(40,630)	(1)	
61029 DEC ELECTRICAL/SHOW RECOVERIES	(808,596)	(681,394)	(911,571)	(911,571)	(911,571)	0	
61097 BMO FIELD RECOVERIES	(16,041)	(53,137)	(53,145)	(53,145)	(52,819)	(1)	
61110 ALC RECOVERIES	(13,323)	(41,153)	(30,000)	0	(45,000)	0	
MAINTENANCE SALARIES AND BENEFITS - HOURLY	738,705	899,200	902,093	902,093	930,000	3	1
63126 SUPPLIES & GENERAL	391	619	700	700	700	0	
60424 EQUIPMENT RENTAL	6,904	3,870	12,100	12,100	12,100	0	2
63112 MAINT. MATERIALS	0	0	0	0	0	0	
60801 CONTRACTED SERVICES	65,340	69,986	75,000	75,000	76,500	2	3
61032 ELECTRICAL MAINT. SUPPLIES AND EQUIP.	269,643	299,304	250,000	250,000	256,000	2	4
61010 BUILDING MAINTENANCE	33,036	33,283	25,000	25,000	25,000	0	5
61099 STREET LIGHTING	12,941	10,973	16,000	16,000	15,000	(6)	6
61028 CONTROL MAINTENANCE	13,218	18,485	25,500	25,500	24,000	(6)	7
SUBTOTAL	401,472	436,520	404,300	404,300	409,300	1	
TOTAL EXPENSE	1,140,177	1,335,721	1,306,393	1,306,393	1,339,300	3	

NOTE:

1. Provision for increase per collective agreement
2. Includes high reach equipment, golf carts and fax machine allowance. Decrease to reflect prior year experience.
3. Includes Electrical safety inspections, meter reading, fixed maintenance for skytracker and maintenance on energy generators service contracts.
4. Supplies and equipment required for electrical maintenance.
5. Annual maintenance of all electrical equipment and fixtures for all buildings.
6. Year round maintenance of street and display lights, Cobra Poles and Washington Posts. Signage for Food Building, Flood lights outside Q.E, Parking lot and Gates lighting.
7. Fiber Optic loop and BAS system maintenance and repair and maintenance of Electronic Revenue Grade meter system.

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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.

THE BOARD OF GOVERNORS OF EXHIBITION PLACE
OVERHEAD

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-							
<u>EXPENSE</u>							
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.

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

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
	<u>REVENUE</u>							
	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	
	<u>EXPENSES</u>							
	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	
	<u>EXPENSE RECOVERIES</u>							
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:

1. 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.

2. Catering commission new contract effective July 2010. Guaranteed minimum commission changed from \$1,050K to \$800K

3. Increase due to new businesses - National Post

4. 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
MUZYK	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	
42000 REVENUE	214,836	202,327	196,000	200,190	229,566	15	2
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 Mendelssohn 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 vacuums, 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 conceirge 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	
	<u>EXPENSE</u>							
60205	RE-BRANDING INCLUDING BUILDING SIGNAGE	0	0	0	0	0	0	
60200	COMMISSION	0	0	0	0	0	0	
60201	ADMINISTRATIVE COSTS	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
<u>REVENUES</u>							
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)	
<u>TRADES RECOVERABLE</u>							
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.