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**ACTION REQUIRED**

September 8, 2008

To: The Finance Committee  
The Board of Governors of Exhibition Place

From: Dianne Young, Chief Executive Officer

Subject: **2009 Operating Budget**

**Summary:**

This report recommends the Board approve the appended 2009 operating budget and forward to the City of Toronto Finance Department staff for their review and amalgamation within the City consolidated budget.

The proposed budget documents results in a net expenditure of \$.00 which is \$30,000 favourable over the 2008 budget due to additional revenue streams. The City directive this year is that all Departments, Agencies, Boards and Commissions find a two percent improvement over their 2008 Net Operating Budget, in Exhibition Place's case that would be a Net Expenditure of \$29,400. Exhibition Place is not only reducing its level of net expenditure as directed by the City but improving it.

**Recommendation:**

**It is recommended that the appended 2009 Operating Budget be approved by the Board and forwarded to the City of Toronto Finance Department staff for their review and amalgamation within the City of Toronto 2009 Operating Budget.**

**Financial Impact:**

The proposed budget documents results in a net expenditure of \$.00 which is \$30,000 favourable over the 2008 budget due to additional revenue stream.

**Decision History:**

This report contains the proposed level of revenues and expenditures for 2009 for the Board and its four program areas including the Allstream Centre. The appended budget document also contains information on the 2006 and 2007 actual financial results; the current year 2008 projected results; and the 2009 proposed budget amount for each financial account for both comparative and analytical purposes. Once approved by the Board, the Operating Budget is reviewed by the City Finance Department, Budget Committee and finally City Council in the March 31, 2009.

### Issue Background:

The proposed 2009 Operating Budget has been developed in accordance with guidelines and directions and consultations from the City of Toronto Finance Department and also takes into account the special requirements and budget pressures that exist for the fiscal year 2009 for each of the four Exhibition Place programs.

### Comments:

#### A. Prior Years Results and 2009 Issues

The City of Toronto Departments, Agencies, Boards and Commissions are required to develop 2009 operating budgets on a "budget-to-budget" basis not on an "actual to budget" basis. The reason for this City direction is that any revenue decrease or expenditure increase from 2008 to 2009 will have a negative impact on the property tax base. The new City directive this year is a two percent improvement over the 2008 Net Operating Budget.

Since 1998, the Board established budgetary targets aimed at maximizing net income paid to the City of Toronto. This has been a very positive, albeit challenging, endeavour for all staff and has required management to aggressively pursue cost containment, operational efficiencies and new business opportunities in order to meet budget expectations. For the period from 2002 to 2007 inclusive the Board has paid over its operating surplus to the City totalling approximately \$2.0 million. Exhibition Place had an operating surplus except for 2003, 2005 and 2006 and a deficit from budget in 2003, 2005 and 2006. In 2003, the blackout during the CNE period and SARS combined to cause a net operating loss; in 2005 an in-year expenditure increase of \$588,000 for insurance premium was allocated to Exhibition Place under the City's comprehensive insurance downloading program; and in 2006 the year-end loss was due mainly to the revenues shortfall from lower attendance at the CNE as a result of extremely unfavorable weather over the long Labour Day weekend.

For 2009, a budget of \$.00 in net expenditure is being proposed compared to \$30,000 net expenditure in 2008. This budget meets the City's direction to limit to the extent possible any negative impact on the City's Operating Budget.

In the development of the budget this year a number of factors were important to consider. Some of these factors are expected to have a favourable impact on the financial position of the organization and others had a negative financial impact. The following are some of the major issues and factors affecting the 2009 operating budget:

#### Positive Financial Impact on Budget

o New Tenants + contractual step up rent/lease	\$ 80,000
o Additional advertising – Outdoor Billboard Signage	\$184,000
o Increase net Parking revenues	<u>\$228,000</u>
	<u>\$492,000</u>

#### Negative Financial Impact on Budget

o Increased Utility Costs per City direction and prior year experience	\$250,000
o Salary Increases + benefits, – Permanent (Excl. Allstream)	\$504,000
o Provision for Marketing Convention Development Fund	\$250,000
o Biannual events held in DEC in 2008 will not return to 2009	<u>\$155,000</u>
	<u>\$1,159,000</u>

## B. 2009 Operating Budget by Program Area

The following section provides information on the proposed level for 2009 of operating budget revenues and expenditures for each of the four Exhibition Place programs. The 2009 budget presentation still reflects as much as possible the new organizational structure from management internalization in January 2007 and accordingly the budget is presented in a restated manner for comparison purposes.

### (i) CNEA Program

The CNEA is budgeting for a profit of \$797,802 for 2009. This is the same amount as was provided for in the 2008 budget and in keeping with the terms of the 2008 Memorandum of Understanding between the Board and the CNEA.

The CNEA is forecasting revenues of \$23,686,195 which is an increase from the 2008 budget of \$589,231 or 2.6 %. The 2009 budgeted expenditures of \$22,888,393 are an increase from 2008 budgeted expenditures of \$589,231 which is a change of 2.6 %. However, it should be noted that the requested budget for 2009 continues to represent an overall funding envelope and specific expenditure items may be amended as programs are finalized over the next few months through the CNEA Board of Directors. When future budget revisions are made, there may be changes made to specific revenue and expenditure line items, but the net income or operating surplus of \$797,802 will remain the same which is also consistent with the MOU.

The proposed 2009 CNEA operating budget is built upon the assumptions set out below:

- The attendance in 2009 will increase by 2% over the 2008 level as a result of strong marketing and programming planned.
- Admission ticket pricing will increase from the 2008 level by \$2.00 but that \$1.00 or 50% of this increase be used by staff to program a special feature in the new Allstream Centre.
- There will be a shortened period of operation for the Casino as the World Percheron Congress (6 additional days in 2008) was event specific and would not return in 2009 and the Casino will operate about 17 days before the official opening of the fair.
- Labour costs are assumed to be increasing by up to 3.0 % where it is deemed appropriate, other costs are increasing by a general inflation rate of 3.0%.
- Includes an Exhibition Place Site Preparation Cost of \$2,342,776; an Administrative Support Services cost of \$1,359,427; and a payment of \$239,309 to the Direct Energy Centre for direct utility costs based on actual consumption; all of which have been calculated in accordance with the most recent Agreement between the Board of Governors and the CNEA.

### (ii) Exhibition Place and Direct Energy Centre Program

The 2009 Exhibition Place budget is forecasting total direct and indirect revenues of \$25,607,338 which represents an increase from 2008 budget of \$1,854,479 or 7.8%. The total direct and overhead expenditures of \$26,486,748 are \$1,857,142 or 7.5% more than the 2008 budgeted expenditures.

Generally, the Exhibition Place Program carries most of the costs associated with the maintenance of the grounds as a "public park". The major responsibilities of this Program are as follows:

- To maintain the grounds, parks, historic buildings, structures, roadways and physical services of Exhibition Place
- To provide parking services and skilled trades to support the many shows and events on the grounds including tenants, Ricoh Coliseum and BMO Field
- To host various events and festivals such as the Grand Prix, the CHIN Picnic, Caribana and many others
- To provide administrative support for the above activities and also for the CNEA.

The budgetary objective for this Program is to stabilize or decrease the net loss year-over-year through the redevelopment and rental of the underutilized buildings and other business opportunities and each year this objective is actively being pursued to make up the annual non controllable budget pressures, for example, the new lease for the QE Theatre in 2008. The Direct Energy Centre is operating in a very competitive market in Toronto and the GTA and continues to strive to generate new business and to maximize profitability. Indication from industry research indicates trade and consumer shows are healthy and should continue this trend for the next few years. The North American average occupancy for venues over 500,000 sq. ft. is 53% and the Direct Energy Centre continues to track above industry occupancy levels at 55% which is at the high end of efficient occupancy.

(iii) National Soccer Stadium (BMO Field)

The Soccer Stadium commenced operations in April 2007 and was host to the FIFA Under-20 World Cup in July 2007. BMO is home to major league soccer franchise team, Toronto FC and provide a venue for soccer matches with other leagues, concerts, corporate events and community usage.

This program is budgeting for a profit of \$81,608 in 2009 its second full year of operations. Average game attendance in 2008 was budgeted at 18,000 and the actual to date is holding at this level; and in 2009 it is anticipated to also be at 18,000. The Canadian Soccer Association which has a contractual right to book at least six games for the national teams has only scheduled two of these games for 2008 and the 2009 budget reflects only two games; to mitigate this loss Management will book additional corporate events.

Revenues for 2009 are forecasted at \$9,669,223 which is \$2,152,546 higher than 2008 or 28%; while expenditures are forecasted at \$9,506,007 which is \$2,087,220 higher than 2008 or 28%.

(iv) Allstream Centre

The new Automotive Conference Centre is expected to open in July 2009 and it is assumed that the CNE would consider using the facility during its fair period; therefore, with the CNE move out in September, the budget is done on the assumption that the building becomes fully available in late September/October and the budget then assumes a three months operating period. The budget is based on proforma information provided to the Board and City Council when the project was approved and since there is no prior history on convention and conference business.

The Board has a loan of \$35.6 million with the City at a 5% interest rate amortized over 25 years (excluding any interest on advance payments during construction) on this building. Debt payment on the loan starts after the first full year of operation, with first payment expected in November 2010. The City and the Board through the Loan Agreement agreed on the establishment of an obligatory interest-bearing reserve fund to be called the "Exhibition Place

Conference Centre Reserve Fund" and payment by the Board of 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 for 2008, 2009 and 2010 (and reviewed annually thereafter). This Reserve Fund will provide a source of funding for any shortfall by the Board in respect of the loan payments as required under the loan agreement.

### C. Greening and Energy Projects

One of the Board's strategic directives is the achievement of net energy self-sufficiency by the end of 2010 through several energy and environmental initiatives. In 2008, many of the energy retrofit projects that the Board has been working on have been completed, for example, the five building energy retrofit and the Press Building geothermal projects. The following energy initiatives projects have been completed or will be completed in 2008:

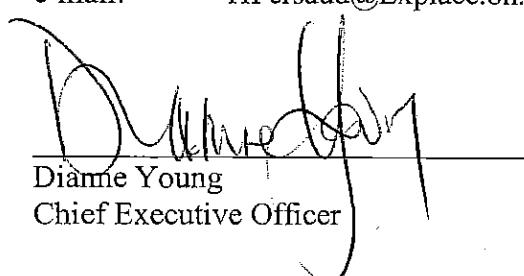
- a) Direct Energy Centre lighting retrofit completed in August 2006 which is now providing annual savings of \$245,000;
- b) Installation of the photovoltaic system at the Horse Palace which realize annual savings of \$7,000 annually;
- c) The Trigeneration project located in the Direct Energy Centre provides annual savings of \$196,000;
- d) The five building retrofit project (Queen Elizabeth, General Services, East Annex, Horse Palace and Better Living Centre) completed early in 2008 will provide annual savings of approximately \$200,000 in 2009.

The Board has an Agreement with the City, Toronto Atmospheric Fund and the Federation of Canadian Municipalities to repay loans used to fund these projects; accordingly, all savings generated from these environmental initiatives are set aside in a reserve to fund current and future debt payment.

In the latter part of 2008 the following projects will come on stream: the Press Building geothermal project; lighting retrofit for the Direct Energy Centre underground parking; mid arch steam boiler upgrade in the Direct Energy Centre, and General Services building and General Services lighting retrofit; In addition, Exhibition Place staff are in the process of examining the feasibility of constructing a one megawatt solar system in 2009 and is working with a private sector partner SunEdison; the RFP preferred proponent approved by the Board.

### Contact

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Dianne Young  
 Chief Executive Officer



**THE BOARD OF GOVERNORS OF EXHIBITION PLACE**  
**CONSOLIDATED OPERATING BUDGET 2009**

PAGE	PROGRAM	2006 ACTUAL	2007 ACTUAL	2008 FORECAST	2008 BUDGET	2009 BUDGET	% Increase	Notes
<b>EXHIBITION PLACE AND DIRECT ENERGY CENTRE</b>								
30	REVENUE - EP	9,882,936	12,118,648	11,085,163	10,804,826	12,009,609	11	
64	REVENUE - DEC	11,602,446	13,308,285	12,795,737	12,948,033	13,583,941	5	
	<b>REVENUE</b>	<b>21,485,382</b>	<b>25,426,933</b>	<b>23,880,900</b>	<b>23,752,859</b>	<b>25,593,550</b>	<b>8</b>	
	<b>EXPENSES</b>							
30	DIRECT EXPENSES - EP	3,747,822	4,293,837	3,786,797	3,958,214	4,420,956	12	
64	DIRECT EXPENSES - DEC	4,478,552	4,486,700	4,617,072	4,500,839	4,919,124	9	
	DIRECT EXPENSES	8,226,374	8,780,536	8,403,869	8,459,053	9,340,080	10	
34	SHARE OF OVERHEAD	14,598,879	16,710,645	16,383,494	16,170,553	17,132,880	6	
		<b>22,825,253</b>	<b>25,491,182</b>	<b>24,787,363</b>	<b>24,629,606</b>	<b>26,472,960</b>	<b>7</b>	
	<b>INCOME ( LOSS ) BEFORE DEBT CHARGES</b>	<b>(1,339,872)</b>	<b>(64,249)</b>	<b>(906,463)</b>	<b>(876,747)</b>	<b>(879,410)</b>	<b>0</b>	
46	NET ENERGY SAVINGS / DEBT PAYMENT	0	0	0	0	0		
	<b>NET INCOME (LOSS)</b>	<b>(1,339,872)</b>	<b>(64,249)</b>	<b>(906,463)</b>	<b>(876,747)</b>	<b>(879,410)</b>	<b>0</b>	
<b>ALLSTREAM CENTRE</b>								
73	REVENUE	0	0	0	0	377,745		
73	EXPENSES	0	0	0	0	605,913		
	<b>ANNUAL CASH FLOW BEFORE DEBT</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>(228,168)</b>		
	LESS: DEBT PAYMENT CITY LOAN	0	0	0	0	0		
	<b>CASH FLOW - AFTER DEBT PAYMENT</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>(228,168)</b>		
	CASH FLOW PAYABLE TO CITY RESERVE	0	0	0	0	0		
	<b>CASH FLOW BEFORE NAMING FEES</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>(228,168)</b>		
	NAMING FEES (Direct Energy & Allstream)	0	0	0	0	1,220,000		
	<b>NET CASH FLOW BEFORE TRANSFER TO (OUT FROM) CITY</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>991,832</b>		
	TRANSFER (TO) FROM CITY RESERVE	0	0	0	0	(991,832)		
	<b>NET CASH FLOW AFTER PAYMENT TO RESERVE</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>		
<b>CNEA</b>								
3	REVENUE	20,186,067	23,940,608	23,096,964	23,096,964	24,022,569	4	
	<b>EXPENSES</b>							
4	DIRECT EXPENSES	17,719,106	18,580,173	18,472,452	18,472,451	19,283,255	4	
34	EP OVERH'D. - ADMIN.SUPPORT	1,164,130	1,157,804	1,192,538	1,192,538	1,359,427	14	
34	EP OVERH'D. - SITE PREPARATION	1,984,315	2,034,776	2,095,819	2,095,819	2,342,776	12	
30	DEC UTILITY COSTS - CNE PERIOD	511,825	529,300	538,353	538,353	239,309	(56)	
		<b>21,379,376</b>	<b>22,302,052</b>	<b>22,299,162</b>	<b>22,299,162</b>	<b>23,224,767</b>	<b>4</b>	
	<b>NET INCOME ( LOSS )</b>	<b>(1,193,309)</b>	<b>1,638,556</b>	<b>797,802</b>	<b>797,802</b>	<b>797,802</b>	<b>0</b>	
<b>NATIONAL SOCCER STADIUM</b>								
75	REVENUES	0	8,290,029	8,306,737	7,516,677	9,669,223	29	
76	EXPENSES	0	7,270,011	8,149,413	7,418,787	9,506,007	28	
	<b>NET INCOME (LOSS) before sharing</b>	<b>0</b>	<b>1,020,018</b>	<b>157,324</b>	<b>97,890</b>	<b>163,216</b>	<b>67</b>	
	Less Primary Incentive Fee		511,947	78,662	48,945	81,608	(67)	
		<b>0</b>	<b>508,071</b>	<b>78,662</b>	<b>48,945</b>	<b>81,608</b>	<b>67</b>	
<b>SUMMARY</b>								
	<b>TOTAL REVENUE</b>	<b>41,671,449</b>	<b>57,657,570</b>	<b>55,284,600</b>	<b>54,366,500</b>	<b>59,663,087</b>	<b>10</b>	
	<b>TOTAL EXPENSE</b>	<b>44,204,629</b>	<b>55,575,192</b>	<b>55,314,600</b>	<b>54,396,500</b>	<b>59,663,087</b>	<b>10</b>	
	<b>NET INCOME ( LOSS )</b>	<b>(2,533,180)</b>	<b>2,082,379</b>	<b>(30,000)</b>	<b>(30,000)</b>	<b>0</b>	<b>(100)</b>	
	<b>TOTAL PAYABLE TO/(RECEIVABLE FROM) CITY</b>	<b>(2,533,180)</b>	<b>2,082,379</b>	<b>(30,000)</b>	<b>(30,000)</b>	<b>0</b>	<b>(100)</b>	

**THE BOARD OF GOVERNORS OF EXHIBITION PLACE**  
**CONSOLIDATED OPERATING BUDGET 2009**

PAGE	DEPARTMENT	2006 ACTUAL	2007 ACTUAL	2008 FORECAST	2008 BUDGET	2009 BUDGET	% Increase	Notes
	<b>CNEA</b>							
3	REVENUE	20,186,067	23,940,608	23,096,964	23,096,964	24,022,569	4	
4	DIRECT EXPENSES	17,719,106	18,580,173	18,472,452	18,472,451	19,283,255	4	
34	EP OVERH'D. - ADMIN SUPPORT	1,164,130	1,157,804	1,192,538	1,192,538	1,359,427	14	1
34	EP OVERH'D. - SITE PREPARATION	1,984,315	2,034,776	2,095,819	2,095,819	2,342,776	12	1
30	DEC UTILITY COSTS - CNE PERIOD	511,825	529,300	538,353	538,353	239,309	(56)	1
	<b>NET INCOME ( LOSS )</b>	<b>(1,193,309)</b>	<b>1,638,556</b>	<b>797,802</b>	<b>797,802</b>	<b>797,802</b>	<b>0</b>	
	<b>EXHIBITION PLACE</b>							
30	REVENUE	9,882,936	12,118,648	11,085,163	10,804,826	12,009,609	11	
30	DIRECT EXPENSES	3,747,822	4,293,837	3,786,797	3,958,214	4,420,956	12	
34	SHARE OF OVERHEAD	14,598,879	16,710,645	16,383,494	16,170,553	17,132,880	6	
	<b>INCOME ( LOSS ) BEFORE DEBT CHARGES</b>	<b>(8,463,766)</b>	<b>(8,885,833)</b>	<b>(9,085,128)</b>	<b>(9,323,941)</b>	<b>(9,544,226)</b>	<b>2</b>	
46	NET ENERGY SAVINGS / DEBT PAYMENT	0	0	0	0	0		
	<b>NET INCOME ( LOSS )</b>	<b>(8,463,766)</b>	<b>(8,885,833)</b>	<b>(9,085,128)</b>	<b>(9,323,941)</b>	<b>(9,544,226)</b>	<b>2</b>	
	<b>DIRECT ENERGY CENTRE</b>							
64	REVENUE	11,602,446	13,308,285	12,795,737	12,948,033	13,583,941	5	
64	DIRECT EXPENSES	4,478,552	4,486,700	4,617,072	4,500,839	4,919,124	9	
	<b>NET INCOME ( LOSS )</b>	<b>7,123,894</b>	<b>8,821,585</b>	<b>8,178,665</b>	<b>8,447,194</b>	<b>8,664,816</b>	<b>3</b>	
	<b>ALLSTREAM CENTRE</b>							
73	REVENUE	0	0	0	0	377,745		
73	EXPENSES	0	0	0	0	605,913		
	<b>ANNUAL CASH FLOW BEFORE DEBT</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>(228,168)</b>		
	LESS: DEBT PAYMENT CITY LOAN	0	0	0	0	0		
	<b>CASH FLOW - AFTER DEBT PAYMENT</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>(228,168)</b>		
	CASH FLOW PAYABLE TO CITY RESERVE	0	0	0	0	0		
	<b>CASH FLOW BEFORE NAMING FEES</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>(228,168)</b>		
	NAMING FEES (Direct Energy & Allstream)	0	0	0	0	1,220,000		
	<b>NET CASH FLOW BEFORE TRANSFER</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>991,832</b>		
	TO (OUT FROM) CITY	0	0	0	0	(991,832)		
	<b>TRANSFER (TO) FROM CITY RESERVE</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>		
	<b>NET CASH FLOW AFTER PAYMENT TO RESERVE</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>		
	<b>NATIONAL SOCCER STADIUM</b>							
75	REVENUES	0	8,290,029	8,306,737	7,516,677	9,669,223	29	
76	EXPENSES	0	7,270,011	8,149,413	7,418,787	9,506,007	28	
	<b>NET INCOME (LOSS) before sharing</b>	<b>0</b>	<b>1,020,018</b>	<b>157,324</b>	<b>97,890</b>	<b>163,216</b>	<b>67</b>	
	Less Primary Incentive Fee		511,947	78,662	48,945	81,608	67	
	<b>NET INCOME (LOSS) after sharing</b>	<b></b>	<b>508,071</b>	<b>78,662</b>	<b>48,945</b>	<b>81,608</b>	<b>67</b>	
	<b>SUMMARY</b>							
	<b>TOTAL REVENUE</b>	<b>41,671,449</b>	<b>57,657,570</b>	<b>55,284,600</b>	<b>54,366,500</b>	<b>59,663,087</b>	<b>10</b>	
	<b>TOTAL EXPENSE</b>	<b>44,204,629</b>	<b>55,575,192</b>	<b>55,314,600</b>	<b>54,396,500</b>	<b>59,663,087</b>	<b>10</b>	
	<b>NET INCOME ( LOSS )</b>	<b>(2,533,180)</b>	<b>2,082,379</b>	<b>(30,000)</b>	<b>(30,000)</b>	<b>0</b>	<b>(100)</b>	
	<b>TOTAL PAYABLE TO/(RECEIVABLE FROM) CITY</b>	<b>(2,533,180)</b>	<b>2,082,379</b>	<b>(30,000)</b>	<b>(30,000)</b>	<b>0</b>	<b>(100)</b>	

Note: 1. % change are result of new MOU 3 years arrangement for the period 2008-2010



THE BOARD OF GOVERNORS OF EXHIBITION PLACE  
CANADIAN NATIONAL EXHIBITION ASSOCIATION

REVENUE SUMMARY

PAGE	DEPARTMENT	2006 ACTUAL	2007 ACTUAL	2008 FORECAST	2008 BUDGET	2009 BUDGET	%Increase	Notes
10	ADMISSIONS	4,418,861	5,837,596	5,808,755	5,808,755	7,076,949	22	
11	PARKING	1,041,840	1,188,958	1,201,109	1,201,109	1,277,080	6	
13	AGRICULTURE	101,746	85,413	87,317	87,317	87,317	0	
16	SPORTS	15,000	18,000	12,000	12,000	12,000	0	
18	CONCESSIONS	3,973,557	4,294,897	4,482,490	4,482,490	4,533,089	1	
19	CASINO	5,322,451	6,021,116	5,945,000	5,945,000	5,599,440	(6)	
21	MARKETING	2,756,658	3,931,577	3,028,480	3,028,480	2,853,175	(6)	
25	UTILITIES	67,481	68,459	70,000	70,000	70,000	0	
28	CLIENT SERVICES	28,341	4,158	1,500	1,500	4,000	167	
29	BUILDING RENTALS	2,460,132	2,490,435	2,460,313	2,460,313	2,509,519	2	
TOTAL DIRECT REVENUE		20,186,067	23,940,608	23,096,964	23,096,964	24,022,569	4	
TOTAL REVENUE		20,186,067	23,940,608	23,096,964	23,096,964	24,022,569	4	

THE BOARD OF GOVERNORS OF EXHIBITION PLACE  
CANADIAN NATIONAL EXHIBITION ASSOCIATION

EXPENSE SUMMARY

PAGE	DEPARTMENT	2006 ACTUAL	2007 ACTUAL	2008 FORECAST	2008 BUDGET	2009 BUDGET	% Increase Notes
5	CNEA	88,139	83,344	62,000	62,000	80,500	30
6	CORPORATE SECRETARY	61,814	36,589	30,363	30,363	57,620	90
7	CORPORATE AND STATUTORY EXPENSES	754,718	654,261	664,268	664,268	703,156	6
8	HUMAN RESOURCES	21,938	18,781	24,556	24,556	24,556	0
9	TELECOMMUNICATIONS	37,664	44,364	55,800	55,800	55,800	0
10	ADMISSIONS	1,533,383	1,808,342	1,973,030	1,973,030	2,053,322	4
11	PARKING	201,066	287,431	240,208	240,208	307,375	28
12	GENERAL MANAGER'S EXPENSES - CNE	377,766	405,781	384,028	384,028	388,038	1
13	AGRICULTURE	1,488,275	1,577,576	1,586,716	1,586,716	1,572,418	(1)
14	ENTERTAINMENT	1,026,496	768,249	1,064,513	1,064,513	1,072,393	1
15	ATTRACTIONS	347,710	395,872	441,262	441,262	414,500	(6)
16	SPORTS	582,169	391,621	441,969	441,969	444,281	1
17	PROGRAM MANAGEMENT	350,521	365,460	419,723	419,723	434,946	4
18	CONCESSIONS	1,138,034	1,407,562	1,277,212	1,277,212	1,344,943	5
19	CASINO	2,748,485	2,851,527	3,216,960	3,216,960	3,015,000	(6)
20	MARKETING	3,001,416	3,466,045	2,484,063	2,484,063	2,525,431	2
22	CIAS	424,984	425,643	455,000	455,000	455,000	0
23	SPECIAL FEATURES	966,758	1,028,622	1,031,748	1,031,748	1,593,893	54
24	INTERNATIONAL EXHIBITS	197,964	146,753	136,322	136,322	140,412	3
25	UTILITIES	430,334	486,359	456,359	456,359	478,456	5
26	CLEANING	422,584	435,428	439,743	439,743	457,595	4
27	GROUPS MAINTENANCE	360,194	315,502	334,734	334,734	372,452	11
28	CLIENT SERVICES	295,544	314,691	323,522	323,522	339,888	5
29	BUILDING RENTALS	861,151	864,369	928,353	928,353	951,279	2
TOTAL EXPENSE		17,719,106	18,580,173	18,472,452	18,472,451	19,283,255	4

THE BOARD OF GOVERNORS OF EXHIBITION PLACE  
CANADIAN NATIONAL EXHIBITION ASSOCIATION

10-102 CNEA

ACTV	ACCOUNT NAME	2006 ACTUAL	2007 ACTUAL	2008 FORECAST	2008 BUDGET	2009 BUDGET	% Increase	Notes
7-	<b>EXPENSES</b>							
0103	CONVENTION & TRAVEL	2,724	9,065	3,500	3,500	5,000	43	1
0104	SUPPLIES & GENERAL	4,565	1,528	2,500	2,500	2,500	0	
1010	PRESENTATIONS/PROMO.	5,532	372	1,000	1,000	1,000	0	
1115	MEETING/RECEPTIONS	35,334	38,819	30,000	30,000	38,000	27	1
1120	CORP. ENTERTAINMENT	29,666	33,560	25,000	25,000	34,000	36	1
1278	OPENING DAY	10,318	0	0	0	0	0	
	<b>TOTAL EXPENSE</b>	<b>88,139</b>	<b>83,344</b>	<b>62,000</b>	<b>62,000</b>	<b>80,500</b>	<b>30</b>	

NOTE: 1. To reflect 2007 actuals with a 3% increase, or to reflect prior year actual

THE BOARD OF GOVERNORS OF EXHIBITION PLACE  
CANADIAN NATIONAL EXHIBITION ASSOCIATION

10-103 CORPORATE SECRETARY

ACTV	ACCOUNT NAME	2006 ACTUAL	2007 ACTUAL	2008 FORECAST	2008 BUDGET	2009 BUDGET	%Increase	Notes
7-	<b>EXPENSES</b>							
0102	SALARIES - TEMPORARY	41,916	0	(0)	(0)	0	0	
0109	SALARIES - CONTRACT	0	16,650	17,277	17,277	36,820	113	1
1075	BADGES / RIBBONS / SIGNS	7,199	6,620	7,300	7,300	7,300	0	
1110	FLOWERS	2,047	3,056	1,200	1,200	2,500	108	1
1135	VOLUNTEER MEAL TICKETS	10,652	10,263	4,587	4,587	11,000	140	1
	<b>TOTAL EXPENSE</b>	<b>61,814</b>	<b>36,589</b>	<b>30,363</b>	<b>30,363</b>	<b>57,620</b>	<b>90</b>	

NOTE 1. To reflect 2007 actuals with an increase; or to reflect prior year experience

THE BOARD OF GOVERNORS OF EXHIBITION PLACE  
CANADIAN NATIONAL EXHIBITION ASSOCIATION

10-105 CORPORATE AND STATUTORY EXPENSES

ACTV	ACCOUNT NAME	2006 ACTUAL	2007 ACTUAL	2008 FORECAST	2008 BUDGET	2009 BUDGET	% Increase	Notes
7-	EXPENSES							
0018	AMORTIZATION OF CAPITAL ASSETS	31,791	22,760	25,000	25,000	23,000	(8)	1
0102	TEMPORARY SALARIES(Includes Concessions Audit 1156)	46,122	43,295	45,628	45,628	52,000	14	2
0105	PRINTING	0	2,330	1,000	1,000	1,000	0	
0120	VISION - SOFTWARE LICENSE FEES	10,000	10,000	10,000	10,000	10,000	0	
0401	INTEREST ON PRIZE FUND	(8,000)	0	(7,000)	(7,000)	0	0	
0403	TRANSFER TO FOUNDATION	8,000	0	7,000	7,000	0	0	
0405	MISCELLANEOUS RECOVERY OF COSTS	12,117	(507)	(10,000)	(10,000)	(10,000)	0	
1155	CORPORATE AUDIT	25,254	35,374	36,000	36,000	39,200	9	4
1160	INSURANCE	359,187	213,582	201,616	201,616	201,616	0	
1165	LEGAL FEES	4,160	39,448	25,000	25,000	25,000	0	
1175	SICK BANK	4,000	3,000	4,000	4,000	4,000	0	
118X	BENEFITS (including 7-1195, 7-1200)	220,433	253,065	257,216	257,216	288,582	12	1
1202	SOCAN - PERFORMING RIGHTS	4,965	4,961	5,000	5,000	5,000	0	
1205	UNIFORMS	0	0	1,000	1,000	1,000	0	
1215	ALLOWANCE FOR BAD DEBTS	1,018	11,038	10,000	10,000	10,000	0	
1220	EXCHANGE & BANK CHARGES	46,123	58,162	60,000	60,000	60,000	0	3
1221	FINANCE CHARGES	253	148	550	550	500	(9)	
1225	PAYROLL PROCESSING	10,000	10,300	10,558	10,558	10,558	0	
	<b>TOTAL EXPENSE before capital asset transfer</b>	<b>775,422</b>	<b>706,955</b>	<b>682,568</b>	<b>682,568</b>	<b>721,456</b>	<b>6</b>	
0019	CAPITAL ASSET CREDIT (Transfer to B/S)	(56,400)	0	(40,000)	(40,000)	(40,000)	0	
0020	EMPLOYEE VAC/SICK/ACTUARIAL BENEF. LIAB	35,696	(52,694)	21,700	21,700	21,700	0	
		(20,704)	(52,694)	(18,300)	(18,300)	(18,300)	0	
	<b>TOTAL EXPENSE</b>	<b>754,718</b>	<b>654,261</b>	<b>664,268</b>	<b>664,268</b>	<b>703,156</b>	<b>6</b>	

NOTE: 1. To reflect 2007 actuals.

2. Increase in number of summer students and hires for Concessions Audit.

3. Bank charges include credit card charges as well as rental of machines.

4. \$ 25,000 FOR City Audit; \$ 14,200 for E & Y Audit. Increase due to new pricing for E&Y audit services on the City 2 years contract extension

THE BOARD OF GOVERNORS OF EXHIBITION PLACE  
CANADIAN NATIONAL EXHIBITION ASSOCIATION

10-107 HUMAN RESOURCES DEPARTMENT

ACTV	ACCOUNT NAME	2006 ACTUAL	2007 ACTUAL	2008 FORECAST	2008 BUDGET	2009 BUDGET	%Increase	Notes
7-	<u>EXPENSES</u>							
0100	PMD	1,798	1,366	2,500	2,500	2,500	0	
0102	SALARIES - TEMP	19,970	17,393	20,425	20,425	20,425	0	
0104	SUPPLIES & GENERAL	170	22	1,631	1,631	1,631	0	
	<b>TOTAL EXPENSES</b>	<b>21,938</b>	<b>18,781</b>	<b>24,556</b>	<b>24,556</b>	<b>24,556</b>	<b>0</b>	

NOTE:

THE BOARD OF GOVERNORS OF EXHIBITION PLACE  
CANADIAN NATIONAL EXHIBITION ASSOCIATION

10-111 TELECOMMUNICATION EXPENSES

ACTV	ACCOUNT NAME	2006 ACTUAL	2007 ACTUAL	2008 FORECAST	2008 BUDGET	2009 BUDGET	%Increase	Notes
7-	<u>EXPENSES</u>							
1235	TELECOMMUNICATION	37,664	44,364	55,800	55,800	55,800	0	1
	<b>TOTAL EXPENSE</b>	<b>37,664</b>	<b>44,364</b>	<b>55,800</b>	<b>55,800</b>	<b>55,800</b>	<b>0</b>	

NOTE: 1. All telecommunication costs including Bell Canada and PBX.

THE BOARD OF GOVERNORS OF EXHIBITION PLACE  
CANADIAN NATIONAL EXHIBITION ASSOCIATION

10-112 ADMISSION EXPENSES

ACTV	ACCOUNT NAME	2006 ACTUAL	2007 ACTUAL	2008 FORECAST	2008 BUDGET	2009 BUDGET	%Increase	Notes
7-	<u>EXPENSES</u>							
0100	P.M.D	40,474	64,104	63,309	63,309	67,950	7	1
0102	SALARIES - TEMP	310,143	349,358	392,399	392,399	404,171	3	2
0103	CONVENTIONS & TRAVEL	6,910	4,879	7,000	7,000	8,000	14	2
0104	SUPPLIES & GENERAL	9,627	7,572	10,216	10,216	10,216	0	
0105	PRINTING	49,998	38,066	53,691	53,691	55,302	3	3
0107	EQUIPMENT RENTAL	12,951	11,837	12,092	12,092	15,000	24	3
0108	SIGNAGE	9,358	5,304	10,848	10,848	15,000	38	4
0421	ONTARIO PLACE COMMISSIONS	553,161	726,852	739,037	739,037	739,037	0	
1205	UNIFORMS	26,088	18,417	26,465	26,465	29,112	10	5
1219	E-TICKETING TRANSACTION FEES	0	80,022	125,000	125,000	150,000	20	6
1220	CREDIT CARD AND BANK CHARGES	26,615	32,760	30,000	30,000	35,000	17	1
2014	PAID DUTY POLICE	159,535	178,986	179,430	179,430	184,813	3	7
3019	CONTRACTED SERVICES	328,525	290,186	323,544	323,544	339,721	5	8
	<b>TOTAL EXPENSE</b>	<b>1,533,383</b>	<b>1,808,342</b>	<b>1,973,030</b>	<b>1,973,030</b>	<b>2,053,322</b>	<b>4</b>	
6-	<u>REVENUE</u>							
0420	ADMISSIONS	3,815,251	5,050,153	5,038,771	5,038,771	6,306,965	25	9
0421	ONTARIO PLACE	389,708	556,467	550,878	550,878	550,878	0	
0422	ATTENDANT PASSES	121,039	129,490	121,400	121,400	121,400	0	
0423	CAR PASSES	92,863	101,485	97,706	97,706	97,706	0	
	<b>TOTAL REVENUE</b>	<b>4,418,861</b>	<b>5,837,596</b>	<b>5,808,755</b>	<b>5,808,755</b>	<b>7,076,949</b>	<b>22</b>	
	<b>NET PROFIT (LOSS)</b>	<b>2,885,478</b>	<b>4,029,254</b>	<b>3,835,725</b>	<b>3,835,725</b>	<b>5,023,627</b>	<b>31</b>	

NOTE: 1. To reflect 2007 actuals  
2. Provision for merit increase.  
3. Expected increase due to higher transportation and fuel costs.  
4. Implementation of new signage program  
5. Environmental initiatives - locally produced and environmentally friendly garments are more expensive.  
6. Purchase of equipment in conjunction with phase one of the in-house e-ticketing.  
7. Paid duty rates adjusted to reflect expected increases.  
8. To reflect new contract rates for OBO for management of gates and cash office operations  
9. Revenue increase due to reduced GST rate from 6 to 5% and a \$ 2 increase for admission (not 5 after 5 or family pass)



THE BOARD OF GOVERNORS OF EXHIBITION PLACE  
CANADIAN NATIONAL EXHIBITION ASSOCIATION

10-121 PARKING EXPENSES

ACTV	ACCOUNT NAME	2006 ACTUAL	2007 ACTUAL	2008 FORECAST	2008 BUDGET	2009 BUDGET	%Increase	Notes
7-	<b>EXPENSES</b>							
0100	P.M.D	41,310	71,794	34,967	34,967	73,898	111	1
0102	SALARIES - TEMP	120,528	77,830	75,684	75,684	80,165	6	1
0107	EQUIPMENT RENTAL	9,223	13,057	14,068	14,068	14,490	3	2
1205	UNIFORMS	4,260	3,528	8,720	8,720	8,962	3	2
1255	PARKLAND ACQUISITION RESERVE FUND	0	37,972	42,000	42,000	43,260	3	3
2014	PAID DUTY POLICE	25,744	83,250	64,768	64,768	86,580	34	4
	<b>TOTAL EXPENSE</b>	<b>201,066</b>	<b>287,431</b>	<b>240,208</b>	<b>240,208</b>	<b>307,375</b>	<b>28</b>	

10-121 PARKING REVENUE

6-	<b>REVENUE</b>							
0418	INSIDE PARKING	494,570	475,193	780,000	780,000	855,971	10	5
0419	OFF SITE PARKING	547,270	713,765	420,000	420,000	420,000	0	
0426	TRAILER PARKING	0	0	1,109	1,109	1,109	0	
	<b>TOTAL REVENUE</b>	<b>1,041,840</b>	<b>1,188,958</b>	<b>1,201,109</b>	<b>1,201,109</b>	<b>1,277,080</b>	<b>6</b>	
	<b>NET PROFIT (LOSS)</b>	<b>840,774</b>	<b>901,527</b>	<b>960,901</b>	<b>960,901</b>	<b>969,705</b>	<b>1</b>	

- NOTE** 1. To reflect 2007 actuals  
 2. To reflect a 3% increase.  
 3. CNE is required to pay to the City as part of the CNE Tree Advocacy Program 28% of the Net Profit (revenues less expenses) from the Marilyn Bell and Battery Park parking lots.  
 4. Paid duty rates adjusted to reflect expected increases; plus additions as per Security/Emergency Preparedness Plan.  
 5. Revenue increases due to reduced GST, extra parking lot space on east side of the Marine Museum (no helicopter) and higher base rates.

THE BOARD OF GOVERNORS OF EXHIBITION PLACE  
CANADIAN NATIONAL EXHIBITION ASSOCIATION

10-200 GENERAL MANAGER CNE

ACTV	ACCOUNT NAME	2006 ACTUAL	2007 ACTUAL	2008 FORECAST	2008 BUDGET	2009 BUDGET	%Increase	Notes
7-	<b>EXPENSES</b>							
0012	2007 CAFÉ CONVENTION	0	47,678	0	0	0	0	
0101	SALARIES PERMANENT	216,037	224,929	224,099	224,099	238,784	7	
0102	SALARIES TEMPORARY	0	3,984	0	0	0	0	
0103	CONVENTION & TRAVEL	8,877	10,092	10,821	10,821	11,146	3	
0104	SUPPLIES & GENERAL	15,350	24,337	19,536	19,536	19,536	0	
0107	EQUIPMENT RENTAL	11,654	15,219	15,888	15,888	15,888	0	
0109	CONTRACT PERSONNEL	23,201	15,962	33,483	33,483	23,483	(30)	2
0110	EXPENSE ALLOWANCES	2,495	3,657	2,000	2,000	2,000	0	
0131	GAPPING ALLOWANCE	0	0	(18,950)	(18,950)	(18,950)	0	1
1040	MEMBERSHIPS	13,904	18,812	14,000	14,000	14,000	0	
1115	MEETINGS	3,380	1,321	2,000	2,000	2,000	0	
1230	POSTAGE	32,928	34,792	31,151	31,151	35,151	13	
2001	RESEARCH & PLANNING	49,940	5,000	50,000	50,000	45,000	(10)	
	<b>TOTAL EXPENSES</b>	<b>377,766</b>	<b>405,781</b>	<b>384,028</b>	<b>384,028</b>	<b>388,038</b>	<b>1</b>	

NOTE: 1. Gapping provision based on City directive.  
2. Budget reduced based on 2007 Actual.

THE BOARD OF GOVERNORS OF EXHIBITION PLACE  
CANADIAN NATIONAL EXHIBITION ASSOCIATION

10-202 AGRICULTURE EXPENSES

ACTV	ACCOUNT NAME	2006 ACTUAL	2007 ACTUAL	2008 FORECAST	2008 BUDGET	2009 BUDGET	%Increase	Notes
7-	<b>EXPENSES</b>							
0100	P.M.D	788	30	3,896	3,896	4,013	3	
0102	SALARIES - TEMP	30,613	29,744	31,827	31,827	32,782	3	
0104	SUPPLIES & GENERAL	4,845	5,654	2,050	2,050	2,050	0	
0107	EQUIPMENT RENTAL	2,889	1,633	5,330	5,330	5,330	0	
2014	PAID DUTY POLICE	0	10,151	0	0	0	0	
2041	GARDEN SHOW	138,193	151,734	153,831	153,831	145,446	(5)	
2103	CAT SHOW	8,136	7,933	7,957	7,957	8,195	3	
2104	HORSE SHOW	556,332	582,736	622,619	622,619	592,619	(5)	
2121	AMBASSADOR OF FAIR	43,679	45,801	53,659	53,659	55,269	3	
2133	THE FARM	343,534	372,328	334,233	334,233	344,260	3	
2155	SUPERDOGS	359,267	369,832	371,315	371,315	382,454	3	
	<b>TOTAL EXPENSE</b>	<b>1,488,275</b>	<b>1,577,576</b>	<b>1,586,716</b>	<b>1,586,716</b>	<b>1,572,418</b>	<b>(1)</b>	

10-202 AGRICULTURE REVENUE

6-	<b>REVENUE</b>							
0470	GRANTS & DONATIONS	15,025	12,125	12,000	12,000	12,000	0	
0478	AGRIC: ENTRY FEES	41,649	38,155	38,000	38,000	38,000	0	
2041	GARDEN SHOW	31,623	34,733	37,317	37,317	37,317	0	
2133	THE FARM	13,449	400	0	0	0	0	
	<b>TOTAL REVENUE</b>	<b>101,746</b>	<b>85,413</b>	<b>87,317</b>	<b>87,317</b>	<b>87,317</b>	<b>0</b>	
	<b>NET PROFIT (LOSS)</b>	<b>(1,386,529)</b>	<b>(1,492,164)</b>	<b>(1,499,399)</b>	<b>(1,499,399)</b>	<b>(1,485,101)</b>	<b>(1)</b>	

NOTE:

THE BOARD OF GOVERNORS OF EXHIBITION PLACE  
CANADIAN NATIONAL EXHIBITION ASSOCIATION

10-203 ENTERTAINMENT EXPENSES

ACTV	ACCOUNT NAME	2006 ACTUAL	2007 ACTUAL	2008 FORECAST	2008 BUDGET	2009 BUDGET	% Increase	Notes
7-	<b>EXPENSES</b>							
0102	SALARIES - TEMP	64,215	58,562	75,881	75,881	78,157	3	
0104	SUPPLIES & GENERAL	1,363	538	1,500	1,500	1,500	0	
0107	EQUIPMENT RENTALS	1,439	1,460	1,500	1,500	1,500	0	
1080	PARADES-WARR/LABOR	59,974	58,471	72,680	72,680	72,680	0	
2145	MIDWAY STAGE	94,172	98,119	104,074	104,074	104,074	0	
2150	BANDSHELL	488,482	350,878	448,933	448,933	448,933	0	
2156	PARK ENTERTAINERS	130,476	144,193	170,468	170,468	170,468	0	
2168	YOUTH TALENT SEARCH	51,037	48,406	55,898	55,898	57,575	3	
2193	HERITAGE COURT STAGE / REMEMBER WHEN	57,523	5,670	45,861	45,861	47,237	3	
2196	STAGE - PINCES' STAGE	75,613	0	85,000	85,000	87,550	3	
2198	TTC AUDITIONS/S.A. CENTRE	2,202	1,952	2,719	2,719	2,719	0	
	<b>TOTAL EXPENSE</b>	<b>1,026,496</b>	<b>768,249</b>	<b>1,064,513</b>	<b>1,064,513</b>	<b>1,072,393</b>	<b>1</b>	

NOTE:

THE BOARD OF GOVERNORS OF EXHIBITION PLACE  
CANADIAN NATIONAL EXHIBITION ASSOCIATION

10-204 ATTRACTIONS EXPENSES

ACTV	ACCOUNT NAME	2006 ACTUAL	2007 ACTUAL	2008 FORECAST	2008 BUDGET	2009 BUDGET	%increase	Notes
7-	<u>EXPENSES</u>							
0102	SALARIES - TEMP	42,729	42,945	42,127	42,127	43,391	3	
2184	KIDS' WORLD	270,693	255,626	293,560	293,560	302,367	3	
2188	KIDS' SCIENCE	34,288	97,300	105,575	105,575	68,742	(35)	1
	<b>TOTAL EXPENSE</b>	<b>347,710</b>	<b>395,872</b>	<b>441,262</b>	<b>441,262</b>	<b>414,500</b>	<b>(6)</b>	

**NOTE** 1. Reduction in expense as all equipment for this program has been purchased and can be used again.

THE BOARD OF GOVERNORS OF EXHIBITION PLACE  
CANADIAN NATIONAL EXHIBITION ASSOCIATION

10-205 SPORTS

ACTV	ACCOUNT NAME	2006 ACTUAL	2007 ACTUAL	2008 FORECAST	2008 BUDGET	2009 BUDGET	%Increase	Notes
7-	<u>EXPENSES</u>							
0102	SALARIES - TEMP	47,942	40,622	48,276	48,276	49,724	3	
0103	CONVENTION & TRAVEL	3,787	838	3,695	3,695	3,695	0	
0104	SUPPLIES & GENERAL	706	618	1,584	1,584	1,584	0	
0105	PRINTING	0	0	400	400	400	0	
2202	BALL PARK	51,354	28,628	28,786	28,786	29,650	3	
2238	SPORTS PAVILION	372,390	320,914	359,228	359,228	359,228	0	
2284	PRINCES' BOULEVARD SHOW	105,990	0	0	0	0		
	<b>TOTAL EXPENSE</b>	<b>582,169</b>	<b>391,621</b>	<b>441,969</b>	<b>441,969</b>	<b>444,281</b>	<b>1</b>	
6-	<u>REVENUE</u>							
2202	BALL PARK	15,000	18,000	12,000	12,000	12,000	0	
	<b>TOTAL REVENUE</b>	<b>15,000</b>	<b>18,000</b>	<b>12,000</b>	<b>12,000</b>	<b>12,000</b>	<b>0</b>	
	<b>NET PROFIT (LOSS)</b>	<b>(567,169)</b>	<b>(373,621)</b>	<b>(429,969)</b>	<b>(429,969)</b>	<b>(432,281)</b>	<b>1</b>	

NOTE:

THE BOARD OF GOVERNORS OF EXHIBITION PLACE  
CANADIAN NATIONAL EXHIBITION ASSOCIATION

10-206 PROGRAM MANAGEMENT EXPENSES

ACTV	ACCOUNT NAME	2006 ACTUAL	2007 ACTUAL	2008 FORECAST	2008 BUDGET	2009 BUDGET	%Increase	Notes
7-	<u>EXPENSES</u>							
0100	P.M.D	385	1,574	1,639	1,639	1,639	(0)	
0101	SALARIES - PERM	249,406	258,373	260,747	260,747	277,575	6	
0102	SALARIES - TEMP	0	7,473	0	0	0	0	
0103	CONVENTIONS & TRAVEL	6,305	3,861	3,902	3,902	3,902	0	
0104	SUPPLIES & GENERAL	1,668	121	804	804	804	0	
0107	EQUIPMENT RENTAL	774	2,166	1,025	1,025	1,025	0	
0110	EXPENSE ALLOWANCE	2,734	2,763	1,025	1,025	1,025	0	
1145	ARCHIVES DISPLAY	41,439	25,916	30,000	30,000	30,900	3	
2029	SOCIAL PROGRAMS - CNE	20,965	36,013	30,596	30,596	31,514	3	
2199	ARTS & CRAFTS DEMONSTRATION	0	0	37,401	37,401	32,401	(13)	
2201	AT HOME PAVILION	0	0	22,401	22,401	23,073	3	
3019	CONTRACTED SERVICES	26,845	27,200	30,182	30,182	31,088	3	
	<b>TOTAL EXPENSE</b>	<b>350,521</b>	<b>365,460</b>	<b>419,723</b>	<b>419,723</b>	<b>434,946</b>	<b>4</b>	

NOTE:

THE BOARD OF GOVERNORS OF EXHIBITION PLACE  
CANADIAN NATIONAL EXHIBITION ASSOCIATION

10-208 CONCESSIONS

ACTV	ACCOUNT NAME	2006 ACTUAL	2007 ACTUAL	2008 FORECAST	2008 BUDGET	2009 BUDGET	% Increase	Notes
7-	<b>EXPENSES</b>							
0100	P.M.D	146,640	150,650	150,824	150,824	159,689	6	
0101	SALARIES - PERM	197,727	205,991	215,829	215,829	221,236	3	
0102	SALARIES - TEMP	139,356	167,799	173,540	173,540	178,746	3	
0103	CONVENTION AND TRAVEL	5,598	7,391	7,467	7,467	7,467	0	
0104	SUPPLIES & GENERAL	9,269	5,274	5,125	5,125	5,125	0	
0110	EXPENSE ALLOWANCES	3,986	2,950	3,000	3,000	3,500	17	
0221	HOUSE ELECTRICIAN/THIRD PARTY	193,115	203,790	204,970	204,970	211,119	3	
1020	SAFETY/SECURITY - CONSULTANT	147,985	196,788	202,363	202,363	208,434	3	
1251	SECURITY	0	51,853	36,000	36,000	70,000	94	1
2025	FOOD BUILDING	218,637	367,220	224,489	224,489	224,489	0	
2166	MIDWAY REVIEW	1,742	1,518	2,500	2,500	2,500	0	
2169	ENTERTAINMENT TENT	38,265	36,328	40,863	40,863	42,089	3	
3019	CONTRACTED SERVICES	35,715	10,010	10,242	10,242	10,549	3	
	<b>TOTAL EXPENSE</b>	<b>1,138,034</b>	<b>1,407,562</b>	<b>1,277,212</b>	<b>1,277,212</b>	<b>1,344,943</b>	<b>5</b>	
6-	<b>REVENUE</b>							
0221	HOUSE ELECTRICIAN/THIRD PARTY	143,783	129,602	146,594	146,594	146,594	0	
0430	RIDES	1,056,794	1,206,981	1,376,173	1,376,173	1,387,673	1	
1281	ABM - AUTOMATED BANK MACHINES - CNE	122,779	120,960	144,000	144,000	144,000	0	
2025	FOOD BUILDING	863,428	871,703	870,000	870,000	896,100	3	2
2032	CONCESSIONS	1,767,647	1,941,693	1,921,764	1,921,764	1,934,764	1	
5850	MEDIEVAL TIMES THEATRE	19,125	23,958.33	23,958	23,958	23,958	0	
	<b>TOTAL REVENUE</b>	<b>3,973,557</b>	<b>4,294,897</b>	<b>4,482,490</b>	<b>4,482,490</b>	<b>4,533,089</b>	<b>1</b>	
	<b>NET PROFIT (LOSS)</b>	<b>2,835,523</b>	<b>2,887,335</b>	<b>3,205,278</b>	<b>3,205,278</b>	<b>3,188,147</b>	<b>(1)</b>	

NOTE: 1. Second phase of CCTV cameras as per risk assessment analysis.

2. To reflect increase in rental rates of 2% in 2009 for one year agreements and 4.05% for 3 year agreements whether signed prior to or after October 31, 2008.



THE BOARD OF GOVERNORS OF EXHIBITION PLACE  
CANADIAN NATIONAL EXHIBITION ASSOCIATION

10-209 CASINO

ACTV	ACCOUNT NAME	2006 ACTUAL	2007 ACTUAL	2008 FORECAST	2008 BUDGET	2009 BUDGET	%Increase	Notes
7-	<b>EXPENSES</b>							
0100	PMD - SITE PREPARATION	134,314	136,945	128,000	128,000	128,000	0	
0102	SALARIES - TEMPORARY	2,049,251	2,067,029	2,436,960	2,436,960	2,239,000	(8)	1
0103	CONVENTIONS & TRAVEL	0	7,804	0	0	0	0	
0104	SUPPLIES & GENERAL	37,403	32,283	40,000	40,000	36,000	(10)	
0107	EQUIPMENT RENTALS	230,200	271,414	265,000	265,000	265,000	0	
0438	ADVERTISING AND PROMOTION	122,073	148,588	135,000	135,000	135,000	0	
0470	COMMUNITY GRANTS/CNEA FOUNDATION	6,000	12,000	12,000	12,000	12,000	0	
3095	LICENSES - GAMING	169,244	175,465	200,000	200,000	200,000	0	
	<b>TOTAL EXPENSE</b>	<b>2,748,485</b>	<b>2,851,527</b>	<b>3,216,960</b>	<b>3,216,960</b>	<b>3,015,000</b>	<b>(6)</b>	
6-	<b>REVENUE</b>							
2010	TRAINING SCHOOL	29,006	27,298	25,000	25,000	25,000	0	
5703	CASINO	5,293,445	5,993,818	5,920,000	5,920,000	5,574,440	(6)	1
	<b>TOTAL REVENUE</b>	<b>5,322,451</b>	<b>6,021,116</b>	<b>5,945,000</b>	<b>5,945,000</b>	<b>5,599,440</b>	<b>(6)</b>	
	<b>NET PROFIT (LOSS)</b>	<b>2,573,967</b>	<b>3,169,589</b>	<b>2,728,040</b>	<b>2,728,040</b>	<b>2,584,440</b>	<b>(5)</b>	

**NOTE:** 1. Six Less operating days in 2009 due to World Percheron Congress which was specific to 2008.

THE BOARD OF GOVERNORS OF EXHIBITION PLACE  
CANADIAN NATIONAL EXHIBITION ASSOCIATION

10-210 MARKETING EXPENSES

ACTV	ACCOUNT NAME	2006 ACTUAL	2007 ACTUAL	2008 FORECAST	2008 BUDGET	2009 BUDGET	%Increase	Notes
7-	<b>EXPENSES</b>							
0011	WEB BASED INITIATIVES	66,538	54,982	60,000	60,000	60,000	0	
0014	CONTRA SPONSORSHIP	765,900	1,172,798	0	0	0	0	
0015	ONLINE EVENT SALES	0	6,551	6,775	6,775	6,775	0	
0100	P.M.D	20	0	0	0	0	0	
0101	SALARIES PERMANENT	167,049	265,448	177,559	177,559	187,195	5	
0102	SALARIES TEMPORARY	35,941	72,259	76,854	76,854	79,160	3	
0103	CONVENTION & TRAVEL	7,547	7,767	7,483	7,483	8,000	7	
0104	SUPPLIES & GENERAL	7,850	5,927	7,995	7,995	7,995	0	
0107	EQUIPMENT RENTAL	6,454	5,060	1,500	1,500	4,500	200	1
0109	CONTRACT SALARIES (SPONSORSHIP)	0	0	70,000	70,000	77,266	10	
0110	EXPENSE ALLOWANCES	3,583	1,554	2,112	2,112	2,112	0	
0125	SPONSORSHIP COMMISSION			15,000	15,000	25,000	67	2
0424	GO TRANSIT COMMISSION	0	16,575	13,041	13,041	17,000	30	1
0425	GO TRANSIT TICKET PRINTING	0	2,659	1,800	1,800	2,700	50	
0570	SPONSORSHIP EXPENSES	59,948	85,147	60,370	60,370	70,000	16	
1060	OFFICIAL PHOTOGRAPHERS	5,000	5,000	5,000	5,000	5,000	0	
1065	ADVERTISING	816,558	758,699	970,750	970,750	952,022	(2)	
1066	PROMOTIONS	52,774	50,091	74,610	74,610	60,000	(20)	
1067	ADVERTISING PRODUCTION & MATERIALS	391,591	323,155	319,700	319,700	319,700	0	
1069	OPENING WEEKEND EXTRAVAGANZA	51,749	50,000	0	0	0	0	
1070	COMMUNITY OUTREACH	34,588	17,903	33,800	33,800	27,000	(20)	
1261	SCHOOL PASSES	47,510	48,333	50,000	50,000	50,000	0	
1263	PUBLIC RELATIONS	17,720	18,020	20,000	20,000	20,000	0	
1269	GROUP SALES	52,761	50,177	55,375	55,375	55,375	0	
1270	ADVANCE SALES	11,470	4,549	10,793	10,793	10,793	0	
1271	COMMUNITY GROUP SALES COMMISSION	0	4,362	1,284	1,284	1,284	0	
1272	GROUP SALES COMMISSION	0	42,601	21,441	21,441	50,000	133	1
1273	ADVANCE SALES COMMISSION	0	109,067	111,500	111,500	111,500	0	
1278	OPENING DAY CEREMONIES	0	8,237	10,000	10,000	10,000	0	
2104	HORSE SHOW	36,936	23,987	31,673	31,673	31,673	0	
3019	CONTRACTED SERVICES	361,930	255,139	267,650	267,650	273,382	2	
	<b>TOTAL EXPENSE</b>	<b>3,001,416</b>	<b>3,466,045</b>	<b>2,484,063</b>	<b>2,484,063</b>	<b>2,525,431</b>	<b>2</b>	

1. Budget increased based on 2007 Actual.

2. increase due to additional revenue budgeted

THE BOARD OF GOVERNORS OF EXHIBITION PLACE

10-210 MARKETING REVENUE

ACTV	ACCOUNT NAME	2006 ACTUAL	2007 ACTUAL	2008 FORECAST	2008 BUDGET	2009 BUDGET	%Increase	Notes
6-	<b>REVENUE</b>							
0015	ONLINE EVENT SALES	45,317	131,364	140,130	140,130	140,130	0	
0014	CONTRA SPONSORSHIP	765,900	1,172,798	0	0	0	0	
0424	GO TRANSIT	214,127	312,732	310,981	310,981	315,000	1	
0570	SPONSORSHIP	684,489	793,854	725,000	725,000	795,676	10	
1269	GROUP SALES	447,391	739,791	759,440	759,440	759,440	0	
1270	ADVANCE SALES	587,917	673,838	730,571	730,571	730,571	0	
1271	COMMUNITY GROUP SALES	11,517	13,450	12,358	12,358	12,358	0	
2194	GOVERNMENT GRANT EXPECTATION	0	93,750	350,000	350,000	100,000	(71)	1
	<b>TOTAL REVENUE</b>	<b>2,756,658</b>	<b>3,931,577</b>	<b>3,028,480</b>	<b>3,028,480</b>	<b>2,853,175</b>	<b>(6)</b>	
	<b>NET PROFIT (LOSS)</b>	<b>(244,758)</b>	<b>465,531</b>	<b>544,417</b>	<b>544,417</b>	<b>327,744</b>	<b>(40)</b>	

NOTE 1. Decrease due to removal of grant money from Celebrate Ontario; Grant was specific to 2008.

THE BOARD OF GOVERNORS OF EXHIBITION PLACE  
CANADIAN NATIONAL EXHIBITION ASSOCIATION

10-211 CIAS EXPENSES

ACTV	ACCOUNT NAME	2006 ACTUAL	2007 ACTUAL	2008 FORECAST	2008 BUDGET	2009 BUDGET	%Increase	Notes
7-	<u>EXPENSES</u>							
2502	CIAS SUPPORT	424,984	425,643	455,000	455,000	455,000	0	1
	<b>TOTAL EXPENSE</b>	<b>424,984</b>	<b>425,643</b>	<b>455,000</b>	<b>455,000</b>	<b>455,000</b>	<b>0</b>	

NOTE: 1.Payment as per CIAS contract.

THE BOARD OF GOVERNORS OF EXHIBITION PLACE  
CANADIAN NATIONAL EXHIBITION ASSOCIATION

10-212 SPECIAL FEATURES - EXPENSES

ACTV	ACCOUNT NAME	2006 ACTUAL	2007 ACTUAL	2008 FORECAST	2008 BUDGET	2009 BUDGET	%Increase	Notes
7-	<b><u>EXPENSES</u></b>							
	2020 PARADES	151,267	116,379	130,000	130,000	130,000	0	
	2024 PRINCES' BLVD FEATURE	50,815	81,336	57,160	57,160	60,160	5	
	2028 RICOH	359,908	380,891	418,900	418,900	418,900	0	
	2031 SPECIAL FEATURE	188,381	450,016	425,688	425,688	438,459	3	
	2285 CIRQUE / ICE BAR/HERITAGE COURT PROGRAMME	216,386	0	0	0	210,000	100	1
	CONFERENCE CENTRE PROGRAMME	0	0	0	0	336,374		
	<b>TOTAL EXPENSE</b>	<b>966,758</b>	<b>1,028,622</b>	<b>1,031,748</b>	<b>1,031,748</b>	<b>1,593,893</b>	<b>54</b>	

NOTE: 1. To create new feature exhibit in the Heritage Court.

THE BOARD OF GOVERNORS OF EXHIBITION PLACE  
CANADIAN NATIONAL EXHIBITION ASSOCIATION

10-213 INTERNATIONAL EXHIBITS - EXPENSES

ACTV	ACCOUNT NAME	2006 ACTUAL	2007 ACTUAL	2008 FORECAST	2008 BUDGET	2009 BUDGET	%Increase	Notes
7-	<u>EXPENSES</u>							
0100	PMD	2,245	1,843	5,402	5,402	5,565	3	
0102	SALARIES TEMPORARY	12,284	17,330	23,804	23,804	24,518	3	
0107	EQUIPMENT RENTALS	12,405	15,571	17,314	17,314	17,834	3	
2020	PRODUCTION COSTS	24,980	23,563	24,521	24,521	25,257	3	
2199	ARTS & CRAFTS DEMONSTRATION	84,120	28,713	0	0	0	0	
2201	AT HOME PAVILION	0	53	0	0	0	0	
3019	CONTRACTED SERVICES	61,930	59,681	65,280	65,280	67,238	3	
	<b>TOTAL EXPENSES</b>	<b>197,964</b>	<b>146,753</b>	<b>136,322</b>	<b>136,322</b>	<b>140,412</b>	<b>3</b>	

NOTE:

THE BOARD OF GOVERNORS OF EXHIBITION PLACE  
CANADIAN NATIONAL EXHIBITION ASSOCIATION

10-305 UTILITIES

ACTV	ACCOUNT NAME	2006 ACTUAL	2007 ACTUAL	2008 FORECAST	2008 BUDGET	2009 BUDGET	%Increase	Notes
7-	<b>EXPENSES</b>							
3060	HYDRO	339,715	390,303	360,303	360,303	374,715	4	
3070	WATER	90,619	96,056	96,056	96,056	103,741	8	
	<b>TOTAL EXPENSE</b>	<b>430,334</b>	<b>486,359</b>	<b>456,359</b>	<b>456,359</b>	<b>478,456</b>	<b>5</b>	<b>1</b>
6-	<b>REVENUE</b>							
0305	UTILITY RECOVERY	67,481	68,459	70,000	70,000	70,000	0	2
	<b>NET PROFIT (LOSS)</b>	<b>(362,853)</b>	<b>(417,900)</b>	<b>(386,359)</b>	<b>(386,359)</b>	<b>(408,456)</b>	<b>6</b>	

NOTE: 1. Gas charges during the CNE are nominal therefore not included.

2. Fees are charged to recover utilities from concessionaires and exhibitors during the CNE.

THE BOARD OF GOVERNORS OF EXHIBITION PLACE

CANADIAN NATIONAL EXHIBITION ASSOCIATION

10-307 CLEANING SERVICES EXPENSES

ACTV	ACCOUNT NAME	2006 ACTUAL	2007 ACTUAL	2008 FORECAST	2008 BUDGET	2009 BUDGET	%increase	Notes
7-	<u>EXPENSES</u>							
0102	SALARIES - TEMP	381,839	395,038	396,629	396,629	408,528	3	
0405	RECOVERIES - CARDBOARD	0	(2,108)	(2,000)	(2,000)	(2,000)	0	
3078	CITY DUMPING FEES	40,745	42,497	45,114	45,114	46,467	3	
	CO-MINGLE BINS	0	0	0	0	4,600		1
TOTAL EXPENSE		422,584	435,428	439,743	439,743	457,595	4	

1. Supplied free of charge by the City in prior years.



THE BOARD OF GOVERNORS OF EXHIBITION PLACE  
CANADIAN NATIONAL EXHIBITION ASSOCIATION

10-310 GROUNDS MAINTENANCE EXPENSES

ACTV	ACCOUNT NAME	2006 ACTUAL	2007 ACTUAL	2008 FORECAST	2008 BUDGET	2009 BUDGET	%Increase	Notes
7-	<b>EXPENSES</b>							
0102	SALARIES - TEMP - LABOUR							
0102	SALARIES - TEMP - CARPENTRY STANDBY							
0102	SALARIES - TEMP - PAINTERS STANDBY							
0102	SALARIES - TEMP - LOCKSHOP STANDBY							
0102	SALARIES - TEMP - WELDING STANDBY							
0102	SALARIES - TEMP - PLUMBING STANDBY							
0102	SALARIES - TEMP - FIRE PROTECTION STANDBY							
0102	SALARIES - TEMP - MECHANICS ( GARAGE ) STANDBY							
0102	SALARIES - TEMP - IATSE STANDBY							
0102	STANDBY TOTAL	222,268	189,916	230,586	230,586	237,504	3	
0104	SUPPLIES & GENERAL	4,930	4,930	5,448	5,448	5,448	0	
3119	SITE IMPROVEMENTS	132,996	120,656	89,200	89,200	120,000	35	1
3120	SEED & SOD	0	0	9,500	9,500	9,500	0	
	<b>TOTAL EXPENSE</b>	<b>360,194</b>	<b>315,502</b>	<b>334,734</b>	<b>334,734</b>	<b>372,452</b>	<b>11</b>	

**NOTE 1.** Site improvement costs include maintenance of grounds and preparatory work for the CNE.

The decrease in 2008 was primarily due to a significant amount of the costs being transferred to the Capital Projects. 2009 reflect prior years experience

THE BOARD OF GOVERNORS OF EXHIBITION PLACE  
CANADIAN NATIONAL EXHIBITION ASSOCIATION

10-317 CLIENT SERVICES EXPENSES

ACTV 7- EXPENSES	ACCOUNT NAME	2006 ACTUAL	2007 ACTUAL	2008 FORECAST	2008 BUDGET	2009 BUDGET	%Increase	Notes
0102	TEMP SALARIES	168,154	156,653	176,024	176,024	181,305	3	
1252	INFORMATION SERVICES	6,085	10,691	22,280	22,280	22,948	3	
1253	BABY REST	770	417	2,238	2,238	2,238	0	
1256	BOY SCOUTS	12,073	12,255	16,800	16,800	16,800	0	
1257	INFORMATION SIGNAGE	10,716	8,386	15,078	15,078	15,078	0	
1258	LOST CHILDREN	5,218	4,220	7,280	7,280	7,280	0	
1260	CNE MEDICAL CENTRE	47,382	53,769	48,722	48,722	53,922	11	1
1268	MERCHANDISING	17,764	28,341	0	0	0	0	
2186	TRAINS	15,292	21,712	17,990	17,990	21,915	22	1
2187	STAFF TRAINING	7,040	11,863	10,927	10,927	12,220	12	
2189	FRIENDS OF CNE	5,049	6,384	6,182	6,182	6,182	(0)	
	<b>TOTAL EXPENSE</b>	<b>295,544</b>	<b>314,691</b>	<b>323,522</b>	<b>323,522</b>	<b>339,888</b>	<b>5</b>	

10-317 CLIENT SERVICES - REVENUE

6- REVENUE

1256	BOY SCOUTS/STROLLER RENTAL	7,439	4,158	1,500	1,500	4,000	167	
1268	MERCHANDISING	20,903	0	0	0	0	0	
	<b>TOTAL REVENUE</b>	<b>28,341</b>	<b>4,158</b>	<b>1,500</b>	<b>1,500</b>	<b>4,000</b>	<b>167</b>	
	<b>NET PROFIT (LOSS)</b>	<b>(267,203)</b>	<b>(310,533)</b>	<b>(322,022)</b>	<b>(322,022)</b>	<b>(335,888)</b>	<b>4</b>	

NOTE: 1. Budget increased based on 2007 Actual.

THE BOARD OF GOVERNORS OF EXHIBITION PLACE  
CANADIAN NATIONAL EXHIBITION ASSOCIATION

10-318 BUILDING RENTALS - EXPENSES

ACTV	ACCOUNT NAME	2006 ACTUAL	2007 ACTUAL	2008 FORECAST	2008 BUDGET	2009 BUDGET	%Increase	Notes
7-	<b>EXPENSES</b>							
0101	SALARIES PERMANENT	125,349	167,540	165,674	165,674	173,868	5	
0102	SALARIES TEMPORARY	93,616	46,574	63,571	63,571	60,301	(5)	
0102	CONVENTION AND TRAVEL	0	0	1,500	1,500	1,500	0	
0104	SUPPLIES & GENERAL	1,893	1,296	1,712	1,712	1,712	0	
0105	PRINTING	2,242	2,792	2,060	2,060	2,060	0	
0110	EXPENSE ALLOWANCE	1,055	2,187	500	500	500	0	
2021	INTERNATIONAL PAVILION	233,337	232,273	243,671	243,671	248,544	2	
2030	AT HOME PAVILION	201,570	213,084	224,156	224,156	228,639	2	
2040	Q.E. BUILDING (ARTS CRAFTS & HOBBIES)	107,651	112,144	118,011	118,011	120,371	2	
2105	WAREHOUSE OUTLET PAVILION	25,690	25,970	26,416	26,416	26,416	0	
2238	WAREHOUSE EXTENSION / SPORTS ZONE	24,746	20,721	28,679	28,679	28,679	0	
2450	OUTDOOR RETAIL	44,002	39,789	52,403	52,403	58,689	12	1
	<b>TOTAL EXPENSE</b>	<b>861,151</b>	<b>864,369</b>	<b>928,353</b>	<b>928,353</b>	<b>951,279</b>	<b>2</b>	

10-318 BUILDING RENTALS REVENUE

6-	<b>REVENUE</b>							
2021	INTERNATIONAL PAVILION	828,339	802,466	802,466	802,466	818,515	2	
2022	WEST ANNEX	0	289,372	0	0	0	0	
2030	AT HOME PAVILION	854,424	587,057	876,428	876,428	893,957	2	
2040	Q.E. BUILDING (ARTS CRAFTS & HOBBIES)	284,856	285,245	302,360	302,360	308,407	2	
2105	WAREHOUSE PAVILION/SAMPLE ALLEY	165,755	168,628	184,959	184,959	188,658	2	
2238	WAREHOUSE EXTENSION / SPORTS ZONE	159,612	193,193	119,625	119,625	122,018	2	
2450	OUTDOOR RETAIL	167,147	164,475	174,475	174,475	177,964	2	
	<b>TOTAL REVENUE</b>	<b>2,460,132</b>	<b>2,490,435</b>	<b>2,460,313</b>	<b>2,460,313</b>	<b>2,509,519</b>	<b>2</b>	
	<b>NET PROFIT (LOSS)</b>	<b>1,598,981</b>	<b>1,626,066</b>	<b>1,531,960</b>	<b>1,531,960</b>	<b>1,558,240</b>	<b>2</b>	

NOTE 1. To reflect GES rental and labour increase.

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

PAGE	DEPARTMENT	2006 ACTUAL	2007 ACTUAL	2008 FORECAST	2008 BUDGET	2009 BUDGET	%Increase	Notes
<b>REVENUE</b>								
	RENTAL INCOME - TENANTS	660,706	716,447	752,250	755,702	802,495	6	1
	MLSE/RICOH CONTRIBUTION	350,880	488,380	500,808	500,808	500,808	0	9
	ADDITIONAL RENT-MLSE/RICOH COLISEUM	91,148	82,734	82,754	82,754	87,681	6	2
	SUB-TOTAL	1,102,734	1,287,561	1,335,812	1,339,264	1,390,984	4	
	RENTAL INCOME - EVENTS	748,958	779,459	387,000	677,229	689,550	2	3
	ADVERTISING	407,294	413,314	414,394	411,005	596,408	45	10
	CATERING CONCESSIONS	18,822	54,203	45,000	37,997	49,000	29	
	RENTAL REVENUE	2,277,808	2,534,537	2,182,206	2,465,495	2,725,942	11	
	SHOW SERVICES							
	- TENANTS	1,105,779	1,490,139	1,365,000	1,116,215	1,385,516	24	4
	- EVENTS	1,282,865	1,299,403	783,000	1,257,096	1,140,081	(9)	5
	THIRD PARTY REVENUE	2,388,644	2,789,542	2,148,000	2,373,311	2,525,597	6	
32	PARKING	4,589,583	5,862,680	5,815,392	5,087,667	5,516,920	8	6
	DIRECT REVENUE	9,256,035	11,186,759	10,145,598	9,926,473	10,768,459	8	
	CNE RECOVERY - DIRECT COST	506,696	531,429	538,353	538,353	239,309	(56)	
	INDIRECT REVENUE - Admin Mark-up and Naming Fees	120,204	400,460	401,212	340,000	1,001,841	195	8
	60.00							
	TOTAL REVENUE	9,882,936	12,118,648	11,085,163	10,804,826	12,009,609	11	
<b>EXPENSE</b>								
32	PARKING	1,603,675	1,948,026	1,987,582	1,831,564	2,032,680	11	
	SHOW SERVICES							
	- TENANTS	1,059,589	1,289,940	1,195,000	985,899	1,216,675	23	
	- EVENTS	1,066,942	968,774	600,000	931,988	879,092	(6)	
	EVENTS PMD COSTS	17,616	87,097	4,215	208,763	292,508	40	7
	SUB TOTAL	2,144,147	2,345,811	1,799,215	2,126,650	2,388,276	12	
	TOTAL EXPENSE	3,747,822	4,293,837	3,786,797	3,958,214	4,420,956	12	
	GROSS PROFIT	6,135,113	7,824,812	7,298,366	6,846,612	7,588,654	11	

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

**NOTES:**

1. Contractual Rent Increase on Tenants ; + new tenant in QE (Mod Club) Theatre.
2. Ex Place services for security monitoring and building operators coverage for night time walk through.
3. Includes services to Grand Prix Association Toronto (GPAT) in 2009, 08 forecast lower than budget due to loss of GPAT in 2008, offset by additional new events.
4. Increase in services ordered from major tenants such as Liberty Grand, Muzik and Medieval Times.
5. Additional concessions to GPAT in 2009, includes \$ 21,000 telecom revenue reduction given to GPAT.  
2008 forecast lower due to loss of GPAT
6. Increase in Parking Revenue due to Bi-Annual Shows in DEC, increase in tenants parking, Ricoh + BMO Field  
2008 forecast up due to increase in DEC events, tenants, Ontario Place, Ricoh and BMO Field.
7. PMD Costs in 2009 includes additional concessions for GPAT services reduction; forecast lower due to loss of event in 2008
8. Admin. Fee on MLSE for Ricoh Coliseum & BMO Field and tenants.
9. Per contractual arrangement with MLSE/BPC (Lease/Sub-lease)
10. Outdoor billboard signage - Per contractual obligation with Astral Media (Gardiner) & CBS Outdoor (Strachan). Astral agreement expires at end of Dec. 08 and CBS in August 09; increase due to assumed renewal of contract at a higher base fee

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

ACTV	ACCOUNT NAME	2006 ACTUAL	2007 ACTUAL	2008 FORECAST	2008 BUDGET	2009 BUDGET	% Increase	Notes
6-	<b>REVENUE</b>							
0000	PARKING REVENUE [Note 10]							
0003	DEC Events	2,920,165	3,289,652	3,323,687	3,018,667	3,239,420	7	
0004	Tenants	421,389	538,652	642,959	480,000	586,500	22	
0005	EP Events	471,398	455,609	309,751	318,500	287,000	(10)	14
0006	Ontario Place Events	236,224	140,144	225,439	165,000	190,000	15	
	<b>SUB-TOTAL PARKING REVENUE</b>	<b>4,049,176</b>	<b>4,424,057</b>	<b>4,501,836</b>	<b>3,982,167</b>	<b>4,302,920</b>	<b>8</b>	
3091	RICOH COLISEUM	326,826	261,593	425,269	386,000	397,000	3	15
4756	Stadium - SUBJECT TO REBATE	0	377,580	552,131	471,000	508,000	8	7
4760	Stadium - NOT SUBJECT TO REBATE	0	558,947	136,691	61,500	117,000	90	
5850	MEDIEVAL TIMES	175,054	194,464	194,532	181,000	186,000	3	
5902	FLEET STREET	3,665	1,289	4,933	6,000	6,000	0	1
5910	MLSE - PARKING	34,863	44,750	0	0	0	0	
	<b>TOTAL REVENUE</b>	<b>4,589,583</b>	<b>5,862,680</b>	<b>5,815,392</b>	<b>5,087,667</b>	<b>5,516,920</b>	<b>8</b>	
7-	<b>EXPENSE</b>							
0100	P.M.D	168,794	203,136	140,000	115,000	139,000	21	2
0101	SALARIES - PERMANENT	353,390	356,046	366,180	366,180	437,009	19	3
0141	BENEFITS - PERMANENT	82,584	86,042	92,836	92,836	110,625	19	4
0102	SALARIES AND BENEFITS - HOURLY	520,079	606,463	581,188	518,705	547,392	6	
0104	SUPPLIES & GENERAL	2,202	3,099	4,000	4,000	4,000	0	
0105	PRINTING	9,462	15,132	8,000	8,000	8,000	0	
0107	EQUIPMENT RENTALS	1,275	0	37,800	40,000	80,000	100	9
0110	EXPENSE ALLOWANCE	450	585	3,000	2,000	2,000	0	
1155	AUDIT	1,924	3,604	2,000	2,000	2,000	0	
1205	UNIFORMS	7,752	8,382	10,000	10,000	10,000	0	
1220	BANK AND CREDIT CARD CHARGES	36,874	84,891	58,000	59,000	60,000	2	
2037	EXHIBITOR SERVICES	10,479	9,313	500	8,000	0	(100)	5
3002	SECURITY	19,880	57,908	45,000	30,000	50,000	67	6
3019	CONTRACT SERVICES	3,323	7,331	5,000	5,000	5,000	0	13
3030	ROAD MARKINGS AND SIGN REPAIRS (from 50-323)	10,844	4,516	10,000	10,000	10,000	0	
3092	RICOH COLISEUM REBATE [Note 11]	240,071	242,730	318,952	289,500	279,000	(4)	
3093	Stadium REBATE [Note 11]	0	121,696	183,860	156,843	171,655	9	8
5850	MEDIEVAL TIMES REBATE [Note 11]	87,691	80,306	97,266	90,500	93,000	3	
5902	FLEET STREET CITY REBATE [Note 11]	22,320	28,616	24,000	24,000	24,000	0	1
5910	MLSE - PARKING	24,282	28,230	0	0	0		
	<b>TOTAL EXPENSE</b>	<b>1,603,675</b>	<b>1,948,026</b>	<b>1,987,582</b>	<b>1,831,564</b>	<b>2,032,680</b>	<b>11</b>	
	<b>NET PROFIT (LOSS)</b>	<b>2,985,908</b>	<b>3,914,654</b>	<b>3,827,810</b>	<b>3,256,103</b>	<b>3,484,240</b>	<b>7</b>	

THE BOARD OF GOVERNORS OF EXHIBITION PLACE  
EXHIBITION PLACE

50-108 PARKING AND TRAFFIC REVENUES AND EXPENSES

- NOTE: 1. Fleet Street Parking revenue that is associated to shows is reflected in the shows income. The revenue budgeted represents all other parking related revenue. Of all Fleet Street Parking Revenue a 50% rebate is paid to the City (a/c 5902)
2. PMD includes signage, cost of coin and card processing machines - reflects prior years experience
  3. Budgeted provision for Merit increase; and also for one additional staff.
  4. Includes benefits for one additional staff.
  5. Cost will be covered for within Exhibitor Services.
  6. Additional paid duty for Toronto Football Club(TFC) games.
  7. FC games are subject to rebate per contractual arrangement.
  8. Rebate based on projected revenue which is higher in 2009.
  9. There are 9 Precise Park Link rented park and display machines @ \$ 350 per month for 12 months (approx. \$38K) and additional revenue control equipment needs to be rented.
  10. Rate change from \$ 10.00 to \$ 11.00 effective July 2007. Rate change from \$11.00 - \$12.00 effective July 2008.
  11. Parking Sources Rebates: Fleet Street (50%), Medieval (50%), Ricoh (75%), Stadium (33%)
  13. For Chubb Door alarm monitoring and Inkas money pick up.
  14. In 2008 Ride for Heart and NBA 3on 3 were budgeted for, not sure to repeat in 09
  15. Forecast 08 higher due to Marlies going to conference finals.

THE BOARD OF GOVERNORS OF EXHIBITION PLACE

EXHIBITION PLACE

OVERHEAD EXPENSE SUMMARY

PAGE	DEPARTMENT	2006 ACTUAL	2007 ACTUAL	2008 FORECAST	2008 BUDGET	2009 BUDGET	%Increase	Notes
35	CHIEF EXECUTIVE OFFICER	613,838	517,890	542,816	540,669	569,757	5	
36	BOARD OF GOVERNORS	61,467	78,328	54,000	49,000	57,000	16	
37	CORPORATE SECRETARY	398,215	454,745	460,065	464,240	460,665	(1)	
38	ARCHIVES & COMMERCIAL RECORDS	161,442	174,543	210,096	211,397	240,129	14	
39	PURCHASING & STORES	218,976	227,288	250,632	249,308	256,371	3	
40	HUMAN RESOURCES	434,132	452,763	516,019	464,639	558,585	20	
41	FINANCE	2,746,287	3,581,048	2,448,259	2,230,310	2,399,291	8	
43	COMMUNITY GRANTS	56,478	55,967	59,200	59,200	59,200	0	
44	SPONSORSHIP	0	10,000	0	0	0	0	
45	OPERATIONS ADMINISTRATION	1,568,127	1,459,484	1,567,700	1,572,509	1,647,339	5	
47	NAMING RIGHTS - ALL STREAM CONFERENCE CENTRE	0	0	0	0	520,000		
48	UTILITIES	3,101,645	3,688,039	3,462,318	3,589,402	3,600,985	0	
49	CLEANING SERVICES	792,616	878,413	883,432	871,586	912,751	5	
50	SPECIAL APPROPRIATIONS	330,788	493,668	496,119	496,119	495,620	(0)	
51	FACILITY SERVICES	1,229,322	1,391,535	1,626,423	1,539,744	1,686,891	10	
52	LABOUR	409,319	516,403	523,000	522,836	571,127	9	
53	ELECTRICAL	1,071,169	1,299,378	1,230,600	1,210,816	1,254,493	4	
54	ENGINEERING	9,186	8,911	7,322	7,322	7,322	0	
55	WELDING	68,978	68,556	79,543	79,543	82,146	3	
56	CARPENTRY	666,117	749,504	810,000	811,019	835,633	3	
57	PAINTING	352,241	305,437	381,750	380,923	391,101	3	
58	MECHANICAL & GARAGE	379,031	311,689	418,800	419,659	423,590	1	
59	PLUMBING	630,870	780,702	949,800	949,048	955,120	1	
60	HVAC	878,962	836,334	1,044,000	1,043,742	1,047,417	0	
61	IATSE	188,470	145,451	173,020	186,993	181,759	(3)	
62	CREATIVE SERVICES - SIGN SHOP	48,234	65,530	68,300	60,321	61,335	2	
63	SECURITY & COMMUNICATIONS	1,331,415	1,351,621	1,408,637	1,448,566	1,559,459	8	
	<b>TOTAL EXPENSE</b>	<b>17,747,324</b>	<b>19,903,225</b>	<b>19,671,851</b>	<b>19,458,910</b>	<b>20,835,083</b>	<b>7</b>	
	LESS: ADMIN. SUPPORT TO CNE	(1,164,130)	(1,157,804)	(1,192,538)	(1,192,538)	(1,359,427)	14	1
	LESS: SITE PREP. - CNE	(1,984,315)	(2,034,776)	(2,095,819)	(2,095,819)	(2,342,776)	12	1
	<b>TOTAL EXPENSE</b>	<b>14,598,879</b>	<b>16,710,645</b>	<b>16,383,494</b>	<b>16,170,553</b>	<b>17,132,880</b>	<b>(1)</b>	
41	REVENUE - FINANCE	120,204	390,460	467,630	330,125	481,841	46	
44	REVENUE - SPONSORSHIP	0	10,000	0	0	0		
47	REVENUE - NAMING RIGHTS	0	0	0	0	520,000		
	<b>TOTAL INDIRECT REVENUE</b>	<b>120,204</b>	<b>400,460</b>	<b>467,630</b>	<b>330,125</b>	<b>1,001,841</b>	<b>203</b>	
	<b>NET</b>	<b>14,478,675</b>	<b>16,310,185</b>	<b>15,915,864</b>	<b>15,840,428</b>	<b>16,131,039</b>	<b>2</b>	

NOTE 1. % change are result of new MOU 3 years arrangement for the period 2008-2010



THE BOARD OF GOVERNORS OF EXHIBITION PLACE  
OVERHEAD

50-100 CHIEF EXECUTIVE OFFICER

ACTV	ACCOUNT NAME	2006 ACTUAL	2007 ACTUAL	2008 FORECAST	2008 BUDGET	2009 BUDGET	%Increase	Notes
7-	<b>EXPENSE</b>							
0101	SALARIES - PERM	216,903	229,036	240,000	237,853	261,242	10	1
0141	BENEFITS - PERM	50,688	55,349	56,821	56,821	62,520	10	
0103	CONVENTIONS & TRAVEL	8,504	7,196	41,695	41,695	41,695	0	2
0104	SUPPLIES & GENERAL	1,742	942	2,500	2,500	2,500	0	
0107	EQUIPMENT RENTALS	5,703	5,821	6,000	6,000	6,000	0	
0110	EXPENSE ALLOWANCES	1,884	2,446	5,000	5,000	5,000	0	
1010	PRESENTATIONS/PROMO.	513	0	2,000	2,000	2,000	0	
1020	CONSULTANTS FEES	176,651	34,434	60,000	60,000	60,000	0	
1040	MEMBERSHIPS	3,009	3,005	2,200	2,200	2,200	0	
1120	CORPORATE ENTERTAINMENT	0	0	3,000	3,000	3,000	0	
1131	STAFF DEVELOPMENT	295	0	3,600	3,600	3,600	0	
1165	LEGAL FEES	147,945	179,661	120,000	120,000	120,000	0	
	<b>TOTAL EXPENSE</b>	<b>613,838</b>	<b>517,890</b>	<b>542,816</b>	<b>540,669</b>	<b>569,757</b>	<b>5</b>	

NOTE: 1. Provision for Merit increase.

2. Includes travel for all departments on grounds except for the Marketing Department 8003.

THE BOARD OF GOVERNORS OF EXHIBITION PLACE  
OVERHEAD

50-101 BOARD OF GOVERNORS EXPENSES

ACTV	ACCOUNT NAME	2006 ACTUAL	2007 ACTUAL	2008 FORECAST	2008 BUDGET	2009 BUDGET	%Increase	Notes
7-	<u>EXPENSE</u>							
0104	SUPPLIES & GENERAL	14,261	8,671	10,000	10,000	10,000	0	
1045	CORPORATE PLANNING	19,990	36,445	25,000	20,000	25,000	25	1
1115	MEETINGS/RECEPTIONS	27,216	33,212	19,000	19,000	22,000	16	2
	<b>TOTAL EXPENSE</b>	<b>61,467</b>	<b>78,328</b>	<b>54,000</b>	<b>49,000</b>	<b>57,000</b>	<b>16</b>	

**NOTE:** 1. In 2008 there were a number of unscheduled events that the Board received tickets for in both suites at Ricoh and BMO and will assume the same will take place in 2009.

2. Increase in Committee and other meetings scheduled by the Chair.

THE BOARD OF GOVERNORS OF EXHIBITION PLACE  
OVERHEAD

50-103 CORPORATE SECRETARY EXPENSES

ACTV	ACCOUNT NAME	2006 ACTUAL	2007 ACTUAL	2008 FORECAST	2008 BUDGET	2009 BUDGET	% Increase	Notes
7-	<b>EXPENSE</b>							
0100	P.M.D	6,653	9,294	3,000	2,500	3,000	20	2
0101	SALARIES - PERM	205,313	224,566	271,751	271,751	278,343	2	1
0141	BENEFITS - PERM AND CONTRACT	49,636	54,269	69,814	69,814	70,834	1	
0102	SALARIES AND BENEFITS - HOURLY	24,791	46,697	0	0	0	0	
0104	SUPPLIES & GENERAL	17,055	22,703	25,000	22,900	25,000	9	2
0107	EQUIPMENT RENTAL	23,683	15,776	20,000	26,000	26,000	0	3
0109	CONTRACT PERSONNEL	7,088	8,541	0	0	0	0	
0110	EXPENSE ALLOWANCES	0	91	500	1,000	1,000	0	
0114	CNE RECOVERIES	(2,354)	(777)	0	0	0	0	
1110	FLOWERS	2,327	3,123	2,000	2,000	2,000	0	
1230	POSTAGE	8,965	9,102	13,000	13,275	13,275	0	4
1235	TELECOMMUNICATIONS	55,058	61,360	55,000	55,000	41,212	(25)	5
	<b>TOTAL EXPENSE</b>	<b>398,215</b>	<b>454,745</b>	<b>460,065</b>	<b>464,240</b>	<b>460,665</b>	<b>(1)</b>	

NOTE: 1. Provision for Merit increase.

2. Increase in the number of staff in Q.E. building

3. Includes rental of photocopiers and cost of copy count for Explace and rental of fax machines for Q.E. Admin.

4. Includes postage transfers from various DEC departments, therefore all grounds now included here.

5. Expenses related to Bell Canada, PBX, Bell Mobility and Telus.

THE BOARD OF GOVERNORS OF EXHIBITION PLACE  
OVERHEAD

50-104 ARCHIVES & COMMERCIAL RECORDS CENTRE

ACTV	ACCOUNT NAME	2006 ACTUAL	2007 ACTUAL	2008 FORECAST	2008 BUDGET	2009 BUDGET	%Increase	Notes
7-	<b>EXPENSE</b>							
0100	PMD	2,208	3,194	2,500	2,500	2,500	0	3
0101	SALARIES - PERM	127,324	133,835	140,467	140,467	145,382	3	1
0141	BENEFITS - PERM	29,754	32,343	40,246	40,246	45,139	12	4
0104	SUPPLIES & GENERAL	1,262	4,179	4,000	4,000	4,000	0	
0105	PRINTING	33	359	500	1,000	1,000	0	
0109	SALARIES - CONTRACT	0	0	18,978	18,978	37,903	100	
0110	EXPENSE ALLOWANCES	0	0	300	300	300	0	
1040	MEMBERSHIPS	861	634	905	905	905	0	
1145	ARCHIVES ACQUISITION	0	0	200	1,000	1,000	0	
5495	DOORS OPEN TORONTO	0	0	2,000	2,000	2,000	0	2
	<b>TOTAL EXPENSE</b>	<b>161,442</b>	<b>174,543</b>	<b>210,096</b>	<b>211,397</b>	<b>240,129</b>	<b>14</b>	

NOTE 1. Provision for Merit increase.

2. For rental of display items, sound system set up etc. for viewing of Heritage buildings.

3. Movement / transfer of boxes to archives department.

4. Includes 50% salary of Archivist as other 50% paid by the CNE.

THE BOARD OF GOVERNORS OF EXHIBITION PLACE  
OVERHEAD

50-106 PURCHASING & STORES EXPENSES

ACTV	ACCOUNT NAME	2006 ACTUAL	2007 ACTUAL	2008 FORECAST	2008 BUDGET	2009 BUDGET	%Increase	Notes
7-	<u>EXPENSE</u>							
0101	SALARIES - PERM	156,216	161,407	175,000	174,384	180,142	3	1
0141	BENEFITS - PERM	36,506	39,006	42,500	42,259	43,423	3	
0102	SALARIES & BENEFITS - HOURLY	2,944	4,946	5,107	4,641	4,780	0	
0104	SUPPLIES & GENERAL	164	507	875	875	875	0	
0105	PRINTING	2,846	2,379	2,500	2,500	2,500	0	
0113	DEC - R & S RECOVERIES	(989)	0	0	0	0	0	
1021	MANAGEMENT FEES - "CITY"	21,288	19,043	24,500	24,500	24,500	0	2
1040	MEMBERSHIPS	0	0	150	150	150	0	
	TOTAL EXPENSE	218,976	227,288	250,632	249,308	256,371	3	

NOTE: 1. Provision for Merit increase.

2. Fees required for "City" purchasing.

THE BOARD OF GOVERNORS OF EXHIBITION PLACE  
OVERHEAD

50-107 HUMAN RESOURCES

ACTV	ACCOUNT NAME	2006 ACTUAL	2007 ACTUAL	2008 FORECAST	2008 BUDGET	2009 BUDGET	%Increase	Notes
7-	<b>EXPENSE</b>							
0101	SALARIES-PERM	300,758	311,439	320,150	320,150	335,546	5	1
0141	BENEFITS- PERM	71,749	75,262	79,119	79,119	82,668	4	
0102	SALARIES AND BENEFITS - HOURLY	0	999	0	0	0	0	
0104	SUPPLIES & GENERAL	372	348	800	800	800	0	
0105	PRINTING	0	0	0	2,500	2,500	0	
0106	SAFETY EQUIPMENT	1,487	2,320	3,000	2,000	2,000	0	
0109	SALARIES - CONTRACT	0	0	40,000	0	70,000	100	3
0110	EXPENSE ALLOWANCES	504	142	1,000	1,000	1,000	0	
0126	SAFETY MATERIALS	0	0	5,000	0	5,000	100	
1040	MEMBERSHIPS/SUBSC.	639	428	950	950	950	0	
1065	ADVERTISING	11,206	3,491	3,000	1,500	1,500	0	
1115	MEETINGS AND CONVENTIONS	10,570	8,574	3,000	6,620	6,620	0	
1131	STAFF DEVELOPMENT/TRAINING	36,845	49,759	60,000	50,000	50,000	0	2
	<b>TOTAL EXPENSE</b>	<b>434,132</b>	<b>452,763</b>	<b>516,019</b>	<b>464,639</b>	<b>558,585</b>	<b>20</b>	

- NOTE:** 1. Includes provision for merit increase t. 2009 Budget also includes the salaries for the Health & Safety Manager and the Health and Safety Representative. In 2008 the Budget for the Health and Safety Consultant was in the Operations Department.  
2. Includes combined development and training for grounds for all programs except CNE and National Soccer Stadium.  
3. OHS Consultant on contract basis require for transitional year

THE BOARD OF GOVERNORS OF EXHIBITION PLACE  
OVERHEAD

50-116 CHIEF FINANCIAL OFFICER

ACTV	ACCOUNT NAME	2006 ACTUAL	2007 ACTUAL	2008 FORECAST	2008 BUDGET	2009 BUDGET	%Increase	Notes
7-	<b>EXPENSE</b>							
0008	UNION LABOUR COMPENSATION	200,000	27,000	0	0	0		4
	LABOUR ALLOCATED	1,547	0	0	0	0		
0018	AMORTIZATION EXPENSE	49,936	42,788	46,706	50,000	50,000	0	
0101	SALARIES - PERM	999,440	1,037,220	1,125,000	1,137,952	1,170,856	3	1
0141	BENEFITS - PERM	251,884	266,752	264,000	266,799	293,631	10	
0142	BENEFITS - RETIREES & LTD EMPLOYEES	92,185	99,260	100,000	100,000	100,000	0	8
0102	SALARIES & BENEFITS - HOURLY	22,327	25,615	0	0	0		
0104	SUPPLIES & GENERAL (Includes 8002 8532)	8,954	10,070	11,200	11,550	11,550	0	
0105	PRINTING & STATIONERY (Includes 8002 8531)	24	2,191	3,100	3,250	3,250	0	
0109	CONTRACT SALARIES	62,042	66,614	0	0	0		1
0110	EXPENSE ALLOWANCES	1,719	862	2,300	2,500	2,500	0	
0131	GAPPING - Includes DEC budget	0	0	0	(130,550)	(130,550)	0	2
1155	AUDIT	22,235	28,906	34,550	25,000	34,550	38	14
1157	MEALS AND ENTERTAINMENT 8002 8212	181	376	400	400	400	0	
1160	INSURANCE/LIABILITY (Net of CNEA)	150,942	272,593	282,253	284,559	282,253	(1)	3
1175	SICK BANK - CITY CONTRIBUTION	49,000	50,000	50,000	50,000	50,000	0	
1190	WSIB EXPENSE	696,689	608,964	665,000	665,000	665,000	0	
1191	LIABILITY CONTRIBUTION	(286,475)	(386,716)	(235,000)	(235,000)	(235,000)	0	
1215	BAD DEBTS	43,102	20,575	18,000	18,000	18,000	0	
1225	PAYROLL PROCESSING COSTS - ADP	54,593	62,278	60,000	49,000	62,000	27	
1035	DUES AND SUBSCRIPTIONS (DEC 8215)	703	530	2,000	2,000	2,000	0	9
1113	COMPUTER EXPENSE (DEC 8220)	12,672	10,487	13,500	13,500	13,500	0	10
1041	PROFESSIONAL FEES (DEC 8228)	650	1,300	2,550	2,550	2,550	0	11
1114	SMALL EQUIPMENT (DEC 8249)	510	0	600	600	600	0	
8505	INSURANCE - GENERAL LIABILITY	125,471	0	0	0	0		
8520	INSURANCE - OTHER	5,729	12,643	0	0	0		12
1235	TELEPHONE (DEC 8575)	1,735	1,105	2,100	2,200	2,200	0	
	<b>TOTAL EXPENSE before Capital Asset Transfer</b>	<b>2,567,796</b>	<b>2,261,411</b>	<b>2,448,259</b>	<b>2,319,310</b>	<b>2,399,291</b>	<b>3</b>	
0019	CAPITAL ASSET CREDIT (Transfer to B/S)	(78,595)	0	0	(89,000)	0	(100)	16
0020	EMPLOYEE VAC/SICK/ACTUARIAL BENEFITS LIAB.	257,086	1,319,636	0	0	0		13
	<b>TOTAL EXPENSE</b>	<b>2,746,287</b>	<b>3,581,048</b>	<b>2,448,259</b>	<b>2,230,310</b>	<b>2,399,291</b>	<b>8</b>	
50-116	<b>FINANCE REVENUE</b>							
6-	<b>REVENUE</b>							
0400	DISCOUNTS & COMMISSIONS	13,606	1,876	15,000	12,000	16,500	38	
0402	INTEREST REVENUE (EXPENSE)	(116,801)	(24,111)	45,000	(50,000)	50,000	200	
0405	MISCELLANEOUS REVENUE	200	70,292	75,000	60,000	60,000	0	6
0616	RICOH 12% MARKUP	213,060	145,476	174,708	160,000	179,949	12	
0618	Stadium 12% MARKUP	0	186,204	145,000	118,125	162,083	37	7
3078	CITY DUMPING FEES-TENANT RECOVERIES(Fr50-306)	10,140	10,724	12,922	30,000	13,310	(56)	15
	<b>TOTAL REVENUE</b>	<b>120,204</b>	<b>390,460</b>	<b>467,630</b>	<b>330,125</b>	<b>481,841</b>	<b>46</b>	
	<b>NET PROFIT (LOSS)</b>	<b>(2,626,083)</b>	<b>(3,190,587)</b>	<b>(1,980,629)</b>	<b>(1,900,185)</b>	<b>(1,917,449)</b>	<b>1</b>	

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

**50-116 CHIEF FINANCIAL OFFICER**

**NOTE:**

1. Provision for merit adjustment
2. Total Gapping 149,500 (CNE budget \$ 18,950 balance of \$ 130,550 allocated to 50-116). Gapping as per City directive.
3. Combined Board insurance \$ 486,175 - \$ 201,616 allocated to CNEA
4. The Board of Governors of Exhibition Place was served a summons under the Provincial Offences Act of four (4) violations under the Occupational Health and Safety Act as a result of the accident in the TSX sub-station which took place on August 17, 2005. Pre-trial has been set for March 7, 2007 and the settlement negotiation will likely continue beyond this date. Management has not seen the final results of the Ministry of Labour investigation. Each of the four alleged violations carries a maximum penalty of \$50,000, plus a victim fee surcharge of 25%. In 2006 a provision has been recorded for \$200,000 to settle potential liability.
6. Miscellaneous revenues primarily consist of rebates from Metro Waste for recycling efforts + proceeds from auction
7. Increase in Stadium markup due to projected incremental budgeted work in 2009 from Stadium. Stadium provided in 2008 & 09  
Ex Place Labour Requirements of \$1.084 million. Not included in the 12% will be items such as security. We have included only 90% of labour requirements as recoverable to be conservative in case Stadium does not meet their targets for Labour requirements.
8. Manulife benefits for retirees and for employees on LTD.
9. CAEM, IAAM, A.M. Best and Street and Smith Sports.
10. SMG MIS Fees (\$ 800 U.S. monthly) estimate a 0% increase for 2009
11. CGA annual dues for CFO, Accounting Managers and Accounting Supervisor.
12. No longer required due to reorganization.
13. PSAB prescribed requirements, no budget usually provided for; actual cost and or recovery accounted for and reported at end of fiscal year.
14. Increase due to new pricing for E&Y audit services for extension of contract
15. Based on 2007 Actual and 2008 Forecast
16. budget recovery not required as now part of PSAB (Public Sector Accounting Board) through depreciation & amort. Expense

ACTV	ACCOUNT NAME	2006 ACTUAL	2007 ACTUAL	2008 FORECAST	2008 BUDGET	2009 BUDGET	
<u>Memo re: Property taxes - Property taxes are fully recovered.</u>							
1206	PROPERTY TAXES	1,362,438	1,323,030	1,235,000	1,362,793	1,403,677	10



THE BOARD OF GOVERNORS OF EXHIBITION PLACE  
OVERHEAD

50-201 COMMUNITY GRANTS

ACTV	ACCOUNT NAME	2006 ACTUAL	2007 ACTUAL	2008 FORECAST	2008 BUDGET	2009 BUDGET	%Increase	Notes
7-	<u>EXPENSE</u>							
0470	COMMUNITY GRANTS	3,278	2,767	6,000	6,000	6,000	0	1
3052	SPORTS HALL OF FAME GRANT	53,200	53,200	53,200	53,200	53,200	0	2
	TOTAL EXPENSE	56,478	55,967	59,200	59,200	59,200	0	

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

2. Grant to assist the Canadian Sports Hall of Fame to continue as a financially viable organization as it seeks a new permanent home for its future operations.

THE BOARD OF GOVERNORS OF EXHIBITION PLACE  
OVERHEAD

50-205 SPONSORSHIP

ACTV	ACCOUNT NAME	2006 ACTUAL	2007 ACTUAL	2008 FORECAST	2008 BUDGET	2009 BUDGET	%Increase	Notes
6-	<u>REVENUE</u>							
0570	SPNSORSHIP	0	8,571	0	0	0		
5490	GROUND MISCELLANEOUS	0	1,429	0	0	0		
TOTAL REVENUE		0	10,000	0	0	0		

7-	<u>EXPENSE</u>							
0100	PMD	0	4,500	0	0	0		
0205	CMHC NAMING RIGHTS	0	5,500	0	0	0		
TOTAL EXPENSE		0	10,000	0	0	0		

Memorandum entries to keep track of CMHC sustainable condo (Eco Pod at Music)

THE BOARD OF GOVERNORS OF EXHIBITION PLACE  
OVERHEAD

50-301 OPERATIONS ADMINISTRATION EXPENSES

ACTV	ACCOUNT NAME	2006 ACTUAL	2007 ACTUAL	2008 FORECAST	2008 BUDGET	2009 BUDGET	%Increase	Notes
7-	<b>EXPENSE</b>							
0101	SALARIES - PERM	1,102,234	980,695	1,041,000	1,040,691	1,084,194	4	1
0141	BENEFITS - PERM & CONTRACT	235,294	249,820	271,000	272,957	282,998	4	
0102	SALARIES AND BENEFITS - HOURLY	84,756	70,834	0	0	0	0	
0104	SUPPLIES & GENERAL	5,559	3,236	6,200	6,750	6,750	0	
0106	SAFETY EQUIPMENT	744	1,160	1,000	1,000	1,000	0	
0107	EQUIPMENT RENTAL	17,966	19,938	25,500	25,728	25,702	(0)	
0109	CONTRACT STAFF	27,807	53,074	65,000	65,383	66,694	2	2
0110	EXPENSE ALLOWANCES FOR ALL TRADES / DEPT.	7,156	7,074	15,000	16,000	16,000	0	
1020	CONSULTANTS FEES	8,495	5,990	15,000	15,000	15,000	0	
1040	MEMBERSHIPS/DUES & SUBSCRIPTIONS	4,155	2,827	5,000	5,000	5,000	0	
1131	STAFF DEVELOPMENT/TRAINING - UNIONIZED	5,375	15,782	20,000	20,000	20,000	0	
1205	UNIFORMS	20,158	18,983	23,000	24,000	24,000	0	
3016	HARD LANDSCAPING	48,427	30,073	80,000	80,000	100,000	25	3
<b>TOTAL EXPENSE</b>		<b>1,568,127</b>	<b>1,459,484</b>	<b>1,567,700</b>	<b>1,572,509</b>	<b>1,647,339</b>	<b>5</b>	

NOTE: 1. Provision for merit adjustment.

2. Provision for merit adjustment for electrical time clerk and assistant for work orders.

3. Paving, asphalt, concrete. Increase due to emergency and safety paving repairs will no longer be provided for in Capital as done previously

THE BOARD OF GOVERNORS OF EXHIBITION PLACE  
OVERHEAD

50-303 ENERGY EFFICIENCY - SELF SUFFICIENCY PROJECTS

ACTV	ACCOUNT NAME	2006 ACTUAL	2007 ACTUAL	2008 FORECAST	2008 BUDGET	2009 BUDGET	%Increase	Notes
<b>EXPENSES</b>								
<b>DEBT PAYMENT</b>								
	LIGHTING RETROFIT - DEC	0	0	178,000	123,777	89,000	(28)	1
	TRIGENERATION PROJECT - DEC	0	67,402	300,000	527,596	300,000	(43)	2
	PHOTOVOLTAIC - Horse Palace	0	21,000	21,000	21,000	21,000	0	3
	FIVE BUILDING RETROFIT- QE, GS, EA, HP, BLC	0	0	185,000	161,000	185,000	15	4
	<b>NET DEBT PAYMENTS</b>	<b>0</b>	<b>88,402</b>	<b>684,000</b>	<b>833,373</b>	<b>595,000</b>	<b>(29)</b>	
<b>ENERGY SAVINGS</b>								
	LIGHTING RETROFIT - DEC	89,237	244,147	245,000	290,000	245,000	(16)	1
	TRIGENERATION PROJECT - DEC, net savings	0	59,300	196,000	480,611	196,000	(59)	2
	PHOTOVOLTAIC - Horse Palace	0	7,000	7,000	7,000	7,000	0	3
	FIVE BUILDING RETROFIT - QE, GS, EA, HP, BLC	0	80,000	200,000	200,000	200,000	0	4
	<b>NET ENERGY SAVINGS</b>	<b>89,237</b>	<b>390,447</b>	<b>648,000</b>	<b>977,611</b>	<b>648,000</b>	<b>(34)</b>	
	<b>NET ENERGY SAVINGS ( DEBT PAYMENT)</b>	<b>89,237</b>	<b>302,045</b>	<b>(36,000)</b>	<b>144,238</b>	<b>53,000</b>	<b>501</b>	
	<b>REDUCTION OF (TRANSFER TO) ENERGY INITIATIVE RESERVE</b>	<b>(89,237)</b>	<b>(302,045)</b>	<b>36,000</b>	<b>(144,238)</b>	<b>(53,000)</b>	<b>501</b>	
	<b>NET SAVINGS AFTER PROVISION OF RESERVE</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	

NOTES:

	Source	Financing Amount	Interest	Frequency	DETAILS Commence	End	Years
1 LIGHTING RETROFIT - DEC; Interest rate is per City.	City ERP Grant	723,000 77,000 800,000	5.00%	Annually	2008	2017	10
2008 Forecast for Lighting Retrofit includes 2 payments of \$89,000. The first 1 was made in January 2008 representing savings from 2006 and the second one will be paid in December 2008 as part of regular loan payment schedule.							
2 TRI-GENERATION PROJECT - DEC; Interest based on Canada Yield rate plus 2%. Interest rate is estimate; not finalized per "City".	TAF CITY ERP FCM	1,000,000 2,325,000 1,075,000 4,400,000	6.32% 5.00% 2.34%	Semi-Annual Semi-Annual Semi-Annual	2007 2008 2008	2016 2022 2017	10 15 10
Feasibility Study done in 2002 by Toronto Hydro Energy Services Inc (THESI) estimate that first year annual savings would be \$408K/year. In 2008 THESI updated their proforma and estimate the annual first year savings are 196K/year.							
3 PHOTOVOLTAIC - HORSE PALACE	BPP - LRRF	600,000	0.00%	Quarterly	2007	2030	25
4 5 BUILDING RETROFIT (QE, GS, EA, HP, BLC); Interest rate is estimate; not finalized per "City".	City ERP FCM Grant	937,494 525,833 146,673 1,610,000	5.00% 2.34%	Annually Annually	2008 2008	2017 2017	10 10
The FCM loan is through the City of Toronto ERP program unlike the TAF and FCM Tri-gen loans which are directly through the 3rd parties and administered by Exhibition Place.							
<b>Total Loans</b>		<b>7,410,000</b>					

THE BOARD OF GOVERNORS OF EXHIBITION PLACE  
OVERHEAD

50-304 ALL STREAM CENTRE - CONFERENCE AND CONVENTION CENTRE AT EXHIBITION PLACE NAMING RIGHTS

ACTV	ACCOUNT NAME	2006 ACTUAL	2007 ACTUAL	2008 FORECAST	2008 BUDGET	2009 BUDGET	%Increase	Notes
6-	<b>REVENUE</b>							
	Naming Fee					520,000		
7-	<b>EXPENSE</b>							
	Re-branding including Building Signage					175,000		
	Commission					52,000		
	Administrative Costs					5,000		
	Production expense					53,300		
						285,300		
	Net Income (Loss)					234,700		
	Transfer to City Obligatory Reserve Fund					(234,700)		1
	Net Income					0		

Notes:

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

THE BOARD OF GOVERNORS OF EXHIBITION PLACE  
OVERHEAD

50-305 UTILITIES EXPENSES

ACTV	ACCOUNT NAME	2006 ACTUAL	2007 ACTUAL	2008 FORECAST	2008 BUDGET	2009 BUDGET	%Increase	Notes
7-	<b>EXPENSE</b>							
	<b>HYDRO</b>							
3060	HYDRO - All Programs	2,898,409	3,355,710	3,240,429	3,497,453	3,355,385	(4)	
3077	HYDRO - Energy Initiative Savings	0	71,776	0	0	0		5
3062	HYDRO - Tenants Recovery	(511,296)	(523,673)	(471,553)	(529,815)	(545,247)	3	
3063	HYDRO - CNE Recovery	(339,715)	(390,303)	(360,303)	(360,303)	(370,000)	3	
3064	HYDRO - Ricoh Recovery	(309,549)	(325,864)	(351,335)	(351,335)	(361,568)	3	
3066	HYDRO - Stadium Recovery	0	(198,954)	(353,908)	(360,000)	(370,800)	3	
	<b>NET OF RECOVERIES</b>	<b>1,737,849</b>	<b>1,988,692</b>	<b>1,703,330</b>	<b>1,896,000</b>	<b>1,707,770</b>	<b>(10)</b>	<b>1</b>
	<b>GAS</b>							
3065	GAS - Exhibition Place/CNE/DEC	1,074,621	1,412,418	1,500,617	1,437,671	1,590,807	11	2
3067	GAS - Tenants Recovery	(22,263)	(1,693)	(4,555)	0	0	0	
3068	GAS - Stadium Recovery	0	0	0	0	0		4
	<b>NET OF RECOVERIES</b>	<b>1,052,358</b>	<b>1,410,726</b>	<b>1,496,062</b>	<b>1,437,671</b>	<b>1,590,807</b>	<b>11</b>	<b>2</b>
	<b>WATER</b>							
3070	WATER - All Programs	463,231	433,574	454,890	493,834	538,279	9	3
3072	WATER - Tenants	(61,173)	(42,075)	(34,908)	(81,047)	(78,815)	(3)	
3073	WATER - CNE	(90,619)	(96,056)	(96,056)	(96,056)	(96,056)	0	
3074	WATER - Stadium Recovery	0	(6,822)	(61,000)	(61,000)	(61,000)	0	
	<b>NET OF RECOVERIES</b>	<b>311,439</b>	<b>288,621</b>	<b>262,926</b>	<b>255,731</b>	<b>302,408</b>	<b>18</b>	
	<b>TOTAL NET UTILITIES EXPENSE</b>	<b>3,101,645</b>	<b>3,688,039</b>	<b>3,462,318</b>	<b>3,589,402</b>	<b>3,600,985</b>	<b>0</b>	

**NOTE:**

1. City of Toronto has provided for a 3 % increase in hydro costs for the 2009 budget.
2. Budgeted net gas costs are higher because of Trigen and additional unit heaters in the BLC.
3. City of Toronto has provided for a 9 % increase in water costs for the 2009 budget.
4. Stadium pays for Gas costs directly there is no recovery.
5. 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.

THE BOARD OF GOVERNORS OF EXHIBITION PLACE  
OVERHEAD

50-306 CLEANING SERVICES EXPENSES

ACTV	ACCOUNT NAME	2006 ACTUAL	2007 ACTUAL	2008 FORECAST	2008 BUDGET	2009 BUDGET	%Increase	Notes
7-	<b>EXPENSE</b>							
0102	SALARIES & BENEFITS - HOURLY (MAINTENANCE)	610,832	614,078	691,086	691,086	713,511	3	
0102	SALARIES & BENEFITS - HOURLY (RECOVERABLE)	2,749,773	3,578,262	3,329,515	2,860,212	3,437,724	20	
0102	TOTAL SALARIES & BENEFITS - HOURLY	3,360,605	4,192,341	4,020,601	3,551,298	4,151,235	17	
0112	BOG RECOVERIES	(343,283)	(462,164)	(597,634)	(254,863)	(617,057)	142	
0113	DEC RECOVERIES	(1,208,059)	(1,379,611)	(1,272,388)	(1,413,395)	(1,313,741)	(7)	
0114	CNEA RECOVERIES	(837,470)	(903,978)	(583,584)	(583,584)	(602,550)	3	
0115	RICOH RECOVERIES	(360,961)	(328,298)	(523,134)	(255,596)	(540,136)	111	
0122	STADIUM RECOVERIES WAGES	0	(504,211)	(352,775)	(352,775)	(364,240)	3	
	<b>MAINT. SALARIES AND BENEFITS - HOURLY</b>	<b>610,832</b>	<b>614,078</b>	<b>691,086</b>	<b>691,086</b>	<b>713,511</b>	<b>3</b>	<b>1</b>
3019	CONTRACTED SERVICES(Includes 8015 8252,8257)	72,818	176,352	98,000	98,000	98,640	1	
3025	EQUIPMENT MAINT.	233	21,089	20,000	20,000	20,000	0	
3075	MATERIAL & SUPPLIES(Includes 6015 8409&8425)	65,278	53,722	55,000	55,000	55,000	0	
3078	NET DUMPING FEES - CITY	43,455	13,172	19,346	7,500	19,800	164	2
	CO-MINGLE BINS	0	0	0	0	5,800	100	3
	<b>TOTAL EXPENSE</b>	<b>792,616</b>	<b>878,413</b>	<b>883,432</b>	<b>871,586</b>	<b>912,751</b>	<b>5</b>	

50-306 CLEANING SERVICES REVENUE

**REVENUE**

TOTAL RECOVERIES	0	0	0	0	0
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NOTE: 1. Net hourly labour and benefits budgeted at 3 % with variation in recoveries from the various programmed groups.  
 2. Additional request due to rising dumping fees and actual costs to date.  
 3. Supplied free of charge by the City in prior years.

THE BOARD OF GOVERNORS OF EXHIBITION PLACE  
OVERHEAD

50-308 SPECIAL APPROPRIATIONS

ACTV	ACCOUNT NAME	2006 ACTUAL	2007 ACTUAL	2008 FORECAST	2008 BUDGET	2009 BUDGET	%Increase	Notes
7-	<b>EXPENSE</b>							
4001	CONTRIBUTION TO City FLEET REPLACEMENT RESERVE	268,000	350,000	350,000	350,000	350,000	0	
4002	HORST 14 TON WAGON GE	0	16,416	0	0	0	0	
4005	PERFORMANCE STAGE	0	34,393	0	0	0	0	
4006	MEETING ROOM RISERS	0	25,000	0	0	0	0	
4009	STANCHIONS	0	3,769	0	0	0	0	
	FILE CABINETS	3,162	0	0	0	0	0	
	PALLET TRUCKS	3,748	0	0	0	0	0	
	TILT CARTS	3,502	0	0	0	0	0	
	HAND TRUCK	2,378	0	0	0	0	0	
4031	HYDRAULIC PRESSURE GAUGE - VEH. MAINT.	2,622	0	0	0	0	0	
4032	SCANNER FOR DIAGNOSTICS - VEH. MAINT.	2,587	0	0	0	0	0	
4033	2 WALK BLOWERS	2,691	0	0	0	0	0	
4044	4 CARPET DRYERS	2,052	0	0	0	0	0	
4046	SHOW TABLES	0	44,207	0	0	0	0	
4047	SEMINAR FOLDING TABLES (72" X 18")	0	10,000	22,000	22,000	0	0	
4048	8 CHAIR DOLLIES	2,910	3,365	0	0	0	0	
4049	BLACK STANCHIONS	0	4,553	0	0	0	0	
4050	CHROME STANCHIONS & ROPE	0	1,565	0	0	0	0	
4051	FOLDING TRIPOD EASELS	0	400	0	0	0	0	
4052	8" x 24" TABLES	20,158	0	0	0	0	0	
4053	ROUND BANQUET TABLES	7,603	0	15,500	15,500	15,000	(3)	
4055	TRUSS BOX	9,374	0	0	0	0	0	
4057	POLY TWILL SKIRTS FOR 18"x72" TABLES	0	0	27,000	27,000	0	100	
4058	POLY TWILL SKIRTS FOR 18"x96" TABLES	0	0	3,597	3,597	0	100	
4059	12 FLIP CHART TRIPOD EASELS	0	0	1,140	1,140	0	100	
4060	WALL SYSTEM, MODULAR EXHIBIT CRATE #1	0	0	7,200	7,200	0	100	
4061	BALLROOM CHAIRS - SALMON COLOUR	0	0	19,500	19,500	30,000	54	
4062	2 MEDIUM COMPUTER/VIDEO PROJECTORS	0	0	4,600	4,600	0	100	
4063	DENON CD PLUS 12 SPEAKER STANDS	0	0	2,400	2,400	0	100	
4064	STANDBY POWER GENERATOR FOR SECURITY	0	0	10,000	10,000	0	100	
4065	INFRA RED CAMERA	0	0	12,000	12,000	0	100	
4066	MEETING ROOM CHAIRS, BLUE, SQUARE BACK	0	0	19,682	19,682	13,000	(34)	
4067	PORTABLE COUNTERS FOR COAT CHECK & ORDER DESK	0	0	1,500	1,500	0	100	
	ALUMINUM BLEACHERS	0	0	0	0	25,000	100	
	2 HORST 275 WAGONS, FOR MATERIAL HANDLING	0	0	0	0	20,000	100	
	2 LARGE COMPUTER/VIDEO PROJECTORS	0	0	0	0	11,000	100	
	14 EVT252 LOUDSPEAKERS WITH STANDS	0	0	0	0	20,000	100	
	6 ELECTROVOICE SX300E 12" TWO WAY SPEAKON CONNECT	0	0	0	0	3,320	100	
	14 4-WHEEL HAND TRUCKS, MODEL 8.146cc	0	0	0	0	3,300	100	
	20 3904 PHONES FOR SHOWS AND 50 ANALOG PHONES	0	0	0	0	5,000	100	
<b>TOTAL EXPENSES</b>		<b>330,788</b>	<b>493,668</b>	<b>496,119</b>	<b>496,119</b>	<b>495,620</b>	<b>0</b>	

Notes:



THE BOARD OF GOVERNORS OF EXHIBITION PLACE  
OVERHEAD

50-310 FACILITY SERVICES

ACTV	ACCOUNT NAME	2006 ACTUAL	2007 ACTUAL	2008 FORECAST	2008 BUDGET	2009 BUDGET	%Increase	Notes
7-	<b>EXPENSE</b>							
0101	SALARIES - PERMANENT	698,910	795,481	879,932	879,932	920,988	5	1
0102	SALARIES - HOURLY	0	0	0	0	51,726		6
0141	BENEFITS - PERM	175,258	192,236	238,648	238,648	247,892	4	
0104	SUPPLIES & GENERAL (From 50-306 7-0104)	2,560	1,574	3,978	1,300	1,400	8	
0107	EQUIPMENT RENTAL (From 50-306 & 316 7-0107)	87,961	92,794	80,000	80,000	80,000	0	2
0109	SALARIES - CONTRACT	50,199	64,659	66,596	66,596	72,985	10	
0324	SAFETY ENGINEERING	68,825	49,851	60,000	60,000	60,000	0	3
0110	EXPENSE ALLOWANCE	2,086	1,514	3,700	3,700	3,700	0	
1205	UNIFORMS	20,997	26,365	26,000	26,000	26,000	0	
1250	TREE MAINTENANCE (To 50-323 7-1250)	10,381	11,160	10,000	10,000	10,000	0	
3012	LEASABLE F.F.E.-FURNITURE REPAIRS 8015-8580	12,160	13,452	15,600	15,600	15,600	0	
3013	LANDSCAPING INTERIOR 8015-8254 0001	8,000	9,891	10,000	10,000	10,000	0	
3014	LANDSCAPING EXTERIOR 8015-8254 0002	74,885	90,948	83,000	83,000	83,000	0	
3015	SOFT LANDSCAPING (From 50-302)	17,100	29,343	25,000	25,000	25,000	0	
3045	EQUIPMENT FUEL 8015 8263 0002	0	12,268	22,969	31,969	25,000	(22)	
3046	TRAINING & DEVELOPMENT - UNIONIZED	0	0	100,000	7,000	50,000	614	4
1040	MEMBERSHIP, DUES & SUBSCRIPTIONS	0	0	1,000	1,000	3,600	260	5
	<b>TOTAL EXPENSES</b>	<b>1,229,322</b>	<b>1,391,535</b>	<b>1,626,423</b>	<b>1,539,744</b>	<b>1,686,891</b>	<b>10</b>	

- Notes:
1. Provision for Merit increase.
  2. Increase based on prior year experience.
  3. For services provided by RCM Technologies.
  4. Additional budget requirements due to increased 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. One scheduler positions for labor and cleaning, some of job requirements previously done by Management and unionized staff foreman. Required to service more events, Ricoh, BMO, third parties, tenants, etc..

THE BOARD OF GOVERNORS OF EXHIBITION PLACE  
OVERHEAD

50-316 LABOUR

ACTV	ACCOUNT NAME	2006 ACTUAL	2007 ACTUAL	2008 FORECAST	2008 BUDGET	2009 BUDGET	%Increase	Notes
7-	<b>EXPENSE</b>							
0102	SALARIES & BENEFITS - HOURLY (MAINTENANCE)	337,190	410,220	460,000	459,846	506,627	10	1
0102	SALARIES & BENEFITS - HOURLY (RECOVERABLE)	1,059,202	1,371,251	922,000	922,103	1,390,172	51	1
0102	TOTAL SALARIES & BENEFITS - HOURLY	1,396,392	1,781,471	1,382,000	1,381,949	1,896,799	37	1
0112	BOG RECOVERIES	(179,598)	(162,598)	(249,000)	(248,979)	(245,561)	(1)	1
0113	DEC RECOVERIES	(519,124)	(588,001)	(380,000)	(379,607)	(549,275)	45	1
0114	CNEA RECOVERIES	(316,511)	(342,065)	(243,000)	(243,242)	(251,147)	3	1
0115	RICOH RECOVERIES	(43,968)	(90,853)	(6,500)	(6,501)	(137,714)	2,018	1
0122	STADIUM RECOVERIES	0	(187,734)	(44,000)	(43,775)	(206,475)	372	1
	<b>MAINTENANCE SALARIES AND BENEFITS - HOURLY</b>	<b>337,190</b>	<b>410,220</b>	<b>459,500</b>	<b>459,846</b>	<b>506,627</b>	<b>10</b>	<b>1</b>
0104	TOOLS, SUPPLIES AND EQUIP. (Includes 8015 8470)	37,364	26,145	30,500	30,340	30,500	1	
0314	MAINTENANCE MATERIALS	0	4,500	0	0	0	0	
3090	SNOW REMOVAL - SUPPLIES	34,765	75,538	33,000	32,650	34,000	4	2
	<b>TOTAL EXPENSE</b>	<b>409,319</b>	<b>516,403</b>	<b>523,000</b>	<b>522,836</b>	<b>571,127</b>	<b>9</b>	

**NOTE:** 1. Wage increase due to union agreement and FC's acquiring full benefits. In prior years FC's did not receive benefits.  
2. Increase in the price of road salt and the need to purchase more.

THE BOARD OF GOVERNORS OF EXHIBITION PLACE  
OVERHEAD

50-321 ELECTRICAL EXPENSES

ACTV	ACCOUNT NAME	2006 ACTUAL	2007 ACTUAL	2008 FORECAST	2008 BUDGET	2009 BUDGET	%Increase	Notes
7-	<b>EXPENSE</b>							
0102	SALARIES & BENEFITS - HOURLY (MAINTENANCE)	793,584	846,627	817,000	816,726	852,793	4	
0102	SALARIES & BENEFITS - HOURLY (RECOVERABLE)	1,337,024	1,563,311	1,584,000	1,584,000	1,765,106	11	
0102	TOTAL SALARIES & BENEFITS - HOURLY	2,130,608	2,409,938	2,401,000	2,400,726	2,617,899	9	1
0112	BOG RECOVERIES	(196,849)	(175,073)	(369,000)	(369,000)	(359,000)	(3)	
0113	DEC RECOVERIES MAINTENANCE	(396,676)	(711,894)	(219,000)	(219,000)	(229,182)	5	
0114	CNEA RECOVERIES	(159,772)	(166,073)	(199,000)	(199,000)	(189,623)	(5)	
0115	RICOH RECOVERIES	(76,640)	(32,311)	(55,000)	(55,000)	(37,957)	(31)	
0117	DEC ELECTRICAL/SHOW RECOVERIES	(507,087)	(428,601)	(702,000)	(702,000)	(900,000)	28	
0122	STADIUM RECOVERIES	0	(49,360)	(40,000)	(40,000)	(49,344)	23	
	<b>MAINTENANCE SALARIES AND BENEFITS - HOURLY</b>	<b>793,584</b>	<b>846,627</b>	<b>817,000</b>	<b>816,726</b>	<b>852,793</b>	<b>4</b>	<b>1</b>
0104	SUPPLIES & GENERAL	420	685	600	600	700	17	
0107	EQUIPMENT RENTAL	19,633	15,335	19,000	19,000	19,000	0	2
0314	MAINT. MATERIALS	0	34,506		0	0	0	
3019	CONTRACTED SERVICES	22,221	94,784	84,000	64,490	72,000	12	3
3024	ELECTRICAL MAINT. SUPPLIES AND EQUIP.	192,739	267,816	244,000	244,000	244,000	0	4
3033	BUILDING MAINT.	24,723	20,858	25,000	25,000	25,000	0	5
3037	STREET LIGHTING	6,751	14,745	16,000	16,000	16,000	0	6
3041	CONTROLS MAINT.	11,099	4,022	25,000	25,000	25,000	0	7
	<b>TOTAL EXPENSE</b>	<b>1,071,169</b>	<b>1,299,378</b>	<b>1,230,600</b>	<b>1,210,816</b>	<b>1,254,493</b>	<b>4</b>	

NOTE: 1. Salary increases as per Union agreements.

2. Includes high reach equipment, golf carts and fax machine allowance.

3. Includes Electrical safety inspections, meter reading, fixed maintenance for skytracker and maintenance on energy generators service contracts.

4. Supplies and equipment required for electrical maintenance.

5. Annual maintenance of all electrical equipment and fixtures for all buildings.

6. Year round maintenance of street and display lights, Cobra Poles and Washington Posts. Signage for Food Building, Flood lights outside Q.E, Parking lot and Gates lighting.

7. Fiber Optic loop and BAS system maintenance and repair and maintenance of Electronic Revenue Grade meter system.

THE BOARD OF GOVERNORS OF EXHIBITION PLACE  
OVERHEAD

50-323 ENGINEERING EXPENSES

ACTV	ACCOUNT NAME	2006 ACTUAL	2007 ACTUAL	2008 FORECAST	2008 BUDGET	2009 BUDGET	%Increase	Notes
7-	<b>EXPENSE</b>							
0101	SALARIES - PERM	304,507	312,683	330,514	330,514	343,663	4	1
0141	EMPLOYEE BENEFITS - PERMANENT	71,160	75,563	83,105	83,105	86,032	4	2
0102	SALARIES AND BENEFITS - HOURLY	9,458	10,194	0	0	0	0	
0104	SUPPLIES & GENERAL	1,124	588	700	700	700	0	
0105	PRINTING	1,167	1,816	1,900	1,900	1,900	0	
0107	EQUIPMENT RENTAL	3,226	5,342	2,500	2,500	2,500	0	
0109	CONTRACT PERSONNEL	0	0	2,122	2,122	2,122	0	
0110	EXPENSE ALLOWANCES	2,556	2,540	2,600	2,600	2,600	0	
0405	RECOVERIES CADD & MISC. PRINTING	(2,411)	(3,814)	(2,500)	(2,500)	(2,500)	0	
2509	RECOVERIES FROM CAPITAL PROGRAM	(381,600)	(396,000)	(413,619)	(413,619)	(429,694)	4	3
	<b>TOTAL EXPENSE</b>	<b>9,186</b>	<b>8,911</b>	<b>7,322</b>	<b>7,322</b>	<b>7,322</b>	<b>0</b>	

NOTE: 1. Provision for Merit adjustment.

2. Higher benefits rate due to Manulife benefits increase from 9.45% to 11.11% and also because Admin. Assistant now eligible for full benefits.

3. Recoveries from Capital budget include salaries and benefits.

THE BOARD OF GOVERNORS OF EXHIBITION PLACE  
OVERHEAD

50-324 WELDING EXPENSES

ACTV	ACCOUNT NAME	2006 ACTUAL	2007 ACTUAL	2008 FORECAST	2008 BUDGET	2009 BUDGET	% Increase	Notes
7-	<b>EXPENSE</b>							
0102	SALARIES & BENEFITS - HOURLY (MAINTENANCE)	58,902	68,556	68,543	68,543	71,146	4	1
0102	SALARIES & BENEFITS - HOURLY (RECOVERABLE)	43,717	47,749	29,820	29,820	30,713	3	
0102	TOTAL SALARIES & BENEFITS - HOURLY	102,619	116,305	98,363	98,363	101,859	4	
0112	BOG RECOVERIES	(11,880)	(18,759)	(18,247)	(18,247)	(18,794)	3	1
0113	DEC RECOVERIES	(22,717)	(15,164)	(6,896)	(6,896)	(7,102)	3	1
0114	CNEA RECOVERIES	(7,481)	(9,961)	(4,677)	(4,677)	(4,817)	3	1
0115	RICOH RECOVERIES	(1,639)	(2,907)	0	0	0	0	1
0122	STADIUM RECOVERIES	0	(958)	0	0	0	0	
	<b>MAINTENANCE SALARIES AND BENEFITS - HOURLY</b>	<b>58,902</b>	<b>68,556</b>	<b>68,543</b>	<b>68,543</b>	<b>71,146</b>	<b>4</b>	<b>1</b>
0107	EQUIPMENT RENTAL	0	0	1,000	1,000	1,000	0	
3033	BUILDING MAINT. - WELDING SUPPLIES	10,076	0	10,000	10,000	10,000	0	
	<b>TOTAL EXPENSE</b>	<b>68,978</b>	<b>68,556</b>	<b>79,543</b>	<b>79,543</b>	<b>82,146</b>	<b>3</b>	

NOTE: 1. Salary adjustment as per union adjustment.

THE BOARD OF GOVERNORS OF EXHIBITION PLACE  
OVERHEAD

50-325 CARPENTRY EXPENSES

ACTV	ACCOUNT NAME	2006 ACTUAL	2007 ACTUAL	2008 FORECAST	2008 BUDGET	2009 BUDGET	%Increase	Notes
7-	<b>EXPENSE</b>							
0102	SALARIES & BENEFITS - HOURLY (MAINTENANCE)	305,689	329,384	417,000	416,994	441,608	6	1
0102	SALARIES & BENEFITS - HOURLY (RECOVERABLE)	487,192	420,071	408,000	407,829	418,002	2	
	TOTAL SALARIES & BENEFITS - HOURLY	792,881	749,456	825,000	824,823	859,610	4	
0112	BOG RECOVERIES	(125,341)	(94,939)	(101,000)	(100,608)	(103,626)	3	1
0113	DEC RECOVERIES	(130,673)	(90,564)	(110,000)	(109,671)	(110,901)	1	1
0114	CNEA RECOVERIES	(101,018)	(89,509)	(63,000)	(63,268)	(65,166)	3	1
0115	RICOH RECOVERIES	(130,160)	(73,830)	(114,000)	(113,657)	(117,066)	3	1
0122	STADIUM RECOVERIES	0	(71,228)	(21,000)	(20,625)	(21,243)	3	1
	MAINTENANCE SALARIES AND BENEFITS - HOURLY	305,689	329,384	416,000	416,994	441,608	6	1
0107	EQUIPMENT RENTAL	1,176	0	1,000	1,000	1,000	0	
3018	LOCKSMITH SUPPLIES	6,464	8,132	18,000	18,000	18,000	0	
3019	CONTRACTED SERVICES	134,062	89,041	140,000	140,525	140,525	0	2
3033	BUILDING MAINT. AND REPAIRS	189,282	287,021	208,000	207,500	207,500	0	
3034	CARILLON MAINTENANCE	1,680	97	2,000	2,000	2,000	0	
3044	RENTAL of EQPT for MAINT.	27,763	35,829	25,000	25,000	25,000	0	3
	TOTAL EXPENSE	666,117	749,504	810,000	811,019	835,633	3	

NOTE: 1. Salary adjustment as per union adjustment.

2. Contract services are required to assist workers in completing work via outsourcing. Work for overhead doors and door repairs.

3. Rental of equipment to do maintenance work i.e. high reach equip etc.

THE BOARD OF GOVERNORS OF EXHIBITION PLACE  
OVERHEAD

50-326 PAINTING EXPENSES

ACTV	ACCOUNT NAME	2006 ACTUAL	2007 ACTUAL	2008 FORECAST	2008 BUDGET	2009 BUDGET	%Increase	Notes
7-	<b>EXPENSE</b>							
0102	SALARIES & BENEFITS - HOURLY (MAINTENANCE)	327,420	257,245	358,000	357,673	367,851	3	1
0102	SALARIES & BENEFITS - HOURLY (RECOVERABLE)	107,342	95,520	143,000	143,223	147,116	3	
	TOTAL SALARIES & BENEFITS - HOURLY	434,762	352,765	501,000	500,896	514,967	3	
0112	BOG RECOVERIES	(40,306)	(16,235)	(55,500)	(54,758)	(56,400)	3	1
0113	DEC RECOVERIES	(18,855)	(40,865)	(22,000)	(22,415)	(23,087)	3	1
0114	CNEA RECOVERIES	(20,814)	(24,311)	(42,000)	(42,337)	(43,607)	3	1
0115	RICOH RECOVERIES	(27,367)	(4,188)	(10,000)	(10,310)	(10,619)	3	1
0122	Stadium RECOVERIES	0	(9,921)	(13,000)	(13,403)	(13,403)	0	1
	MAINTENANCE SALARIES AND BENEFITS - HOURLY	327,420	257,245	358,500	357,673	367,851	3	1
0107	EQUIPMENT RENTAL	1,040	0	1,000	1,000	1,000	0	
3019	CONTRACTED SERVICES	126	856	2,000	2,000	2,000	0	
3033	BUILDING MAINT.	23,655	47,335	20,250	20,250	20,250	0	
	TOTAL EXPENSE	352,241	305,437	381,750	380,923	391,101	3	

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

THE BOARD OF GOVERNORS OF EXHIBITION PLACE  
OVERHEAD

50-327 MECHANICAL & GARAGE EXPENSES

ACTV	ACCOUNT NAME	2006 ACTUAL	2007 ACTUAL	2008 FORECAST	2008 BUDGET	2009 BUDGET	%Increase	Notes
7-	<b>EXPENSE</b>							
0102	SALARIES & BENEFITS - HOURLY (MAINTENANCE)	132,641	121,022	145,000	145,159	149,090	3	1
0102	SALARIES & BENEFITS - HOURLY (RECOVERABLE)	16,446	21,536	14,000	13,739	14,151	3	1
0102	TOTAL SALARIES & BENEFITS - HOURLY	149,087	142,557	159,000	158,898	163,241	3	1
0112	BOG RECOVERIES	(142)	0	0	0	0	0	1
0113	DEC RECOVERIES	(3,794)	(9,114)	(8,900)	(8,942)	(9,210)	3	1
0114	CNEA RECOVERIES	(12,510)	(12,422)	(4,800)	(4,797)	(4,941)	3	1
								1
	<b>MAINTENANCE SALARIES AND BENEFITS - HOURLY</b>	<b>132,641</b>	<b>121,022</b>	<b>145,300</b>	<b>145,159</b>	<b>149,090</b>	<b>3</b>	<b>1</b>
0107	EQUIPMENT RENTAL	1,040	0	1,000	1,000	1,000	0	
3005	PETROLEUM PRODUCTS	1,779	1,450	2,000	2,000	2,000	0	
3007	GASOLINE & PROPANE	60,603	43,497	58,000	59,000	59,000	0	
3008	DIESEL FUEL	32,299	43,660	43,000	43,000	43,000	0	
3028	VEHICLE MAINT.	43,288	38,211	55,000	55,000	55,000	0	
3038	VEHICLE LICENSES	10,746	10,711	11,000	11,000	11,000	0	
3039	EQUIPMENT MAINT.	94,012	53,138	100,000	100,000	100,000	0	
	From 8015 8410 Fuel Oil	2,623	0	3,500	3,500	3,500	0	
	<b>TOTAL EXPENSE</b>	<b>379,031</b>	<b>311,689</b>	<b>418,800</b>	<b>419,659</b>	<b>423,590</b>	<b>1</b>	

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



THE BOARD OF GOVERNORS OF EXHIBITION PLACE  
OVERHEAD

50-328 PLUMBING EXPENSES

ACTV	ACCOUNT NAME	2006 ACTUAL	2007 ACTUAL	2008 FORECAST	2008 BUDGET	2009 BUDGET	%Increase	Notes
7-	<b>EXPENSE</b>							
0102	SALARIES & BENEFITS - HOURLY (MAINTENANCE)	256,022	230,875	404,000	404,244	410,316	2	1
0102	SALARIES & BENEFITS - HOURLY (RECOVERABLE)	151,529	240,411	149,000	148,727	153,921	3	1
0102	TOTAL SALARIES & BENEFITS - HOURLY	407,552	471,286	553,000	552,971	564,237	2	1
0112	BOG RECOVERIES	(30,737)	(17,697)	(42,000)	(42,320)	(43,695)	3	1
0113	DEC RECOVERIES	(41,153)	(130,450)	(16,000)	(16,053)	(16,575)	3	1
0114	CNEA RECOVERIES	(74,713)	(90,140)	(83,000)	(83,110)	(85,811)	3	1
0115	RICOH RECOVERIES	(4,926)	(67)	(2,100)	(2,089)	(2,517)	20	1
0122	STADIUM RECOVERIES	0	(2,057)	(5,100)	(5,155)	(5,323)	3	1
	<b>MAINTENANCE SALARIES AND BENEFITS - HOURLY</b>	<b>256,022</b>	<b>230,875</b>	<b>404,800</b>	<b>404,244</b>	<b>410,316</b>	<b>2</b>	<b>1</b>
0107	EQUIPMENT RENTAL	4,095	0	2,000	2,000	2,000	0	
3017	UNDERGROUND SERVICES	45,319	101,017	95,000	95,000	95,000	0	4
3019	CONTRACTED SERV.(INCL. ELEVATOR & ESCALATORS DEC 8330-00	96,324	127,957	117,000	117,004	117,004	0	5
3031	PLUMBING MAINTENANCE	23,693	22,871	40,000	40,000	40,000	0	6
3033	BUILDING MAINT.	6,335	56,017	52,000	52,300	52,300	0	2
3042	FIRE PROTECTION	189,100	241,965	217,000	216,500	216,500	0	
3043	KITCHEN EQUIPMENT	153	0	5,000	5,000	5,000	0	3
3057	WASHROOM TRAILERS	9,829	0	17,000	17,000	17,000	0	
	<b>TOTAL EXPENSE</b>	<b>630,870</b>	<b>780,702</b>	<b>949,800</b>	<b>949,048</b>	<b>955,120</b>	<b>1</b>	

**Notes** 1. Hourly wages budgeted as per union agreements.

2. Preventative maintenance. In prior years when we had the building operators they used to do their own maintenance. Now costs have risen as we manage the building as union costs are higher.
3. Kitchen equipment repairs includes items such as drains, faucets, hot water tanks and filters.
4. Includes contractors to dig and find pipes, underground surveys etc.
5. Includes contractors to clean and vacuum out pipes and ready for use.
6. Primarily includes repairs parts and service calls

THE BOARD OF GOVERNORS OF EXHIBITION PLACE  
OVERHEAD

50-329 HVAC EXPENSES

ACTV	ACCOUNT NAME	2006 ACTUAL	2007 ACTUAL	2008 FORECAST	2008 BUDGET	2009 BUDGET	% Increase	Notes
7-	<b>EXPENSE</b>							
0102	SALARIES & BENEFITS - HOURLY (MAINTENANCE)	264,690	211,280	424,000	424,142	427,817	1	1
0102	SALARIES & BENEFITS - HOURLY (RECOVERABLE)	267,699	399,915	236,000	236,136	243,810	3	1
0102	TOTAL SALARIES & BENEFITS - HOURLY	532,389	611,195	660,000	660,278	671,627	2	1
0112	BOG RECOVERIES	(7,191)	(119,475)	(10,000)	(9,946)	(10,269)	3	1
0113	DEC RECOVERIES	(236,588)	(272,363)	(195,000)	(194,934)	(201,269)	3	1
0114	CNEA RECOVERIES	(9,579)	(7,429)	(20,000)	(19,886)	(20,532)	3	1
0115	RICOH RECOVERIES	(14,342)	(648)	(3,000)	(3,130)	(3,232)	3	1
0122	Stadium RECOVERIES	0	0	(8,000)	(8,240)	(8,508)	3	1
	<b>MAINTENANCE SALARIES AND BENEFITS - HOURLY</b>	264,690	211,280	424,000	424,142	427,817	1	1
0107	EQUIPMENT RENTAL	2,129	9,250	5,000	5,000	5,000	0	
3019	CONTRACTED SERVICES	411,470	187,982	185,000	185,000	185,000	0	
3025	EQUIPMENT MAINTENANCE	97,288	97,549	132,000	132,000	132,000	0	
3029	REFRIGERATION & AIR CONDITIONING	6,724	61,770	88,000	88,000	88,000	0	
3033	BUILDING MAINT.	33,740	62,433	80,000	80,000	80,000	0	
3041	CONTROLS & BUILDING AUTOMATION	62,046	196,651	121,000	120,600	120,600	0	
3043	KITCHEN EQUIPMENT	875	9,420	9,000	9,000	9,000	0	
	<b>TOTAL EXPENSE</b>	878,962	836,334	1,044,000	1,043,742	1,047,417	0	

NOTE. 1. Hourly wages budgeted as per union agreements.

THE BOARD OF GOVERNORS OF EXHIBITION PLACE  
OVERHEAD

50-330 IATSE EXPENSES

ACTV	ACCOUNT NAME	2006 ACTUAL	2007 ACTUAL	2008 FORECAST	2008 BUDGET	2009 BUDGET	%Increase	Notes
7-	<b>EXPENSE</b>							
0102	SALARIES & BENEFITS - HOURLY (MAINTENANCE)	173,837	135,539	157,420	171,393	166,159	(3)	1
0102	SALARIES & BENEFITS - HOURLY (RECOVERABLE)	2,618,244	3,746,787	2,925,406	2,177,928	3,020,482	39	
0102	TOTAL SALARIES & BENEFITS - HOURLY	2,792,081	3,882,327	3,082,826	2,349,321	3,186,641	36	
0112	BOG RECOVERIES - IATSE	(771,241)	(1,020,721)	(959,452)	(518,100)	(990,634)	91	
0113	DEC RECOVERIES - IATSE	(818,082)	(1,098,179)	(775,934)	(783,052)	(801,152)	2	
0114	CNEA RECOVERIES - IATSE	(469,094)	(441,803)	(369,323)	(369,323)	(381,326)	3	
0115	RICOH RECOVERIES	(559,827)	(580,237)	(699,378)	(386,134)	(722,108)	87	
0122	STADIUM RECOVERIES	0	(605,846)	(121,319)	(121,319)	(125,262)	3	
	<b>MAINTENANCE SALARIES AND BENEFITS - HOURLY</b>	<b>173,837</b>	<b>135,539</b>	<b>157,420</b>	<b>171,393</b>	<b>166,159</b>	<b>(3)</b>	<b>1</b>
0104	SUPPLIES & GENERAL	73	0	300	300	300	0	
0107	EQUIPMENT RENTAL	541	0	1,000	1,000	1,000	0	2
0110	EXPENSE ALLOWANCES	132	0	300	300	300	0	
3022	EQUIPMENT MAINT.	13,887	9,912	14,000	14,000	14,000	0	3
	<b>TOTAL EXPENSE</b>	<b>188,470</b>	<b>145,451</b>	<b>173,020</b>	<b>186,993</b>	<b>181,759</b>	<b>(3)</b>	

NOTE: 1. Includes and 3.25% wage increase and reduction in staff.

2. Annual rental of fax machine, small scissor lift and testing equipment.

3. Includes hoist motor inspections, splicing equipment and amplifiers, speakers and sound board repairs.

THE BOARD OF GOVERNORS OF EXHIBITION PLACE  
OVERHEAD

50-334 CREATIVE SERVICES - SIGN SHOP

ACTV	ACCOUNT NAME	2006 ACTUAL	2007 ACTUAL	2008 FORECAST	2008 BUDGET	2009 BUDGET	%Increase	Notes
7-	<b>EXPENSE</b>							
0102	SALARIES & BENEFITS - HOURLY (MAINTENANCE)	29,915	33,563	48,000	40,021	41,035	3	1
0102	SALARIES & BENEFITS - HOURLY (RECOVERABLE)	199,008	176,331	192,556	167,542	198,814	19	
0102	TOTAL SALARIES & BENEFITS - HOURLY	228,923	209,895	240,556	207,563	239,849	16	1
0112	BOG RECOVERIES - CREATIVE	(85,154)	(77,659)	(105,106)	(65,850)	(108,522)	65	
0113	DEC RECOVERIES - CREATIVE	(47,101)	(40,760)	(22,162)	(42,700)	(22,882)	(46)	
0114	CNEA RECOVERIES - CREATIVE	(62,950)	(54,019)	(54,800)	(54,800)	(56,581)	3	
0115	RICOH RECOVERIES	(3,803)	(1,429)	(8,000)	(2,127)	(8,260)	288	
0122	Stadium RECOVERIES	0	(2,465)	(2,488)	(2,065)	(2,569)	24	
	<b>MAINTENANCE SALARIES AND BENEFITS - HOURLY</b>	29,915	33,563	48,000	40,021	41,035	3	1
0104	SUPPLIES & GENERAL	6,334	6,265	6,300	6,300	6,300	0	2
3022	EQUIPMENT MAINT.	1,019	2,673	2,000	2,000	2,000	0	3
3026	SIGNS SUPPLIES & REPAIRS 8015 8445	10,967	23,029	12,000	12,000	12,000	0	4
	<b>TOTAL EXPENSE</b>	48,234	65,530	68,300	60,321	61,335	2	

**NOTE:** 1. Budgeted increase as per union agreements, and a proportionate decrease in recoverable work.

2. Graphic Supplies, Materials from stores, cutters, blades, ropes, pens, paper and computer discs.

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

ACTV	ACCOUNT NAME	2006 ACTUAL	2007 ACTUAL	2008 FORECAST	2008 BUDGET	2009 BUDGET	%Increase	Notes
7-	<b>EXPENSE</b>							
0101	SALARIES - PERM	538,859	591,711	637,078	637,078	649,307	2	1
	BENEFITS - PERM	125,926	142,993	151,507	151,507	154,366	2	1
0102	SALARIES AND BENEFITS - HOURLY	492,678	654,610	874,802	914,802	979,786	7	2
0112	BOG RECOVERIES	(22,255)	(12,206)	(35,000)	(30,000)	(40,000)	33	
0113	DEC RECOVERIES	(316,112)	(330,106)	0	0	0	0	
	From 8015 8201 0001	375,946	329,034	0	0	0	0	
0114	CNEA RECOVERIES	(4,783)	(2,940)	(1,500)	(1,500)	(1,500)	0	
0115	RICOH RECOVERIES	(3,353)	(8,642)	(155,000)	(160,410)	(125,000)	(22)	4
0122	STADIUM RECOVERIES	0	(108,238)	(161,000)	(160,410)	(155,000)	(3)	4
	<b>SUB TOTAL SALARIES AND BENEFITS - HOURLY</b>	<b>522,120</b>	<b>521,512</b>	<b>522,302</b>	<b>562,482</b>	<b>658,286</b>	<b>17</b>	
0104	SUPPLIES & GENERAL (Includes 8015 8465)	1,970	2,684	3,500	3,500	3,500	0	
0107	EQUIPMENT RENTALS	5,906	5,782	5,850	5,350	5,350	0	
1040	MEMBERSHIPS	0	40	400	650	650	0	
1205	UNIFORMS	7,592	11,806	8,000	8,000	8,000	0	3
3025	EQUIPMENT MAINT (Includes 8015 8259 0001/2)	129,042	75,094	80,000	80,000	80,000	0	5
	<b>TOTAL EXPENSE</b>	<b>1,331,415</b>	<b>1,351,621</b>	<b>1,408,637</b>	<b>1,448,566</b>	<b>1,559,459</b>	<b>8</b>	

NOTE: 1. Provision for merit increase.

2. Increase in hourly rates at 3.25%; request for a secretarial/administrative helper.
3. Increase in staffing and costs of uniforms.
4. Reduction in recoveries as Security requirements have been reduced by Ricoh and BMO.
5. For radios, radio systems, DVR, CCTV etc..

THE BOARD OF GOVERNORS OF EXHIBITION PLACE  
DIRECT ENERGY CENTRE  
SUMMARY

PAGE	ACCOUNT NAME	2006 ACTUAL	2007 ACTUAL	2008 FORECAST	2008 BUDGET	2009 BUDGET	%Increase	Notes
	<b><u>REVENUE</u></b>							
	RENTAL - SHOWS	5,862,706	6,864,627	6,674,000	6,673,445	7,095,446	6	
	RENTAL - RAWF	822,202	903,079	972,493	964,042	982,140	2	
	<b>SUB TOTAL</b>	<b>6,684,908</b>	<b>7,767,706</b>	<b>7,646,493</b>	<b>7,637,487</b>	<b>8,077,586</b>	<b>6</b>	
	ELECTRICAL SERVICES - NET	932,788	1,013,759	1,025,000	1,049,031	1,126,058	7	
	CATERING CONCESSIONS	1,174,047	1,279,160	1,121,081	1,306,631	1,290,839	(1)	
	SHOW SERVICES - NET	1,091,686	1,098,533	1,018,674	994,210	1,088,665	10	
65	TELECOMMUNICATIONS - NET	438,805	526,496	530,362	528,097	555,031	5	
67	SPONSORSHIP - NET	117,287	190,883	204,107	297,139	236,000	(21)	
69	OFFICIAL SUPPLIER	100,995	130,029	115,000	109,017	124,420	14	
69	ABM COMMISSIONS	193,586	345,836	195,889	128,291	135,712	6	
69	INTEREST AND OTHER INCOME	168,344	255,883	239,131	198,130	249,630	26	
	NAMING RIGHTS	700,000	700,000	700,000	700,000	700,000	0	
	<b>TOTAL REVENUE</b>	<b>11,602,446</b>	<b>13,308,285</b>	<b>12,795,737</b>	<b>12,948,033</b>	<b>13,583,941</b>	<b>5</b>	
	<b><u>EXPENSES</u></b>							
	DIRECT SHOW COSTS - PMD	521,807	532,807	561,710	536,836	549,063	2	
65	TELECOMMUNICATION/INFORMATION SYSTEMS	764,825	925,088	820,516	719,935	750,882	4	
68	EXECUTIVE	402,523	411,608	349,150	354,343	364,536	3	
69	FINANCE	29,381	80,166	88,100	64,200	98,200	53	
69	DEPRECIATION	16,066	12,169	7,128	15,600	13,500	(13)	
69	VACATION / SICK BANK BENEFITS	20,960	(77,310)	0	0	0		
	MANAGEMENT FEE - BASE	359,167	0	0	0	0		
70	MARKETING	707,984	944,470	1,160,377	1,152,746	1,457,250	26	
71	EVENT SERVICES	1,119,933	1,040,974	1,026,749	1,067,349	1,098,252	3	
	CONFERENCE CENTRE	0	16,500	0	0	0		
	NAMING RIGHTS	700,000	700,000	700,000	700,000	700,000	0	
	<b>TOTAL EXPENSES</b>	<b>4,642,645</b>	<b>4,586,473</b>	<b>4,713,731</b>	<b>4,611,009</b>	<b>5,031,683</b>	<b>9</b>	
	<b><u>EXPENSE RECOVERIES</u></b>							
72	CENTERPLATE - UTILITIES & CLEANING	(164,093)	(99,773)	(96,659)	(110,170)	(112,558)		
	<b>TOTAL EXPENSES</b>	<b>4,478,552</b>	<b>4,486,246</b>	<b>4,610,072</b>	<b>4,500,839</b>	<b>4,919,125</b>	<b>(3)</b>	
	<b>NET INCOME (LOSS)</b>	<b>7,123,894</b>	<b>8,821,585</b>	<b>8,178,665</b>	<b>8,447,194</b>	<b>8,664,816</b>	<b>3</b>	

THE BOARD OF GOVERNORS OF EXHIBITION PLACE

DIRECT ENERGY CENTRE

8500 - TELECOMMUNICATIONS

ACTV	ACCOUNT NAME	2006 ACTUAL	2007 ACTUAL	2008 FORECAST	2008 BUDGET	2009 BUDGET	% Increase	Notes
<b>EXPENSES</b>								
8001	SALARIES ADMINISTRATION	303,785	364,276	338,000	329,823	345,221	5	1
8002	TEMPORARY WAGES	50,797	61,822	72,440	13,000	25,000	92	7
8102	EMPLOYEE BENEFITS	70,728	90,797	100,000	81,311	84,861	4	
8204	CONTRACTED SERVICES	42,888	19,574	0	0	0	0	1
8215	DUES & SUBSCRIPTION	509	758	0	550	550	0	
8219	MISCELLANEOUS EXPENSES(Includes 50-160 7-0110)	6,709	3,238	2,001	3,000	3,000	0	8
8220	COMPUTER EQUIPMENT(Includes 50-160 7-0107)	37,761	18,976	11,000	11,000	11,000	0	4
8249	SMALL EQUIPMENT/SOFTWARE	4,539	37,736	9,952	6,000	6,000	0	
8340	MAINTENANCE AGREEMTS. - BELL	28,221	28,360	24,974	24,500	24,500	0	9
8455	UNIFORMS	0	2,351	500	500	500	0	
8475	TELECOM CABLING & FIXTURES	23,471	46,781	23,760	14,000	14,000	0	
8532	OFFICE SUPPLIES	1,062	1,814	1,423	1,000	1,000	0	
8575	TELEPHONE TRUNK & PSTN	124,096	164,219	158,005	156,000	156,000	0	6
8590	COMPUTER SUPPLIES(From BoG 50-160 7-0104)	43,706	57,365	52,662	53,450	53,450	0	2
8570	SOFTWARE MAINT. AGREEMENTS	36,070	37,022	35,000	35,000	35,000	0	3
8571	RECOVERIES - VISION MAINT.E - CNE	(10,000)	(10,000)	(10,000)	(10,000)	(10,000)	0	
8580	TELECOMMUNICATIONS FROM THIRD PARTY	482	0	800	800	800	0	
<b>TOTAL EXPENSES</b>		<b>764,825</b>	<b>925,088</b>	<b>820,516</b>	<b>719,935</b>	<b>750,882</b>	<b>4</b>	
<b>REVENUE</b>								
4095	TELECOMM - EVENTS	240,567	286,219	307,475	265,637	299,059	13	
7817	TELEPHONE RECOVERIES	176,000	220,376	237,439	243,800	236,662	(3)	5
7818	TELECOMMUNICATIONS FROM THIRD PARTY	22,238	19,901	18,660	18,660	19,310	3	10
<b>TOTAL REVENUE</b>		<b>438,805</b>	<b>526,496</b>	<b>563,574</b>	<b>528,097</b>	<b>555,031</b>	<b>5</b>	
<b>NET PROFIT (LOSS)</b>		<b>(326,020)</b>	<b>(398,593)</b>	<b>(256,942)</b>	<b>(191,838)</b>	<b>(195,850)</b>	<b>2</b>	

THE BOARD OF GOVERNORS OF EXHIBITION PLACE

DIRECT ENERGY CENTRE

8500 - TELECOMMUNICATIONS

- NOTE:** 1. Includes provision for merit increase, also includes salaries for some staff that cannot be fully recovered from events  
 2. Computer supplies for all printers, fax machines, copiers and maintenance agreements for the same.  
 3. Vision Payments for financial reporting software  
 4. Annual computer replacement.  
 5. Centre Plate, RAWF, TRADELINK, Stadium, CSA & Tenants. Increase due to additional recoveries from Stadium & CSA in 2008  
 6. PSTN & TRUNK access for complete grounds plus additional serv. To Food building & BLC  
 7. Contract staff for system support, pay phone movement, Bank Machine relocation, sign changes, WEB support, additional support for RICOH, Centre Plate, Stadium, CSA, RAWF, CNE, CCTV cameras and tenants and portion not recovered from shows. Increase offset by additional recoveries from Stadium and CSA. Includes help for the new Automotive Conference Centre  
 8. Equipment rental (Gator)  
 9. Maintenance for PBX Switch based on new 3 year agreement signed in 2005, less provision for \$ 8,000 savings based on new deal.  
 10. Includes recovery from casino

8500 - TELECOMMUNICATIONS

TELEPHONE RECOVERIES	2006 ACTUAL	2007 ACTUAL	2008 FORECAST	2008 BUDGET	2009 BUDGET
TRADELINK	0	129	0	0	0
EX PLACE	33,212	32,823	33,212	47,000	33,212
LIBERTY GRAND - EX PL	0	0	1,920	6,000	2,000
CENTREPLATE/SERVO	20,132	21,043	21,269	22,000	22,000
RAWF	27,080	27,769	24,441	27,500	25,000
CONKLIN	3,710	0	0	0	0
GAB EZEE/NTS [ABM]	4,608	4,608	4,000	3,750	3,750
VARIOUS OTHER	3,797	1,400	4,505	0	4,700
SOCCER STADIUM/BMO FIELD	0	54,315	76,411	65,000	75,000
FCT COMMUNICATION	17,087	7,920	5,440	9,000	5,500
GES	2,590	2,978	2,978	2,350	3,000
VARIOUS TENANTS	1,963	4,440	1,000	4,200	1,000
PCL	10,020	3,855	0	0	0
CSA - Stadium	0	4,760	6,468	23,000	6,500
MLSE-RICOH	49,174	52,298	55,795	34,000	55,000
COT	2,627	2,039	0	0	0
	176,000	220,376	237,439	243,800	236,662

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## DIRECT ENERGY CENTRE

## 7300 - ADVERTISING AND SPONSORSHIP

ACTV	ACCOUNT NAME	2006 ACTUAL	2007 ACTUAL	2008 FORECAST	2008 BUDGET	2009 BUDGET	%Increase	Notes
<b>EXPENSES</b>								
7090	PRODUCTION	22,627	0	0	11,000	11,000	0	1
7092	ADMINISTRATIVE	74,885	22,493	18,942	39,000	19,000	(51)	2
7095	COMMISSIONS	19,316	28,520	17,000	19,000	19,000	0	
7098	COMMISSIONS - CONTRA ACCOUNT	28,530	0		0	0		
	<b>TOTAL EXPENSES</b>	<b>145,358</b>	<b>51,013</b>	<b>35,942</b>	<b>69,000</b>	<b>49,000</b>	<b>(29)</b>	
7080	REVENUE	262,645	241,896	242,049	366,139	285,000	(22)	
	<b>NET PROFIT (LOSS)</b>	<b>117,287</b>	<b>190,883</b>	<b>206,107</b>	<b>297,139</b>	<b>236,000</b>	<b>(21)</b>	

## NOTES

1. Production / Signage work for new business.
2. New sponsorship agreement with Eamonn O'Loughlin, no monthly fees payable, just commission

DIRECT ENERGY CENTRE  
8001 - EXECUTIVE EXPENSES

ACTV	ACCOUNT NAME	2006 ACTUAL	2007 ACTUAL	2008 FORECAST	2008 BUDGET	2009 BUDGET	%Increase	Notes
<b>EXPENSES</b>								
8001	SALARIES ADMIN.	276,773	247,547	254,000	256,654	262,811	2	1
8002	WAGES - PART TIME	0	0	1,000	1,000	1,000	0	2
8102	BENEFITS	49,694	55,182	60,000	60,254	64,290	7	1
8103	SICK BANK CONTRIBUTIONS	15,240	15,240	0	0	0	0	
8212	MEALS & ENTERTAINMENT	650	1,013	2,500	3,600	3,600	0	3
8215	DUES & SUBSCRIPTIONS	4,440	9,637	9,750	9,750	9,750	0	
8219	MISCELLANEOUS EXPENSES	19,734	5,652	3,100	3,100	3,100	0	
8225	LEGAL FEES - Net	19,938	0	0	0	0	0	
8228	PROFESSIONAL FEES	900	799	4,000	4,500	4,500	0	
8238	OFFICE RENOVATION	0	63,365	0	0	0	0	
8249	SMALL EQUIPMENT	1,677	0	1,000	1,000	1,000	0	
8261	EQUIPMENT RENTAL	0	0	2,500	2,500	2,500	0	4
8531	PRINTING & STATIONERY	253	0	500	500	500	0	
8532	OFFICE SUPPLIES	11,872	8,314	9,500	9,785	9,785	0	
8540	COURIER	373	162	300	500	500	0	
8575	TELEPHONE	979	753	1,000	1,200	1,200	0	
8585	CONFERENCE DEVELOPMENT	0	3,944	0	0	0	0	
<b>TOTAL EXPENSES</b>		<b>402,523</b>	<b>411,608</b>	<b>349,150</b>	<b>354,343</b>	<b>364,536</b>	<b>3</b>	

NOTE: 1. Includes provision for merit increase.

2. Costs relating to receptionist coverage for staff on vacation / sick.

3. Board related and local sales entertainment.

4. Copier rental for business centre, enhancement of show and customer services, decrease due to business centre providing own cost for equipment supplies (toner / cartridge). DEC pays for equipment rental.

DIRECT ENERGY CENTRE  
8002 - CHIEF FINANCIAL OFFICER

ACTV	ACCOUNT NAME	2006 ACTUAL	2007 ACTUAL	2008 FORECAST	2008 BUDGET	2009 BUDGET	%Increase	Notes
	<b>EXPENSES</b>							
8245	CREDIT CARD DISCOUNTS	39,547	56,414	78,000	45,000	79,000	76	2
8501	BAD DEBT EXPENSE	(11,075)	21,231	7,500	18,000	18,000	0	
8502	BANK SERVICE CHARGES	909	2,521	2,600	1,200	1,200	0	3
	<b>SUB-TOTAL</b>	<b>29,381</b>	<b>80,166</b>	<b>88,100</b>	<b>64,200</b>	<b>98,200</b>	<b>53</b>	
8595	DEPRECIATION - EQUIPMENT	16,066	12,169	7,128	15,600	13,500	(13)	
8103	VACATION BENEFITS	20,960	(14,774)	0	0	0	0	
8104	SICK BENEFITS	0	(62,536)	0	0	0	0	
	<b>SUB-TOTAL</b>	<b>37,026</b>	<b>(65,141)</b>	<b>7,128</b>	<b>15,600</b>	<b>13,500</b>	<b>(13)</b>	
	<b>TOTAL EXPENSES</b>	<b>66,407</b>	<b>15,025</b>	<b>95,228</b>	<b>79,800</b>	<b>111,700</b>	<b>40</b>	
	<b>REVENUE</b>							
7800	INTEREST INCOME	168,344	255,883	239,131	198,130	249,630	26	1
7825	MISCELLANEOUS INCOME	94,780	245,791	70,889	2,500	10,712	328	
	ABM COMMISSIONS	98,806	100,045	125,000	125,791	125,000	(1)	
7829	OFFICIAL SUPPLIER	100,995	130,029	101,201	109,017	124,420	14	
	<b>TOTAL REVENUE</b>	<b>462,925</b>	<b>731,748</b>	<b>536,221</b>	<b>435,438</b>	<b>509,762</b>	<b>17</b>	
	<b>NET PROFIT (LOSS)</b>	<b>396,518</b>	<b>716,723</b>	<b>440,993</b>	<b>355,638</b>	<b>398,062</b>	<b>12</b>	

**NOTE:**

1. PSAB prescribed requirements, no budget usually provided for; actual cost and or recovery accounted for and reported at end of fiscal year.
2. Increase due to exhibitor orders now fully e-commerce, therefore, additional charge paid to financial institution on a transaction basis in addition to credit card discount
3. 08 forecast includes one time charge for e-commerce certification

## DIRECT ENERGY CENTRE

## 8003 - MARKETING EXPENSES

ACTV	ACCOUNT NAME	2006 ACTUAL	2007 ACTUAL	2008 FORECAST	2008 BUDGET	2009 BUDGET	%Increase	Notes
<b>EXPENSES</b>								
8001	SALARIES - ADMIN.	426,557	517,140	665,000	615,291	677,708	10	1
8102	BENEFITS	78,919	104,192	151,000	137,560	168,443	22	1
8211	TRAVEL	4,051	3,152	5,000	6,000	6,000	0	2
8214	MEETINGS & CONVENTIONS-Includes BOG Budget	25,272	56,692	39,284	61,295	50,000	(18)	
8215	DUES & SUBSCRIPTIONS-Includes BOG budget	19,814	55,963	26,544	30,000	27,000	(10)	
8219	MISCELLANEOUS EXPENSES	6,985	526	2,359	6,000	4,500	(25)	
8232	ADVERTISING	104,637	78,705	90,885	112,000	95,000	(15)	
8235	CORPORATE ADVERTISING	19,902	43,430	45,725	50,000	46,000	(8)	
8236	MEDIA / PUBLIC RELATIONS	0	0	3,551	5,000	5,000	0	
8248	RESOURCE MATERIALS-Inc. BOG budget	5,655	4,004	47,964	49,000	47,000	(4)	
8532	OFFICE SUPPLIES - Includes BOG budget	8,055	8,746	10,527	9,800	9,800	0	
8540	COURIER	3,090	2,622	2,389	2,500	2,500	0	
8575	TELEPHONE	5,047	4,298	5,150	3,300	3,300	0	
	MARKETING FEE SMG	0	65,000	65,000	65,000	65,000	0	3
8585	CONVENTION DEVELOPMENT/SPECIAL EVENTS FUND					250,000		4
	<b>TOTAL EXPENSES</b>	<b>707,984</b>	<b>944,470</b>	<b>1,160,377</b>	<b>1,152,746</b>	<b>1,457,250</b>	<b>26</b>	

**NOTE:** 1. Budgeted for provision of merit increase and Marketing Outreach Employee budgeted at full years salary, budgeted at 3 months in '08 and full year in '09

2008 forecast higher than budget as employee started in May 2008

Benefit increase due an addition of Marketing Outreach position plus benefits was not budgeted on marketing bonus payment for 2008 (first year for bonus)

2. SMG facility visit / travel - annual conference; Trade Conferences booth staffing.

3. Contractual marketing alliance arrangement with SMG '07 and '08 assume renewal in '09

4. Special event fund for Marketing of Conference Centre, DEC and Ex Place all grounds, DOLLARS will be matched by Tourism Toronto

DIRECT ENERGY CENTRE  
8007 - EVENT SERVICES EXPENSES

ACTV	ACCOUNT NAME	2006 ACTUAL	2007 ACTUAL	2008 FORECAST	2008 BUDGET	2009 BUDGET	%Increase	Notes
<b>EXPENSES</b>								
8001	SALARIES - PERM.	812,136	678,167	711,932	755,092	777,691	3	1
8002	SALARIES - TEMP	70,191	92,577	80,682	62,782	64,038	2	1
8102	BENEFITS	173,164	179,428	189,990	191,759	197,098	3	
8212	MEALS & ENTERTAINMENT	450	1,755	648	1,800	1,800	0	
8214	MEETINGS AND CONVENTIONS	5,920	5,146	4,500	2,190	3,000	37	2
8215	DUES & SUBSCRIPTIONS	1,573	1,247	1,807	2,000	2,000	0	3
8219	MISCELLANEOUS EXPENSES	2,184	3,085	2,790	2,500	2,500	0	4
8249	SMALL EQUIPMENT	0	0	866	1,100	2,000	82	5
8455	UNIFORMS	557	1,948	2,585	3,400	3,400	0	
8531	PRINTING & STATIONERY	0	0	1,411	2,600	2,600	0	
8532	OFFICE SUPPLIES - EC GROUP	10,108	14,372	0	10,500	10,500	0	
	OFFICE SUPPLIES - EXHIBITOR SERVICES	27,492	50,977	16,513	18,375	18,375	0	6
8540	COURIER	267	256	212	250	250	0	
8575	TELEPHONE	15,891	12,016	12,814	13,000	13,000	0	7
	<b>TOTAL EXPENSES</b>	<b>1,119,933</b>	<b>1,040,974</b>	<b>1,026,749</b>	<b>1,067,349</b>	<b>1,098,252</b>	<b>3</b>	

**NOTES:**

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

## DIRECT ENERGY CENTRE

## EXPENSE RECOVERY

ACTV	ACCOUNT NAME	2006 ACTUAL	2007 ACTUAL	2008 FORECAST	2008 BUDGET	2009 BUDGET	%Increase	Notes
<b><u>EXPENSES RECOVERIES</u></b>								
	CENTREPLATE - UTILITIES & CLEANING	(164,093)	(99,773)	(96,659)	(110,170)	(112,558)	2	1
	<b>TOTAL EXPENSES</b>	<b>(164,093)</b>	<b>(99,773)</b>	<b>(96,659)</b>	<b>(110,170)</b>	<b>(112,558)</b>	<b>2</b>	

## NOTES:

## NOTES:

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

THE BOARD OF GOVERNORS OF EXHIBITION PLACE

ALLSTREAM CENTRE  
SUMMARY

PAGE	ACCOUNT NAME	2006 ACTUAL	2007 ACTUAL	2008 FORECAST	2008 BUDGET	2009 BUDGET	% Increase	Notes
	<b>REVENUE</b>							
	RENTAL					149,636		
	CATERING CONCESSIONS					106,526		
	SHOW SERVICES - NET					73,083		
	PARKING					48,500		
						377,745		
	<b>EXPENSES</b>							
	MARKETING & SALES					50,000		
	BUILDING OPERATIONS					112,500		
	STAFFING					393,413		4
	START UP PROVISION					50,000		
						605,913		
	<b>ANNUAL CASH IN (OUT) FLOW BEFORE DEBT</b>					(228,168)		
	LESS: DEBT SERVICE CITY LOAN					0		1
	<b>CASH FLOW - After debt payment</b>					(228,168)		
	CASH IN FLOW PAYABLE TO CITY RESERVE					0		3
	<b>CASH FLOW BEFORE NAMING FEES</b>					(228,168)		
	NAMING FEES - DIRECT ENRGY					700,000		
	NAMING FEES - ALLSTREAM					520,000		
	<b>NET CASH FLOW BEFORE TRANSFER TO (OUT FROM) CITY</b>					991,832		
	TRANSFER (TO) FROM CITY RESERVE					(991,832)		2
	<b>NET CASH FLOW AFTER PAYMENT TO RESERVE</b>					0		

- NOTES:
1. Debt payment to start after the first full year of operation per 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 for the Direct Energy Centre and the Conference Centre (less any activation costs or commissions payable); plus any surplus from Exhibition Place consolidated operations as approved by City Council from time to time in the Exhibition Place Conference Centre Reserve Fund, which shall be used by the City to provide a source of funding for any shortfall by the Board in respect of the loan payments as required under the Agreement. Balance in Reserve at the end of 2008 expected to be approximately \$ 5M from prior year surplus contribution and Naming Fees plus any 2008 surplus will add to this.
  3. Amount per annualized proforma, however, full amount required in start up year, therefore, expenditures are not pro-rated.
  4. Staffing per proforma submitted to City, include Sales & Marketing, Events, Finance, House Technician, Concierge & Cleaning.

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

PAGE	ACCOUNT NAME	2006 ACTUAL	2007 ACTUAL	2008 FORECAST	2008 BUDGET	2009 BUDGET	%Increase	Notes
74	REVENUE	0	8,290,029	8,306,737	7,516,677	9,669,223	29	
75	EXPENSES	0	7,270,011	8,149,413	7,418,787	9,506,007	28	
	NET INC.(LOSS) BEFORE PARTICIPATION FEE	0	1,020,018	157,324	97,890	163,216	67	
	LESS MLSE PARTICIPATION FEE	0	511,947	78,662	48,945	81,608	67	1
	NET INCOME (LOSS)		508,071	78,662	48,945	81,608	67	

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



THE BOARD OF GOVERNORS OF EXHIBITION PLACE

NATIONAL SOCCER STADIUM (BMO FIELD)

REVENUES

ACTV	ACCOUNT NAME	2006 ACTUAL	2007 ACTUAL	2008 FORECAST	2008 BUDGET	2009 BUDGET	%Increase	Notes
<b>REVENUES</b>								
	CSA SOCCER USAGE FEE	0	43,877	28,200	50,400	23,500	(53)	1
	MLS USAGE FEE/TORONTO FC	0	255,000	276,750	275,400	283,669	3	2
	EVENT RENTAL FEE	0	57,850	77,000	60,000	120,000	100	13
	FIFA U20 TOURNAMENT	0	488,035	0	0	0		3
	OTHER USAGE FEES INCL. BUBBLE RENTAL	0	478,217	631,081	546,900	767,819	40	4
	CLUB SEATS	0	78,944	74,392	78,050	74,609	(4)	
	FACILITY USER FEE - CRF PRO TEAMS	0	392,733	310,240	304,912	321,140	5	5
	TICKETING REBATES	0	498,641	103,685	119,700	169,545	42	6
	CORPORATE SPONSORS (TOTAL)	0	594,589	768,750	560,000	787,969	41	14
	SUITE RENTAL	0	493,025	524,142	516,283	538,915	4	
	F&B EBITDA (INCL. FIFA U20 IN 2007)	0	4,376,379	4,080,954	3,863,050	4,177,874	8	8
	SUITE F&B EBITDA - PINANNCCE COMMISSION	0	200,093	106,381	99,014	120,014	21	9
	OUTSIDE VENDORS F & B	0	139,309	103,680	95,040	94,005	(1)	10
	MERCHANDISE EBITDA (INCL. FIFA U20)	0	141,496	128,864	67,320	129,672	93	11
	BROADCASTING	0	0	74,200	36,000	102,380	184	12
	INTEREST REVENUE	0	51,842	24,590	0	28,000		
	sub total	0	8,290,029	7,312,909	6,672,069	7,739,111		
<b>TRADES RECOVERABLE</b>								
	VARIOUS TRADES - LABOR, ELECT, IATSE, SECURITY	0	0	993,828	844,608	1,930,112	129	7
	<b>TOTAL REVENUES</b>	0	8,290,029	8,306,737	7,516,677	9,669,223	29	

- NOTES: 1. CSA contractually obligated to do 6 events; 08 budget based on 6 events, actual only 2; 09 assume 2 events; offset by add'l corp events revenue  
2. 20 games in 2007, 17 plus All Star in 2008. 2009 based on 18 games + CPI  
3. No FIFA in 2008  
4. Relates to bubble rental-5 months in 2008;2009 =more bubble rental to offset lower CSA usage+ increase fee from \$165 to \$175 for bubble rental  
5. 2009 based on 18,000 + add'l events, 2008 based on 18K attendance, 2007 based on 14K attendance.  
6. Increase due to additional events  
7. Increase in revenue offset by additional trades expenses  
8. Higher per cap from + add'l events, per cap est at \$10  
9. Higher attendance and higher per caps. 2008 based on \$2 per cap; 2009 based on \$4.21 per cap (BMO = 9% from TFC)  
10. In 2007 this item was included in F & B.  
11. 2008 based on \$2 per cap; 2009 based on \$4.21 per cap (BMO = 9% from TFC)  
12. 08 revenue from TFC @ 2K per game, now includes for 09 revenue from visiting broadcasters  
13. add'l corp events to offset loss of CSA games  
14. 09 based on achieving max (max = \$750k + CPI); rec'd 17.5% from TFC to a max of \$750 + CPI (2008 based on pro rats share)

## THE BOARD OF GOVERNORS OF EXHIBITION PLACE

## NATIONAL SOCCER STADIUM (BMO FIELD)

## EXPENSES

ACTV	ACCOUNT NAME	2006 ACTUAL	2007 ACTUAL	2008 FORECAST	2008 BUDGET	2009 BUDGET	%Increase	Notes
	<b>EXPENSES</b>							
	PERSONNEL COSTS - SALARIES	0	677,280	710,000	735,747	707,220	(4)	2
	PERSONNEL COSTS - BENEFITS	0	94,750	120,621	123,195	118,616	(4)	
	P - T F & B COSTS (Unico)	0	410,391	1,074,930	974,423	1,199,765	23	8
	TFC & CSA - F & B ROYALTY	0	1,060,391	997,673	1,014,196	1,041,926	3	
	COST OF GOODS SOLD (F & B)	0	1,481,853	1,287,441	1,116,170	1,493,898	34	9
	WAGES - CLEANING	0	237,872	249,622	177,562	144,382	(19)	10
	WAGES - LABOUR	0	35,924	48,456	44,456	40,396	(9)	
	WAGES - ELECTRICAL	0	58,574	35,530	20,252	20,806	3	
	WAGES - CARPENTRY	0	50,050	21,948	13,948	15,734	13	
	WAGES - PAINTING	0	9,886	37,044	31,544	14,172	(55)	
	WAGES - PLUMBING	0	3,536	19,864	9,864	2,669	(73)	
	WAGES - HVAC	0	7,144	55,000	60,000	41,744	(30)	
	VARIOUS TRADES-LABOR, ELECT, IATSE, CLN (RECOVERABL	0	1,173,841	993,828	817,792	1,896,825	132	11
	WAGES - SECURITY	0	118,101	142,603	125,067	158,285	27	15
	TRADE SUPPLIES	0	42,609	60,000	66,500	66,400	(0)	12
	TELEPHONE INCL. PORTABLE COMMUNICATIONS	0	157,044	128,220	66,900	141,041	111	3
	SUPPLIES & EQUIPMENT	0	115,130	277,518	264,712	383,869	45	
	TRAVEL, MEALS & ENTERTAINMENT	0	14,523	28,544	31,754	29,845	(6)	
	STAFF TRAINING & DEVELOPMENT(USHERS, EVENTS)	0	29,141	125,600	53,950	109,414	103	4
	WINTERIZATION - NON LABOUR	0	68,613	88,128	93,128	162,256	74	5
	DUMPING FEES/GARBAGE RECOVERABLE	0	0	5,000	19,800	13,000	(34)	6
	HYDRO -ELECTRICITY	0	198,954	360,000	360,000	360,000	0	
	NATURAL GAS	0	43,939	115,500	68,300	170,400	149	7
	UTILITIES RECOVERED	0	(6,700)	0	0	0		
	WATER & SEWAGE	0	7,991	31,000	61,000	20,000	(67)	16
	MAINTENANCE & EQUIPMENT	0	179,594	94,002	105,250	99,483	(5)	
	OFFICE & GENERAL	0	19,975	31,542	32,492	45,432	40	14
	AUDIT	0	30,000	26,820	30,000	26,820	(11)	
	LEGAL & PROFESSIONAL FEES	0	40,000	0	12,000	12,000	0	
	INSURANCE	0	85,769	120,000	81,000	94,902	17	13
	BOOKING COMMISSION /FEES (OSA) bubble	0	0	140,923	67,190	139,682	108	1
	INFORMATION TECHNOLOGY COST	0	0	68,438	68,438	68,438	0	
	OTHER	0	214,565	38,618	50,157	46,462	(7)	
	DEPRECIATION	0	45,000	0	0	0		
	CAPITAL RESERVE FUNDING - CITY	0	300,000	400,000	408,000	400,000	(2)	
	MLSE MANAGEMENT BASE FEES	0	200,001	205,000	204,000	210,125	3	
	GRAND OPENING EXPENSES	0	64,270	0	0	0		
	FIFA TURF APPROVAL	0	0	10,000	10,000	10,000	0	
	<b>TOTAL EXPENSES</b>	<b>0</b>	<b>7,270,011</b>	<b>8,149,413</b>	<b>7,418,787</b>	<b>9,506,007</b>	<b>28</b>	

- NOTES
1. OSA administration fee for booking bubble rentals.
  2. portion of senior mang salary with Ricoh and MLSE (ACC)
  3. add'l cost for broadcast line charge, offset bY add'l broadcast revenue
  4. In '07 Unico paid for part time F&B + ushers and event staff, in '08 and '09 new revised agreement BMO to pay
  5. Winterization costs incl in bubble purch for first year only, in '09 BMO to pay for set up & tear down
  6. lower due to more recycling
  7. higher costs for bubble, offset by higher rental revenue
  8. Higher labour costs offset by higher rental revenue.
  9. Higher COGS based on higher F & B revenues
  10. Making better use of cleaning supplies.
  11. Costs are recovered from each event, revenue offset by costs. Includes costs for cleaners, labour, IATSE, police, paramedics, Unico staff, North West Security
  12. BMO Field now providing uniforms for part-time staff, paid by Unico in 2007
  13. BOG to provide revised estimate
  14. Re-ordering of BMO Field ticket wallets for ticket distribution
  15. Overnight requirement during bubble operations and rate increase
  16. Lower consumption

