

**THE BOARD OF GOVERNORS OF EXHIBITION PLACE  
CONSOLIDATED OPERATING BUDGET 2015**

PAGE	PROGRAM	2011 ACTUAL	2012 ACTUAL	2013 ACTUAL	2014 FORECAST	2014 BUDGET	2015 BUDGET	% Increase	Notes
<b>EXHIBITION PLACE AND DIRECT ENERGY CENTRE</b>									
<b>REVENUE</b>									
3	REVENUE - EP	15,086,931	15,356,567	20,325,895	19,127,368	18,046,473	19,027,905	5	
38	REVENUE - DEC	11,113,989	11,097,277	10,608,967	11,352,687	11,413,946	14,608,521	28	
		26,200,920	26,453,844	30,934,862	30,480,055	29,460,419	33,636,426	14	
<b>EXPENSES</b>									
3	DIRECT EXPENSES - EP	5,151,303	4,899,946	4,849,847	4,425,643	4,414,685	4,506,322	2	
38	DIRECT EXPENSES - DEC	4,858,110	4,650,780	4,316,873	4,769,570	4,462,705	5,534,425	24	
	<b>DIRECT EXPENSES</b>	10,009,413	9,550,726	9,166,720	9,195,213	8,877,390	10,040,747	13	
7	SHARE OF OVERHEAD	15,257,547	14,625,461	19,609,965	20,329,114	20,051,195	22,275,229	11	
		25,266,960	24,176,186	28,776,685	29,524,327	28,928,585	32,315,976	12	
	<b>INCOME ( LOSS ) BEFORE DEBT CHARGES</b>	933,960	2,277,657	2,158,177	955,728	531,834	1,320,450	(148)	
19	INTEREST AND AMORT EXPENSE - ENERGY RETROFIT ASSETS	710,582	784,589	770,524	805,728	755,728	820,450	9	
	<b>NET INCOME (LOSS)</b>	223,378	1,493,068	1,387,653	150,000	(223,894)	500,000	323	
<b>ALLSTREAM CENTRE</b>									
47	REVENUE	2,250,408	2,507,861	1,705,146	2,158,088	2,610,220	2,435,083	(7)	
47	EXPENSES	1,661,053	1,646,096	1,575,112	1,795,390	1,779,144	1,996,905	12	
	<b>CASH FLOW BEFORE INTEREST, AMORT AND TRANSFERS</b>	589,354	861,765	130,034	362,698	831,076	438,178	(47)	
55	LESS: INTEREST EXPENSES	1,903,913	1,861,322	1,816,602	1,769,731	1,769,731	1,720,555	(3)	
55	LESS: AMORTIZATION EXPENSE	1,943,831	1,943,832	1,943,832	0	0	0	0	
55	LESS: PRINCIPAL REPAYMENT - FCM LOAN	0	0	0	941,897	941,897	988,992	5	
55	LESS: PRINCIPAL REPAYMENT - CITY LOAN	0	0	0	85,985	85,985	88,039	2	
	<b>INCOME (LOSS) BEFORE NAMING FEE</b>	(3,258,389)	(2,943,389)	(3,630,400)	(2,434,914)	(1,966,536)	(2,359,407)	20	
	NAMING FEES REVENUE (DIRECT ENERGY & ALLSTREAM)	1,142,601	1,158,000	1,077,870	1,005,353	1,143,000	980,293	(14)	
	<b>NET INCOME (LOSS)</b>	(2,115,788)	(1,785,389)	(2,552,530)	(1,429,561)	(823,536)	(1,379,114)	67	
47	CASH TRANSFER FROM(TO) CONFERENCE CENTRE RESERVE	1,065,708	777,854	1,589,770	1,429,561	823,536	1,379,114	67	
	<b>NET INCOME (LOSS) AFTER TSF PER FIN. STATEMENTS</b>	(1,050,080)	(1,007,536)	(962,760)	0	0	0	0	
<b>NATIONAL SOCCER STADIUM</b>									
59	REVENUES	9,451,585	9,119,761	8,952,966	450,000	11,000,879	0	(100)	
59	EXPENSES	8,423,905	8,389,590	8,087,534	0	10,297,947	0	(100)	
	<b>NET INCOME (LOSS) BEFORE SHARING</b>	1,027,680	730,171	865,432	450,000	702,932	0	(100)	
59	LESS PRIMARY INCENTIVE FEE	530,815	387,943	462,547	0	379,038	0	(100)	
	<b>NET INCOME ( LOSS )</b>	496,865	342,228	402,885	450,000	323,894	0	(100)	
<b>SUMMARY</b>									
<b>BOG</b>									
	TOTAL REVENUE	40,111,222	40,017,319	44,260,614	35,523,057	45,038,055	38,430,916	(15)	
	TOTAL EXPENSE	40,441,059	39,189,559	43,432,835	34,923,057	44,938,055	37,930,916	(16)	
	<b>NET INCOME ( LOSS ) PER FINANCIAL STATEMENTS</b>	(329,837)	827,760	827,779	600,000	100,000	500,000		
	<b>CASH CONVERSION:</b>								
	EMPLOYEE BENEFITS	324,277	324,264	(426,181)					
	AMORTIZATION - EP/DEC/BMO	103,069	61,867	70,902					
	AMORTIZATION - ALLSTREAM	1,943,831	1,943,832	1,943,832					
	PRINCIPAL REPAYMENT - ALLSTREAM	(893,751)	(936,296)	(981,072)					
	CAPITAL ASSETS	(19,246)	(26,629)	394,198					
	NET STEP UP - LONG TERM LEASE	(199,007)	(230,650)	(93,189)					
	<b>CASH PAYABLE (RECEIVABLE) FROM CITY - BOG</b>	929,336	1,964,149	1,736,268	600,000	100,000	500,000	400	
<b>CNEA</b>									
	TOTAL REVENUE	25,910,870	27,216,810	0	0	0	0	0	
	TOTAL EXPENSE	23,840,532	24,414,076	0	0	0	0	0	1
	<b>NET INCOME ( LOSS ) PER FINANCIAL STATEMENTS</b>	2,070,338	2,802,734	0	0	0	0	0	
	<b>CASH CONVERSION: EMPLOYEE BEN/AMORT/ASSETS</b>	49,924	(148,071)	0	0	0	0	0	
	<b>CASH PAYABLE (RECEIVABLE) FROM CITY - CNEA</b>	2,120,262	2,654,664	0	0	0	0		
<b>CONSOLIDATED</b>									
	<b>CASH PAYABLE (RECEIVABLE) TO/FROM CITY - BOG</b>	929,336	1,964,149	1,736,268	600,000	100,000	500,000	400	
	<b>CASH PAYABLE (RECEIVABLE) TO/FROM CITY - CNEA</b>	2,120,262	2,654,664	0	0	0	0	0	1
	<b>TOTAL CASH PAYABLE (RECEIVABLE) FROM CITY</b>	3,049,598	4,618,812	1,736,268	600,000	100,000	500,000	400	

# THE BOARD OF GOVERNORS OF EXHIBITION PLACE

## CONSOLIDATED OPERATING BUDGET 2015

PAGE	DEPARTMENT	2011 ACTUAL	2012 ACTUAL	2013 ACTUAL	2014 FORECAST	2014 BUDGET	2015 BUDGET	%Increase	Notes
	<b>EXHIBITION PLACE</b>								
3	REVENUE	15,086,931	15,356,567	20,325,895	19,127,368	18,046,473	19,027,905	5	
3	DIRECT EXPENSES	5,151,303	4,899,946	4,849,847	4,425,643	4,414,685	4,506,322	2	
7	SHARE OF OVERHEAD	15,257,547	14,625,461	19,609,965	20,329,114	20,051,195	22,275,229	11	
	<b>INCOME ( LOSS ) BEFORE DEBT CHARGES</b>	<b>(5,321,919)</b>	<b>(4,168,840)</b>	<b>(4,133,917)</b>	<b>(5,627,389)</b>	<b>(6,419,407)</b>	<b>(7,753,646)</b>	<b>21</b>	
19	INTEREST AND AMORT EXPENSE - ENERGY RETROFIT ASSETS	710,582	784,589	770,524	805,728	755,728	820,450	9	
	<b>NET INCOME ( LOSS )</b>	<b>(6,032,501)</b>	<b>(4,953,429)</b>	<b>(4,904,440)</b>	<b>(6,433,118)</b>	<b>(7,175,135)</b>	<b>(8,574,096)</b>	<b>19</b>	
	<b>DIRECT ENERGY CENTRE</b>								
38	REVENUE	11,113,989	11,097,277	10,608,967	11,352,687	11,413,946	14,608,521	28	
38	DIRECT EXPENSES	4,858,110	4,650,780	4,316,873	4,769,570	4,462,705	5,534,425	24	
	<b>NET INCOME (LOSS)</b>	<b>6,255,878</b>	<b>6,446,497</b>	<b>6,292,094</b>	<b>6,583,118</b>	<b>6,951,241</b>	<b>9,074,096</b>	<b>31</b>	
	<b>ALLSTREAM CENTRE</b>								
47	REVENUE	2,250,408	2,507,861	1,705,146	2,158,088	2,610,220	2,435,083	(7)	
47	EXPENSES	1,661,053	1,646,096	1,575,112	1,795,390	1,779,144	1,996,905	12	
	<b>CASH FLOW BEFORE INTEREST, AMORT AND TRANSFER</b>	<b>589,354</b>	<b>861,765</b>	<b>130,034</b>	<b>362,698</b>	<b>831,076</b>	<b>438,178</b>	<b>(47)</b>	
55	LESS: INTEREST EXPENSES	1,903,913	1,861,322	1,816,602	1,769,731	1,769,731	1,720,555	(3)	
55	LESS: AMORTIZATION EXPENSE	1,943,831	1,943,832	1,943,832	0	0	0	0	
55	LESS: PRINCIPAL REPAYMENT - FCM LOAN	0	0	0	941,897	941,897	988,992	5	
55	LESS: PRINCIPAL REPAYMENT - CITY LOAN	0	0	0	85,985	85,985	88,039	2	
	<b>INCOME (LOSS) BEFORE NAMING FEE</b>	<b>(3,258,389)</b>	<b>(2,943,389)</b>	<b>(3,630,400)</b>	<b>(2,434,914)</b>	<b>(1,966,536)</b>	<b>(2,359,407)</b>	<b>20</b>	
47	NAMING FEES REVENUE (DIRECT ENERGY & ALLSTREAM)	1,142,601	1,158,000	1,077,870	1,005,353	1,143,000	980,293	(14)	
	<b>NET INCOME (LOSS)</b>	<b>(2,115,788)</b>	<b>(1,785,389)</b>	<b>(2,552,530)</b>	<b>(1,429,561)</b>	<b>(823,536)</b>	<b>(1,379,114)</b>	<b>67</b>	
47	TRANSFER FROM (TO) CONFERENCE CENTRE RESERVE	1,065,708	777,854	1,589,770	1,429,561	823,536	1,379,114	67	
	<b>NET INCOME (LOSS) AFTER TSF PER FS</b>	<b>(1,050,080)</b>	<b>(1,007,536)</b>	<b>(962,760)</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	
	<b>NATIONAL SOCCER STADIUM</b>								
59	REVENUES	9,451,585	9,119,761	8,952,966	450,000	11,000,879	0	(100)	
59	EXPENSES	8,423,905	8,389,590	8,087,534	0	10,297,947	0	(100)	
	<b>NET INCOME (LOSS) BEFORE SHARING</b>	<b>1,027,680</b>	<b>730,171</b>	<b>865,432</b>	<b>450,000</b>	<b>702,932</b>	<b>0</b>	<b>(100)</b>	
59	LESS PRIMARY INCENTIVE FEE	530,815	387,943	462,547	0	379,038	0	(100)	
	<b>NET INCOME (LOSS) AFTER SHARING</b>	<b>496,865</b>	<b>342,228</b>	<b>402,885</b>	<b>450,000</b>	<b>323,894</b>	<b>0</b>	<b>(100)</b>	
	<b>SUMMARY</b>								
	<b>BOG</b>								
	TOTAL REVENUE	40,111,222	40,017,319	44,260,614	35,523,057	45,038,055	38,430,916	(14.7)	
	TOTAL EXPENSE	40,441,059	39,189,559	43,432,835	34,923,057	44,938,055	37,930,916	(15.6)	
	<b>NET INCOME (LOSS) PER FINANCIAL STATEMENTS - BOG</b>	<b>(329,837)</b>	<b>827,760</b>	<b>827,779</b>	<b>600,000</b>	<b>100,000</b>	<b>500,000</b>	<b>400</b>	
	<b>CNEA</b>								
	TOTAL REVENUE	25,910,870	27,216,810	0	0	0	0	0	
	TOTAL EXPENSE	23,840,532	24,414,076	0	0	0	0	0	
	<b>NET INCOME (LOSS) PER FINANCIAL STATEMENTS - CNEA</b>	<b>2,070,338</b>	<b>2,802,734</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	
	<b>CONSOLIDATED</b>								
	TOTAL REVENUE	66,022,092	67,234,129	44,260,614	35,523,057	45,038,055	38,430,916	(14.7)	
	TOTAL EXPENSE	64,281,592	63,603,634	43,432,835	34,923,057	44,938,055	37,930,916	(15.6)	
	<b>NET INCOME (LOSS) PER FINANCIAL STATEMENTS</b>	<b>1,740,501</b>	<b>3,630,495</b>	<b>827,779</b>	<b>600,000</b>	<b>100,000</b>	<b>500,000</b>	<b>400</b>	

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

**REVENUE AND EXPENSE SUMMARY**

PAGE	DESCRIPTION	2011 ACTUAL	2012 ACTUAL	2013 ACTUAL	2014 FORECAST	2014 BUDGET	2015 BUDGET	% Increase	Notes
	<b>REVENUE</b>								
	RENTAL INCOME - TENANTS	915,191	899,165	943,830	978,717	914,163	1,087,013	19	1
	MLSE/RICOH CONTRIBUTION	500,880	526,544	526,544	542,269	678,970	697,785	3	9
	BMO FIELD GUARANTEE PAYMENT - NET	0	0	0	0	0	116,092	0	1
	ADDITIONAL RENT-MLSE/RICOH COLISEUM - NET	92,370	93,955	135,948	98,000	98,000	98,000	0	2
	<b>SUB-TOTAL</b>	<b>1,508,440</b>	<b>1,519,664</b>	<b>1,606,322</b>	<b>1,618,986</b>	<b>1,691,133</b>	<b>1,998,890</b>	<b>18</b>	
	RENTAL INCOME - CNEA	0	0	3,324,744	3,391,239	3,391,239	3,459,064	2	11
	RENTAL INCOME - EVENTS	1,077,445	976,659	952,236	812,188	812,188	765,908	(6)	3
	ADVERTISING -NET	1,416,835	1,382,572	1,519,247	1,465,899	1,465,899	1,465,899	0	10
42200	CATERING CONCESSIONS	66,908	55,579	73,975	55,000	55,000	57,200	4	5
	<b>SUBTOTAL</b>	<b>4,069,628</b>	<b>3,934,473</b>	<b>7,476,525</b>	<b>7,343,312</b>	<b>7,415,459</b>	<b>7,746,961</b>	<b>4</b>	
	<b>SHOW SERVICES</b>								
	- TENANTS	1,394,054	1,297,237	1,309,828	1,349,123	1,376,239	1,389,596	1	4
	- EVENTS	1,631,569	1,470,701	1,452,661	1,254,529	1,254,529	1,103,751	(12)	3
	THIRD PARTY REVENUE	3,025,623	2,767,938	2,762,489	2,603,651	2,630,768	2,493,347	(5)	
5	<b>PARKING REVENUE</b>	<b>6,680,228</b>	<b>6,734,923</b>	<b>6,959,538</b>	<b>6,568,000</b>	<b>6,277,842</b>	<b>6,689,785</b>	<b>7</b>	<b>6</b>
	<b>SUBTOTAL DIRECT REVENUE</b>	<b>13,775,479</b>	<b>13,437,334</b>	<b>17,198,552</b>	<b>16,514,963</b>	<b>16,324,069</b>	<b>16,930,093</b>	<b>4</b>	
15	- ADMIN MARK UP, INTEREST AND MISC REVENUE	766,604	1,445,119	867,675	556,677	416,677	427,362	3	8
19	- ERP PROJECTS - INCENTIVE RECEIVED & SAVING	218,430	325,688	431,238	805,728	755,728	820,450	9	
21	- NAMING RIGHTS REVENUE - ALLSTREAM CENTRE	520,000	520,000	456,275	367,059	520,000	339,214	(35)	
21	- NAMING RIGHTS EXPENSES & TSF - ALLSTREAM CENTRE	(520,000)	(520,000)	(456,275)	(367,059)	(520,000)	(339,214)	(35)	
	<b>SUBTOTAL INDIRECT REVENUE</b>	<b>985,034</b>	<b>1,770,807</b>	<b>1,298,913</b>	<b>1,362,405</b>	<b>1,172,405</b>	<b>1,247,812</b>	<b>6</b>	
14	- CONTRIBUTION FROM CONFERENCE RESERVE FUND	300,000	100,000	1,633,678	1,200,000	500,000	800,000	60	
14	- CONTRIBUTION FROM SICK BANK RESERVE	26,418	48,426	194,752	50,000	50,000	50,000	0	
	<b>SUBTOTAL CONTRIBUTION FROM RESERVES</b>	<b>326,418</b>	<b>148,426</b>	<b>1,828,430</b>	<b>1,250,000</b>	<b>550,000</b>	<b>850,000</b>	<b>55</b>	
	<b>TOTAL REVENUE</b>	<b>15,086,931</b>	<b>15,356,567</b>	<b>20,325,895</b>	<b>19,127,368</b>	<b>18,046,473</b>	<b>19,027,905</b>	<b>5</b>	
	<b>EXPENSE</b>								
5	<b>PARKING EXPENSES</b>	<b>2,513,221</b>	<b>2,484,950</b>	<b>2,434,620</b>	<b>2,154,865</b>	<b>2,119,230</b>	<b>2,261,603</b>	<b>7</b>	
	<b>SHOW SERVICES EXPENSES</b>								
	- TENANTS	1,264,391	1,178,346	1,185,393	1,227,702	1,252,377	1,264,533	1	4
	- EVENTS	1,083,614	985,924	991,369	858,597	858,597	791,528	(8)	
	- EVENTS PMD COSTS	290,077	250,725	238,464	184,480	184,480	188,659	2	7
	<b>SUB TOTAL SHOW SERVICE EXPENSES</b>	<b>2,638,082</b>	<b>2,414,995</b>	<b>2,415,227</b>	<b>2,270,779</b>	<b>2,295,455</b>	<b>2,244,719</b>	<b>(2)</b>	
	<b>TOTAL DIRECT EXPENSE</b>	<b>5,151,303</b>	<b>4,899,946</b>	<b>4,849,847</b>	<b>4,425,643</b>	<b>4,414,685</b>	<b>4,506,322</b>	<b>2</b>	
	<b>PROFIT (LOSS) BEFORE OVERHEAD EXPENSES</b>	<b>9,935,628</b>	<b>10,456,621</b>	<b>15,476,048</b>	<b>14,701,725</b>	<b>13,631,788</b>	<b>14,521,583</b>	<b>7</b>	
7	<b>OVERHEAD EXPENSES</b>	<b>15,968,129</b>	<b>15,410,050</b>	<b>20,380,488</b>	<b>21,134,842</b>	<b>20,806,923</b>	<b>23,095,679</b>	<b>11</b>	
	<b>NET OPERATING PROFIT (LOSS)</b>	<b>(6,032,501)</b>	<b>(4,953,429)</b>	<b>(4,904,440)</b>	<b>(6,433,118)</b>	<b>(7,175,135)</b>	<b>(8,574,096)</b>	<b>19</b>	

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

**NOTE:**

1. 2015 budget includes rent for hotel; minimum guarantee payment from BMO Field net of loan repayment.
2. Ex Place services for security monitoring and building operators coverage for night time walk through.
3. 2015 budget decrease due to lost of events that have dates conflict with Pan Am games (e.g. Beer fest...). Three year term agreement with Green Savoree Toronto ULC for Honda Indy from Jan 2015 to 2017
4. Services ordered from major tenants such as Liberty Grand, Muzik, Medieval Times, Ricoh, Gossip and QET and QE fountain dining room starting in 2011.
5. Includes F&B buy out for EP's events that are not contracted through Centerplate/Ovations.
6. Daily Parking Revenue rate increase \$1 April 1, 2012
7. PMD costs includes additional concessions for Honda Indy services reduction per agreement with Green Savoree 2012-2014.
8. Administrative fee on MLSE for Ricoh Coliseum, BMO Field, tenants services and interest revenue.
9. Per contractual arrangement with MLSE/BPC (Lease/Sub-lease), new rate effective July 1, 2015
10. Outdoor billboard signage revenue after commission - Per contractual obligations with Astral Media (Gardiner Billboard-Trivision), Clarity Outdoor Media Inc. (Gardener Expressway/Strachan Billboard. Astral Media agreement renewed for 15 years (2009 to 2023). In June 2010 Astral switched to digital retroactively from year 0. Budget includes participated rent from Astra.
11. Rent per license agreement; first initial term 2013-2016

THE BOARD OF GOVERNORS OF EXHIBITION PLACE  
EXHIBITION PLACE

**50-108 PARKING AND TRAFFIC REVENUES AND EXPENSES**

ACCT# ACCOUNT NAME	2011 ACTUAL	2012 ACTUAL	2013 ACTUAL	2014 FORECAST	2014 BUDGET	2015 BUDGET	% Increase	Notes
<b>1-50-108-XXXXX-</b>								
<b>REVENUE</b>								
<b>PARKING REVENUE</b>								
40500 DEC EVENTS	3,628,353	3,588,277	3,666,623	3,610,286	3,589,500	3,933,500	10	14
40500 EP EVENTS	589,513	465,201	597,395	386,289	415,750	335,750	(19)	14
40500 TENANTS	510,768	559,154	623,365	680,935	626,500	607,500	(3)	
40501 ONTARIO PLACE EVENTS	319,529	364,855	410,842	235,000	215,000	215,000	0	16
SUB-TOTAL PARKING REVENUE	5,048,163	4,977,487	5,298,226	4,912,510	4,846,750	5,091,750	5	10
 40520 RICOH COLISEUM	 498,002	 642,094	 579,277	 397,615	 370,000	 370,000	 0	 13
40521 BMO FIELD - SUBJECT TO REBATE	594,386	534,626	448,086	585,679	560,129	712,892	27	7
40599 BMO FIELD - NOT SUBJECT TO REBATE	192,507	213,824	202,365	355,528	168,463	195,643	16	7
40523 MEDIEVAL TIMES	301,292	340,389	354,678	316,668	328,500	319,500	(3)	
40525 MISCELLANEOUS PARKING REVENUE	45,878	26,503	76,906	0	4,000	0	(100)	3
<b>TOTAL REVENUE</b>	<b>6,680,228</b>	<b>6,734,923</b>	<b>6,959,538</b>	<b>6,568,000</b>	<b>6,277,842</b>	<b>6,689,785</b>	<b>7</b>	<b>10</b>
<b>1-50-108-50108-</b>								
<b>EXPENSE</b>								
60000 SALARIES - PERMANENT	565,089	582,952	608,908	544,579	544,579	560,679	3	1
60001 BENEFITS - PERMANENT	133,153	140,360	160,097	155,971	155,971	160,860	3	1
60002 SALARIES AND BENEFITS - HOURLY	508,548	540,060	609,145	498,542	498,542	525,183	5	15
61020 SALARY & BENEFITS RECOVERIES FROM CNEA	0	(47,519)	(36,206)	(37,000)	(51,322)	(38,000)	(26)	5
60407 AUDIT	0	0	0	2,000	2,000	2,000	0	
60409 BANK & CREDIT CARD CHARGES/CASH HANDLING	102,933	94,916	58,689	100,000	100,000	100,000	0	
60424 EQUIPMENT RENTALS	33,336	538	1,300	2,000	2,000	2,000	0	9
60425 EXPENSE ALLOWANCE	1,708	2,021	1,906	2,000	2,000	2,000	0	4
60459 STAFF DEVELOPMENT/TRAINING - UNIONIZED	0	0	0	3,000	3,000	3,000	0	12
60801 CONTRACT SERVICES	4,421	5,641	5,220	5,000	5,000	5,000	0	8
61037 SECURITY	70,691	60,300	74,953	50,000	50,000	85,000	70	6
61072 P.M.D	329,591	244,799	164,971	145,000	145,000	145,000	0	2
61088 ROAD MARKINGS AND SIGN REPAIRS (from 50-323)	0	0	0	10,000	10,000	10,000	0	
63119 PRINTING & STATIONERY	12,982	7,847	5,356	8,000	8,000	8,000	0	
63126 SUPPLIES & GENERAL	3,244	3,440	3,781	4,000	4,000	4,000	0	
63127 UNIFORMS	5,137	9,195	9,246	10,000	10,000	12,000	20	
<b>SUBTOTAL EXPENSES BEFORE REBATES</b>	<b>1,770,834</b>	<b>1,644,551</b>	<b>1,667,368</b>	<b>1,503,093</b>	<b>1,488,771</b>	<b>1,586,722</b>	<b>7</b>	
 51000 MEDIEVAL TIMES REBATE	 150,640	 169,889	 177,256	 158,334	 164,250	 159,750	 (3)	 11
51005 BMO FIELD	196,997	177,778	147,242	195,226	186,710	237,631	27	11
51004 RICOH COLISEUM REBATE	373,481	481,595	433,455	298,211	277,500	277,500	0	11
61040 FLEET STREET CITY REBATE	21,269	11,137	9,298	0	2,000	0	(100)	3
<b>TOTAL EXPENSES</b>	<b>2,513,221</b>	<b>2,484,950</b>	<b>2,434,620</b>	<b>2,154,865</b>	<b>2,119,230</b>	<b>2,261,603</b>	<b>7</b>	
 <b>NET PROFIT (LOSS)</b>	 <b>4,167,007</b>	 <b>4,249,972</b>	 <b>4,524,917</b>	 <b>4,413,135</b>	 <b>4,158,612</b>	 <b>4,428,182</b>	 <b>6</b>	

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

**50-108 PARKING AND TRAFFIC REVENUES AND EXPENSES**

**NOTE:**

1. Provision for Merit increase. 2014/2015 budget allocated 50% of Director's to Security department 50-500
2. PMD includes signage, cost of coin and card processing machines - reflects prior years experience
3. Exhibition Place gave up Fleet Street starting in 2013. Prior to 2013 includes Fleet Street Parking revenue, which was associated to shows and is reflected in the shows income. The revenue budgeted on this line represents all other parking related revenue such as rental. Of all Fleet Street Parking Revenue a 50% rebate is paid to the City (a/c 61040)
4. Budget provided for association fees. Staff trade show convention is provided for under CEO department 50-100
5. Wages and benefits costs of parking management staff during CNEA fair not included in annual rent/site fee amount.
6. Includes paid duty for Toronto Football Club (TFC) games.
7. FC games are subject to rebate at 33.33% per contractual arrangement. Budget was based on numbers of games/attendance supplied by BMO Field. Includes \$70,000 annual revenue due to soccer bubble relocation. 2015 budget assumed there will be 30,000 seats available as of April 1, 2015, no game plays at BMO Field in March 2015 and no incremental game during Pan Am.
8. For Chubb Door alarm monitoring and Inkas money pick up.
9. Starting from 2013 cost decrease due to purchase of Pay and Display machines. Prior to 2012 was for rental costs for nine Precise Park Link rented Pay and Display machines @ \$ 350/each per month, for 12 months and rental of additional revenue control equipment.
10. \$1 parking rate increase effective April 2012 to \$14. Board approved Parking rate for BMO Field and indoor parking on busy show dates is \$15.
11. Parking Sources Rebates: Fleet Street (50%), Medieval (50%), Ricoh (75%), Stadium (33.33%).
12. Budget provided for training costs for unionized parkers.
13. 2011/2012 was high because MLSE has more large events and larger attendants due to NHL lockout
14. 2015 revenue increase due to contribution from Pan Am games offset by loss due hotel garage will open in Jul 2015 and will take up cars from events. Also, revenue decrease due to loss of major events (CFA exams, CMTS ,PPPC, Sex show), Home Show collocates with Canada Blooms...
15. Variable direct wages and benefits associated with revenue.
16. Ontario Place revenue reduced in July 2015 for PanAm games due to reduced inventory

THE BOARD OF GOVERNORS OF EXHIBITION PLACE  
EXHIBITION PLACE

OVERHEAD EXPENSE SUMMARY

PAGE	DEPARTMENT	2011 ACTUAL	2012 ACTUAL	2013 ACTUAL	2014 FORECAST	2014 BUDGET	2015 BUDGET	%Increase	Notes
8	CHIEF EXECUTIVE OFFICER & HR	1,310,601	1,718,449	1,376,072	1,459,888	1,279,888	1,496,300	17	
9	BOARD OF GOVERNORS	43,476	35,034	37,778	57,000	57,000	57,000	0	
10	CORPORATE SECRETARY	538,310	385,288	393,108	435,980	435,980	449,731	3	
11	ARCHIVES & COMMERCIAL RECORDS	248,372	210,167	103,054	82,841	73,698	163,454	122	
12	PURCHASING & STORES	247,612	250,136	223,757	230,869	235,369	231,660	(2)	
14	SICK BANK PAID OUT	26,418	48,426	194,752	50,000	50,000	50,000	0	
15	FINANCE	2,472,078	2,580,577	2,180,639	2,191,000	2,324,950	2,451,827	5	
17	COMMUNITY GRANTS - IN KIND DONATION	1,000	1,000	0	4,000	4,000	4,000	0	
18	OPERATIONS ADMINISTRATION	1,874,025	1,756,472	2,111,246	1,962,408	1,921,876	2,097,218	9	
22	UTILITIES	2,465,615	1,870,571	1,892,518	2,196,721	2,795,500	3,172,309	13	
23	CLEANING SERVICES	848,268	831,000	803,965	867,352	867,352	881,734	2	
24	SPECIAL APPROPRIATIONS	551,165	559,866	372,156	495,620	495,620	715,840	44	
25	FACILITY SERVICES	1,858,004	1,800,254	1,592,908	1,771,950	1,751,150	2,090,040	19	
26	LABOUR	435,827	418,321	417,796	474,879	474,879	491,705	4	
27	ELECTRICAL	1,310,047	1,310,761	1,236,888	1,365,598	1,365,598	1,403,611	3	
28	ENGINEERING	(480)	(5,463)	5,404	3,500	5,752	3,300	(43)	
29	WELDING	81,012	93,534	77,278	89,313	89,313	91,797	3	
30	CARPENTRY	670,791	652,988	704,310	835,650	804,680	844,538	5	
31	PAINTING	260,021	212,587	218,676	328,280	328,280	334,401	2	
32	MECHANICAL & GARAGE	371,978	393,006	386,319	384,500	384,500	401,200	4	
33	PLUMBING	774,775	737,557	674,321	978,599	978,599	1,009,911	3	
34	HVAC	834,857	808,950	837,546	846,481	836,481	880,451	5	
35	IATSE	158,084	93,346	91,245	115,352	107,352	118,438	10	
36	CREATIVE SERVICES - SIGN SHOP	42,387	30,770	37,413	50,130	50,130	50,718	1	
37	SECURITY & COMMUNICATIONS	1,663,576	1,492,134	1,404,217	1,653,127	1,653,127	1,784,621	8	
14	HOTEL SOIL REMOVAL - 2013-2015	0	0	2,333,678	200,000	0	800,000	0	
14	DEC WASHROOM RENOVATION	0	0	0	1,000,000	500,000	0	(100)	
	CNEA'S DIRECT EXPENSES - JAN - MAR 2013	0	0	727,838	0	0	0	0	4
13	PRESS & FOOD BUILDINGS EXPENSES - NON RECOVERABLE	0	0	209,851	198,075	180,121	199,425	11	3
	<b>SUBTOTAL</b>	<b>19,087,821</b>	<b>18,285,729</b>	<b>20,644,736</b>	<b>20,329,114</b>	<b>20,051,195</b>	<b>22,275,229</b>	<b>11</b>	
	LESS: ADMIN. SUPPORT TO CNE - MOU	(1,414,212)	(1,200,716)	(306,933)	0	0	0	0	1
	LESS: SITE PREP. - CNE	(2,416,063)	(2,459,553)	0	0	0	0	0	2
	RECOVERIES - CNEA'S DIRECT EXPENSES - JAN - MAR 2013	0	0	(727,838)	0	0	0	0	4
	<b>SUBTOTAL BEFORE ERP INTEREST AND AMORT</b>	<b>15,257,547</b>	<b>14,625,461</b>	<b>19,609,965</b>	<b>20,329,114</b>	<b>20,051,195</b>	<b>22,275,229</b>	<b>11</b>	
19-20	ENERGY EFFICIENCY - INTEREST & DEPRECIATION	710,582	784,589	770,524	805,728	755,728	820,450	9	
	<b>TOTAL EXPENSES</b>	<b>15,968,129</b>	<b>15,410,050</b>	<b>20,380,488</b>	<b>21,134,842</b>	<b>20,806,923</b>	<b>23,095,679</b>	<b>11</b>	

**NOTE:**

- Admin support to CNEA. Starting April 1, 2013 CNEA purchased Admin service from Telecom (DEC's department 60-850) and Archive (EP's Department 50-104)
- Space rental started in 2013 per license agreement .
- PMP (Labour, materials) and utilities (hydro, gas, water) costs to maintain Press and Food buildings are assumed by BOG, thus not charged CNEA during the initial term 2013-2016 per license agreement.
- Jan-Mar 2013 expenses incurred by CNEA and recovered by BOG.

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

**50-100 CHIEF EXECUTIVE OFFICER**

ACCT# ACCOUNT NAME	2011 ACTUAL	2012 ACTUAL	2013 ACTUAL	2014 FORECAST	2014 BUDGET	2015 BUDGET	% Increase	Notes
<b>1-50-100-50100-</b>								
<b>EXPENSE</b>								
60000 SALARIES - PERMANENT	649,964	848,222	480,298	528,957	528,957	525,961	(1)	1
60001 BENEFITS - PERM	149,136	199,783	144,354	158,644	158,644	160,194	1	1
60002 SALARY TEMPORARY - HR SUMMER OFFICE	0	0	15,321	12,000	12,000	12,000	0	9
60404 ADVERTISING -JOBS POSTING	1,268	1,820	2,269	1,500	1,500	1,500	0	8
60417 CONSULTANTS FEES	101,758	40,077	94,945	95,000	85,000	100,000	18	4
60418 MEETING CONVENTIONS & TRAVEL	15,567	5,446	5,717	22,000	22,000	22,000	0	2
60420 CORPORATE ENTERTAINMENT	8,388	0	83	2,500	2,500	2,500	0	
60425 EXPENSE ALLOWANCES	9,077	4,837	2,676	5,600	5,600	5,600	0	
60434 LEGAL FEES	202,157	514,914	438,121	370,000	200,000	400,000	100	3
60439 MEMBERSHIPS	3,798	4,230	2,143	3,150	3,150	3,150	0	5
60445 PRESENTATIONS/PROMOTION	150	0	0	1,500	1,500	1,500	0	
60459 STAFF TRAINING AND DEVELOPMENT	79,674	57,739	56,868	123,000	123,000	123,000	0	6
60800 SALARIES & BENEFITS - CITY SHARED SERVICE	79,465	35,802	127,155	127,037	127,037	129,895	2	10
63106 EQUIPMENT RENTALS	7,068	2,945	0	0	0	0	0	7
63119 PRINTING	76	2,284	0	2,500	2,500	2,500	0	
63126 SUPPLIES & GENERAL	3,055	351	6,123	6,500	6,500	6,500	0	11
<b>TOTAL EXPENSE</b>	<b>1,310,601</b>	<b>1,718,449</b>	<b>1,376,072</b>	<b>1,459,888</b>	<b>1,279,888</b>	<b>1,496,300</b>	<b>17</b>	

**NOTE:**

1. Provision for Merit increase. Benefits increase due to OMERS rates increase. 2015 decrease due to decrease in pay grade of HR assistant position.
2. Includes travel for all departments on grounds except for the DEC Marketing Department 60-803.
3. 2012/2013 actuals was high due to additional costs for CNEA Master Agreement, hotel negotiation, collective agreements, Bridal Show settlement, outdoor billboard sign. 2014/2015 cost expects to be higher due to the same reasons.
4. Includes Ontario Energy Leader (OEL) membership required to provide 3rd party verification for figures for environmental initiatives ( green house reduction etc.), LEED certification. Includes memberships paid to Toronto Board of Trade, Composing Council, Recycling Council, Canadian Green Building Council etc...
5. Professional membership
6. Customer service program reflected in this budget, City of Toronto has informed Exhibition Place that City will no longer provide training to staff. Includes combined development and training for non-unionized staff for all programs except BMO Field. 2014/2015 budget increase due to additional staff training for customer services
7. Lease discontinues in 2013
8. Costs for job posting.
9. Summer staff requested for hiring and training BOG's cleaners during CNEA's period. Previously was paid by CNEA's HR budget under department 10-107
10. Includes City's share service billing for Employee and Labour Relation. Prior to 2012 was cost for OHS consultant on part time need basis, was transferred to Operation (dept. 50-301) in 2013.
11. Includes expenses for CNEA's summer office (previous years charged directly to CNEA) such as: supplies, signage, badges, photocopier/AC rental etc...



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

**50-101 BOARD OF GOVERNORS EXPENSES**

ACCT# ACCOUNT NAME	2011 ACTUAL	2012 ACTUAL	2013 ACTUAL	2014 FORECAST	2014 BUDGET	2015 BUDGET	%Increase	Notes
<b>1-50-101-50101-</b>								
<b><u>EXPENSE</u></b>								
<b>60418</b> CONVENTIONS & MEETINGS	12,415	6,012	5,931	16,000	16,000	16,000	0	1
<b>60421</b> CORPORATE PLANNING	29,343	27,596	31,310	37,000	37,000	37,000	0	2
<b>63126</b> SUPPLIES & GENERAL	1,718	1,425	537	4,000	4,000	4,000	0	3
<b>69001</b> COMMUNITY GRANTS - MURALS	0	0	0	0	0	0	0	
<b>TOTAL EXPENSE</b>	<b>43,476</b>	<b>35,034</b>	<b>37,778</b>	<b>57,000</b>	<b>57,000</b>	<b>57,000</b>	<b>0</b>	

**NOTE:**

1. Expenses related to meetings/sessions of the Board.
2. Expenses related to the Board's Suites - BMO, Ricoh, Indy, RAWF and misc.
3. Expenses related to supplies, couriers and misc. for the Board.

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

**50-103 CORPORATE SECRETARY EXPENSES**

ACCT#	ACCOUNT NAME	2011 ACTUAL	2012 ACTUAL	2013 ACTUAL	2014 FORECAST	2014 BUDGET	2015 BUDGET	% Increase	Notes
<b>1-50-103-50103-</b>									
	<b><u>EXPENSE</u></b>								
60000	SALARIES - PERMANENT	286,556	204,459	214,065	216,609	216,609	223,746	3	1
60001	BENEFITS - PERM	70,412	50,244	41,491	61,972	61,972	64,084	3	1
60424	EQUIPMENT RENTAL	65,506	62,974	62,576	65,000	65,000	69,000	6	2
60425	EXPENSE ALLOWANCES	0	355	340	500	500	1,000	100	3
60428	FLOWERS	664	500	219	400	400	400	0	4
60461	TELECOMMUNICATIONS	86,862	53,720	57,780	70,000	70,000	70,000	0	5
60800	SALARIES AND BENEFITS - CONTRACT/TEMP	476	0	138	2,500	2,500	2,500	0	6
61072	P.M.D	9,776	186	554	1,000	1,000	1,000	0	7
63118	POSTAGE & COURIER	4,944	5,104	9,054	7,000	7,000	7,000	0	8
63126	SUPPLIES & GENERAL	13,112	7,747	6,890	11,000	11,000	11,000	0	9
	<b>TOTAL EXPENSE</b>	<b>538,310</b>	<b>385,288</b>	<b>393,108</b>	<b>435,980</b>	<b>435,980</b>	<b>449,731</b>	<b>3</b>	

**NOTE:**

1. Provision for Merit increase. Benefits increase due to OMERS rates increase.
2. Ricoh Copiers - rentals/software & copy counts for Exhibition Place includes new units re move to DEC
3. Increase due to Association Membership; Workshops for Corp Sec is provided under HR department 50-107
4. Expenses related to Board tributes.
5. Expenses related to Bell Canada & Bell Mobility for Exhibition Place.
6. Expenses related to vacation leave of Mail Service
7. Expenses related to minor repairs/upgrades to Executive Offices building.
8. Expenses related to Postage for Exhibition Place & Courier services for Corp Sec
9. Expenses related to supplies for Executive Office staff

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

**50-104 ARCHIVES & COMMERCIAL RECORDS CENTRE**

ACCT# ACCOUNT NAME	2011 ACTUAL	2012 ACTUAL	2013 ACTUAL	2014 FORECAST	2014 BUDGET	2015 BUDGET	% Increase	Notes
<b>1-50-104-50104-</b>								
<b><u>EXPENSE</u></b>								
60000 SALARIES - PERMANENT	123,019	156,034	163,613	165,623	165,623	171,080	3	1
60001 BENEFITS - PERM	27,562	36,133	40,581	47,235	47,235	48,861	3	1
60422 DOORS OPEN TORONTO	0	0	0	2,000	2,000	2,000	0	2
60425 EXPENSE ALLOWANCES	0	0	27	300	300	300	0	3
60439 MEMBERSHIPS	566	676	683	1,200	1,200	1,200	0	4
60800 SALARIES & BENEFITS - CONTRACT	92,282	14,946	0	0	0	25,000	0	5
61072 P.M.D	2,445	1,907	3,058	4,000	4,000	54,000	1,250	6
63119 PRINTING & STATIONERY	3,813	589	45	2,500	2,500	2,500	0	7
63126 SUPPLIES & GENERAL	11,492	4,604	4,203	7,000	7,000	7,000	0	8
69005 ARCHIVES - GRANT EXPENSES	0	0	0	0	0	0	0	
61020 RECOVERIES FROM CNEA	0	0	(109,063)	(147,017)	(151,160)	(148,487)	(2)	9
TOTAL EXPENSES	261,179	214,889	103,146	82,841	78,698	163,454	108	
<b><u>REVENUE</u></b>								
49029 ARCHIVES GRANT RECEIVED	0	0	0	0	0	0	##	
49033 ARCHIVES PROGRAMS REVENUE - GHOST/BOOKS/WORKS-	12,807	4,722	92	0	5,000	0	(100)	10
TOTAL REVENUE	12,807	4,722	92	0	5,000	0	(100)	
NET EXPENDITURES	248,372	210,167	103,054	82,841	73,698	163,454	122	

**NOTE:**

- Provision for Merit increase. Benefits increase due to OMERS rates increase.
- Expenses related to rental of display items, sound system, setup, etc. for viewing of Heritage buildings.
- Expenses related to meetings and misc. items incurred by R&A staff.
- Membership Fees related to 4 Organizations for R&A Manager (increase of membership fees).
- Deletion of Records Technician position in 2012. 2015 budget provide part time Archive and Record assistance for special projects (Soil contamination, Exhibition during Pan Am in 2015 etc...).
- Expenses related to minor repairs/upgrades of R&A area. 2015 budget provided for sign shop and Carpentry time & materials for exhibition during Pan Am and cost to upgrade to new software for the failing computer system
- Expenses related to brochures for R&A Programs/Events.
- Expenses re Records Program (files, boxes, maint. agreement, misc.) & labour to move records to Records Centre. Budget includes annual maintenance agreement with InMagic.
- Purchase of R&A Services - April 1, 2013. Price computed using cost drive method of 5,000 units (CNEA-2,950 units; BOG-2,050 units) plus 12% admin fee. 2013 charged CNEA for 9/12 months. 2014 forecasted at 1.1% CPI increase from 2013; 2015 budgeted at 1% CPI increase from 2014 forecast
- Revenue raised re annual Exhibition Place Haunted Walking Tours. From 2014/2015 reported as misc. finance revenue department 50-116

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

**50-106 PURCHASING & STORES EXPENSES**

ACCT#	ACCOUNT NAME	2011 ACTUAL	2012 ACTUAL	2013 ACTUAL	2014 FORECAST	2014 BUDGET	2015 BUDGET	% Increase	Notes
<b>1-50-106-50106-</b>									
	<b><u>EXPENSE</u></b>								
60000	SALARIES - PERMANENT	175,043	178,934	161,258	175,202	175,202	174,673	(0)	1
60001	BENEFITS - PERM	45,409	46,939	41,255	33,567	33,567	34,887	4	1
60002	SALARIES & BENEFITS - HOURLY	5,017	2,679	0	0	0	0	0	1
60436	MANAGEMENT FEES - "CITY"	20,000	20,000	20,000	20,000	24,500	20,000	(18)	2
63119	PRINTING & STATIONERY	1,474	1,298	417	1,500	1,500	1,500	0	
63126	SUPPLIES & GENERAL	641	285	828	600	600	600	0	
	TOTAL EXPENSE	247,612	250,136	223,757	230,869	235,369	231,660	(2)	

**NOTE:**

1. Provision for Merit increase. Benefits increase due to OMERS rates increase. Less hours worked by manager starting 2013
2. Fees required for "City" purchasing shared services

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

**50-600 - PRESS & FOOD BUILDINGS MAINTENANCE**

ACCT#	ACCOUNT NAME	2011 ACTUAL	2012 ACTUAL	2013 ACTUAL	2014 FORECAST	2014 BUDGET	2015 BUDGET	% Increase	Notes
<b>1-50-600-50600-</b>									
	<b><u>EXPENSE</u></b>								
60255	PRESS & FOOD BUILDINGS - HYDRO	0	0	61,640	64,400	46,446	64,400	39	2
60252	PRESS & FOOD BUILDINGS - GAS	0	0	0	3,290	3,290	3,290	0	2
60281	PRESS & FOOD BUILDINGS - WATER	0	0	0	35,385	35,385	35,385	0	2
61061	PRESS BUILDING - MAINTENANCE - PMP	0	0	0	45,000	45,000	46,350	3	2
61036	FOOD BUILDING - MAINTENANCE - PMP		0	48,339	50,000	50,000	50,000	0	3
64009	MANAGEMENT FEE - ALLSTREAM - CERISE	0	0	1,725	0	0	0	0	1
64009	2012 CNEA ASSETS PURCHASE DISPUTE			98,148	0	0	0	0	
	<b>TOTAL EXPENSE</b>	<b>0</b>	<b>0</b>	<b>209,851</b>	<b>198,075</b>	<b>180,121</b>	<b>199,425</b>	<b>11</b>	

**NOTE:**

1. 2013 actuals include Allstream management fee paid to Cerise for the use of the building during the fair

2.PMP costs (Labour, materials) and utilities (hydro, gas, water) costs to maintain Press building are assumed by BOG, thus not charged CNEA during the initial term 2013-2016 per license agreement. Hydro (approx. 440,000 kwh), consumer gas (approx12,000 m3) , water (approx. 6,300 m3 in 2010).

3. 2014/2015 budget provided for PMP costs to up keep the food building; 2013 actuals includes food building Exhaust systems. All other repair and maintenance costs were included with ground PMP costs and now are tracked separately

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**50-109 CONTRIBUTION FROM CITY RESERVE FUNDS**

ACCT# ACCOUNT NAME	2011 ACTUAL	2012 ACTUAL	2013 ACTUAL	2014 FORECAST	2014 BUDGET	2015 BUDGET	% Increase	Notes
<b>1-50-109-50109-</b>								
<b>REVENUE</b>								
42310 CONTRIBUTION FROM CCRF - SPORTMEN	300,000	100,000	0	0	0	0	0	1
42310 CONTRIBUTION FROM CCRF - HOTEL SOIL REMOVAL	0	0	1,633,678	200,000	0	800,000	0	4
42310 CONTRIBUTION FROM CCRF - DEC WASHROOM RENOVATIC	0	0	0	1,000,000	500,000	0	(100)	5
<b>SUBTOTAL - CONTRIBUTION FROM CONF. RESERVE FUND</b>	<b>300,000</b>	<b>100,000</b>	<b>1,633,678</b>	<b>1,200,000</b>	<b>500,000</b>	<b>800,000</b>	<b>60</b>	
42320 CONTRIBUTION FROM SICK BANK RESERVE	26,418	48,426	194,752	50,000	50,000	50,000	0	2
CONTRIBUTE FROM ENVIRONMENTAL PROTECTION RESER'	75,000	74,827	73,052	75,000	75,000	75,000	0	3
<b>SUBTOTAL - CONTRIBUTION FROM RESERVES</b>	<b>101,418</b>	<b>123,253</b>	<b>267,804</b>	<b>125,000</b>	<b>125,000</b>	<b>125,000</b>	<b>0</b>	
<b>TOTAL CONTRIBUTION FROM RESERVES</b>	<b>401,418</b>	<b>223,253</b>	<b>1,901,482</b>	<b>1,325,000</b>	<b>625,000</b>	<b>925,000</b>	<b>48</b>	
<b>EXPENSES</b>								
60001 SICK BANK PAID OUT EXPENSE	26,418	48,426	194,752	50,000	50,000	50,000	0	2
61056 HOTEL SOIL REMOVAL	0	0	2,333,678	200,000	0	800,000	0	4
61056 DEC WASHROOM RENOVATION	0	0	0	1,000,000	500,000	0	(100)	5
TREE PLANTING - EPR	75,013	74,827	73,052	75,000	75,000	75,000	0	3
<b>NET WITHDRAWALS FROM RESERVES</b>	<b>299,987</b>	<b>100,000</b>	<b>(700,000)</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	

**NOTE:**

1. On April 15, 2010 Council approved Exhibition Place to use \$472.5K in 2010; \$300K in 2011; and \$100K in 2012 from the Conference Centre Reserve Fund to partially cover the lost of Sportsmen's Show due to City's gun policy. (City's Fund account # RX3019)
2. Budget per city's directive; amount was based on projection of employees' retirement. (City's fund account # XR1007). 100% reimbursed by City. 2013 project for termination of staff due to CNEA becomes independent.
3. Budgeted as per City Directive \$ 75,000 to be added to the Operating budget; funding for this will be provided by the City Environmental Protection Reserve Fund. (City's fund account # XR1718). Currently recorded under department 50-301
4. 2013 actual expense/transfer from CCRF as per Council approval EX34.24 for soil removal from hotel site. 2014/2015 projected balance to be completed as part of the landscaping design and back fill of concrete structure.
5. 2013/2014 budget approved by City Council for Direct Energy Centre washroom renovation for \$500K withdrawal each year. Did not withdraw in 2013, amount is deferred to 2014.

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**50-116 CHIEF FINANCIAL OFFICER**

ACCT# ACCOUNT NAME	2011 ACTUAL	2012 ACTUAL	2013 ACTUAL	2014 FORECAST	2014 BUDGET	2015 BUDGET	% Increase	Notes
<b>1-50-116-50116-</b>								
<b><u>EXPENSE</u></b>								
60000 SALARIES - PERMANENT	1,243,815	1,311,375	1,143,274	1,115,028	1,115,028	1,168,681	5	1
60001 BENEFITS - PERM	291,022	329,677	291,976	317,532	317,532	333,098	5	1
60002 SALARIES & BENEFITS - HOURLY	12,095	210	23,633	56,353	56,353	63,207	12	1
60003 BENEFITS - RETIREES & LTD EMPLOYEES	95,786	103,428	109,022	112,749	112,749	112,749	0	8
60008 GAPPING	0	0	0	0	(181,050)	(181,050)	0	2
60407 AUDIT	29,589	19,065	16,896	30,829	30,829	30,829	0	14
60408 BAD DEBTS	44,639	31,246	380,000	18,000	18,000	18,000	0	
60409 BANK FEES & CREDITCARD DISCOUNT	3,018	3,190	1,919	2,500	2,500	2,500	0	17
60423 DUES AND SUBSCRIPTIONS	2,946	3,082	2,027	2,200	2,200	2,200	0	9
60425 EXPENSE ALLOWANCES	1,960	1,295	467	1,500	1,500	1,500	0	
60430 INSURANCE - GENERAL LIABILITY	544	0	0	0	0	0	0	
60433 INSURANCE/LIABILITY (Net of CNEA)	392,409	399,076	399,077	399,076	399,076	449,480	13	3
60437 MEALS AND ENTERTAINMENT	522	421	234	400	400	400	0	
60444 PAYROLL PROCESSING COSTS - ADP	77,315	81,472	69,943	80,000	80,000	80,000	0	15
60447 PROFESSIONAL FEES	2,327	2,385	2,403	3,200	3,200	3,600	13	11
63001 SMALL EQUIPMENT	0	0	0	300	300	300	0	
63101 COMPUTER EXPENSE	0	0	0	0	0	0	0	10
63119 PRINTING & STATIONERY	3,339	1,001	2,031	2,000	2,000	2,000	0	
63126 SUPPLIES & GENERAL	3,858	4,271	2,457	6,000	6,000	6,000	0	
69003 LIABILITY CONTRIBUTION	(387,219)	(438,816)	(390,401)	(350,000)	(235,000)	(235,000)	0	
69800 AMORTIZATION EXPENSE	47,818	43,341	43,332	43,333	43,333	43,333	0	12
69901 SICK BANK - CITY CONTRIBUTION	50,000	50,000	50,001	50,000	50,000	50,000	0	
69903 WSIB EXPENSE	232,019	310,594	223,538	300,000	500,000	500,000	0	
E.I STUDY	0	0	0	0	0	0	0	18
SUBTOTAL EXPENSE-BEFORE PSAB & ASSETS TRANSFERS	2,147,800	2,256,313	2,371,830	2,191,000	2,324,950	2,451,827	5	
60410 CAPITAL ASSET CREDIT (Transfer to B/S)	0	0	0	0	0	0	0	4
69900 EMPLOYEE VAC/SICK/ACTUARIAL BENEFITS LIAB.	324,277	324,264	(191,191)	0	0	0	0	13
TOTAL EXPENSE	2,472,078	2,580,577	2,180,639	2,191,000	2,324,950	2,451,827	5	
<b><u>REVENUE</u></b>								
42400 DISCOUNTS & COMMISSIONS	3,529	1,081	537	500	500	500	0	
49003 INTEREST REVENUE (EXPENSE)	40,552	0	0	0	0	0	0	5
49033 MISCELLANEOUS REVENUE	307,199	1,101,020	592,720	200,000	60,000	60,000	0	6
49034 RICOH 12% MARKUP	261,755	213,342	158,744	221,526	221,526	228,172	3	16
49035 BMO FIELD 12% MARKUP	153,570	129,676	115,672	134,650	134,650	138,690	3	7
SUBTOTAL REVENUE	766,604	1,445,119	867,675	556,677	416,677	427,362	3	
NET PROFIT (LOSS)	(1,705,473)	(1,135,458)	(1,312,965)	(1,634,324)	(1,908,274)	(2,024,465)	6	

**THE BOARD OF GOVERNORS OF EXHIBITION PLACE  
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**50-116 CHIEF FINANCIAL OFFICER**

**NOTE:**

1. Provision for Merit increase. Benefits increase due to OMERS rates increase. Deletion of four positions in 2013. Two payroll time clerks transferred from Facility Service (department 50-310) in 2013
2. Budgeted Gapping at \$181,050 per city directive. Prior to 2012, \$18,950 was budgeted under CNE department 10-200.
3. Contribution to City insurance reserve as per City's directive for BOG's portion. Prior to 2012, \$201,616 was budgeted under CNEA department 10-105; from 2013 to 2015 \$151,212 was reduced for CNEA's portion. Per LOI, BMO Field will be responsible for its own insurance premium/coverage.
4. Budget recovery not required as now part of PSAB (Public Sector Accounting Board) through depreciation & amortization expense.
5. Interest revenue estimated at current market trend. In 2013/2014 interest revenue is merged with DEC Finance - Department 60-802
6. Miscellaneous revenues primarily consist of rebates from Metro Waste for recycling efforts and proceeds from auction.
7. Per LOI, exclude providing of local 506 labour service, but assume increase cleaning service and other trades service. Prior to 2013, we have included approx. 90% of BMO's labour requirements as recoverable.
8. Manulife benefits for retirees and for employees on LTD. Cost increase due to starting April 1, 2012 BOG has to remit CPP and EI for employees on LTD.
9. CAEM, IAAM, A.M. Best and Street.
10. Financial reporting annual maintenance.
11. Annual CGA/CPA professional dues for CFO, Accounting Manager, Accounting Supervisor and ASR .
12. Amortization for Strachan Outdoor Signage: \$650K straight-line over 15 years.
13. PSAB prescribed requirements, no budget usually provided for; actual cost and or recovery accounted for and reported at end of fiscal year.
14. New pricing for PWC audit services for 2015. PWC's proposal dated December 31, 2009 for four years 2010-2014
15. 2014 ADP processing costs increase to: \$52.02 per base charge (26 for bi-weekly; 52 for weekly); \$1.86 per pay; and \$1.40 per record of employment.
16. Higher in 2011/2012 because there were more major events: Cirque du soleil, International Indian Film Academy etc..
17. Monthly bank service charges transferred from Parking department in 2009.
18. To do as part of the Board strategic plan every five years.



**THE BOARD OF GOVERNORS OF EXHIBITION PLACE  
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**50-201 COMMUNITY GRANTS**

ACCT#	ACCOUNT NAME	2011 ACTUAL	2012 ACTUAL	2013 ACTUAL	2014 FORECAST	2014 BUDGET	2015 BUDGET	%Increase	Notes
<b>1-50-201-50201-</b>									
	<u><b>EXPENSE</b></u>								
<b>69001</b>	COMMUNITY GRANTS - IN KIND DONATION	1,000	1,000	0	4,000	4,000	4,000	0	1
	TOTAL EXPENSE	1,000	1,000	0	4,000	4,000	4,000	0	

**NOTE:**

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

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**301 - OPERATIONS ADMINISTRATION EXPENSES**

ACCT# ACCOUNT NAME	2011 ACTUAL	2012 ACTUAL	2013 ACTUAL	2014 FORECAST	2014 BUDGET	2015 BUDGET	% Increase	Notes
<b>1-50-301-50301-</b>								
<b><u>EXPENSE</u></b>								
60000 SALARIES - PERMANENT	1,186,552	1,167,189	1,267,108	1,276,237	1,250,598	1,358,168	9	1
60001 BENEFITS - PERM & CONTRACT	256,900	274,654	328,714	373,068	373,068	399,505	7	1
60002 SALARIES AND BENEFITS - HOURLY	15,279	0	32,732	0	0	0	0	
60417 CONSULTANTS FEES	9,320	25,066	3,135	10,000	10,000	15,000	50	6
60424 EQUIPMENT RENTAL	3,626	1,230	92	5,000	10,000	10,000	0	
60425 EXPENSE ALLOWANCES FOR ALL TRADES / DEPT.	8,248	5,554	2,918	9,000	10,000	10,000	0	
60439 MEMBERSHIPS/DUES & SUBSCRIPTIONS	4,373	4,932	2,716	5,000	5,000	5,000	0	
60451 SAFETY EQUIPMENT	7,154	4,086	7,958	8,000	8,000	8,000	0	5
60459 STAFF DEVELOPMENT/TRAINING - UNIONIZED	19,149	2,024	7,726	20,000	20,000	30,000	50	7
60800 CONTRACT STAFF	118,403	87,214	150,327	75,354	104,460	80,796	(23)	2
61046 HARD LANDSCAPING	219,385	159,103	284,046	150,000	100,000	150,000	50	3
61102 TREE MAINTENANCE	75,013	74,827	73,052	75,000	75,000	75,000	0	4
61103 CONTRIBUTE FROM ENVIRONMENTAL PROTECTION RESER'	(75,000)	(74,827)	(73,052)	(75,000)	(75,000)	(75,000)	0	4
63126 SUPPLIES & GENERAL	4,663	6,634	5,548	6,750	6,750	6,750	0	
63127 UNIFORMS	20,961	18,787	18,227	24,000	24,000	24,000	0	
<b>TOTAL EXPENSE</b>	<b>1,874,025</b>	<b>1,756,472</b>	<b>2,111,246</b>	<b>1,962,408</b>	<b>1,921,876</b>	<b>2,097,218</b>	<b>9</b>	

**NOTE:**

1. Provision for Merit increase. Benefits increase due to OMERS rates increase. 2015 budget increase for one full time Building Operator, in 2014 budget only provided as part time.
2. Provision for merit adjustment for PMP & Work Order Clerk and engineer clerk. 2014 budget provided for one part time OHS; became full time in 2013/2014, so now costs are reflected in permanent salary & benefit line.
3. Paving, asphalt, concrete. Increase due to emergency and safety paving repairs will no longer be provided for in Capital as done previously. 2013 actual includes provision for mold clean up. 2015 budget adjust to reflect prior year experience
4. Per City directive \$ 75,000 to be added to the Operating budget for Tree Planting; funding for this will be provided by the City Environmental Protection Reserve Fund.
5. Includes amount transferred from HR - department 50-107 in 2013/2014
6. 2015 budget increase for consulting cost for LEED EBOM
7. 2015 budget increase due to the training cost provided for operating of District Energy System

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**50-303 ENERGY EFFICIENCY - SELF SUFFICIENCY PROJECTS**

ACCT# ACCOUNT NAME	2011 ACTUAL	2012 ACTUAL	2013 ACTUAL	2014 FORECAST	2014 BUDGET	2015 BUDGET	%Increase	Notes
<b>EXPENSES</b>								
<b>1-50-303-50303-</b>								
<b>INTEREST EXPENSE</b>								
60780 TRIGENERATION PROJECT - DEC	181,005	177,204	173,118	168,827	168,827	164,257	(3)	2
60780 PHOTOVOLTAIC - HORSE PALACE 100 KwH	15,507	15,227	14,933	14,624	14,624	14,300	(2)	3
60780 FIVE BUILDING RETROFIT- QE, GS, EA, HP, BLC	38,766	32,699	26,402	19,755	19,755	13,097	(34)	4
60780 DEC HALLS LIGHTING RETROFIT - DEC	20,437	17,456	14,319	11,031	11,031	7,577	(31)	1
60780 BACK PRESSURE TURBINE, LED PATHWAY	30,667	29,682	28,647	27,560	27,560	26,416	(4)	5
60780 BOILERS REPLACEMENT & VARIOUS LIGHTING RETROFIT	40,133	39,610	39,065	38,495	38,495	37,899	(2)	6
60780 DISTRICT ENERGY SYSTEM	0	0	0	50,000	0	50,000	0	9
60780 MULTIPLE ERP, EAST ANNEX(150kW) & WEST HP PV(100kW)	6,853	34,234	31,732	28,815	28,815	25,749	(11)	8
<b>SUBTOTAL INTEREST EXPENSES</b>	<b>333,369</b>	<b>346,113</b>	<b>328,217</b>	<b>359,107</b>	<b>309,107</b>	<b>339,295</b>	<b>10</b>	
<b>1-50-303-50303-</b>								
<b>AMORTIZATION EXPENSE</b>								
69880 TRIGENERATION PROJECT - DEC	220,000	220,000	220,000	220,000	220,000	220,000	0	2
69880 PHOTOVOLTAIC - HORSE PALACE 100 KwH	55,000	55,000	55,000	55,000	55,000	55,000	0	3
69880 FIVE BUILDING RETROFIT- QE, GS, EA, HP, BLC	100,024	100,024	100,024	100,024	100,024	100,024	0	4
69880 DEC HALLS LIGHTING RETROFIT - DEC	53,333	53,333	53,333	53,333	53,333	53,333	0	1
69880 BACK PRESSURE TURBINE, LED PATHWAY	0	67,250	67,250	67,250	67,250	67,250	0	5
69880 BOILERS REPLACEMENT & VARIOUS LIGHTING RETROFIT	47,750	47,750	47,750	47,750	47,750	47,750	0	6
69880 DISTRICT ENERGY SYSTEM	0	0	0	0	0	30,000	0	9
69880 MULTIPLE ERP, EAST ANNEX(150kW) & WEST HP PV(100kW)	0	44,232	44,232	44,232	44,232	44,232	0	8
60790 AMORTIZATION - GOVERNMENT ASSISTANCE - PSA	(98,894)	(149,113)	(145,283)	(140,968)	(140,968)	(136,434)	(3)	
<b>SUBTOTAL PRINCIPAL/AMORTIZATION EXPENSE</b>	<b>377,213</b>	<b>438,476</b>	<b>442,307</b>	<b>446,621</b>	<b>446,621</b>	<b>481,155</b>	<b>8</b>	
<b>TOTAL INTEREST AND AMORTIZATION EXPENSE - [A]</b>	<b>710,582</b>	<b>784,589</b>	<b>770,524</b>	<b>805,728</b>	<b>755,728</b>	<b>820,450</b>	<b>9</b>	
<b>REVENUE</b>								
<b>1-50-303-50303-</b>								
<b>INCENTIVE RECEIVED</b>								
49910 TRIGENERATION PROJECT - DEC (DR3)	153,150	145,928	135,089	115,000	115,000	115,000	0	2
49920 EAST HORSE PALACE PV 100 KwH - FIT	63,281	70,480	63,886	60,000	60,000	60,000	0	3
49950 WEST HORSE PALACE PV(100kW) PV - FIT	0	55,579	86,974	80,000	80,000	80,000	0	8
49960 EAST ANNEX(150kW) PV - FIT	0	56,380	138,487	120,000	80,000	120,000	50	8
49970 PV - BETTER LIVING CENTRE - RENT & ROYALTIES	0	8,914	5,887	5,500	5,500	5,500	0	
49970 OTHER ERP PROJECTS (OPERATIONAL SAVING INCENTIVE)	2,000	0	915	0	0	0	0	
49970 PV CONNECTION CHARGE	0	(21,872)	0	0	0	0	0	
49980 ALLSTREAM CENTRE - OPERATIONAL SAVING	0	10,280	0	0	0	0	0	
49990 DISTRICT ENERGY SYSTEM - CAPACITY CHARGE	0	0	0	0	0	0	0	9
<b>SUBTOTAL INCENTIVE RECEIVED</b>	<b>218,430</b>	<b>325,688</b>	<b>431,238</b>	<b>380,500</b>	<b>340,500</b>	<b>380,500</b>	<b>12</b>	
<b>PROFIT (LOSS) BEFORE ENERGY SAVING</b>	<b>(492,152)</b>	<b>(458,901)</b>	<b>(339,285)</b>	<b>(425,228)</b>	<b>(415,228)</b>	<b>(439,950)</b>	<b>6</b>	
<b>1-50-303-00000-</b>								
<b>ENERGY SAVINGS (REFLECTED IN REDUCTION OF HYDRO/GAS EXPENSE)</b>								
TRIGENERATION PROJECT - DEC - NET SAVINGS	0	0	0	0	0	0	0	2
EAST HORSE PALACE PV 100 KwH - FIT	8,634	10,414	10,688	10,000	10,000	10,000	0	3
FIVE BUILDING RETROFIT - QE, GS, EA, HP, BLC	218,545	225,102	231,855	220,000	220,000	220,000	0	4
LIGHTING RETROFIT - DEC	303,719	305,916	325,335	290,000	290,000	290,000	0	1
LED PATHWAY LIGHTING	0	1,359	1,449	5,000	5,000	5,000	0	5
BOILERS REPLACEMENT & VARIOUS LIGHTING RETROFIT	189,910	145,585	116,608	150,000	150,000	150,000	0	6
PRESS BUILDING GEOTHERMAL	26,028	22,822	25,994	24,000	24,000	24,000	0	7
UNDERGROUND PARKING LIGHTING CONTROL	32,802	32,561	34,681	30,000	30,000	30,000	0	
EAST ANNEX(150kW)	0	12,598	21,379	0	0	0	0	8
WEST HP(100kW) PV	0	8,187	14,620	0	0	0	0	8
DISTRICT ENERGY SYSTEM - DISPLACED ELECTRICITY	0	0	0	0	0	0	0	9
BACK PRESSURE TURBINE (NOT OPERATIONAL AT APR/201	0	0	0	0	0	0	0	5
VARIATIONS ADJUSTMENT - PRODUCTION/TEMPERATURE	0	0	0	(303,772)	(313,772)	(289,050)	(8)	
<b>SUBTOTAL ENERGY SAVING</b>	<b>779,639</b>	<b>764,544</b>	<b>782,610</b>	<b>425,228</b>	<b>415,228</b>	<b>439,950</b>	<b>6</b>	
<b>TOTAL ENERGY SAVING/INCENTIVE RECEIVED - [B]</b>	<b>998,069</b>	<b>1,090,233</b>	<b>1,213,848</b>	<b>805,728</b>	<b>755,728</b>	<b>820,450</b>		
<b>SAVING RESIDUAL (DEFFICIENCY) - [B] - [A]</b>	<b>287,487</b>	<b>305,643</b>	<b>443,324</b>	<b>0</b>	<b>0</b>	<b>0</b>		

**THE BOARD OF GOVERNORS OF EXHIBITION PLACE  
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**50-303 ENERGY EFFICIENCY - SELF SUFFICIENCY PROJECTS**

NOTES:	FINANCING		Interest rate	Commence	End	YR
	Sources	Amount				
<b>1. LIGHTING RETROFIT - DEC</b>	City ERP	722,880	Blended	2008	2017	10
ExPlace Loan is directly with City ERP. Interest rate is a blended rate as City has financed this loan in part with funds from FCM (\$178,455 @ 2.51%) and City ERP (\$544,425 @ 5.0%).	Grant - THESL	77,120				
		<b>800,000</b>				
<b>2. TRI-GENERATION PROJECT - DEC</b>	TAF	744,000	6%	2007	2016	10
\$256,000 one time principal payment was made in June 2009 as per prepayment clause. Feasibility study done in 2002 by Toronto Hydro Energy Services Inc. (THESI) estimated annual savings would be \$408K/year. Savings per 2008 THESI's revised pro forma is 196K/year. In May 2009 ExPlace participates in the Ontario Power Authority's Demand Response program. Assumed 2015 incentive from OPA renewed from Jan-Mar 2015; and Apr-Nov2015 incentive from IESO with same availability rate	CITY ERP	2,325,000	5%	2008	2017	10
	FCM	1,075,000	2%	2008	2017	10
	Grant - THESL	256,000				
		<b>4,400,000</b>				
<b>3. PHOTOVOLTAIC - HORSE PALACE</b>	BPP - LRRF	600,000	0%	2007	2030	25
BPP is non-interest bearing loan. In 2009 discount rate of 5% to compute present value of BPP loan as per E&Y.	Grant-FCM	250,000				
	Grant-TAF	250,000				
		<b>1,100,000</b>				
<b>4. FIVE BUILDINGS RETROFIT (QE, GS, EA, HP, BLC)</b>	CITY ERP	1,353,692	Blended	2008	2017	10
Loan is payable to City. Interest rate is a blended rate as City has financed this loan in part with funds from FCM (\$132,035 @ 2.51%; \$393,797 @ 2.58%) and City ERP (\$937,495 @ 5.0%).	Grant - TAF	131,505				
	Grant - OTHER	15,168				
		<b>1,500,365</b>				
<b>5. BACK PRESSURE TURBINE; LED PATHWAY</b>	TGEF	1,000,000	0%	2010	2029	20
Loan is payable to City. Toronto Energy Conservation Fund is non-interest bearing loan. Discount rate of 5% is used to compute present value of TECF loan.	Grant-FCM	345,000				
	Capital/Other	1,005,000				
		<b>2,350,000</b>				
<b>6. BOILERS REPLACEMENT AND VARIOUS LIGHTING RETROFIT</b>	CITY ERP	716,250	5%	2011	2030	20
Loan is payable to City. Interest rate is a blended rate as City has financed this loan in part with funds from FCM (\$238,750 -Pending City application to FCM in 2010) and City ERP \$716,250.	City-FCM (pending)	238,750	2%	2011		
		<b>955,000</b>				
<b>7. PRESS BUILDING-GEOTHERMAL</b>	Other /TGEF	328,000				
Originally \$328,000 of the project costs was supposed to be funded by Toronto Green Energy Fund.	Grant-TAF	147,000				
	Capital/Other	275,000				
		<b>750,000</b>				
<b>8. MULTIPLE ERP, EAST ANNEX AND WEST HORSE PALACE PV</b>	BBP	890,000	0%	2012	2022	10
BBP is non-interest bearing loan. Discount rate of 5% is used to compute present value of loan. On July 5, 2011 Exhibition Place signed a Feed-In Tariff (FIT) contract with OPA for \$0.713 per kW, at a capacity of 100kW for West HP PV and 150kW for East Annex PV. Production/Incentive from these two projects started in June 2012	Capital/Other	6,060,832				
		<b>6,950,832</b>				
<b>9. DICTRICT ENERGY SYSTEM</b>	CITY ERP	4,500,000	5%	2015	2025	
City Council adopted Government Management Committee Report No. GM 15.11 entitled "Energy Project at Exhibition Place" wherein Exhibition Place obtained approval for \$4.5mil capital expenditure from recoverable debt to redesign and connect the existing energy generation assets at Exhibition Place to supply heating, cooling and water heating to the proposed Princes' Gate Hotel development as well as to existing event facilities including Ricoh Coliseum, Coliseum Complex, Direct Energy Centre, and Allstream Centre, in the form of a district energy system	Other	0				
		<b>4,500,000</b>				
<b>TOTAL LOANS ADVANCE</b>		<b>14,165,572</b>				

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

ACCT# ACCOUNT NAME	2011 ACTUAL	2012 ACTUAL	2013 ACTUAL	2014 FORECAST	2014 BUDGET	2015 BUDGET	%Increase	Notes
<b>1-50-304-50304-</b>								
<b>REVENUE</b>								
<b>49041 NAMING FEE</b>	<b>520,000</b>	<b>520,000</b>	<b>456,275</b>	<b>367,059</b>	<b>520,000</b>	<b>339,214</b>	<b>(35)</b>	<b>2</b>
<b>EXPENSE</b>								
<b>60205 RE-BRANDING INCLUDING BUILDING SIGNAGE</b>	<b>399</b>	<b>0</b>	<b>16,405</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	
<b>60200 COMMISSION</b>	<b>52,000</b>	<b>52,000</b>	<b>52,000</b>	<b>36,706</b>	<b>52,000</b>	<b>33,921</b>	<b>(35)</b>	
<b>60201 ADMINISTRATIVE COSTS</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	
<b>60202 PRODUCTION EXPENSE</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	
	<b>52,399</b>	<b>52,000</b>	<b>68,405</b>	<b>36,706</b>	<b>52,000</b>	<b>33,921</b>	<b>(35)</b>	
<b>NET INCOME (LOSS)</b>	<b>467,601</b>	<b>468,000</b>	<b>387,870</b>	<b>330,353</b>	<b>468,000</b>	<b>305,293</b>	<b>(35)</b>	
<b>60203 TRANSFER TO CITY OBLIGATORY RESERVE FUND</b>	<b>(467,601)</b>	<b>(468,000)</b>	<b>(387,870)</b>	<b>(330,353)</b>	<b>(468,000)</b>	<b>(305,293)</b>	<b>(35)</b>	<b>1</b>
<b>NET INCOME (LOSS)</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	

**NOTE 1:**

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

2. Allstream Naming fees amended agreement dated Nov29/2013 extending the term to December 31/2022 (originally was recognized over ten years from Oct/2009 to Sep/2018)

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**50-305 UTILITIES EXPENSES**

ACCT# ACCOUNT NAME	2011 ACTUAL	2012 ACTUAL	2013 ACTUAL	2014 FORECAST	2014 BUDGET	2015 BUDGET	% Increase	Notes
<b>1-50-305-50305-</b>								
<b><u>EXPENSE</u></b>								
<b>HYDRO</b>								
60255 HYDRO - ALL PROGRAMS	3,342,072	3,315,514	3,465,542	3,529,281	3,725,833	4,023,900	8	1
60255 HYDRO - ENERGY INITIATIVE SAVINGS - ERP	0	0	0	0	0	0	0	4
60263 HYDRO - TENANTS RECOVERY	(593,884)	(636,356)	(663,113)	(676,375)	(614,603)	(643,780)	5	1
60256 HYDRO - CNE RECOVERY-REMAINING LOCATION	(306,978)	(339,964)	(371,150)	(320,600)	(358,423)	(322,000)	(10)	1
60257 HYDRO - CNE RECOVERY-DEC LOCATION	(200,140)	(204,340)	(188,310)	(205,200)	(250,406)	(207,000)	(17)	1
60258 HYDRO - ALLSTREAM RECOVERY	(179,038)	(160,587)	(169,288)	(207,004)	(214,000)	(230,800)	8	5
60259 HYDRO - BMO RECOVERY	(350,573)	(346,014)	(345,563)	(370,000)	(370,000)	(377,400)	2	2
60278 HYDRO - RICOH RECOVERY	(402,854)	(481,339)	(458,045)	(467,206)	(429,324)	(437,911)	2	
<b>NET OF RECOVERIES</b>	<b>1,308,605</b>	<b>1,146,915</b>	<b>1,270,073</b>	<b>1,282,896</b>	<b>1,489,077</b>	<b>1,805,009</b>	<b>21</b>	
<b>GAS</b>								
60252 GAS - EXHIBITION PLACE/CNE/DEC	969,258	504,714	542,642	760,572	1,067,267	1,120,630	5	1
60253 GAS - TENANTS RECOVERY	(31,519)	(17,033)	(19,499)	(19,889)	(17,441)	(17,877)	2	3
60254 GAS - CNEA RECOVERY	(29,390)	(31,100)	(5,340)	(5,528)	(31,845)	(6,634)	(79)	
GAS - ENERGY INITIATIVE SAVINGS - ERP	0	0	0	0	0	0	0	4
<b>NET OF RECOVERIES</b>	<b>908,349</b>	<b>456,580</b>	<b>517,803</b>	<b>735,156</b>	<b>1,017,981</b>	<b>1,096,119</b>	<b>8</b>	
<b>WATER</b>								
60281 WATER - ALL PROGRAMS	543,166	593,400	492,998	577,607	607,607	656,216	8	1
60284 WATER - TENANTS RECOVERY	(130,217)	(116,428)	(164,680)	(169,621)	(133,571)	(138,379)	4	
60251 WATER - CNE RECOVERY	(100,000)	(110,441)	(127,863)	(139,317)	(100,178)	(151,855)	52	
60285 WATER - ALLSTREAM RECOVERY	(31,298)	(42,091)	(39,244)	(40,000)	(35,417)	(43,000)	21	
60283 WATER - BMO FIELD RECOVERY	(32,990)	(57,364)	(56,569)	(50,000)	(50,000)	(51,800)	4	
<b>NET OF RECOVERIES</b>	<b>248,661</b>	<b>267,076</b>	<b>104,642</b>	<b>178,669</b>	<b>288,442</b>	<b>271,181</b>	<b>(6)</b>	
<b>TOTAL NET UTILITIES EXPENSE</b>	<b>2,465,615</b>	<b>1,870,571</b>	<b>1,892,518</b>	<b>2,196,721</b>	<b>2,795,500</b>	<b>3,172,309</b>	<b>13</b>	

**NOTE:**

1. Economic factors used for budgeted hydro, natural gas and water as per City's directive; 2015 budget provided for Pan Am consumption
2. Decrease from 2011 due to bubble reallocation from BMO field
3. Tenants, Allstream and BMO have separate gas meters, so there is no recovery.
4. Energy Efficiency Initiatives are not budgeted as reduction of utilities cost. See department 50-303 for detail. Savings are set aside as a reserve to fund debt payment.
5. Hydro recovery from Allstream is per actual consumption from meters 200V and 600V at Allstream Centre building

**THE BOARD OF GOVERNORS OF EXHIBITION PLACE  
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**50-306 HOUSEKEEPING SERVICES EXPENSES**

ACCT# ACCOUNT NAME	2011 ACTUAL	2012 ACTUAL	2013 ACTUAL	2014 FORECAST	2014 BUDGET	2015 BUDGET	% Increase	Notes
<b>1-50-306-50306-</b>								
<b>EXPENSE</b>								
<b>60002</b> SALARIES & BENEFITS - HOURLY (MAINTENANCE)	719,208	669,823	649,788	685,669	685,669	695,964	2	1
<b>60009</b> SALARIES & BENEFITS - HOURLY (RECOVERABLE)	3,855,673	3,704,137	3,292,028	4,254,148	4,283,514	4,508,279	5	2
TOTAL SALARIES & BENEFITS - HOURLY	4,574,881	4,373,960	3,941,816	4,939,817	4,969,183	5,204,243	5	
<b>61107</b> BOG RECOVERIES	(559,205)	(526,370)	(438,326)	(689,667)	(689,667)	(700,012)	1	2
<b>61108</b> DEC RECOVERIES	(1,174,535)	(1,137,701)	(998,214)	(1,468,329)	(1,468,329)	(1,670,354)	14	2
<b>61020</b> CNEA RECOVERIES	(1,036,621)	(1,017,567)	(1,007,913)	(1,031,904)	(1,061,271)	(1,057,702)	(0)	2
<b>61086</b> RICOH RECOVERIES	(353,703)	(411,605)	(371,534)	(603,694)	(603,694)	(612,750)	2	2
<b>61097</b> BMO FIELD	(548,410)	(468,913)	(363,337)	(407,101)	(407,101)	(413,208)	2	2
<b>61110</b> ALC RECOVERIES	(183,200)	(141,981)	(112,705)	(53,451)	(53,451)	(54,253)	2	2
<b>MAINT. SALARIES AND BENEFITS - HOURLY</b>	719,208	669,823	649,788	685,669	685,669	695,964	2	1
<b>60801</b> CONTRACTED SERVICES	83,908	77,675	76,032	92,000	92,000	94,068	2	3
<b>61031</b> DUMPING FEES - CITY & CO-MINGLE BINS	13,046	20,844	22,052	22,300	22,300	22,802	2	
<b>61036</b> EQUIPMENT MAINTENANCE	4,830	13,799	17,488	17,383	17,383	17,774	2	
<b>63100</b> MATERIAL & SUPPLIES (Includes 8015 8409&8425)	27,277	48,859	38,605	50,000	50,000	51,125	2	4
<b>SUBTOTAL</b>	129,060	161,177	154,177	181,683	181,683	185,770	2	
<b>TOTAL EXPENSE</b>	848,268	831,000	803,965	867,352	867,352	881,734	2	

**NOTE:**

1. Provision for increase per collective agreement. 2013/2014 budget reduced due to part time position transfer to Operation (department 50-301)
2. Provision for COLA increase. 2015 budget includes estimated recoveries from Pan Am games
3. Cost increase due to New Mini Millennium waste removal contract.
4. Increase cost due to LEED-EBOM products to be used in DEC

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

**50-308 SPECIAL APPROPRIATIONS**

ACCT#	ACCOUNT NAME	2011 ACTUAL	2012 ACTUAL	2013 ACTUAL	2014 FORECAST	2014 BUDGET	2015 BUDGET	%Increase	Notes
<b>1-50-308-50308-</b>									
	<b><u>EXPENSE</u></b>								
61027	CONTRIBUTION TO CITY FLEET REPLACEMENT RESERVE	329,800	329,800	329,780	329,780	329,780	350,000	6	1
61027	CONTRIBUTION TO RESERVE - EQUIPMENTS		0	0	0	0	200,000	0	2
60801	CONTRACT SERVICE	0	0	0	0	0	0	0	
63010	GENERAL APPROPRIATION	221,365	230,066	42,376	165,840	165,840	165,840	0	
	<b>TOTAL EXPENSES</b>	<b>551,165</b>	<b>559,866</b>	<b>372,156</b>	<b>495,620</b>	<b>495,620</b>	<b>715,840</b>	<b>44</b>	

**NOTE:**

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

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



**THE BOARD OF GOVERNORS OF EXHIBITION PLACE  
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**50-310 FACILITY SERVICES**

ACCT# ACCOUNT NAME	2011 ACTUAL	2012 ACTUAL	2013 ACTUAL	2014 FORECAST	2014 BUDGET	2015 BUDGET	% Increase	Notes
<b>1-50-310-50310-</b>								
<b><u>EXPENSE</u></b>								
60000 SALARIES - PERMANENT	1,006,471	972,797	821,890	948,126	948,126	973,821	3	1
60001 BENEFITS - PERM & CONTRACT	208,523	217,424	210,076	283,114	283,114	291,572	3	1
60002 SALARIES & BENEFIT- HOURLY	99,666	131,271	139,201	59,710	59,710	62,825	5	1
60002 SALARIES & BENEFIT- TEMPORARY - PAN AM	0	0	0	0	0	235,450	##	11
60424 EQUIPMENT RENTAL	71,287	50,281	60,349	70,950	70,950	79,146	12	2, 11
60425 EXPENSE ALLOWANCE	7,400	3,063	2,930	3,800	3,800	3,800	0	
60439 MEMBERSHIP, DUES & SUBSCRIPTIONS	447	1,295	1,215	1,800	1,800	1,800	0	5
60451 SAFETY ENGINEERING	58,542	53,099	72,631	60,000	60,000	61,350	2	3
60459 TRAINING & DEVELOPMENT - UNIONIZED	54,252	62,255	40,849	50,000	50,000	51,125	2	4
60800 SALARIES - CONTRACT	104,621	105,386	53,580	42,351	42,351	44,554	5	
61056 LANDSCAPING EXTERIOR	88,000	90,000	80,869	110,000	94,200	120,000	27	9
61057 LANDSCAPING INTERIOR	13,487	15,607	17,409	18,000	18,000	18,405	2	8
61058 LEASABLE F.F.E.-FURNITURE REPAIRS	16,035	3,006	15,104	20,000	15,000	20,000	33	
61094 SOFT LANDSCAPING	24,593	13,639	21,629	25,000	25,000	25,563	2	12
61102 TREE MAINTENANCE	13,332	1,040	1,550	10,000	10,000	10,225	2	
63105 EQUIPMENT FUEL	44,835	32,285	19,172	36,200	36,200	40,764	13	10, 11
63126 SUPPLIES & GENERAL	8,496	4,700	3,255	3,500	3,500	3,579	2	7
63127 UNIFORMS	38,016	43,106	31,199	29,400	29,400	46,062	57	6, 11
<b>TOTAL EXPENSES</b>	<b>1,858,004</b>	<b>1,800,254</b>	<b>1,592,908</b>	<b>1,771,950</b>	<b>1,751,150</b>	<b>2,090,040</b>	<b>19</b>	

**NOTE:**

1. Provision for Merit increase. Cost decrease starting 2012/2013 due to removal of one permanent FC and transfer of two positions to Finance (department 50-116)
2. Rental of farm equipment: tractors, 11 golf carts for three months and snow removal equipment. 2015 budget include one month rental of radios and golf carts for Pan Am games
3. For services provided by RCM Technologies (Sypher & Associates)
4. Awareness in Health and Safety for Trades. Supervisor training, WHMIS, material handling tractors, forklift, high reach equip, IATSE.
5. Three senior coordinators require affiliation with RCO/CAEM/IAAM.
6. Increase in prior years due to improving appearance of all staff
7. General office supplies, file folders, pens, paper, labels, punch cards, waste roll-off slips, business cards
8. Increase in service costs and the necessity to purchase new galleria plants. Budget provided for Living Wall maintenance.
9. Increase due to an anticipated increase in wages of Toronto Parks workers. 2015 cost increase due to City parks hires additional two students to maintain scrubs and flowers
10. Increase due to control of groundwilde propane and an anticipated increase in the propane cost as advised by City
11. 2015 budget provided for temporary staff, cleaning staff uniform, golf cart rental, equipment fuel etc... during Pan Am games
12. For sod replacement & tree pruning, new upgrades of planters and flowers, red and natural mulch.

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

ACCT# ACCOUNT NAME	2011 ACTUAL	2012 ACTUAL	2013 ACTUAL	2014 FORECAST	2014 BUDGET	2015 BUDGET	% Increase	Notes
<b>1-50-316-50316-</b>								
<b>EXPENSE</b>								
<b>60002</b> SALARIES & BENEFITS - HOURLY (MAINTENANCE)	394,730	373,865	362,179	410,879	410,879	417,052	2	1
<b>60009</b> SALARIES & BENEFITS - HOURLY (RECOVERABLE)	1,232,466	1,071,299	946,339	1,575,543	1,737,475	1,732,227	(0)	2
TOTAL SALARIES & BENEFITS - HOURLY	1,627,197	1,445,164	1,308,518	1,986,422	2,148,354	2,149,279	0	
<b>61107</b> BOG RECOVERIES	(251,329)	(202,246)	(146,899)	(289,420)	(289,420)	(293,761)	2	2
<b>61108</b> DEC RECOVERIES	(376,523)	(322,460)	(272,500)	(647,379)	(647,379)	(787,090)	22	2
<b>61020</b> CNEA RECOVERIES	(341,120)	(358,245)	(384,856)	(395,053)	(373,632)	(404,929)	8	2
<b>61086</b> RICOH RECOVERIES	(137,283)	(110,304)	(81,292)	(162,311)	(162,311)	(164,746)	2	2
<b>61097</b> BMO FIELD	(121,721)	(74,317)	(57,171)	(60,000)	(243,353)	(60,000)	(75)	5
<b>61110</b> ALLSTREAM RECOVERY	(4,490)	(3,726)	(3,621)	(21,381)	(21,381)	(21,702)	2	
<b>MAINTENANCE SALARIES AND BENEFITS - HOURLY</b>	394,730	373,865	362,179	410,879	410,879	417,052	2	1
<b>61093</b> SNOW REMOVAL - SUPPLIES	21,754	14,227	38,079	35,000	35,000	45,000	29	4
<b>63112</b> MAINTENANCE MATERIALS	2,300	1,709	592	0	0	0	0	
<b>63126</b> TOOLS, SUPPLIES AND EQUIPMENTS	17,043	28,520	16,947	29,000	29,000	29,653	2	3
<b>SUBTOTAL</b>	41,097	44,455	55,617	64,000	64,000	74,653	17	
<b>TOTAL EXPENSE</b>	435,827	418,321	417,796	474,879	474,879	491,705	0	

**NOTE:**

1. Provision for increase per collective agreement
2. Increase due to increase in wages and recoveries. 2015 budget includes estimated recoveries from Pan Am games
3. General building tools & supplies: measuring/duct/caution tapes, measuring wheel, flash lights, batteries, hand tools, flags for main pole, pipes for parking curbs, shrink wrap, safety equipment etc...
4. Increase due to the increase in price of road and LEED salt and snow removing supplies
5. Per LOI, Exhibition Place will discontinue providing local 506 labour service

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**50-321 ELECTRICAL EXPENSES**

ACCT# ACCOUNT NAME	2011 ACTUAL	2012 ACTUAL	2013 ACTUAL	2014 FORECAST	2014 BUDGET	2015 BUDGET	% Increase	Notes
<b>1-50-321-50321-</b>								
<b>EXPENSE</b>								
60002 SALARIES & BENEFITS - HOURLY (MAINTENANCE)	986,951	987,614	920,803	981,848	981,848	1,006,394	3	1,3
60009 SALARIES & BENEFITS - HOURLY (RECOVERABLE)	1,727,753	1,606,275	1,471,702	1,770,809	1,762,671	1,944,263	10	
TOTAL SALARIES & BENEFITS - HOURLY	2,714,704	2,593,889	2,392,505	2,752,656	2,744,519	2,950,656	8	
61107 BOG RECOVERIES	(437,278)	(418,281)	(376,469)	(368,334)	(368,334)	(379,384)	3	
61020 CNEA RECOVERIES	(320,242)	(354,294)	(370,995)	(377,649)	(369,511)	(387,090)	5	
61086 RICOH RECOVERIES	(84,014)	(54,966)	(30,193)	(42,936)	(42,936)	(44,224)	3	
61108 DEC ELECTRICAL/SHOW RECOVERIES	(762,852)	(641,773)	(547,711)	(827,274)	(827,274)	(977,274)	18	8
61097 BMO FIELD RECOVERIES	(60,589)	(40,665)	(74,890)	(55,817)	(55,817)	(57,492)	3	
61110 ALC RECOVERIES	(62,777)	(96,295)	(71,444)	(98,799)	(98,799)	(98,799)	0	
MAINTENANCE SALARIES AND BENEFITS - HOURLY	986,951	987,614	920,803	981,848	981,848	1,006,394	3	1
60424 EQUIPMENT RENTAL	2,250	6,681	2,040	9,000	9,000	9,000	0	2
60801 CONTRACTED SERVICES	65,133	75,200	76,422	76,500	76,500	78,795	3	3
61010 BUILDING MAINTENANCE	16,315	20,033	31,388	25,750	25,750	26,523	3	5
61028 CONTROL MAINTENANCE	11,750	3,270	11,268	20,000	20,000	20,000	0	7
61032 ELECTRICAL MAINTENANT SUPPLIES AND EQUIPMENT	227,241	208,387	181,419	240,000	240,000	247,200	3	4
61099 STREET LIGHTING	109	8,918	13,548	12,000	12,000	15,000	25	6
63126 SUPPLIES & GENERAL	298	659	0	500	500	700	40	
SUBTOTAL	323,096	323,147	316,085	383,750	383,750	397,218	4	
<b>TOTAL EXPENSE</b>	<b>1,310,047</b>	<b>1,310,761</b>	<b>1,236,888</b>	<b>1,365,598</b>	<b>1,365,598</b>	<b>1,403,611</b>	<b>3</b>	

**NOTE:**

1. Provision for increase per collective agreement
2. Includes high reach equipment, golf carts and fax machine allowance. Decrease to reflect prior year experience.
3. Includes Electrical safety inspections, meter reading, fixed maintenance for skytracker and maintenance on energy generators service contracts. Increase due to most buildings being tenanted or used for shows/events, so high voltage distribution maintenance now must be done after hours or at premium rate.
4. Supplies and equipment required for electrical maintenance.
5. Annual maintenance of all electrical equipment and fixtures for all buildings.
6. Year round maintenance of street and display lights, Cobra Poles and Washington Posts. Signage for Food Building, Flood lights outside Q.E, Parking lot and Gates lighting.
7. Fiber Optic loop and BAS system maintenance and repair and maintenance of Electronic Revenue Grade meter system.
8. 2015 budget include estimated recoveries from Pan Am games

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**50-323 ENGINEERING EXPENSES**

ACCT#	ACCOUNT NAME	2011 ACTUAL	2012 ACTUAL	2013 ACTUAL	2014 FORECAST	2014 BUDGET	2015 BUDGET	% Increase	Notes
<b>1-50-323-50323-</b>									
	<b><u>EXPENSE</u></b>								
60000	SALARIES - PERMANENT	356,166	361,096	377,822	381,621	381,621	393,072	3	1
60001	EMPLOYEE BENEFITS - PERMANENT	79,965	87,274	99,417	109,127	109,127	112,574	3	1
60425	EXPENSE ALLOWANCES	0	0	0	2,600	2,600	2,600	0	
60800	CONTRACT PERSONNEL	0	0	0	0	2,252	0	(100)	
61999	RECOVERIES CADD & MISC. PRINTING	(904)	(1,125)	(2,131)	(1,000)	(1,000)	(1,200)	20	
63119	PRINTING	545	406	629	1,200	1,200	1,200	0	
63126	SUPPLIES & GENERAL	837	264	25	700	700	700	0	
	SUBTOTAL	436,608	447,915	475,760	494,248	496,500	508,946	3	
61109	RECOVERIES FROM CITY CAPITAL PROGRAM	(437,088)	(453,378)	(470,357)	(490,748)	(490,748)	(505,646)	3	2
	TOTAL EXPENSE	(480)	(5,463)	5,404	3,500	5,752	3,300	(43)	

**NOTE:**

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

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**50-324 WELDING EXPENSES**

ACCT# ACCOUNT NAME	2011 ACTUAL	2012 ACTUAL	2013 ACTUAL	2014 FORECAST	2014 BUDGET	2015 BUDGET	% Increase	Notes
<b>1-50-324-50324-</b>								
<b>EXPENSE</b>								
<b>60002</b> SALARIES & BENEFITS - HOURLY (MAINTENANCE)	77,825	86,799	75,465	82,813	82,813	85,297	3	1
<b>60009</b> SALARIES & BENEFITS - HOURLY (RECOVERABLE)	0	12,352	46,325	11,691	11,691	12,774	9	
TOTAL SALARIES & BENEFITS - HOURLY	77,825	99,150	121,790	94,504	94,504	98,071	4	
<b>61107</b> BOG RECOVERIES	0	(7,715)	(42,386)	(7,000)	(7,000)	(8,000)	14	
<b>61108</b> DEC RECOVERIES	0	(1,067)	(854)	(1,000)	(1,000)	(1,000)	0	
<b>61020</b> CNEA RECOVERIES	0	(2,822)	(2,367)	(2,943)	(2,943)	(3,000)	2	
<b>61086</b> RICOH RECOVERIES	0	(474)	(73)	(474)	(474)	(500)	5	
<b>61097</b> BMO FIELD	0	(274)	(451)	(274)	(274)	(274)	0	
<b>61110</b> ALC RECOVERIES	0	0	(195)	0	0	0	0	
<b>MAINTENANCE SALARIES AND BENEFITS - HOURLY</b>	77,825	86,799	75,465	82,813	82,813	85,297	3	
<b>60424</b> EQUIPMENT RENTAL	216	917	573	500	500	500	0	
<b>61010</b> BUILDING MAINT. - WELDING SUPPLIES	2,971	5,818	1,240	6,000	6,000	6,000	0	
<b>SUBTOTAL</b>	3,187	6,735	1,813	6,500	6,500	6,500	0	
<b>TOTAL EXPENSE</b>	81,012	93,534	77,278	89,313	89,313	91,797	3	

**NOTE:**

1. Provision for COLA increase

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**50-325 CARPENTRY EXPENSES**

ACCT#	ACCOUNT NAME	2011 ACTUAL	2012 ACTUAL	2013 ACTUAL	2014 FORECAST	2014 BUDGET	2015 BUDGET	% Increase	Notes
<b>1-50-325-50325-</b>									
	<b>EXPENSE</b>								
60002	SALARIES & BENEFITS - HOURLY (MAINTENANCE)	397,504	399,792	414,496	444,400	444,400	453,288	2	1
60009	SALARIES & BENEFITS - HOURLY (RECOVERABLE)	576,334	569,772	484,798	525,364	631,266	537,276	(15)	
	TOTAL SALARIES & BENEFITS - HOURLY	973,839	969,564	899,295	969,764	1,075,666	990,564	(8)	
61107	BOG RECOVERIES	(233,549)	(146,833)	(137,605)	(113,590)	(113,590)	(116,998)	3	1
61108	DEC RECOVERIES	(58,416)	(38,320)	(47,511)	(121,564)	(121,564)	(125,211)	3	1
61020	CNEA RECOVERIES	(139,716)	(199,762)	(115,002)	(102,441)	(208,342)	(105,514)	(49)	1
61086	RICOH RECOVERIES	(85,553)	(107,156)	(115,191)	(128,322)	(128,322)	(128,322)	0	1
61097	BMO FIELD RECOVERIES	(24,399)	(24,584)	(24,060)	(23,285)	(23,285)	(23,983)	3	1
61110	ALC RECOVERIES	(34,702)	(53,117)	(45,430)	(36,163)	(36,163)	(37,248)	3	
	<b>MAINTENANCE SALARIES AND BENEFITS - HOURLY</b>	<b>397,504</b>	<b>399,792</b>	<b>414,496</b>	<b>444,400</b>	<b>444,400</b>	<b>453,288</b>	<b>2</b>	<b>1</b>
60424	EQUIPMENT RENTAL	750	0	2,180	2,000	1,030	2,000	94	3
60801	CONTRACTED SERVICES	109,457	53,085	77,313	135,000	135,000	135,000	0	2
61010	BUILDING MAINT. AND REPAIRS	110,535	149,607	135,908	190,550	190,550	190,550	0	
61011	CARILLON MAINTENANCE	2,062	794	1,044	2,500	2,500	2,500	0	
61085	RENTAL OF EQUIPMENT FOR MAINTENANCE	46,026	44,010	70,122	60,000	30,000	60,000	100	3
63111	LOCKSMITH SUPPLIES	4,458	5,701	3,247	1,200	1,200	1,200	0	
	<b>SUBTOTAL</b>	<b>273,287</b>	<b>253,196</b>	<b>289,814</b>	<b>391,250</b>	<b>360,280</b>	<b>391,250</b>	<b>9</b>	
	<b>TOTAL EXPENSE</b>	<b>670,791</b>	<b>652,988</b>	<b>704,310</b>	<b>835,650</b>	<b>804,680</b>	<b>844,538</b>	<b>5</b>	

**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. 2014 forecast/2015 budget adjust to reflect prior years experience

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**50-326 PAINTING EXPENSES**

ACCT# ACCOUNT NAME	2011 ACTUAL	2012 ACTUAL	2013 ACTUAL	2014 FORECAST	2014 BUDGET	2015 BUDGET	% Increase	Notes
<b>1-50-326-50326-</b>								
<b><u>EXPENSE</u></b>								
<b>60002</b> SALARIES & BENEFITS - HOURLY (MAINTENANCE)	238,173	197,580	204,794	306,030	306,030	312,151	2	1
<b>60009</b> SALARIES & BENEFITS - HOURLY (RECOVERABLE)	143,807	99,296	54,099	155,100	149,126	187,849	26	2
TOTAL SALARIES & BENEFITS - HOURLY	381,980	296,876	258,893	461,130	455,156	500,000	10	
<b>61107</b> BOG RECOVERIES	(79,988)	(53,940)	(18,999)	(62,000)	(62,000)	(62,000)	0	1
<b>61108</b> DEC RECOVERIES	(8,261)	(8,346)	(7,485)	(22,000)	(22,000)	(53,846)	145	2
<b>61020</b> CNEA RECOVERIES	(28,523)	(23,133)	(21,806)	(30,100)	(24,126)	(31,003)	29	1
<b>61086</b> RICOH RECOVERIES	(7,853)	(5,194)	(747)	(12,000)	(12,000)	(12,000)	0	1
<b>61097</b> BMO FIELD RECOVERIES	(13,131)	(2,117)	(1,219)	(14,000)	(14,000)	(14,000)	0	1
<b>61110</b> ALC RECOVERIES	(6,052)	(6,566)	(3,843)	(15,000)	(15,000)	(15,000)	0	
<b>MAINTENANCE SALARIES AND BENEFITS - HOURLY</b>	238,173	197,580	204,794	306,030	306,030	312,151	2	1
<b>60424</b> EQUIPMENT RENTAL	2,640	471	545	500	500	500	0	
<b>60801</b> CONTRACTED SERVICES	1,542	1,744	0	1,500	1,500	1,500	0	
<b>61010</b> BUILDING MAINT.	17,665	12,792	13,337	20,250	20,250	20,250	0	
<b>SUBTOTAL</b>	21,847	15,007	13,882	22,250	22,250	22,250	0	
<b>TOTAL EXPENSE</b>	260,021	212,587	218,676	328,280	328,280	334,401	2	

**NOTE:**

1. Provision for COLA increase, plus adjustment to reflect prior years experience.
2. 2015 budget increase for Pan Am games

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**50-327 MECHANICAL & GARAGE EXPENSES**

ACCT# ACCOUNT NAME	2011 ACTUAL	2012 ACTUAL	2013 ACTUAL	2014 FORECAST	2014 BUDGET	2015 BUDGET	% Increase	Notes
<b>1-50-327-50327-</b>								
<b>EXPENSE</b>								
60002 SALARIES & BENEFITS - HOURLY (MAINTENANCE)	122,486	143,827	127,862	135,000	135,000	137,700	2	1
60009 SALARIES & BENEFITS - HOURLY (RECOVERABLE)	108,515	102,569	22,371	105,091	103,957	105,774	2	1
TOTAL SALARIES & BENEFITS - HOURLY	231,000	246,395	150,234	240,091	238,957	243,474	2	
61107 BOG RECOVERIES	(83,656)	(79,879)	(2,398)	(79,879)	(79,879)	(79,879)	0	1
61108 DEC RECOVERIES	(1,120)	(142)	(70)	(642)	(642)	(642)	0	1
61020 CNEA RECOVERIES	(22,830)	(20,750)	(19,168)	(22,776)	(21,642)	(23,460)	8	1
61110 ALC RECOVERIES	(135)	(94)	0	(90)	(90)	(90)	0	1
61097 BMO FIELD	(375)	(1,651)	(646)	(1,651)	(1,651)	(1,651)	0	1
61086 RICOH RECOVERY	(398)	(52)	(89)	(52)	(52)	(52)	0	
MAINTENANCE SALARIES AND BENEFITS - HOURLY	122,486	143,827	127,862	135,000	135,000	137,700	2	1
60424 EQUIPMENT RENTAL	1,630	552	2,851	1,000	1,000	5,000	400	2
60466 VEHICLE LICENSES	13,372	10,813	13,584	11,000	11,000	11,000	0	
61036 EQUIPMENT MAINTENANCE	102,470	111,110	97,908	112,000	112,000	112,000	0	
61105 VEHICLE MAINTENANCE	42,654	25,791	42,650	30,000	30,000	40,000	33	
63102 DIESEL FUEL	30,504	36,051	34,987	36,000	36,000	36,000	0	
63107 PROPANE & GASOLINE	55,785	61,514	66,477	57,000	57,000	57,000	0	
63117 PETROLEUM PRODUCTS	3,078	3,349	0	2,500	2,500	2,500	0	
SUBTOTAL	249,492	249,179	258,457	249,500	249,500	263,500	6	
TOTAL EXPENSE	371,978	393,006	386,319	384,500	384,500	401,200	4	

**NOTE:**

1. Provision for COLA increase, plus adjustment to reflect prior years experience.
2. 2015 budget increase for equipment rental during Pan Am games



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**50-328 PLUMBING EXPENSES**

ACCT# ACCOUNT NAME	2011 ACTUAL	2012 ACTUAL	2013 ACTUAL	2014 FORECAST	2014 BUDGET	2015 BUDGET	% Increase	Notes
<b>1-50-328-50328-</b>								
<b>EXPENSE</b>								
<b>60002 SALARIES &amp; BENEFITS - HOURLY (MAINTENANCE)</b>	<b>305,938</b>	<b>280,179</b>	<b>313,294</b>	<b>415,595</b>	<b>415,595</b>	<b>423,907</b>	<b>2</b>	<b>1</b>
<b>60009 SALARIES &amp; BENEFITS - HOURLY (RECOVERABLE)</b>	<b>384,688</b>	<b>305,284</b>	<b>263,676</b>	<b>273,474</b>	<b>221,157</b>	<b>282,407</b>	<b>28</b>	<b>1</b>
<b>TOTAL SALARIES &amp; BENEFITS - HOURLY</b>	<b>690,625</b>	<b>585,463</b>	<b>576,971</b>	<b>689,069</b>	<b>636,752</b>	<b>706,314</b>	<b>11</b>	
<b>61107 BOG RECOVERIES</b>	<b>(129,830)</b>	<b>(61,030)</b>	<b>(45,994)</b>	<b>(46,816)</b>	<b>(46,816)</b>	<b>(48,000)</b>	<b>3</b>	<b>1</b>
<b>61108 DEC RECOVERIES</b>	<b>(105,925)</b>	<b>(85,890)</b>	<b>(75,851)</b>	<b>(80,000)</b>	<b>(21,008)</b>	<b>(90,000)</b>	<b>328</b>	<b>1</b>
<b>61020 CNEA RECOVERIES</b>	<b>(142,818)</b>	<b>(138,965)</b>	<b>(134,980)</b>	<b>(138,259)</b>	<b>(144,934)</b>	<b>(142,407)</b>	<b>(2)</b>	<b>1</b>
<b>61086 RICOH RECOVERIES</b>	<b>(2,636)</b>	<b>(3,795)</b>	<b>(488)</b>	<b>(2,697)</b>	<b>(2,697)</b>	<b>(1,000)</b>	<b>(63)</b>	<b>1</b>
<b>61097 BMO FIELD</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>(5,702)</b>	<b>(5,702)</b>	<b>(1,000)</b>	<b>(82)</b>	<b>1</b>
<b>61110 ALC RECOVERIES</b>	<b>(3,479)</b>	<b>(15,605)</b>	<b>(6,363)</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	
<b>MAINTENANCE SALARIES AND BENEFITS - HOURLY</b>	<b>305,938</b>	<b>280,179</b>	<b>313,294</b>	<b>415,595</b>	<b>415,595</b>	<b>423,907</b>	<b>2</b>	<b>1</b>
<b>60424 EQUIPMENT RENTAL</b>	<b>750</b>	<b>1,218</b>	<b>1,168</b>	<b>2,000</b>	<b>2,000</b>	<b>2,000</b>	<b>0</b>	
<b>60427 FIRE PROTECTION EQUIPMENT</b>	<b>257,357</b>	<b>230,252</b>	<b>256,839</b>	<b>230,000</b>	<b>230,000</b>	<b>230,000</b>	<b>0</b>	
<b>60801 CONTRACTED SERVICE</b>	<b>112,812</b>	<b>58,376</b>	<b>55,274</b>	<b>117,004</b>	<b>117,004</b>	<b>117,004</b>	<b>0</b>	<b>5</b>
<b>61010 BUILDING MAINTENANCE</b>	<b>5,146</b>	<b>10,180</b>	<b>4,658</b>	<b>20,000</b>	<b>20,000</b>	<b>20,000</b>	<b>0</b>	<b>2</b>
<b>61077 PLUMBING MAINTENANCE</b>	<b>26,787</b>	<b>45,708</b>	<b>42,675</b>	<b>37,000</b>	<b>37,000</b>	<b>42,000</b>	<b>14</b>	<b>6</b>
<b>61104 UNDERGROUND SERVICES</b>	<b>62,285</b>	<b>108,188</b>	<b>412</b>	<b>145,000</b>	<b>145,000</b>	<b>145,000</b>	<b>0</b>	<b>4</b>
<b>61109 WASHROOM TRAILERS</b>	<b>2,278</b>	<b>3,457</b>	<b>0</b>	<b>10,000</b>	<b>10,000</b>	<b>10,000</b>	<b>0</b>	<b>7</b>
<b>63128 KITCHEN EQUIPMENT</b>	<b>1,421</b>	<b>0</b>	<b>0</b>	<b>2,000</b>	<b>2,000</b>	<b>20,000</b>	<b>900</b>	<b>3</b>
<b>SUBTOTAL</b>	<b>468,837</b>	<b>457,379</b>	<b>361,026</b>	<b>563,004</b>	<b>563,004</b>	<b>586,004</b>	<b>4</b>	
<b>TOTAL EXPENSE</b>	<b>774,775</b>	<b>737,557</b>	<b>674,321</b>	<b>978,599</b>	<b>978,599</b>	<b>1,009,911</b>	<b>3</b>	

**NOTE:**

1. Provision for COLA increase, plus adjustment to reflect prior years experience.
2. Preventative maintenance. In prior years cost was lower because works were done by building operators. Cost has risen due to higher union cost.
3. Kitchen equipment repairs includes items such as drains, faucets, hot water tanks and filters. 2015 budget provided for one time cost to remove the old CFC equipment.
4. Includes contractors to dig and find pipes, underground surveys etc. Increase due to irrigation system that can't be funded from Capital commencing in 2012.
5. Includes contractors to clean and vacuum out pipes and ready for use.
6. Primarily includes repairs parts and service calls.
7. Maintenance of twelve washroom trailers - ten are movable and two are stationary.

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**50-329 HVAC EXPENSES**

ACCT# ACCOUNT NAME	2011 ACTUAL	2012 ACTUAL	2013 ACTUAL	2014 FORECAST	2014 BUDGET	2015 BUDGET	% Increase	Notes
<b>1-50-329-50329-</b>								
<b><u>EXPENSE</u></b>								
<b>60002</b> SALARIES & BENEFITS - HOURLY (MAINTENANCE)	517,961	553,086	508,250	448,481	448,481	457,451	2	1
<b>60009</b> SALARIES & BENEFITS - HOURLY (RECOVERABLE)	62,742	37,483	24,071	132,923	144,379	133,062	(8)	1
TOTAL SALARIES & BENEFITS - HOURLY	580,703	590,569	532,321	581,404	592,860	590,512	(0)	
<b>61107</b> BOG RECOVERIES	(20,517)	(17,381)	(17,362)	(17,381)	(17,381)	(17,381)	0	1
<b>61108</b> DEC RECOVERIES	(6,084)	(3,805)	(1,302)	(110,000)	(110,000)	(110,000)	0	1
<b>61020</b> CNEA RECOVERIES	(24,755)	(16,298)	(5,407)	(5,542)	(16,998)	(5,681)	(67)	1
<b>61086</b> RICOH RECOVERIES	0	0	0	0	0	0	0	1
<b>61097</b> BMO FIELD	0	0	0	0	0	0	0	1
<b>61110</b> ALC RECOVERIES	(11,387)	0	0	0	0	0	0	
<b>MAINTENANCE SALARIES AND BENEFITS - HOURLY</b>	517,961	553,086	508,250	448,481	448,481	457,451	2	1
<b>60424</b> EQUIPMENT RENTAL	2,448	2,858	2,235	4,000	4,000	4,000	0	
<b>60801</b> CONTRACTED SERVICES	120,425	71,380	106,681	100,000	90,000	105,000	17	3
<b>61010</b> BUILDING MAINTENANCE	31,462	20,580	28,337	40,000	40,000	40,000	0	
<b>61028</b> CONTROLS & BUILDING AUTOMATION	100,348	80,226	103,533	110,000	110,000	130,000	18	2
<b>61036</b> EQUIPMENT MAINTENANCE	42,486	70,662	71,334	100,000	100,000	100,000	0	
<b>61083</b> REFRIGERATION & AIR CONDITIONING	18,137	10,157	16,786	40,000	40,000	40,000	0	
<b>63128</b> KITCHEN EQUIPMENT	1,592	0	390	4,000	4,000	4,000	0	
<b>SUBTOTAL</b>	316,897	255,864	329,296	398,000	388,000	423,000	9	
<b>TOTAL EXPENSE</b>	834,857	808,950	837,546	846,481	836,481	880,451	5	

**NOTE:**

1. Provision for increase per collective agreement, plus adjustment to reflect prior years experience.
2. 2015 cost increases due to the need of controls/automation for District Energy System
3. 2014/2015 budget excludes food/press building PMP. These costs are now tracked separately under department 50-600

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**50-330 PRODUCTION SERVICE EXPENSES**

ACCT# ACCOUNT NAME	2011 ACTUAL	2012 ACTUAL	2013 ACTUAL	2014 FORECAST	2014 BUDGET	2015 BUDGET	% Increase	Notes
<b>1-50-330-50330-</b>								
<b>EXPENSE</b>								
<b>60002</b> SALARIES & BENEFITS - HOURLY (MAINTENANCE)	150,062	84,302	74,832	104,552	104,552	106,638	2	1
<b>60009</b> SALARIES & BENEFITS - HOURLY (RECOVERABLE)	4,574,195	4,199,181	3,634,775	4,186,647	4,195,861	4,420,381	5	2
TOTAL SALARIES & BENEFITS - HOURLY	4,724,257	4,283,483	3,709,607	4,291,199	4,300,413	4,527,019	5	
<b>61107</b> BOG RECOVERIES - IATSE	(1,282,898)	(1,229,056)	(1,139,614)	(1,142,528)	(1,142,528)	(1,165,379)	2	2
<b>61108</b> DEC RECOVERIES - IATSE	(729,927)	(726,546)	(445,775)	(923,993)	(923,993)	(1,092,473)	18	2
<b>61020</b> CNEA RECOVERIES - IATSE	(527,133)	(578,015)	(564,475)	(593,627)	(602,840)	(605,499)	0	2
<b>61086</b> RICOH RECOVERIES	(970,945)	(632,271)	(582,140)	(832,828)	(832,828)	(849,485)	2	2
<b>61097</b> BMO FIELD	(275,773)	(263,420)	(210,784)	(144,468)	(144,468)	(147,357)	2	2
<b>61110</b> ALC RECOVERIES	(787,520)	(769,874)	(691,987)	(549,204)	(549,204)	(560,188)	2	
<b>MAINTENANCE SALARIES AND BENEFITS - HOURLY</b>	150,062	84,302	74,832	104,552	104,552	106,638	2	1
<b>60424</b> EQUIPMENT RENTAL	337	648	1,572	700	700	700	0	4
<b>60425</b> EXPENSE ALLOWANCES	76	0	40	300	300	300	0	
<b>61036</b> EQUIPMENT MAINTENANCE	7,004	7,882	14,304	9,000	1,000	10,000	900	3
<b>63126</b> SUPPLIES & GENERAL	606	514	497	800	800	800	0	
<b>SUBTOTAL</b>	8,023	9,044	16,414	10,800	2,800	11,800	321	
<b>TOTAL EXPENSE</b>	158,084	93,346	91,245	115,352	107,352	118,438	10	

**NOTE:**

1. Provision for increase per collective agreement, plus adjustment to reflect prior years experience.
2. Increase due to increase in wages and recoveries. 2015 budget include estimated recoveries from Pan Am games
3. Includes hoist motor inspections, splicing equipment and amplifiers, speakers and sound board, salons/presentation theatre audio/video repairs. Budget increase to reflect prior years experience
4. Annual rental of small scissor lift and testing equipment.

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

**50-334 CREATIVE SERVICES - SIGN SHOP**

ACCT# ACCOUNT NAME	2011 ACTUAL	2012 ACTUAL	2013 ACTUAL	2014 FORECAST	2014 BUDGET	2015 BUDGET	% Increase	Notes
<b>1-50-334-50334-</b>								
<b><u>EXPENSE</u></b>								
<b>60002</b> SALARIES & BENEFITS - HOURLY (MAINTENANCE)	17,936	17,716	15,557	33,670	33,670	34,258	2	1
<b>60009</b> SALARIES & BENEFITS - HOURLY (RECOVERABLE)	96,972	97,339	97,256	120,216	211,662	123,321	(42)	1
TOTAL SALARIES & BENEFITS - HOURLY	114,907	115,055	112,813	153,887	245,333	157,579	(36)	
<b>61107</b> BOG RECOVERIES - CREATIVE	(26,002)	(24,824)	(30,676)	(31,596)	(123,981)	(32,544)	(74)	1
<b>61108</b> DEC RECOVERIES - CREATIVE	(15,397)	(20,535)	(13,814)	(25,068)	(25,068)	(25,507)	2	1
<b>61020</b> CNEA RECOVERIES - CREATIVE	(51,531)	(45,600)	(46,878)	(48,496)	(47,557)	(49,951)	5	1
<b>61086</b> RICOH RECOVERIES	(2,214)	(4,846)	(4,481)	(9,436)	(9,436)	(9,601)	2	1
<b>61097</b> BMO FIELD	(975)	(760)	(1,109)	(2,934)	(2,934)	(2,985)	2	1
<b>61110</b> ALC RECOVERIES	(853)	(775)	(297)	(2,686)	(2,686)	(2,733)	2	
<b>MAINTENANCE SALARIES AND BENEFITS - HOURLY</b>	17,936	17,716	15,557	33,670	33,670	34,258	2	1
<b>61036</b> EQUIPMENT MAINTENANCE	0	0	0	500	500	500	0	3
<b>63124</b> SIGNS SUPPLIES & REPAIRS	16,221	13,054	18,342	12,360	12,360	12,360	0	4
<b>63126</b> SUPPLIES & GENERAL	8,231	0	3,514	3,600	3,600	3,600	0	2
<b>SUBTOTAL</b>	24,452	13,054	21,856	16,460	16,460	16,460	0	
<b>TOTAL EXPENSE</b>	42,387	30,770	37,413	50,130	50,130	50,718	1	

**NOTE:**

1. Provision for increase per collective agreement. Budget provided for non-recoverable portion of salary & benefits of sign shop lead hand
2. Includes graphic supplies, materials from stores, cutters, blades, ropes, pens, paper, computer discs, and binders.
3. Computer equipment maintenance, Edge & Gerber
4. Upgrade & maintain, exterior building identification, interior (meeting rooms) identification, galleria, salons, washrooms and hall identification.

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

**50-500 SECURITY SERVICE & COMMUNICATIONS**

ACCT# ACCOUNT NAME	2011 ACTUAL	2012 ACTUAL	2013 ACTUAL	2014 FORECAST	2014 BUDGET	2015 BUDGET	% Increase	Notes
<b>1-50-500-50500-</b>								
<b><u>EXPENSE</u></b>								
<b>60000 SALARIES - PERMANENT</b>	<b>567,838</b>	<b>475,273</b>	<b>494,751</b>	<b>604,461</b>	<b>604,461</b>	<b>575,382</b>	<b>(5)</b>	<b>1</b>
<b>60001 BENEFITS - PERM</b>	<b>134,886</b>	<b>109,223</b>	<b>126,683</b>	<b>166,158</b>	<b>166,158</b>	<b>158,447</b>	<b>(5)</b>	<b>1</b>
<b>SUB TOTAL SALARIES AND BENEFITS - PERMANENT</b>	<b>702,724</b>	<b>584,496</b>	<b>621,434</b>	<b>770,619</b>	<b>770,619</b>	<b>733,829</b>	<b>(5)</b>	
<b>60002 SALARIES AND BENEFITS - HOURLY</b>	<b>877,598</b>	<b>809,102</b>	<b>739,415</b>	<b>776,008</b>	<b>776,008</b>	<b>787,308</b>	<b>1</b>	<b>2</b>
<b>60002 SALARIES AND BENEFITS - PAN AM</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>86,609</b>	<b>0</b>	<b>6</b>
<b>60009 SALARIES &amp; BENEFITS - HOURLY (RECOVERABLE)</b>	<b>392,217</b>	<b>253,702</b>	<b>92,974</b>	<b>69,000</b>	<b>51,000</b>	<b>69,532</b>	<b>36</b>	<b>3</b>
<b>TOTAL SALARIES &amp; BENEFITS - HOURLY</b>	<b>1,269,815</b>	<b>1,062,804</b>	<b>832,388</b>	<b>845,008</b>	<b>827,008</b>	<b>943,449</b>	<b>14</b>	
<b>61107 BOG RECOVERIES</b>	<b>(42,145)</b>	<b>(15,682)</b>	<b>(25,288)</b>	<b>(18,000)</b>	<b>0</b>	<b>(18,532)</b>	<b>0</b>	<b>3</b>
<b>61108 DEC RECOVERIES</b>	<b>(52,721)</b>	<b>(9,221)</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>3</b>
<b>61020 CNEA RECOVERIES</b>	<b>(38,183)</b>	<b>0</b>	<b>(545)</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>3</b>
<b>61086 RICOH RECOVERIES</b>	<b>(94,653)</b>	<b>(89,879)</b>	<b>(13,732)</b>	<b>(3,000)</b>	<b>(3,000)</b>	<b>(3,000)</b>	<b>0</b>	
<b>61097 BMO FIELD</b>	<b>(109,669)</b>	<b>(92,374)</b>	<b>(4,996)</b>	<b>(3,000)</b>	<b>(3,000)</b>	<b>(3,000)</b>	<b>0</b>	
<b>61110 ALC RECOVERIES</b>	<b>(54,845)</b>	<b>(46,545)</b>	<b>(48,412)</b>	<b>(45,000)</b>	<b>(45,000)</b>	<b>(45,000)</b>	<b>0</b>	
<b>SUB TOTAL - HOURLY SALARIES AND BENEFITS</b>	<b>877,598</b>	<b>809,102</b>	<b>739,415</b>	<b>776,008</b>	<b>776,008</b>	<b>873,917</b>	<b>13</b>	
<b>60424 EQUIPMENT RENTALS</b>	<b>4,650</b>	<b>3,271</b>	<b>2,131</b>	<b>5,350</b>	<b>5,350</b>	<b>5,350</b>	<b>0</b>	
<b>60439 MEMBERSHIPS</b>	<b>182</b>	<b>500</b>	<b>80</b>	<b>650</b>	<b>650</b>	<b>650</b>	<b>0</b>	
<b>60459 STAFF DEVELOPMENT/TRAINING - UNIONIZED</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>4,000</b>	<b>4,000</b>	<b>4,000</b>	<b>0</b>	<b>5</b>
<b>61036 EQUIPMENT MAINTENANCE</b>	<b>67,352</b>	<b>89,641</b>	<b>96,792</b>	<b>86,000</b>	<b>86,000</b>	<b>86,000</b>	<b>0</b>	<b>4</b>
<b>61036 EQUIPMENT MAINTENANCE &amp; RENTAL - PAN AM</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>70,375</b>	<b>0</b>	<b>7</b>
<b>61999 THIRD PARTIES RECOVERIES</b>	<b>0</b>	<b>(1,112)</b>	<b>(62,971)</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	
<b>63126 SUPPLIES &amp; GENERAL</b>	<b>5,820</b>	<b>3,118</b>	<b>2,865</b>	<b>3,500</b>	<b>3,500</b>	<b>3,500</b>	<b>0</b>	
<b>63127 UNIFORMS</b>	<b>5,250</b>	<b>3,117</b>	<b>4,473</b>	<b>7,000</b>	<b>7,000</b>	<b>7,000</b>	<b>0</b>	
<b>SUB TOTAL - OTHER EXPENSES</b>	<b>83,254</b>	<b>98,535</b>	<b>43,369</b>	<b>106,500</b>	<b>106,500</b>	<b>176,875</b>	<b>66</b>	
<b>TOTAL EXPENSE</b>	<b>1,663,576</b>	<b>1,492,134</b>	<b>1,404,217</b>	<b>1,653,127</b>	<b>1,653,127</b>	<b>1,784,621</b>	<b>8</b>	

**NOTE:**

1. Provision for merit increase. 2014/2015 includes 50% budget of Director and Admin assistant (prior year was budgeted under hourly)
2. Provision for COLA increase
3. EP/DEC events are now using outside Security company to provide service
4. For aging radio replacement plan, radio systems, DVR replacement, CCTV etc. Increase in security system components.
5. Training to be provided for unionized staff. Training budget for EP/DEC/ALC Management staff is provided under CEO department 50-100
6. 2015 budget provided for temporary staffing cost during Pan Am games
7. 2015 budget provided for radio rental, equipment maintenance. during Pan Am games

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

**SUMMARY**

PAGE	ACCOUNT NAME	2011 ACTUAL	2012 ACTUAL	2013 ACTUAL	2014 FORECAST	2014 BUDGET	2015 BUDGET	% Increase	Notes
<b>REVENUE</b>									
40000	RENTAL - SHOWS	6,287,322	6,372,583	5,957,512	6,456,388	6,435,164	9,093,813	41	1
40000	RENTAL - RAWF	1,051,715	1,082,040	1,062,604	1,093,612	1,114,836	1,127,121	1	
	SUB TOTAL	7,339,037	7,454,623	7,020,116	7,550,000	7,550,000	10,220,933	35	1
	ELECTRICAL SERVICES - NET	1,125,752	1,092,551	1,247,878	1,155,435	1,155,435	1,315,440	14	1
42200	CATERING CONCESSIONS	777,844	781,740	725,739	770,000	770,000	882,800	15	2
	SHOW SERVICES - NET	1,024,671	976,848	778,594	1,090,623	1,090,623	1,359,338	25	1
40	TELECOMMUNICATIONS - NET	421,107	399,560	357,104	357,388	427,182	348,500	(18)	
42	SPONSORSHIP - NET	191,167	201,582	185,590	177,894	201,205	222,662	11	
44	OFFICIAL SUPPLIER	87,887	27,295	85,194	90,331	34,500	90,331	162	3
44	ABM COMMISSIONS	83,013	95,316	91,467	91,016	95,000	98,516	4	
44	INTEREST AND OTHER INCOME	63,510	67,762	117,285	70,000	90,000	70,000	(22)	
	NAMING RIGHTS REVENUE - DEC	700,000	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)	(700,000)	0	
	TOTAL REVENUE	11,113,989	11,097,277	10,608,967	11,352,687	11,413,946	14,608,521	28	
<b>EXPENSES</b>									
	DIRECT SHOW COSTS - PMD	673,886	548,443	441,322	504,797	504,797	696,249	38	
40	TELECOMMUNICATION/INFORMATION SYSTEMS	1,067,574	1,018,937	908,289	842,260	568,895	778,089	37	
43	EXECUTIVE	307,178	314,151	334,830	342,890	342,890	352,671	3	
44	FINANCE	265,044	65,292	84,350	133,000	133,000	133,000	0	
44	DEPRECIATION	2,059	0	0	0	0	0	0	
45	MARKETING	1,430,815	1,496,300	1,206,193	1,716,034	1,716,034	1,823,225	6	
46	EVENT SERVICES	1,209,008	1,306,663	1,423,316	1,325,588	1,295,588	1,862,827	44	
	SUB TOTAL	4,955,563	4,749,787	4,398,300	4,864,570	4,561,205	5,646,062	24	
<b>EXPENSE RECOVERIES</b>									
47	OVATIONS - UTILITIES & CLEANING	(97,453)	(99,007)	(81,427)	(95,000)	(98,500)	(111,637)	13	
	TOTAL EXPENSES	4,858,110	4,650,780	4,316,873	4,769,570	4,462,705	5,534,425	24	
	NET INCOME (LOSS)	6,255,878	6,446,497	6,292,094	6,583,118	6,951,241	9,074,096	31	

**NOTE:**

1. 2015 budget increase due to contribution from Pan Am games
2. Minimum commission changed to \$700K.
3. New agreement with GES effective Jan 1, 2012.

THE BOARD OF GOVERNORS OF EXHIBITION PLACE  
DIRECT ENERGY CENTRE

850 - TELECOMMUNICATIONS

ACCT# ACCOUNT NAME	2011 ACTUAL	2012 ACTUAL	2013 ACTUAL	2014 FORECAST	2014 BUDGET	2015 BUDGET	% Increase	Notes
<b>1-60-850-60850-</b>								
<b>EXPENSES</b>								
60000 SALARIES - PERMANENT	540,188	583,934	638,297	597,393	381,621	549,027	44	1
60001 BENEFITS - PERMANENT	112,303	134,626	156,242	169,701	108,407	156,485	44	1
60002 TEMPORARY WAGES	58,227	27,215	25,424	38,000	38,000	38,000	0	7
60800 CONTRACTED STAFF	12,000	0	1,280	0	0	0	0	10
60423 DUES & SUBSCRIPTION	2,083	634	1,054	600	600	600	0	
60431 COMPUTER SUPPLIES	39,151	24,631	8,858	40,000	50,000	40,000	(20)	2
60441 MISCELLANEOUS EXPENSES	134	838	790	1,000	2,000	1,000	(50)	8
60456 ACCOUNTING SOFTWARE MAINTENANCE AGREEMENT	20,023	25,443	61,221	22,000	22,000	22,000	0	3
60457 RECOVERIES - FINANCIAL REPORTING- CNE	(10,000)	(10,000)	(2,499)	0	0	0	0	3
60461 TELEPHONE TRUNK & PSTN	144,009	159,837	141,479	170,000	170,000	170,000	0	6
60463 TELECOM CABLING & FIXTURES	41,364	14,668	5,117	14,500	14,500	14,500	0	
61060 MAINTENANCE AGREEMENTS - MTS ALLSTREAM	36,718	32,629	29,867	30,000	30,000	30,000	0	9
63023 OFFICE SUPPLIES	537	909	698	400	400	400	0	11
63101 COMPUTER EQUIPMENT	62,645	19,301	27,059	11,000	11,000	11,000	0	4
63125 SMALL EQUIPMENT/SOFTWARE	7,742	3,233	5,489	6,000	6,000	6,000	0	
63127 UNIFORMS	450	1,037	0	600	600	600	0	
61020 TELECOMM RECOVERIES - ADMIN SERVICE TO CNEA	0	0	(192,087)	(258,933)	(266,233)	(261,523)	(2)	12
<b>TOTAL EXPENSES</b>	<b>1,067,574</b>	<b>1,018,937</b>	<b>908,289</b>	<b>842,260</b>	<b>568,895</b>	<b>778,089</b>	<b>37</b>	
<b>REVENUE</b>								
43004 TELECOMM - EVENTS - NET	217,041	205,460	176,194	168,409	218,409	153,884	(30)	1
61111 TELEPHONE RECOVERIES	204,066	194,100	180,910	188,979	208,773	194,616	(7)	5
<b>TOTAL REVENUE</b>	<b>421,107</b>	<b>399,560</b>	<b>357,104</b>	<b>357,388</b>	<b>427,182</b>	<b>348,500</b>	<b>(18)</b>	
<b>NET PROFIT (LOSS)</b>	<b>(646,467)</b>	<b>(619,377)</b>	<b>(551,185)</b>	<b>(484,872)</b>	<b>(141,713)</b>	<b>(429,589)</b>	<b>203</b>	

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

**850 - TELECOMMUNICATIONS**

**NOTE:**

1. Provision for merit increase. 2014 forecast/ 2015 budget adjust to reflect actual experience and costs of IT service that cannot charge to events
2. Computer supplies for all printers, fax machines, copiers and maintenance agreements for the same.
3. Microsoft Great Plain Dynamic annual payments; CNE to share cost up to March 31/2013. 2013 actual was high due to system upgrade
4. Annual computer replacement.
5. Telephone recoveries as per schedule A below.
6. PSTN & TRUNK access for complete grounds plus additional service. To Food building & BLC
7. Contract staff for system support, pay phone movement, Bank Machine relocation, sign changes, WEB support, additional support for RICOH, F&B provider, Stadium, CSA, RAWF, CNE, CCTV cameras and tenants and portion not recovered from shows. Increase offset by additional recoveries from Stadium and CSA. Includes help for the new Allstream Centre.
8. Equipment rental (Gator)
9. Three years agreement with MTS Allstream starting March 28, 2011; total contract \$76,812. Used to be PBX Switch maintenance agreement with Bell.
10. IT consulting service (Innosolutions Inc.) for system review, email server recoveries etc. during 2010-2011.
11. Ricoh photocopier monthly rental/copies count costs transferred to department 50-103 Corp Sec in 2012
12. Purchase of Telecom service April 1, 2013. Price is computed using cost drive method of 780 units (CNEA-216 units; BOG-564 units) plus 12% admin fee. 2014 forecasted at 1.1% CPI increase from 2013; 2015 budgeted at 1% CPI increase from 2014 forecast

<b>SCHEDULE A - TELEPHONE RECOVERIES</b>	<b>2011 ACTUAL</b>	<b>2012 ACTUAL</b>	<b>2013 ACTUAL</b>	<b>2014 FORECAST</b>	<b>2014 BUDGET</b>	<b>2015 BUDGET</b>
SOCCER STADIUM/BMO FIELD	82,323	80,087	64,125	64,905	82,500	64,962
MLSE-RICOH	45,082	42,329	49,771	50,424	45,000	50,424
RAWF	22,994	22,865	17,288	17,512	24,500	17,512
CENTREPLATE/OVATIONS	14,713	13,823	8,809	6,300	20,000	6,300
CERISE	5,804	6,880	7,060	11,800	6,876	11,800
CSA - STADIUM	5,155	5,049	4,915	6,168	5,160	6,168
NEW COMPANY APR 2014 ( CAN. PAYPHONE CORP IN 2012/13)	0	1,079	2,413	2,160	2,500	3,240
LIBERTY GRAND - EX PL	3,000	3,000	3,000	3,000	3,000	3,000
GES	3,012	4,320	4,320	4,320	4,320	4,320
COT-TABIA	956	956	1,076	1,200	960	1,200
MUZYK	3,000	3,000	3,000	3,000	3,000	3,000
MEDIEVAL TIME	7,200	7,200	7,200	7,200	7,200	7,200
QE THEATRE & FD	2,757	2,757	6,514	7,200	2,757	7,200
STANLEY BARRACK TENANT (STARTED OCT/2013)	0	0	750	3,000	0	3,000
RECOVERIES FROM CNEA - AIR SHOW	0	0	668	790	0	790
IKON BUSINESS CENTRE ( AT ALLTREAM-ENDED OCT/12)	1,005	754	0	0	1,000	0
MISCELLANEOUS (EST. HOTEL OFFICE ETC...)	0	0	0	0	0	4,500
	<b>204,066</b>	<b>194,100</b>	<b>180,910</b>	<b>188,979</b>	<b>208,773</b>	<b>194,616</b>



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

**830 - ADVERTISING AND SPONSORSHIP**

ACCT# ACCOUNT NAME	2011 ACTUAL	2012 ACTUAL	2013 ACTUAL	2014 FORECAST	2014 BUDGET	2015 BUDGET	% Increase	Notes
<b>1-60-830-60830-</b>								
<b><u>EXPENSES</u></b>								
<b>60401 ADMINISTRATIVE</b>	0	0	0	0	0	0	0	
<b>60412 COMMISSIONS - CONTRA ACCOUNT</b>	0	0	0	0	0	0	0	
<b>60413 COMMISSIONS</b>	19,609	17,415	49,054	8,500	8,579	8,500	(1)	1
<b>63120 PRODUCTION</b>	0	0	0	0	0	0	0	
<b>TOTAL EXPENSES</b>	<b>19,609</b>	<b>17,415</b>	<b>49,054</b>	<b>8,500</b>	<b>8,579</b>	<b>8,500</b>	<b>(1)</b>	
<b>42000 REVENUE</b>	<b>210,776</b>	<b>218,997</b>	<b>234,644</b>	<b>186,394</b>	<b>209,784</b>	<b>231,162</b>	<b>10</b>	2
<b>NET PROFIT (LOSS)</b>	<b>191,167</b>	<b>201,582</b>	<b>185,590</b>	<b>177,894</b>	<b>201,205</b>	<b>222,662</b>	<b>11</b>	

**NOTE:**

1. Prior to 2013 no monthly fees payable, just commission (portion of salary) @ 7.5% for renewed businesses.

2. Includes deals with Coke and Ricoh. Deal with Williams Landing ended July 2013. National Post deal ends May 2012. 2015 budget includes estimated new deals referred by new consultant

THE BOARD OF GOVERNORS OF EXHIBITION PLACE  
DIRECT ENERGY CENTRE

801 - EXECUTIVE EXPENSES

ACCT# ACCOUNT NAME	2011 ACTUAL	2012 ACTUAL	2013 ACTUAL	2014 FORECAST	2014 BUDGET	2015 BUDGET	% Increase	Notes
<b>1-60-801-60801-</b>								
<b><u>EXPENSES</u></b>								
<b>60000</b> SALARIES - PERMANENT	255,252	256,815	268,337	241,555	241,555	248,122	3	1
<b>60001</b> BENEFITS	41,675	46,553	52,520	79,836	79,836	81,649	2	1
<b>60416</b> CONFERENCE DEVELOPMENT	0	429	428	0	0	500	0	
<b>60423</b> DUES & SUBSCRIPTIONS	3,316	1,990	6,714	8,000	8,000	8,000	0	
<b>60437</b> MEALS & ENTERTAINMENT	405	615	1,308	2,000	2,000	2,000	0	2
<b>60441</b> MISCELLANEOUS EXPENSES	3,067	4,023	3,477	3,100	3,100	3,500	13	
<b>60447</b> PROFESSIONAL FEES	1,426	0	0	1,700	1,700	2,000	18	
<b>63023</b> OFFICE SUPPLIES	307	1,594	1,189	5,000	5,000	5,000	0	
<b>63118</b> POSTAGE & COURIER	376	499	422	500	500	600	20	
<b>63119</b> PRINTING & STATIONERY	49	0	0	300	300	300	0	
<b>63125</b> SMALL EQUIPMENT	1,304	1,633	435	900	900	1,000	11	
<b>TOTAL EXPENSES</b>	<b>307,178</b>	<b>314,151</b>	<b>334,830</b>	<b>342,890</b>	<b>342,890</b>	<b>352,671</b>	<b>3</b>	

**NOTE:**

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

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

**802 - CHIEF FINANCIAL OFFICER**

ACCT#	ACCOUNT NAME	2011 ACTUAL	2012 ACTUAL	2013 ACTUAL	2014 FORECAST	2014 BUDGET	2015 BUDGET	% Increase	Notes
<b>1-60-802-60802-</b>									
	<b><u>EXPENSES</u></b>								
60409	BANK CHARGES & CREDIT CARD DISCOUNTS	107,795	96,172	80,169	115,000	115,000	115,000	0	2
60408	BAD DEBT EXPENSE (RECOVERY)	157,249	(30,880)	4,181	18,000	18,000	18,000	0	
	<b>SUB-TOTAL</b>	<b>265,044</b>	<b>65,292</b>	<b>84,350</b>	<b>133,000</b>	<b>133,000</b>	<b>133,000</b>	<b>0</b>	
69800	DEPRECIATION - EQUIPMENT	2,059	0	0	0	0	0	0	1
	<b>SUB-TOTAL</b>	<b>2,059</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	
	<b>TOTAL EXPENSES</b>	<b>267,103</b>	<b>65,292</b>	<b>84,350</b>	<b>133,000</b>	<b>133,000</b>	<b>133,000</b>	<b>0</b>	
	<b><u>REVENUE</u></b>								
49003	INTEREST INCOME	43,018	71,825	43,707	50,000	70,000	50,000	(29)	3
49004	MISCELLANEOUS INCOME	20,492	(4,063)	73,578	20,000	20,000	20,000	0	
49005	ABM COMMISSIONS	83,013	95,316	91,467	91,016	95,000	98,516	4	5
49006	OFFICIAL SUPPLIER	87,887	27,295	85,194	90,331	34,500	90,331	162	4
	<b>TOTAL REVENUE</b>	<b>234,410</b>	<b>190,373</b>	<b>293,945</b>	<b>251,347</b>	<b>219,500</b>	<b>258,847</b>	<b>18</b>	
	<b>NET PROFIT (LOSS)</b>	<b>(32,692)</b>	<b>125,081</b>	<b>209,595</b>	<b>118,347</b>	<b>86,500</b>	<b>125,847</b>	<b>45</b>	

**NOTE:**

1. Equipment were fully amortized as of December 31, 2011.
2. Exhibitor orders are now fully e-commerce, therefore, additional charges paid to financial institution on a transaction basis in addition to credit card discount
3. Interest revenue budgeted/forecast to reflect current market trend. Includes all Board's term investment held by City.
4. Four years agreement with GES commencing January 1, 2012 : 5% commission on exhibitors revenue earned by GES from shows . Prior to 2012 commission was 6% on show manager and exhibitors revenue.
5. Four years agreement between Board and Direct Cash Management commencing on June 1, 2011.

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

**803 - MARKETING EXPENSES**

ACCT# ACCOUNT NAME	2011 ACTUAL	2012 ACTUAL	2013 ACTUAL	2014 FORECAST	2014 BUDGET	2015 BUDGET	% Increase	Notes
<b>1-60-803-60803-</b>								
<b><u>EXPENSES</u></b>								
<b>60000</b> SALARIES - PERMANENT	643,692	728,670	687,370	820,706	820,706	853,390	4	1
<b>60001</b> BENEFITS	139,482	148,422	166,878	233,418	233,418	242,986	4	1
<b>60002</b> SALARIES - TEMPORARY	51,208	49,188	39,297	0	0	39,439	0	6
<b>60404</b> ADVERTISING	12,249	27,677	20,060	75,000	75,000	75,000	0	
<b>60416</b> CONVENTION DEVELOPMENT/SPECIAL EVENTS FUND	250,000	250,000	0	250,000	250,000	250,000	0	4
<b>60418</b> MEETINGS & CONVENTIONS	101,849	111,933	83,668	124,500	124,500	150,000	20	7
<b>60419</b> CORPORATE ADVERTISING	108,461	79,759	77,780	100,000	100,000	100,000	0	
<b>60423</b> DUES & SUBSCRIPTIONS	21,377	18,390	18,933	18,360	18,360	18,360	0	
<b>60438</b> MEDIA / PUBLIC RELATIONS	5,442	5,000	6,500	5,000	5,000	5,000	0	
<b>60441</b> MISCELLANEOUS EXPENSES	4,375	3,497	11,035	1,000	1,000	1,000	0	
<b>60453</b> MARKETING FEE SMG	65,000	59,992	65,000	65,000	65,000	65,000	0	3
<b>60465</b> TRAVEL	2,042	0	0	1,200	1,200	1,200	0	2
<b>63023</b> OFFICE SUPPLIES	1,805	1,550	3,916	2,000	2,000	2,000	0	
<b>63118</b> POSTAGE & COURIER	1,003	774	1,414	1,000	1,000	1,000	0	
<b>63122</b> RESOURCE MATERIALS	22,828	11,450	24,341	18,850	18,850	18,850	0	5
<b>TOTAL EXPENSES</b>	<b>1,430,815</b>	<b>1,496,300</b>	<b>1,206,193</b>	<b>1,716,034</b>	<b>1,716,034</b>	<b>1,823,225</b>	<b>6</b>	

**NOTE:**

1. Provision for Merit increase. Board approved new incentive plan starting in 2014
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.
6. 2015 budget provided temporary staff during Pan Am games and for hotel opening
7. 2015 budget increase for business networking/promoting during special events & galas at Allstream

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

**807 - EVENT SERVICES EXPENSES**

ACCT# ACCOUNT NAME	2011 ACTUAL	2012 ACTUAL	2013 ACTUAL	2014 FORECAST	2014 BUDGET	2015 BUDGET	% Increase	Notes
<b>1-60-807-60807-</b>								
<b>EXPENSES</b>								
60000 SALARIES - PERMANENT	931,011	1,003,987	1,037,820	993,046	993,046	1,077,681	9	1
60001 BENEFITS	214,523	243,858	284,253	283,143	283,143	307,990	9	1
60002 SALARIES & BENEFIT - HOURLY	43,256	33,682	80,041	30,000	0	33,232	##	2
60002 SALARIES & BENEFIT - PAN AM	0	0	0	0	0	424,525	##	10
60418 CONVENTIONS & MEETINGS	2,361	7,226	6,448	3,000	3,000	3,000	0	7
60423 DUES & SUBSCRIPTIONS	2,049	1,841	2,065	2,500	2,500	2,500	0	3
60437 MEALS & ENTERTAINMENT	1,221	2,183	1,609	1,600	1,600	1,600	0	9
60441 MISCELLANEOUS EXPENSES	5,741	6,042	3,304	2,600	2,600	2,600	0	4
63023 OFFICE SUPPLIES - EC & EXHIBITORS GROUP	5,067	5,065	5,631	5,100	5,100	5,100	0	6
63023 OFFICE SUPPLIES - EXHIBITOR SERVICES	0	0		0	0	0	0	6
63118 POSTAGE & COURIER	430	64	243	300	300	300	0	
63119 PRINTING & STATIONERY	599	270	920	800	800	800	0	8
63125 SMALL EQUIPMENTS	1,459	1,820	0	2,000	2,000	2,000	0	5
63127 UNIFORMS	1,290	623	981	1,500	1,500	1,500	0	
TOTAL EXPENSES	1,209,008	1,306,663	1,423,316	1,325,588	1,295,588	1,862,827	44	

**NOTE:**

1. Provision for Merit increase. 2015 budget adjust to reflect actual recoveries from events for two permanent full time exhibitor services representative and for coverage of staff on vacation etc...)
2. Temporary Exhibitors Staff time are charged directly to shows/events. 2015 budget provided for non-recoverable portion of admin tasks (inventory audit, general admin tasks etc..) for two full time contracted staff
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.
10. 2015 budget provided for temporary staff during Pan Am games

THE BOARD OF GOVERNORS OF EXHIBITION PLACE  
DIRECT ENERGY CENTRE

815 - EXPENSE RECOVERY

ACCT#	ACCOUNT NAME	2011 ACTUAL	2012 ACTUAL	2013 ACTUAL	2014 FORECAST	2014 BUDGET	2015 BUDGET	% Increase	Notes
<b>1-60-815-60815-</b>									
	<b><u>EXPENSES RECOVERIES</u></b>								
61021	HOUSEKEEPING RECOVERY - CENTERPLATE/OVATIONS	(13,524)	(13,312)	(13,932)	(14,000)	(13,500)	(14,310)	6	1
61113	UTILITY RECOVERY	(83,929)	(85,695)	(67,495)	(81,000)	(85,000)	(97,327)	15	2
	<b>TOTAL EXPENSES</b>	<b>(97,453)</b>	<b>(99,007)</b>	<b>(81,427)</b>	<b>(95,000)</b>	<b>(98,500)</b>	<b>(111,637)</b>	<b>13</b>	

**NOTE:**

1. Cost recovery for corporate events in excess of \$15 @ .50C per head.
2. 1% utility recovery per contractual arrangements, based on F&B sales, TTC's actual consumption, RAWF's original charge adjusted by annual inflation.

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

**SUMMARY**

PAGE	ACCOUNT NAME	2011 ACTUAL	2012 ACTUAL	2013 ACTUAL	2014 FORECAST	2014 BUDGET	2015 BUDGET	% Increase	Notes
	<b>REVENUE</b>								
	RENTAL	1,099,570	1,434,090	789,153	995,000	1,200,000	1,211,400	1	5
42200	CATERING CONCESSIONS/RENTALS	769,750	665,344	521,282	769,763	1,016,896	838,674	(18)	6
	SHOW SERVICES - NET	222,571	232,522	259,566	233,325	233,325	247,508	6	
	PARKING - NET	158,517	175,904	135,145	160,000	160,000	137,500	(14)	3
	CNE OPERATING COST RECOVERY	0	0	0	0	0	0	0	
	<b>TOTAL REVENUE</b>	<b>2,250,408</b>	<b>2,507,861</b>	<b>1,705,146</b>	<b>2,158,088</b>	<b>2,610,220</b>	<b>2,435,083</b>	<b>(7)</b>	
	<b>DEPARTMENTAL OVERHEAD EXPENSES</b>								
	EVENTS PMD COST	345,217	309,424	304,196	323,713	260,360	316,210	21	
50	BUILDING OPERATIONS	472,315	494,721	372,390	423,464	429,000	498,400	16	
51	CLEANING AND DÉCOR	125,597	110,184	124,369	153,628	195,200	197,647	1	
52	FINANCE	64,193	41,306	63,288	75,233	75,233	77,745	3	
53	CONCIERGE SERVICE	66,645	54,837	56,166	57,827	57,827	60,669	5	
57	SALES AND MARKETING	269,330	309,888	231,123	343,597	343,597	360,686	5	
58	EVENT SERVICES	213,108	221,401	243,060	240,560	240,560	256,059	6	
59	HOUSE TECHNICIAN & EVENT PMD	104,649	104,334	180,520	177,368	177,368	229,488	29	
61072	OFFICIAL OPENING & START UP PROVISION	0	0	0	0	0	0	0	
	<b>TOTAL OPERATING EXPENSES</b>	<b>1,661,053</b>	<b>1,646,096</b>	<b>1,575,112</b>	<b>1,795,390</b>	<b>1,779,144</b>	<b>1,996,905</b>	<b>12</b>	
	ANNUAL CASH FLOW IN (OUT) BEFORE INTEREST, AMORTIZATION EXPENSES AND TRANSFERS	589,354	861,765	130,034	362,698	831,076	438,178		
56	LESS: INTEREST EXPENSE-FCM LOAN	45,279	43,371	41,367	39,348	39,348	37,267	(5)	4
56	LESS: INTEREST EXPENSE-CITY LOAN	1,858,634	1,817,951	1,775,235	1,730,383	1,730,383	1,683,288	(3)	1
	<b>CASH FLOW BEFORE AMORT/ PRINCIPAL REPAYMENT</b>	<b>(1,314,558)</b>	<b>(999,557)</b>	<b>(1,686,568)</b>	<b>(1,407,032)</b>	<b>(938,655)</b>	<b>(1,282,376)</b>	<b>37</b>	
52	LESS: AMORTIZATION - EQUIPMENTS AND FIXTURES	393,240	393,240	393,240	0	0	0	0	7
56	LESS: AMORTIZATION - BUILDING IMPROVEMENT	1,550,591	1,550,592	1,550,592	0	0	0	0	7
	PRINCIPAL PAYMENT - CITY LOAN	0	0	0	941,897	941,897	988,992	5	
	PRINCIPAL PAYMENT - FCM LOAN	0	0	0	85,985	85,985	88,039	2	
	NET INCOME (LOSS) BEFORE NAMING FEES	(3,258,389)	(2,943,389)	(3,630,400)	(2,434,914)	(1,966,536)	(2,359,407)	20	
54	NAMING FEES - ALLSTREAM	467,601	468,000	387,870	330,353	468,000	305,293	(35)	2
55	NAMING FEES - DIRECT ENERGY	675,000	690,000	690,000	675,000	675,000	675,000	0	2
	<b>SUBTOTAL NET NAMING REVENUE</b>	<b>1,142,601</b>	<b>1,158,000</b>	<b>1,077,870</b>	<b>1,005,353</b>	<b>1,143,000</b>	<b>980,293</b>	<b>(14)</b>	
	<b>NET INCOME (LOSS)</b>	<b>(2,115,788)</b>	<b>(1,785,389)</b>	<b>(2,552,530)</b>	<b>(1,429,561)</b>	<b>(823,536)</b>	<b>(1,379,114)</b>	<b>67</b>	
4####	CASH TSF FROM CONFERENCE RESERVE FUND	1,065,708	777,854	1,589,770	1,429,561	823,536	1,379,114	67	
	<b>NET INCOME (LOSS) AFTER TSF PER FS</b>	<b>(1,050,080)</b>	<b>(1,007,536)</b>	<b>(962,760)</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	
	<b>CASH CONVERSION:</b>								
	NET INCOME (LOSS)	(2,115,788)	(1,785,389)	(2,552,530)	(1,429,561)	(823,536)	(1,379,114)		
	AMORTIZATION - EQUIPMENTS & FIXTURES	393,240	393,240	393,240	0	0	0		
	AMORTIZATION - BUILDING IMPROVEMENT	1,550,591	1,550,592	1,550,592	0	0	0		
	ASSETS ADDITION	0	0	0	0	0	0		
	PRINCIPAL PAYMENT - CITY LOAN	(813,646)	(854,328)	(897,045)	0	0	0		
	PRINCIPAL PAYMENT - FCM LOAN	(80,105)	(81,968)	(84,027)	0	0	0		
	<b>NET INCOME (LOSS) TSF TO CITY CCRF - CASH BASIS</b>	<b>(1,065,708)</b>	<b>(777,854)</b>	<b>(1,589,770)</b>	<b>(1,429,561)</b>	<b>(823,536)</b>	<b>(1,379,114)</b>		
	TRANSFER FROM (TO) CITY CONFERENCE CENTRE RESER\	1,065,708	777,854	1,589,770	1,429,561	823,536	1,379,114		2
	<b>CASH INFLOW (OUTFLOW) AFTER TRANSFERS</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>		

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

**SUMMARY**

**NOTE:**

1. Monthly debt payments started November 1, 2010 after the first full year of operation per loan agreement with the City. Interest at 5% over 25 years.
2. The City and the Board agree that the City shall establish an obligatory interest-bearing reserve fund to be called the "Exhibition Place Conference Centre Reserve Fund" per the Loan Agreement and the Board shall place all revenues received under any naming rights agreement in the Conference Centre Reserve Fund" less any activation costs or commissions payable; plus any surplus from Exhibition Place consolidated operations as approved by City Council from time to time in the Exhibition Place Conference Centre Reserve Fund, which shall be used by the City to provide a source of funding for any shortfall by the Board in respect of the loan payments as required under the Agreement. DEC naming fees recognized over ten years from Jan1/2006 to Jan1/2015. Allstream Naming fees ; Amended agreement dated Nov29/2013 extending the term to December 31/2022 (originally revenue was recognized over ten years from Oct/2009 to Sep/2018).
3. Attendees at Allstream are mostly from out of town, thus they use transit, shuttle or taxi instead of driving cars. Attendees for galas may use taxi as well.
4. FCM loan for LEED designation and capital restoration/heritage redevelopment (\$2.0M @ 2.375% semi-annually for 20 yrs.).
5. Events previously held in the Automotive Building are now using the BLC and are included in DEC's budget to be consistent with prior years.
6. 2013 F&B commission budget provided by Cerise
7. FF&E budgeted at \$3.4 millions, amortized over ten years useful life. Amortization of the building improvement is recorded as per 2008 and 2009 financial audit new requirements and agreement with City. From 2010 forward, as agreed with City planning the Allstream Centre's budget should include interest/principal repayment (cash items ) and exclude amortization (non-cash item).



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

**70-701 - BUILDING OPERATIONS**

ACCT# ACCOUNT NAME	2011 ACTUAL	2012 ACTUAL	2013 ACTUAL	2014 FORECAST	2014 BUDGET	2015 BUDGET	% Increase	Notes
<b>1-70-701-70701-</b>								
<b><u>EXPENSES</u></b>								
60255 HYDRO	214,338	176,587	186,088	204,464	230,000	248,400	8	1
60252 GAS	17,600	13,697	19,757	21,400	20,000	21,000	5	2
60281 WATER	31,298	42,091	39,244	40,000	35,000	43,000	23	3
60427 FIRE PROTECTION	7,261	5,350	9,284	6,000	6,000	15,000	150	
61010 BUILDING REPAIR & MAINTENANCE	145,873	156,714	109,081	100,000	75,000	120,000	60	
61025 ELEVATORS & ESCALATORS	2,130	0	0	5,000	5,000	6,000	20	
61032 ELECTRICAL MAINTENANCE	30,379	72,406	27,486	50,000	50,000	50,000	0	4
61077 PLUMBING REPAIR & MAINTENANCE	2,073	18,851	10,500	18,000	18,000	18,000	0	
61083 HVAC	21,364	9,027	2,352	10,000	10,000	10,000	0	5
61113 UTILITIES RECOVERIES - F&B	0	0	(31,400)	(31,400)	(20,000)	(33,000)	65	
<b>TOTAL EXPENSES</b>	<b>472,315</b>	<b>494,721</b>	<b>372,390</b>	<b>423,464</b>	<b>429,000</b>	<b>498,400</b>	<b>16</b>	

**NOTE:**

1. Actual hydro includes renewable energy consumption. Actual kwh consumed monthly as per operation. Budget increase per economic factors provided by City
2. Gas consumption includes meters for kitchen and boiler. Budget increase per economic factors provided by City
3. Actual monthly consumption provided by Operation. Budget increase to reflect prior years experience
4. 2014 budget increase to reflect prior year actual experience
5. Building automation system maintenance contract.

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

**70-702 HOUSEKEEPING AND DÉCOR**

ACCT# ACCOUNT NAME	2011 ACTUAL	2012 ACTUAL	2013 ACTUAL	2014 FORECAST	2014 BUDGET	2015 BUDGET	% Increase	Notes
<b>1-70-702-70702-</b>								
<b>EXPENSES</b>								
60002 SALARIES & BENEFITS - HOURLY (BASE BUILDING)	112,963	91,319	108,037	110,468	152,039	154,317	1	1
60009 SALARIES & BENEFITS - HOURLY (RECOVERABLE)	0	0	0	0	101,173	0	(100)	1
TOTAL SALARIES & BENEFITS - HOURLY	112,963	91,319	108,037	110,468	253,212	154,317	(39)	1
61099 RECOVERIES-VARIOUS	0	0	0	0	(101,173)	0	(100)	1
61107 BOG RECOVERIES	0	0	0	0	0	0	0	
61108 DEC RECOVERIES	0	0	0	0	0	0	0	
61020 CNEA RECOVERIES	0	0	0	0	0	0	0	
61086 RICOH RECOVERIES	0	0	0	0	0	0	0	
61097 BMO FIELD	0	0	0	0	0	0	0	
MAINT. SALARIES AND BENEFITS - HOURLY	112,963	91,319	108,037	110,468	152,039	154,317	1	
60252 LANDSCAPING (INTERIOR AND EXTERIOR)	0	0	0	9,203	9,203	9,203	0	
60281 SNOW REMOVAL	776	473	1,382	11,217	11,217	11,385	2	6
60801 CONTRACTED SERVICES	6,028	11,128	4,968	7,837	7,837	7,837	(0)	3
61031 DUMPING FEES	0	3,365	3,103	3,272	3,272	3,272	(0)	4
61036 EQUIPMENT MAINTENANCE	0	0	0	1,023	1,023	1,023	0	5
63100 CLEANING SUPPLIES	5,830	3,899	6,879	10,609	10,609	10,609	0	2
SUBTOTAL	12,634	18,865	16,332	43,161	43,161	43,330	0	
TOTAL EXPENSES	125,597	110,184	124,369	153,628	195,200	197,647	1	

**NOTE:**

1. Increase in wages per collective agreement, plus adjustment to reflect prior years experience.
2. Cleaning supplies includes uniforms, sanitary supplies, safety wares, lead products, odour control materials.
3. Contract service includes pest control services, wildlife management, waste disposal, escalator cleaning
4. Non-recoverable portion of City dumping fees
5. Parts and maintenance for vacuums, sweepers, carpet extractors, orbital shampoo machines
6. Shovels, scrapers, equipment rentals for five months, lead bead salt, salt spreaders, blowers

THE BOARD OF GOVERNORS OF EXHIBITION PLACE  
ALLSTREAM CENTRE

70-703 FINANCE

ACCT#	ACCOUNT NAME	2011 ACTUAL	2012 ACTUAL	2013 ACTUAL	2014 FORECAST	2014 BUDGET	2015 BUDGET	% Increase	Notes
<b>1-70-703-70703-</b>									
	<b><u>EXPENSES</u></b>								
60000	SALARIES - PERMANENT	45,354	26,449	50,569	52,109	52,109	54,032	4	1
60001	BENEFITS	10,543	6,188	12,722	15,123	15,123	15,713	4	1
60002	SALARIES & BENEFITS - TEMPORARY	0	8,669	0	0	0	0	0	
60408	BAD DEBT EXPENSE	0	0	0	8,000	8,000	8,000	0	
69800	AMORTIZATION EXPENSE-FF&E	393,240	393,240	393,240	393,240	393,240	381,731	(3)	2
49004	MISC EXPENSES (REVENUE)	8,296	0	(3)	0	0	0	0	3
	<b>TOTAL EXPENSES</b>	<b>457,433</b>	<b>434,546</b>	<b>456,528</b>	<b>468,473</b>	<b>468,473</b>	<b>459,476</b>	<b>(2)</b>	

**NOTE:**

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

THE BOARD OF GOVERNORS OF EXHIBITION PLACE  
ALLSTREAM CENTRE

70-704 CONCIERGE SERVICE

ACCT# ACCOUNT NAME	2011 ACTUAL	2012 ACTUAL	2013 ACTUAL	2014 FORECAST	2014 BUDGET	2015 BUDGET	% Increase	Notes
<b>1-70-704-70704-</b>								
<b><u>EXPENSES</u></b>								
<b>60000</b> SALARIES - PERMANENT	66,645	54,837	56,166	44,785	44,785	46,979	5	1
<b>60001</b> BENEFITS	0	0	0	13,042	13,042	13,690	5	1
<b>60002</b> WAGES - SECURITY SERVICES	0	0	0	0	0	0	0	1
<b>TOTAL EXPENSES</b>	<b>66,645</b>	<b>54,837</b>	<b>56,166</b>	<b>57,827</b>	<b>57,827</b>	<b>60,669</b>	<b>5</b>	

**NOTE:**

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

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

**50-304 NAMING RIGHTS - EXHIBITION PLACE**

ACCT# ACCOUNT NAME	2011 ACTUAL	2012 ACTUAL	2013 ACTUAL	2014 FORECAST	2014 BUDGET	2015 BUDGET	% Increase	Notes
<b>1-50-304-50304-</b>								
<b>49041 NAMING FEE REVENUE</b>	<b>520,000</b>	<b>520,000</b>	<b>456,275</b>	<b>367,059</b>	<b>520,000</b>	<b>339,214</b>	<b>(35)</b>	
<b>EXPENSE</b>								
<b>60205 RE-BRANDING INCLUDING BUILDING SIGNAGE</b>	<b>399</b>	<b>0</b>	<b>16,405</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	
<b>60200 COMMISSION</b>	<b>52,000</b>	<b>52,000</b>	<b>52,000</b>	<b>36,706</b>	<b>52,000</b>	<b>33,921</b>	<b>(35)</b>	
<b>60201 ADMINISTRATIVE COSTS</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	
<b>60202 PRODUCTION EXPENSE</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	
	<b>52,399</b>	<b>52,000</b>	<b>68,405</b>	<b>36,706</b>	<b>52,000</b>	<b>33,921</b>	<b>(35)</b>	
<b>NET INCOME (LOSS)</b>	<b>467,601</b>	<b>468,000</b>	<b>387,870</b>	<b>330,353</b>	<b>468,000</b>	<b>305,293</b>	<b>(35)</b>	
<b>60203 TSF TO CITY CONFERENCE CENTRE OBLIGATORY RESERVE FUND</b>	<b>(467,601)</b>	<b>(468,000)</b>	<b>(387,870)</b>	<b>(330,353)</b>	<b>(468,000)</b>	<b>(305,293)</b>	<b>(35)</b>	<b>1</b>
<b>NET INCOME (LOSS) AFTER TRANSFER TO RESERVE</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	

**NOTE:**

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

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

**60-812 NAMING RIGHTS - DIRECT ENERGY CENTRE**

ACCT# ACCOUNT NAME	2011 ACTUAL	2012 ACTUAL	2013 ACTUAL	2014 FORECAST	2014 BUDGET	2015 BUDGET	% Increase	Notes
<b>1-60-812-60812-</b>								
<b>42300 NAMING FEE</b>	<b>700,000</b>	<b>700,000</b>	<b>700,000</b>	<b>700,000</b>	<b>700,000</b>	<b>700,000</b>	<b>0</b>	
<b><u>EXPENSE</u></b>								
<b>60205 RE-BRANDING INCLUDING BUILDING SIGNAGE</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	
<b>60200 COMMISSION</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	
<b>60201 ADMINISTRATIVE COSTS</b>	<b>25,000</b>	<b>10,000</b>	<b>10,000</b>	<b>25,000</b>	<b>25,000</b>	<b>25,000</b>	<b>0</b>	
<b>60202 PRODUCTION EXPENSE</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	
	<b>25,000</b>	<b>10,000</b>	<b>10,000</b>	<b>25,000</b>	<b>25,000</b>	<b>25,000</b>	<b>0</b>	
<b>NET INCOME (LOSS)</b>	<b>675,000</b>	<b>690,000</b>	<b>690,000</b>	<b>675,000</b>	<b>675,000</b>	<b>675,000</b>	<b>0</b>	
<b>60203 TSF TO CITY CONFERENCE CENTRE OBLIGATORY RESERVE FUND</b>	<b>(675,000)</b>	<b>(690,000)</b>	<b>(690,000)</b>	<b>(675,000)</b>	<b>(675,000)</b>	<b>(675,000)</b>	<b>0</b>	<b>1</b>
<b>NET INCOME (LOSS) AFTER TRANSFER TO RESERVE</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	

**NOTE:**

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

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

**70-708 DEBT PAYMENTS**

ACCT#	ACCOUNT NAME	2011 ACTUAL	2012 ACTUAL	2013 ACTUAL	2014 FORECAST	2014 BUDGET	2015 BUDGET	% Increase	Notes
<b><u>EXPENSE</u></b>									
<b>1-70-708-70801-</b>									
69800	CITY DEBT - BUILDING AMORTIZATON	1,470,588	1,470,588	1,470,588	1,470,588	1,470,588	1,470,588	0	1
60781	CITY DEBT - INTEREST	1,858,634	1,817,951	1,775,235	1,730,383	1,730,383	1,683,288	(3)	1
	<b>SUBTOTAL CITY DEBT</b>	<b>3,329,222</b>	<b>3,288,539</b>	<b>3,245,823</b>	<b>3,200,971</b>	<b>3,200,971</b>	<b>3,153,876</b>	<b>(1)</b>	
<b>1-70-708-70802-</b>									
69800	FCM LOAN-BUILDING AMORTIZATION	80,003	80,004	80,004	80,000	80,000	80,000	0	2
60781	FCM LOAN-INTEREST	45,279	43,371	41,367	39,348	39,348	37,267	(5)	2
	<b>SUBTOTAL FCM DEBT</b>	<b>125,282</b>	<b>123,375</b>	<b>121,371</b>	<b>119,348</b>	<b>119,348</b>	<b>117,267</b>	<b>(2)</b>	
	<b>TOTAL INTEREST AND AMORTIZATION</b>	<b>3,454,504</b>	<b>3,411,914</b>	<b>3,367,194</b>	<b>3,320,319</b>	<b>3,320,319</b>	<b>3,271,143</b>	<b>(1)</b>	
<b>1-00-000-00000-</b>									
20390	CITY DEBT - PRINCIPAL REPAYMENT	813,646	854,328	897,045	941,897	941,897	988,992	5	3
20370	FCM LOAN - PRINCIPAL REPAYMENT	80,105	81,968	84,027	85,985	85,985	88,039	2	3
	<b>TOTAL PRINCIPAL REPAYMENT</b>	<b>893,751</b>	<b>936,296</b>	<b>981,072</b>	<b>1,027,882</b>	<b>1,027,882</b>	<b>1,077,031</b>	<b>5</b>	

**NOTE:**

1.City debt payment to start after the first full year of operation per loan agreement with the City. Interest at 5% over 25 years. Building opened October 19, 2009. First loan monthly payment started on November 1, 2010.

2. FCM loan for LEED designation and capital restoration/heritage redevelopment (\$2.0M @ 2.375% semi-annually for 20 years). First disbursement of loan advance from FCM received in January, 2010. First loan semi-annual repayment due on July 29, 2010.

3. Amounts are recorded on balance sheet accounts as reduction of loans payable.

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

**70-709 SALES AND MARKETING**

ACCT# ACCOUNT NAME	2011 ACTUAL	2012 ACTUAL	2013 ACTUAL	2014 FORECAST	2014 BUDGET	2015 BUDGET	% Increase	Notes
<b>1-70-709-70709-</b>								
<b><u>EXPENSES</u></b>								
60000 SALARIES - PERMANENT	147,470	192,534	79,896	178,962	178,962	189,715	6	1
60001 BENEFITS	33,837	40,673	26,898	50,926	50,926	54,017	6	1
60404 ADVERTISING	36,654	35,052	60,264	45,500	45,500	45,500	0	
60418 MEETINGS & CONVENTIONS	0	0	0	0	0	0	0	
60419 CORPORATE ADVERTISING	0	4,303	0	0	0	0	0	
60438 MEDIA / PUBLIC RELATIONS	1,290	0	0	0	0	0	0	
60800 CONTRACT STAFF	40,606	31,332	57,457	62,209	62,209	65,454	5	2
63023 OFFICE SUPPLIES	0	0	0	0	0	0	0	
63118 COURIER	1,427	1,282	744	1,000	1,000	1,000	0	
63122 RESOURCE MATERIALS	8,047	4,712	5,864	5,000	5,000	5,000	0	
<b>TOTAL EXPENSES</b>	<b>269,330</b>	<b>309,888</b>	<b>231,123</b>	<b>343,597</b>	<b>343,597</b>	<b>360,686</b>	<b>5</b>	

**NOTE:**

1. Provision for merit increase. Benefits increase due to OMERS rate increase
2. Budget provided for one contract booking assistant .



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

**70-710 EVENT SERVICES**

ACCT#	ACCOUNT NAME	2011 ACTUAL	2012 ACTUAL	2013 ACTUAL	2014 FORECAST	2014 BUDGET	2015 BUDGET	% Increase	Notes
<b>1-70-710-70710-</b>									
	<b><u>EXPENSES</u></b>								
60000	SALARIES - PERMANENT	118,997	176,718	180,305	188,591	185,828	197,832	6	1
60001	BENEFITS	27,321	38,441	49,423	50,769	53,531	57,027	7	1
60800	CONTRACT STAFF	66,790	6,243	12,137	0	0	0	0	2
63126	SUPPLIES & GENERAL	0	0	1,130	300	300	300	0	
60437	MEALS & ENTERTAINMENT	0	0	65	300	300	300	0	
63119	PRINTING & STATIONERY	0	0	0	300	300	300	0	
63127	UNIFORMS	0	0	0	300	300	300	0	
	<b>TOTAL EXPENSES</b>	<b>213,108</b>	<b>221,401</b>	<b>243,060</b>	<b>240,560</b>	<b>240,560</b>	<b>256,059</b>	<b>6</b>	

**NOTE:**

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

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

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

ACCT#	ACCOUNT NAME	2011 ACTUAL	2012 ACTUAL	2013 ACTUAL	2014 FORECAST	2014 BUDGET	2015 BUDGET	% Increase	Notes
<b>1-70-711-70711-</b>									
	<b><u>EXPENSES</u></b>								
<b>60000</b>	SALARIES - PERMANENT	22,301	26,305	102,846	69,417	69,417	73,099	5	1
<b>60001</b>	BENEFITS	0	0	0	19,912	19,912	20,989	5	1
<b>60206</b>	MANAGEMENT FEES - CERISE	39,789	38,109	37,463	41,400	41,400	41,400	0	3
<b>60207</b>	ADMIN FEES - CERISE	35,530	33,147	32,038	28,640	28,640	34,000	19	4
<b>61036</b>	LEASABLE AV EQUIPMENTS MAINTENANCE AND PARTS	7,029	6,773	8,173	18,000	18,000	60,000	233	2
	<b>TOTAL EXPENSES</b>	<b>104,649</b>	<b>104,334</b>	<b>180,520</b>	<b>177,368</b>	<b>177,368</b>	<b>229,488</b>	<b>29</b>	

**NOTE:**

1. 2015 budget provided for one full time Production Coordinator (prior years was in-house technician per pro forma information submitted to City).
2. Maintenance agreements for Sirius Radio , Creston Certified Agency and way finding system components. 2015 budget increase due to replacement cost for parts and components of existing installation Wall ports, audio amplifiers, video distribution projectors and components. These costs were previously covered by warranty
3. Management fee paid to Cerise
4. Admin fee paid to Cerise based on events at 15% of labour costs for water stations, washroom attendants and set up/tear down. Provision for COLA increase.

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

**SUMMARY**

PAGE	ACCOUNT NAME	2011 ACTUAL	2012 ACTUAL	2013 ACTUAL	2014 FORECAST	2014 BUDGET	2015 BUDGET	% Increase	Notes
61	REVENUE	9,451,585	9,119,761	8,952,966	450,000	11,000,879	0	(100)	2
62	EXPENSES	8,423,905	8,389,590	8,087,534	0	10,297,947	0	(100)	
	NET OPERATING INC.(LOSS) BEFORE PARTICIPATION FEE	1,027,680	730,171	865,432	450,000	702,932	0	(100)	
6XXXX	LESS MLSE PARTICIPATION FEE	530,815	387,943	462,547	0	379,038	0	(100)	1
	NET OPERATING INCOME (LOSS)	496,865	342,228	402,885	450,000	323,894	0	(100)	
	NON-CASH ITEMS								
	CONTRA SPONSORSHIP/ASSET PURCHASES/DISPOSITION	(19,246)	(26,629)	(2,830)	0	(30,000)	0	(100)	
	AMORTIZATION	53,192	18,526	17,542	0	40,000	0	(100)	
	CASH AVAILABLE FOR DISTRIBUTION TO BOG	530,811	334,125	417,597	450,000	333,894	0	(100)	

**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%).

2. Per LOI, BMO Field has greater autonomy from the Board commencing January 2014. BMO Field would not be consolidated with the Boards operations on a go forward basis commencing January 2014.