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EXHIBITION PLACE

September 19, 2003

To: The Board of Governors of Exhibition Place

From: Finance & Audit Committee

Subject: 2004 Operating Budget

Recommendation:

The Finance and Audit Committee recommends the adoption of the report (September 9, 2003), from the General Manager & CEO entitled "2004 Operating Budget" without amendment.

(Report dated September 9, 2003 addressed to the
Finance & Audit Committee from the General Manager & CEO)

Recommendation: It is recommended that the appended 2004 Operating Budget be approved by the Board and forwarded to the City of Toronto Finance Department staff for review and amalgamation within the City of Toronto 2004 Operating Budget.

Background:

The proposed 2004 Operating Budget has been developed in accordance with guidelines and directions from the City of Toronto Finance Department and also takes into account the special requirements and budget pressures that exist for the fiscal year 2004 for each of the three Exhibition Place programs.

Discussion:

This report contains the proposed level of revenues and expenditures for 2004 for the Board and its three program areas. The appended budget document also contains information on the 2002 actual results; the year 2003 projected results; and the 2003 approved budget amount for each financial account for comparative purposes.

A. Summary and Objectives

The City of Toronto departments, agencies, boards and commissions are required to develop 2004 operating budgets on a "budget-to-budget" basis not an "actual budget-to-budget" basis.

The reason for this City direction is that any surplus shortfall or expenditure increase from 2003 to 2004 will have a negative impact on the property tax base.

The 2004 operating budget was developed recognizing the Toronto economic environment that is still recovering from SARS; the strong competition from other venues in the GTA in the face of the economic environment; the rising cost of basic business inputs such as labour, utilities, and insurance; and the commitment to the long-term development of the site. Also it should be pointed out that the fiscal year 2003 was one of the most challenging in recent years for Exhibition Place as the organization had to contend with the damaging affects of the SARS outbreak on the show and event business; a strike by local 506; and the hydro disruption occurring at the commencement of the CNE.

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, endeavor for all staff and has required management to aggressively pursue operational efficiencies and business opportunities in order to meet budget expectations. For 2000, 2001, 2002 the surplus income paid to the City has totaled \$4,294,738 and in each year the actual surplus exceeded the budget target. The fiscal year 2002 was a particularly successful one in this regard as \$2,564,933 was paid to the City on a 2002 budget of \$111,600.

While the 2004 Operating Budget for Exhibition Place was developed with the objective of maximizing revenues and surplus payable to the City of Toronto, it was also developed within the framework of significant negative external factors and budget pressures. The 2004 budget presented is a balanced budget, however, in reaching this budget, it was necessary to absorb \$2,023,268 of unavoidable "budget to budget" pressures as follows:

- Loss of show revenue at NTC due to economic climate and shows moving to other venues - \$493,482
- Loss of ancillary income at NTC due to loss of decrease in show activity - \$423,771
- Increase in insurance costs - \$137,455
- Increase in employer contributions to the OMERS pension plan as the plan moves to full rates as of January 1, 2004 - \$220,000
- Increase cost of staffing/labour - \$282,990
- Decrease in third party income because of a decrease in large scale projects and in NTC show activity - \$109,000
- Increase in annual license fees and maintenance support for the new financial system - \$30,000
- Increase in staffing in essential areas - \$150,000
- Increase in staffing to support Ricoh Coliseum - \$176,570

The challenge for management in 2004 was to set not only a realistic and achievable budget but to absorb as much of these negative budget pressures as possible. While striving to meet it financial targets for the 2004 budget in the face of the cost pressures noted above, Exhibition Place has also been mindful of its other very important objectives:

- Maintaining the quality of services that Exhibition Place is committed to providing to its clients
- Giving all program areas the potential to exploit new business opportunities
- Continuing to observe the mandate of Exhibition Place to maintain its physical assets on behalf of the City

It should be noted that the 2003 consolidated operating budget for Exhibition Place, as approved by the Board in September of 2002, was adjusted in various aspects during the City of Toronto budget review and the net operating income for 2003 changed from \$343,000 (Board approved) to \$249,600 (City approved).

B. 2003 Operating Budget by Program

The following section provides information on the proposed level for 2003 of operating budget revenues and expenditures for each of the three Exhibition Place programs.

(i) CNEA Program

The CNEA is budgeting for a profit of \$650,000 for 2004. It is forecasting revenues of \$17,925,808 which is an increase from the 2003 budget of \$814,646 or 4.7%. The 2003 budgeted expenditures of \$17,275,808 are an increase from 2003 budgeted expenditures of \$309,946 or 1.8% which is mainly the result of the unavoidable cost pressures outlined previously. However, it should be understood that the requested budget for 2004 represents a funding envelope and specific expenditure items will be amended as programs are finalized over the next few months through the CNEA Board of Directors.

The proposed 2004 CNEA operating budget is built upon the assumptions set out below using 2002 (not 2003) as a baseline. While the 2003 results have not been fully itemized, they will not be a good indicator of 2004 performance as the CNE was shortened by 4 days (or 22% of its 18 day run) because of the power disruption. In addition, while the projected 2003 budget is included as part of the budget presentation, for the CNEA Program many of the projected actuals are very tentative given that the CNE ended only nine days ago; total attendance has not been tallied; the move-out is incomplete; group and advance sale partners have not fully reported; and many other factors will influence the final outcome before the 2003 audit. These are factors which would affect a normal year, and 2003 has been anything but normal and the CNEA at this point does not know if it will be facing legal actions from sponsors, vendors, performers, service contractors, program partners, or others as a result of the delayed opening and modified opening hours during the first week. Therefore, extreme caution is urged when considering the validity of the projected year-end deficit of \$1.2 million, or any other specific revenue or expense line item for 2003.

Accordingly, compared to 2002, the 2004 CNEA Program budget includes the following changes:

- Net income for the year of \$650,000, an increase of \$645,000 over 2002 budget but with a \$1.00 increase in admission prices over 2002
- Increase building rentals for "Warehouse Outlet" in Hall D
- Increases in wages for permanent and part-time staff (3%)
- No use of Horticulture Building for Kids Science and decrease in site cost paid to the Board
- Increase in cash office security measures as recommended by City of Toronto security review
- Additional contract position for Archives area

The increased revenues forecast in the 2004 budget document are reasonable when seen in the context of the 2002 actual results:

<u>Revenue Type</u>	<u>2002 Actual</u>	<u>2004 Budget</u>
Admissions	\$6,106,444	\$6,794,115 (\$1.00 increase over 2002)
Parking	\$1,208,095	\$1,141,893
Concessions	\$4,409,780	\$4,300,000
Casino	\$2,776,698	\$2,606,000
Building Rentals	\$2,009,808	\$2,115,000

As far as expenditures are concerned there have been a number of adjustments of various kinds. One of the most significant is a decrease of \$188,000 in Special Features to move this expenditure back to more traditional levels as an enhanced level of expenditure had been provided in 2003 to mark the CNE's 125th anniversary.

The 2004 expenditures include a payment to the Exhibition Place Program of a Site Preparation Cost of \$1,884,000, a charge back for Administrative Support Services of \$890,000 and \$432,500 for use of the NTC. All these costs have been calculated in accordance with the 2002 Memorandum of Understanding between the Board and the CNEA.

(ii) Exhibition Place Program

The 2004 Exhibition Place budget is forecasting total direct and indirect revenues of \$10,816,944, an increase from 2003 budget of \$1,306,573 or 13.8%. The total direct and overhead expenditures of \$12,720,124 is \$1,430,653 or 12.7 % more than the 2003 budgeted expenditures. The total net cost for the 2004 Exhibition Place Program is \$1,903,180 which is an increase of \$124,080 over 2003.

Generally, the Exhibition Place Program is responsible for maintaining the grounds, parks, buildings (except the NTC), structures, roadways and physical services of Exhibition Place. 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. The net cost for 2004 has increased by \$124,080 which is a reflection of substantially higher cost factors of and uncontrollable budget pressures totaling \$577,280 which have had to be absorbed to just maintain the 2003 level of services and asset management.

The following specific items can be identified as increasing costs for the Exhibition Place program in 2004:

- Property and liability insurance premium increases (\$26,000)
- Health insurance premiums (\$34,300)
- Decrease in third party income because of a decrease in large scale projects and decrease in NTC show activity (\$109,000)
- Pension (OMERS) annual contribution increases (\$150,000)
- New software licenses (\$10,000)
- Increase in staffing for essential services (\$150,000)
- Union wage increase for asset management (\$97,980)

Positive revenue projections include parking revenues which are forecast to increase by \$417,564 or 9.7% due to increased activity from developments on the grounds. In addition, the Board in 2004 will begin to see the results of its long-term development strategy with increased income from new tenants, additional events and increases in the rental rates for existing tenants which total \$242,700. Compared to the 2003 budget, the four new tenants included in the 2004 budget are Sunnybrook Riding Academy; Peacock Circus in the QE Theatre; partial operation of the Horticulture Building and Bandshell restaurant; and a full year of operation of the City Animal Shelter.

(iii) National Trade Centre Program

The National Trade Centre Program is forecasting revenues of \$13,811,115 which represents a decrease from the 2003 budget of \$1,039,871 or 7.0 %. The NTC expenditures for 2004 of \$12,557,935 are \$409,651 or 3.2% lower than 2003 budget. The NTC Program is forecasting to achieve net income of \$1,253,180 in 2004 which is a decrease from 2003 of \$630,220.

The decrease in revenues is broadly based and is evidenced in direct rental income (decrease of \$493,482) and in the ancillary revenues such as electrical (decrease of \$128,041), catering commissions (decrease of \$179,000), and show services (decrease of \$116,230).

One of the key challenges that the NTC is facing is the publicity that surrounded the SARS outbreak in the spring of this year caused many show managers to cancel bookings and there will be difficulty in regaining these shows in 2004. In addition to the SARS effect and in terms of specific shows, one major show has moved from the NTC to another venue in Toronto and one major show while remaining at the NTC has merged the show. These show losses alone have had a negative budgetary impact of \$609,000.

The NTC is also facing the same cost pressures that the other Exhibition Place programs are experiencing such as increased insurance, pension, labour and other costs. The following are specific examples:

- Property and liability insurance premium increases (\$81,455)
- Health insurance premiums (\$17,073)

- Pension (OMERS) annual contribution increases (\$61,900)
- Increased costs for staffing (\$68,000)
- Fire protection costs (\$31,150)

The positive revenue factor within the NTC Program is the opening of the Ricoh Coliseum which in accordance with the lease agreement, pay annual rent of \$407,000.00 and a management fee of \$225,000 in 2004. In accordance with the agreement between O&Y/SMG and the Board, both these amounts are to be reflected in the NTC Program budget.

In summary the NTC is striving to maintain profitability in the face of some very challenging conditions and attempting to counteract the damage done to its client base because of the SARS situation last spring.

C. Other Budgetary and Financial Issues

(i) Reserve Funds Maintained by the City of Toronto

There are three reserve funds that are held in trust for the benefit of Exhibition Place by the City of Toronto:

<u>Name of Fund</u>	<u>Balance at December 31, 2002</u>
Stabilization Reserve	\$ 1,403,069
Capital Improvement Reserve	\$ 813,200
CNE Prize Reserve	\$ 158,154

At its meeting on June 24 –26, 2003, City Council approved a recommendation that for 2003 forward, any consolidated income from Exhibition Place would first go to the Stabilization Reserve to fund it to the target balance of \$2,000,000 and the residual would go to the Capital Improvement reserve. Similarly any annual deficit or loss experienced by Exhibition Place would be funded to the extent possible by the Stabilization Reserve. With the proposed 2004 Operating Budget at zero surplus, there would be no contributions to the Reserve Funds in 2004.

(ii) Wage/Staffing Increases

Exhibition Place renegotiated all seven collective agreements in 2002/3 and these will continue into 2004 with 3.0% increases for all labour groups. As indicated above, a substantial part of these labour wage increases will be recovered by higher charges to third parties but there are maintenance costs which are charged directly to Exhibition Place programs for asset management. The net direct cost to Exhibition Place of these non-recoverable charges is \$97,900.

In addition, this budget has included 3.0% wage increases for all excluded staff in recognition of a cost-of-living and merit adjustments. However, the intent would be to report back further to the Board on the final economic wage increase to be provided to staff following deliberations and directions taken by City Council.

This budget also includes a change in employee status from contract to permanent of two staff members which has no budgetary impact and the addition of two staff to service the needs of the Ricoh Coliseum which is a fully recoverable cost.

Conclusion:

This report describes the proposed 2004 Operating Budget for review by the Board and provides detailed revenue and expenditure details for each program area as set out in the accompanying schedule.

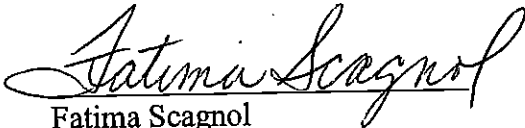
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Fatima Scagnol
Corporate Secretary

THE BOARD OF GOVERNORS OF EXHIBITION PLACE

OPERATING BUDGET 2004

PAGE	DEPARTMENT	2002 ACTUAL	2003 PROJECTED ACTUAL	2003 BUDGET	2004 BUDGET
	<u>CNEA</u>				
	3 REVENUE	17,329,026	15,369,900	17,111,162	17,925,808
	2 DIRECT EXPENSES	12,689,019	13,426,177	13,815,109	14,069,308
	35 EP OVERH'D. - ADMIN.SUPPORT	811,000	801,000	801,000	890,000
	35 EP OVERH'D. - SITE PREPARATION	1,930,000	1,930,000	1,930,000	1,884,000
	55 NTC COSTS-CNE PERIOD	396,061	419,753	419,753	432,500
	INCOME (LOSS)	1,502,946	(1,207,030)	145,300	650,000
	<u>EXHIBITION PLACE</u>				
	30 REVENUE	10,999,519	8,571,051	9,510,371	10,816,944
	30 DIRECT EXPENSES	4,281,941	2,894,662	3,058,754	3,898,729
	35 SHARE OF OVERHEAD	7,933,702	7,871,179	8,230,717	8,821,395
	INCOME (LOSS)	(1,216,124)	(2,194,790)	(1,779,100)	(1,903,180)
	<u>NATIONAL TRADE CENTRE</u>				
	55 REVENUE	15,179,536	12,804,939	14,850,986	13,811,115
	55 DIRECT EXPENSES	12,330,044	11,425,608	12,485,133	12,060,747
	INCOME before 12% Mark - Up & Incentive M'gt.Fee	2,849,492	1,379,333	2,365,853	1,750,368
	55 INCENTIVE MANAGEMENT FEE	101,275	0	0	44,273
	55 EX - PLACE 12% MARK - UP	377,857	377,000	482,453	452,915
	INCOME (LOSS)	2,370,360	1,002,333	1,883,400	1,253,180
	<u>SUMMARY</u>				
	TOTAL REVENUE	43,508,081	36,745,890	41,472,519	42,553,867
	TOTAL EXPENSE	40,850,899	39,145,377	41,222,919	42,553,867
	INCOME (LOSS)	2,657,182	(2,399,487)	249,600	0
	TOTAL PAYABLE TO/(RECEIVABLE FROM) CITY	2,657,182	(2,399,487)	249,600	0

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CANADIAN NATIONAL EXHIBITION ASSOCIATION**

EXPENSE SUMMARY

PAGE	DEPARTMENT	2003		2003 BUDGET	2004 BUDGET
		2002 ACTUAL	PROJECTED ACTUAL		
4	CNEA	60,559	71,553	69,000	71,000
5	CORPORATE SECRETARY	20,239	28,448	27,300	67,300
6	CORPORATE AND STATUTORY EXPENSES	228,562	294,350	324,350	344,800
7	HUMAN RESOURCES	19,931	29,550	29,550	26,550
8	GRNDS TRAFFIC CNTRL	85,329	87,050	87,050	92,480
9	TELECOMMUNICATIONS	41,113	40,000	40,000	42,000
10	ADMISSIONS	880,522	894,010	992,143	1,024,878
11	ADMISSIONS / GATES	368,441	369,500	369,500	426,000
12	PARKING	146,600	102,000	146,500	156,600
13	GENERAL MANAGER'S EXPENSES - CNE	391,160	417,918	417,918	430,021
14	AGRICULTURE	1,050,589	1,103,730	1,103,730	1,084,680
15	ENTERTAINMENT	860,130	1,032,100	1,032,100	1,005,700
16	ATTRACTIONS	500,660	562,380	562,380	569,705
17	SPORTS	327,974	357,629	357,629	364,350
18	PROGRAM MANAGEMENT	268,649	297,774	297,774	304,658
19	CONCESSIONS	901,017	938,400	944,400	1,000,134
20	CASINO	1,733,847	1,624,000	1,743,000	1,768,000
21	MARKETING	1,730,172	1,972,850	1,932,850	1,925,390
22	AIR SHOW	415,000	415,000	415,000	415,000
23	SPECIAL FEATURES - CANADA 2000	636,224	765,000	805,000	616,750
24	INTERNATIONAL EXHIBITS	110,263	123,625	123,625	126,450
25	UTILITIES	271,096	260,000	290,000	307,250
26	GROUPS MAINTENANCE	241,000	260,600	275,600	325,000
26	CLEANING	338,860	299,200	349,200	404,400
27	CLIENT SERVICES	298,049	321,610	321,610	325,860
28	BUILDING RENTALS	722,323	713,400	713,400	798,202
29	RENTALS/TECH. SRVCS	40,709	44,500	44,500	46,150
	TOTAL EXPENSE	12,689,019	13,426,177	13,815,109	14,069,308

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REVENUE SUMMARY

PAGE	DEPARTMENT	2002 ACTUAL	2003 PROJECTED ACTUAL	2003 BUDGET	2004 BUDGET
10	ADMISSIONS	6,106,444	5,395,650	6,444,412	6,794,115
12	PARKING	1,208,095	906,000	1,087,500	1,141,893
14	AGRICULTURE	131,751	84,000	84,000	86,300
17	SPORTS	10,000	10,000	10,000	10,000
19	CONCESSIONS	4,409,780	3,858,750	4,101,750	4,300,000
20	CASINO	2,776,698	2,303,000	2,546,000	2,606,000
21	MARKETING	500,913	650,000	675,000	700,000
23	SPECIAL FEATURES	0	0	0	0
24	INTERNATIONAL EXHIBITS	0	0	0	0
25	UTILITIES	61,216	63,500	63,500	63,500
27	CLIENT SERVICES	114,322	109,000	109,000	109,000
28	BUILDING RENTALS	2,009,808	1,990,000	1,990,000	2,115,000
	TOTAL DIRECT REVENUE	17,329,026	15,369,900	17,111,162	17,925,808
	TOTAL REVENUE	17,329,026	15,369,900	17,111,162	17,925,808

THE BOARD OF GOVERNORS OF EXHIBITION PLACE
CANADIAN NATIONAL EXHIBITION ASSOCIATION

102-CNEA

ACTV	ACCOUNT NAME	2002	2003	2003	2004
		ACTUAL	PROJECTED ACTUAL	BUDGET	BUDGET
<u>EXPENSES</u>					
103	CONVENTION & TRAVEL	6,573	5,000	5,000	7,000
104	SUPPLIES & GENERAL	1,518	1,600	1,500	1,500
1010	PRESENTATIONS/PROMO.	2,306	6,000	6,000	6,000
1115	MEETING/RECEPTIONS	19,768	24,000	24,000	24,000
1120	CORP. ENTERTAINMENT	19,155	22,953	18,500	18,500
1278	OPENING DAY	11,238	12,000	14,000	14,000
TOTAL EXPENSE		60,559	71,553	69,000	71,000

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103 - CORPORATE SECRETARY

ACTV	ACCOUNT NAME	2002 ACTUAL	2003	2003	2004
			PROJECTED ACTUAL	BUDGET	BUDGET
<u>EXPENSES</u>					
102	SALARIES - TEMPORARY	3,606	4,000	4,000	4,000
109	SALARIES - CONTRACT	0	0	0	40,000
1075	BADGES / RIBBONS / SIGNS	4,649	8,048	7,000	7,000
1110	FLOWERS	1,211	900	800	800
1135	VOLUNTEER MEAL TKTS	10,773	15,500	15,500	15,500
TOTAL EXPENSE		20,239	28,448	27,300	67,300

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105 - CORPORATE AND STATUTORY EXPENSES

ACTV	ACCOUNT NAME	2002 ACTUAL	2003 PROJECTED ACTUAL	2003 BUDGET	2004 BUDGET
	EXPENSES				
	18 AMORTIZATION	5,228	0	0	5,200
	102 TEMPORARY SALARIES	12,272	15,000	15,000	10,800
	105 PRINTING	1,159	1,000	1,000	1,200
	110 EXPENSE ALLOWANCE	0	0	0	0
	118 ACCRUED PAYROLL HOURLY & SALARY	4,214	0	0	0
	120 VISION - LICENSE FEES	0	0	0	10,000
	401 INTEREST ON PRIZE FUND	41	0	0	(7,000)
	401 TRANSFER TO FOUNDATION	0	0	0	7,000
	402 INTEREST CREDIT CARD DISCOUNTS/CHARGES	0	0	0	0
	405 MISCELLANEOUS RECOVERY OF COSTS	(69,475)	0	0	(15,000)
	20 EMPLOYEE BENEFITS	(13,480)	0	0	0
	1155 CORPORATE AUDIT	28,362	24,000	24,000	28,500
	1156 CONCESSIONS AUDIT	31,862	35,000	35,000	33,000
	1160 INSURANCE	29,563	40,000	40,000	55,000
	1165 LEGAL FEES	50,828	30,000	60,000	39,200
	1175 SICK BANK	4,000	4,000	4,000	4,000
	1180 HOSPITAL / GROUP LIFE	35,036	43,000	43,000	40,000
	1185 PENSION PLAN	0	10,000	10,000	30,000
	1195 UIC	10,251	10,500	10,500	10,500
	1200 CPP	13,028	13,000	13,000	13,000
	1202 SOCAN	4,710	5,500	5,500	5,000
	1205 UNIFORMS	392	350	350	400
	1215 ALLOWANCE FOR BAD DEBTS	19,427	10,000	10,000	10,000
	1220 EXCHANGE & BANK CHARGES	52,145	40,000	40,000	50,000
	1221 FINANCE CHARGES	0	5,000	5,000	5,000
	1225 DATA PROCESSING	9,000	8,000	8,000	9,000
	TOTAL EXPENSE	228,562	294,350	324,350	344,800

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107 - HUMAN RESOURCES DEPARTMENT

ACTV	ACCOUNT NAME	2002 ACTUAL	2003	2003	2004
			PROJECTED ACTUAL	BUDGET	BUDGET
<u>EXPENSES</u>					
100	PMD	225	1,000	1,000	1,000
102	SALARIES - TEMP	11,548	11,550	11,550	11,550
104	SUPPLIES & GENERAL	638	500	500	500
105	PRINTING	0	1,000	1,000	1,000
107	EQUIPMENT RENTAL	500	500	500	500
3019	CONTRACTED SERVICES	7,019	15,000	15,000	12,000
TOTAL EXPENSES		19,931	29,550	29,550	26,550

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109 - GROUNDS TRAFFIC CONTROL

ACTV	ACCOUNT NAME	2002 ACTUAL	2003 PROJECTED ACTUAL	2003 BUDGET	2004 BUDGET
<u>EXPENSES</u>					
100	P.M.D	0	0	0	0
102	SALARIES - TEMP	69,022	43,000	43,000	45,580
102	BARRIER PERSONNEL	0	25,450	25,450	27,300
105	PRINTING	16,307	18,000	18,000	19,000
1205	UNIFORMS	0	600	600	600
2014	PAID DUTY POLICE	0	0	0	0
TOTAL EXPENSE		85,329	87,050	87,050	92,480

THE BOARD OF GOVERNORS OF EXHIBITION PLACE
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111 - TELECOMMUNICATION EXPENSES

ACTV	ACCOUNT NAME	2002 ACTUAL	2003 PROJECTED ACTUAL	2003 BUDGET	2004 BUDGET
	<u>EXPENSES</u>				
1235	TELECOMMUNICATION	41,113	40,000	40,000	42,000
	TOTAL EXPENSE	41,113	40,000	40,000	42,000

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112 - ADMISSION EXPENSES

ACTV	ACCOUNT NAME	2002	2003	2003	2004
		ACTUAL	PROJECTED ACTUAL	BUDGET	BUDGET
EXPENSES					
100	P.M.D	5,222	9,600	9,600	20,000
102	SALARIES - TEMP	92,300	95,000	95,000	98,000
104	SUPPLIES & GENERAL	3,283	4,000	4,000	4,250
105	PRINTING	25,244	50,000	50,000	66,000
107	EQUIPMENT RENTAL	2,751	5,000	5,000	5,000
109	CONTRACT PERSONNEL	0	0	0	0
110	EXPENSE ALLOWANCES	0	500	500	1,000
421	ONTARIO PLACE COMMISSIONS	591,177	525,700	623,833	623,833
424	GO TRANSIT COMMISSIONS	43,026	43,545	43,545	43,545
1155	AUDIT	0	0	0	0
1205	UNIFORMS	3,102	6,000	6,000	6,000
1220	CREDIT CARD AND BANK CHARGES	11,697	12,000	12,000	12,000
1269	GROUP SALES COMMISSIONS	0	0	0	0
2014	PAID DUTY POLICE	2,063	5,000	5,000	5,300
3019	CONTRACTED SERVICES	100,658	137,665	137,665	139,950
TOTAL EXPENSE		880,522	894,010	992,143	1,024,878
REVENUE					
420	ADMISSIONS	4,572,759	3,940,000	4,847,124	5,157,124
421	ONTARIO PLACE	406,308	360,000	430,687	430,390
422	ATTENDANT PASSES	114,477	115,000	115,000	125,000
423	CAR PASSES	94,178	93,000	93,000	93,000
424	GO TRANSIT	252,500	267,650	267,650	267,650
1269	GROUP SALES	286,590	267,000	297,414	307,414
1270	ADVANCE SALES	279,928	260,000	290,485	300,485
1271	COMMUNITY GROUP SALES	99,829	93,000	103,052	113,052
TOTAL REVENUE		6,106,444	5,395,650	6,444,412	6,794,115
NET INCOME (LOSS)		5,225,922	4,501,640	5,452,269	5,769,237

THE BOARD OF GOVERNORS OF EXHIBITION PLACE
CANADIAN NATIONAL EXHIBITION ASSOCIATION

113 - ADMISSION GATES

ACTV	ACCOUNT NAME	2002	2003	2003	2004
EXPENSES		ACTUAL	PROJECTED ACTUAL	BUDGET	BUDGET
100 P.M.D		29,784	23,000	23,000	40,000
102 SALARIES - TEMP		15,461	18,000	18,000	30,000
104 SUPPLIES & GENERAL		4,762	3,500	3,500	4,500
105 PRINTING		2,000	2,000	2,000	2,500
107 EQUIPMENT RENTAL		2,139	2,000	2,000	2,000
108 SIGNAGE		4,829	6,000	6,000	10,000
109 CONTRACT PERSONNEL		11,399	0	0	0
110 EXPENSE ALLOWANCES		365	0	0	0
1205 UNIFORMS		5,479	9,000	9,000	9,000
2014 PAID DUTY POLICE		59,782	60,000	60,000	63,000
3014 CONTRACTED SERVICES		232,441	246,000	246,000	265,000
TOTAL EXPENSES		368,441	369,500	369,500	426,000

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CANADIAN NATIONAL EXHIBITION ASSOCIATION

121 - PARKING EXPENSES

ACTV	ACCOUNT NAME	2002 ACTUAL	2003 PROJECTED ACTUAL	2003 BUDGET	2004 BUDGET
	<u>EXPENSES</u>				
100	P.M.D	24,582	25,000	25,000	25,000
102	SALARIES - TEMP	60,191	54,000	60,000	63,600
107	EQUIPMENT RENTAL	6,945	6,000	6,000	7,000
1205	UNIFORMS	1,495	1,000	1,000	1,500
2014	PAID DUTY POLICE	15,682	0	0	0
1250	SECURITY	0	16,000	16,000	21,000
1255	PARKLAND ACQUISITION RESERVE FUND	37,704	0	38,500	38,500
	TOTAL EXPENSE	146,600	102,000	146,500	156,600

121 - PARKING REVENUE

	<u>REVENUE</u>				
418	INSIDE PARKING	498,573	400,000	450,000	480,000
419	OFF SITE PARKING	707,891	504,000	635,500	659,893
420	TRAILER PARKING	1,630	2,000	2,000	2,000
	TOTAL REVENUE	1,208,095	906,000	1,087,500	1,141,893
	NET INCOME (LOSS)	1,061,495	804,000	941,000	985,293

THE BOARD OF GOVERNORS OF EXHIBITION PLACE
CANADIAN NATIONAL EXHIBITION ASSOCIATION

200 - GENERAL MANAGER CNE

ACTV	ACCOUNT NAME	2002 ACTUAL	2003 PROJECTED ACTUAL	2003 BUDGET	2004 BUDGET
<u>EXPENSES</u>					
101	SALARIES PERMANENT	183,495	183,418	183,418	188,921
102	SALARIES TEMPORARY	8,699	2,500	2,500	2,600
103	CONVENTION & TRAVEL	3,083	4,000	4,000	6,000
104	SUPPLIES & GENERAL	17,843	21,000	21,000	21,000
107	EQUIPMENT RENTAL	14,362	13,000	13,000	14,500
109	CONTRACT PERSONNEL	79,905	103,000	103,000	106,000
110	EXPENSE ALLOWANCES	2,090	3,000	3,000	3,000
1010	PRESENTATIONS	62	1,000	1,000	1,000
1040	MEMBERSHIPS	9,849	11,000	11,000	11,000
1115	MEETINGS	213	2,000	2,000	2,000
1120	CORP. ENTERTAINMENT	870	2,000	2,000	2,000
1230	POSTAGE	27,190	32,000	32,000	32,000
2001	RESEARCH & PLANNING	43,500	40,000	40,000	40,000
TOTAL EXPENSES		391,160	417,918	417,918	430,021

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CANADIAN NATIONAL EXHIBITION ASSOCIATION

202 - AGRICULTURE EXPENSES

ACTV	ACCOUNT NAME	2002 ACTUAL	2003 PROJECTED ACTUAL	2003 BUDGET	2004 BUDGET
<u>EXPENSES</u>					
100	P.M.D	2,230	3,500	3,500	3,500
102	SALARIES - TEMP	21,204	21,630	21,630	22,280
104	SUPPLIES & GENERAL	2,049	2,000	2,000	2,000
107	EQUIPMENT RENTAL	5,215	5,200	5,200	5,200
2014	PAID DUTY POLICE	3,795	3,000	3,000	3,100
2041	GARDEN SHOW	125,456	133,800	133,800	116,800
2100	SCHOLARSHIPS	0	0	0	0
2103	CAT SHOW	3,014	2,500	2,500	2,500
2104	HORSE SHOW - NEW FOR 2001	260,873	250,000	250,000	256,000
2116	MANURE REMOVAL	5,000	5,000	5,000	5,300
2121	AMBASSADOR OF FAIR	33,406	36,600	36,600	38,000
2133	THE FARM	263,922	320,500	320,500	300,000
2155	SUPERDOGS	324,425	320,000	320,000	330,000
2406	AGRI-FOOD FAIR	0	0	0	0
TOTAL EXPENSE		1,050,589	1,103,730	1,103,730	1,084,680

202 - AGRICULTURE REVENUE

<u>REVENUE</u>					
470	GRANTS & DONATIONS	13,070	3,000	3,000	3,000
478	AGRIC: ENTRY FEES	74,186	35,000	35,000	35,000
2406	GOODNESS OF FOOD	10,613	14,000	14,000	14,700
2041	GARDEN SHOW	29,642	32,000	32,000	33,600
407	SPONSORSHIP COMMISSION	4,240	0	0	0
TOTAL REVENUE		131,751	84,000	84,000	86,300
NET INCOME (LOSS)		(918,838)	(1,019,730)	(1,019,730)	(998,380)

THE BOARD OF GOVERNORS OF EXHIBITION PLACE

CANADIAN NATIONAL EXHIBITION ASSOCIATION

203 - ENTERTAINMENT EXPENSES

ACTV	ACCOUNT NAME	2002 ACTUAL	2003 PROJECTED ACTUAL	2003 BUDGET	2004 BUDGET
	EXPENSES				
102	SALARIES - TEMP	57,899	65,100	65,100	67,500
104	SUPPLIES & GENERAL	1,048	1,000	1,000	1,000
107	EQUIPMENT RENTALS	1,851	1,500	1,500	1,500
1080	PARADES-WARR/LABOR	49,212	53,500	53,500	55,000
2145	MIDWAY STAGE	73,534	89,000	89,000	91,000
2150	BANDSHELL	294,868	413,000	413,000	371,000
2156	PARK ENTERTAINERS	130,500	135,000	135,000	139,000
2168	YOUTH TALENT SEARCH	37,394	70,000	70,000	71,000
2193	55 AND BETTER	74,536	70,000	70,000	72,000
2196	PINCES' STAGE	84,122	0	0	77,000
2197	LUMBERJACK	53,640	134,000	134,000	57,500
2198	TTC AUDITIONS/S.A. CENTRE	1,527	0	0	2,200
	TOTAL EXPENSE	860,130	1,032,100	1,032,100	1,005,700

THE BOARD OF GOVERNORS OF EXHIBITION PLACE
CANADIAN NATIONAL EXHIBITION ASSOCIATION

204 - ATTRACTIONS EXPENSES

ACTV	ACCOUNT NAME	2002 ACTUAL	2003 PROJECTED ACTUAL	2003 BUDGET	2004 BUDGET
<u>EXPENSES</u>					
102	SALARIES - TEMP	18,597	21,630	21,630	22,280
2184	KIDS' WORLD	257,858	280,000	280,000	282,760
2188	FESTIVAL HALL	223,363	260,750	260,750	264,665
TOTAL EXPENSE		500,660	562,380	562,380	569,705

THE BOARD OF GOVERNORS OF EXHIBITION PLACE
CANADIAN NATIONAL EXHIBITION ASSOCIATION

205 - SPORTS

ACTV	ACCOUNT NAME	2002 ACTUAL	2003 PROJECTED ACTUAL	2003 BUDGET	2004 BUDGET
	<u>EXPENSES</u>				
	102 SALARIES - TEMP	7,803	9,744	9,744	10,040
	104 SUPPLIES & GENERAL	870	1,000	1,000	1,000
	105 PRINTING	0	400	400	400
	2202 BALL PARK	27,069	30,285	30,285	30,960
	2238 SPORTS PAVILION	292,231	316,200	316,200	321,950
	TOTAL EXPENSE	327,974	357,629	357,629	364,350
	<u>REVENUE</u>				
	2202 BALL PARK	10,000	10,000	10,000	10,000
		10,000	10,000	10,000	10,000
	NET INCOME (LOSS)	(317,974)	(347,629)	(347,629)	(354,350)

THE BOARD OF GOVERNORS OF EXHIBITION PLACE

CANADIAN NATIONAL EXHIBITION ASSOCIATION

206 - PROGRAM MANAGEMENT EXPENSES

ACTV	ACCOUNT NAME	2002 ACTUAL	2003 PROJECTED ACTUAL	2003 BUDGET	2004 BUDGET
	EXPENSES				
100	P.M.D	718	1,500	1,500	1,590
101	SALARIES - PERM	106,100	107,824	107,824	110,060
102	SALARIES TEMPORARY	78	1,000	1,000	1,030
103	CONVENTIONS & TRAVEL	3,839	2,500	2,500	2,500
104	SUPPLIES & GENERAL	3,048	750	750	750
107	EQUIPMENT RENTAL	1,014	300	300	300
109	CONTRACT PERSONNEL	101,622	126,750	126,750	130,553
110	EXPENSE ALLOWANCE	345	3,000	3,000	3,000
1145	ARCHIVE DISPLAY	17,065	30,000	30,000	30,000
3019	CONTRACTED SERVICES	34,820	24,150	24,150	24,875
	TOTAL EXPENSE	268,649	297,774	297,774	304,658

THE BOARD OF GOVERNORS OF EXHIBITION PLACE
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208 - CONCESSIONS

ACTV	ACCOUNT NAME	2002 ACTUAL	2003 PROJECTED ACTUAL	2003 BUDGET	2004 BUDGET
EXPENSES					
100	P.M.D	79,626	90,000	90,000	95,400
101	SALARIES - PERM	131,596	133,000	133,000	142,684
102	SALARIES - TEMP	84,901	75,000	81,000	85,050
103	CONVENTION AND TRAVEL	4,244	5,000	5,000	5,000
104	SUPPLIES & GENERAL	2,423	4,000	4,000	4,000
105	PRINTING	561	4,900	4,900	4,900
109	CONTRACT PERSONNEL	0	0	0	0
110	EXPENSE ALLOWANCES	2,539	2,000	2,000	2,000
221	HOUSE ELECTRICIAN/THIRD PARTY	219,147	215,000	215,000	228,000
313	THIRD PARTY BILLINGS	0	0	0	0
1020	SAFETY ENGINEERING	135,216	153,000	153,000	160,000
1281	ABM - AUTOMATED BANK MACHINES	0	0	0	6,000
2025	FOOD BUILDING	180,144	190,000	190,000	200,000
2032	CONCESSIONS	0	0	0	0
2166	MIDWAY REVIEW	2,041	2,500	2,500	2,500
2169	ENTERTAINMENT TENT	43,512	52,000	52,000	52,000
3019	CONTRACTED SERVICES	9,020	12,000	12,000	12,600
TOTAL EXPENSE		901,017	938,400	944,400	1,000,134
REVENUE					
221	HOUSE ELECTRICIAN/THIRD PARTY	227,117	225,000	225,000	225,000
1281	ABM - AUTOMATED BANK MACHINES - CNE	23,408	0	0	0
430	RIDES	1,156,160	960,000	1,015,000	1,120,000
2025	FOOD BUILDING	843,407	835,000	825,000	830,000
2032	CONCESSIONS	2,140,939	1,820,000	2,018,000	2,106,250
5850	MEDIEVAL TIMES THEATRE	18,750	18,750	18,750	18,750
TOTAL REVENUE		4,409,780	3,858,750	4,101,750	4,300,000
NET INCOME (LOSS)		3,508,763	2,920,350	3,157,350	3,299,866

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209 - CASINO

ACTV	ACCOUNT NAME	2002 ACTUAL	2003 PROJECTED ACTUAL	2003 BUDGET	2004 BUDGET
<u>EXPENSES</u>					
100	PMD - SITE PREPARATION	64,294	67,000	67,000	74,000
102	SALARIES - TEMPORARY	1,286,443	1,125,000	1,244,000	1,267,000
103	TRAVEL & CONVENTION	0	0	0	0
104	OPERATING COSTS	41,433	32,500	32,500	27,500
107	EQUIPMENT RENTALS	0	201,500	201,500	201,500
438	ADVERTISING AND PROMOTION	192,718	67,000	67,000	67,000
470	TRANSFER TO CNEA FOUNDATION	6,000	6,000	6,000	6,000
1165	LEGAL FEES	0	0	0	0
3095	LICENCES	142,960	125,000	125,000	125,000
TOTAL EXPENSE		1,733,847	1,624,000	1,743,000	1,768,000
<u>REVENUE</u>					
2010	TRAINING SCHOOL	20,738	18,000	18,000	18,000
2020	ATM COMMISSIONS	0	0	0	0
5703	CASINO	2,755,960	2,285,000	2,528,000	2,588,000
		2,776,698	2,303,000	2,546,000	2,606,000
NET REVENUE		1,042,851	679,000	803,000	838,000

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CANADIAN NATIONAL EXHIBITION ASSOCIATION

210 - MARKETING EXPENSES

ACTV	ACCOUNT NAME	2002 ACTUAL	2003 PROJECTED ACTUAL	2003 BUDGET	2004 BUDGET
	EXPENSES				
100	P.M.D	425	3,000	3,000	3,000
101	SALARIES PERMANENT	0	0	0	0
102	SALARIES TEMPORARY	60,186	53,460	53,460	75,000
104	SUPPLIES & GENERAL	10,701	11,000	11,000	11,000
107	EQUIPMENT RENTAL	3,413	5,000	5,000	5,000
109	CONTRACT PERSONNEL	0	0	0	0
110	EXPENSE ALLOWANCES	2,004	5,000	5,000	5,000
570	SPONSORSHIP EXPENSES	24,106	25,000	25,000	25,000
580	TRILLIUM COMMISSION	0	0	0	0
580	TRILLIUM MONTHLY RETAINER / EXPENSES	0	0	0	0
1060	OFFICIAL PHOTOGRAPHERS	827	1,500	1,500	1,500
1065	ADVERTISING	1,168,805	1,300,000	1,260,000	766,000
1066	PROMOTIONS	56,933	105,000	105,000	105,000
1067	ADVERTISING PRODUCTION & MATERIALS	0	0	0	460,000
1261	SCHOOL PASSES	20,315	45,000	45,000	45,000
1263	PUBLIC RELATIONS	11,287	20,000	20,000	20,000
1269	GROUP SALES	20,827	20,000	20,000	25,000
3019	CONTRACTED SERVICES	350,343	378,890	378,890	378,890
	TOTAL EXPENSE	1,730,172	1,972,850	1,932,850	1,925,390

210 - MARKETING REVENUE

	REVENUE				
570	SPONSORSHIP	497,694	550,000	575,000	650,000
2193	55 & BETTER	0	0	0	0
2194	GOVERNMENT GRANT EXPECTATION	0	100,000	100,000	50,000
	TOTAL REVENUE	500,913	650,000	675,000	700,000
	NET PROFIT (LOSS)	(1,229,259)	(1,322,850)	(1,257,850)	(1,225,390)

THE BOARD OF GOVERNORS OF EXHIBITION PLACE
CANADIAN NATIONAL EXHIBITION ASSOCIATION

211 - CIAS EXPENSES

ACTV	ACCOUNT NAME	2002 ACTUAL	2003 PROJECTED ACTUAL	2003 BUDGET	2004 BUDGET
	EXPENSES				
2502	CIAS SUPPORT	415,000	415,000	415,000	415,000
	TOTAL EXPENSE	415,000	415,000	415,000	415,000

THE BOARD OF GOVERNORS OF EXHIBITION PLACE
CANADIAN NATIONAL EXHIBITION ASSOCIATION

212 - SPECIAL FEATURES - EXPENSES

ACTV	ACCOUNT NAME	2002	2003	2003	2004
		ACTUAL	PROJECTED ACTUAL	BUDGET	BUDGET
<u>EXPENSES</u>					
2020	PRODUCTION COSTS/INFERNO AT EX	633,224	565,000	605,000	616,750
2024	SKYWALK	0	200,000	200,000	0
3019	CONTRACTED SERVICES THEMED EXHIBIT	3,000	0	0	0
TOTAL EXPENSE		636,224	765,000	805,000	616,750

THE BOARD OF GOVERNORS OF EXHIBITION PLACE

CANADIAN NATIONAL EXHIBITION ASSOCIATION

213 - INTERNATIONAL EXHIBITS - EXPENSES
COMMUNITY AND HERITAGE PROGRAMS

ACTV	ACCOUNT NAME	2002 ACTUAL	2003 PROJECTED ACTUAL	2003 BUDGET	2004 BUDGET
	EXPENSES				
100	PMD	3,989	4,500	4,500	4,800
102	SALARIES TEMPORARY	18,560	20,475	20,475	21,150
2021	EQUIPMENT RENTALS	13,005	16,000	16,000	16,000
2020	PRODUCTION COSTS	23,512	24,650	24,650	26,500
3019	CONTRACTED SERVICES	51,197	58,000	58,000	58,000
	TOTAL EXPENSES	110,263	123,625	123,625	126,450

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CANADIAN NATIONAL EXHIBITION ASSOCIATION

305 - UTILITIES

ACTV	ACCOUNT NAME	2002 ACTUAL	2003 PROJECTED ACTUAL	2003 BUDGET	2004 BUDGET
	<u>EXPENSES</u>				
3060	HYDRO	195,000	185,000	205,000	224,250
3070	WATER	76,096	75,000	85,000	83,000
	TOTAL EXPENSE	271,096	260,000	290,000	307,250
	<u>REVENUE</u>	61,216	63,500	63,500	63,500
	NET INCOME (LOSS)	(209,880)	(196,500)	(226,500)	(243,750)

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CANADIAN NATIONAL EXHIBITION ASSOCIATION

307 - CLEANING SERVICES EXPENSES

ACTV	ACCOUNT NAME	2002 ACTUAL	2003 PROJECTED ACTUAL	2003 BUDGET	2004 BUDGET
	<u>EXPENSES</u>				
102	SALARIES - TEMP	265,165	230,000	275,000	326,200
3080	GROUNDS & OFFICES	3,000	3,000	3,000	3,000
3085	BUILDINGS/WASHROOM	22,802	23,200	23,200	23,200
3078	CITY DUMPING FEES	47,893	43,000	48,000	52,000
	BONUSES	0	0	0	0
	TOTAL EXPENSE	338,860	299,200	349,200	404,400

310 - GROUNDS MAINTENANCE EXPENSES

	<u>EXPENSES</u>				
102	SALARIES - TEMP - LABOUR	0	0	0	0
102	SALARIES - TEMP - CARPENTRY STANDBY	0	0	0	0
102	SALARIES - TEMP - PAINTERS STANDBY	0	0	0	0
102	SALARIES - TEMP - LOCKSHOP STANDBY	0	0	0	0
102	SALARIES - TEMP - WELDING STANDBY	0	0	0	0
102	SALARIES - TEMP - PLUMBING STANDBY STANDBY	0	0	0	0
102	SALARIES - TEMP - FIRE PROTECTION STANDBY	0	0	0	0
102	SALARIES - TEMP - MECHANICS (GARAGE) STANDBY	0	0	0	0
102	STANDBY TOTAL	145,862	135,000	150,000	159,000
104	SUPPLIES & GENERAL	12,064	15,000	15,000	16,000
3019	CONTRACTED SERVICES	0	0	0	0
3119	SITE IMPROVEMENTS	74,014	95,600	95,600	135,000
3120	SEED & SOD	9,060	15,000	15,000	15,000
	TOTAL EXPENSE	241,000	260,600	275,600	325,000

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317 - CLIENT SERVICES EXPENSES

ACTV	ACCOUNT NAME	2002	2003	2003	2004
EXPENSES		ACTUAL	PROJECTED ACTUAL	BUDGET	BUDGET
102 TEMP SALARIES		61,681	65,000	65,000	68,250
1252 INFORMATION SERVICES		3,552	5,500	5,500	4,500
1255 BABY REST		1,467	2,000	2,000	2,000
1256 BOY SCOUTS		15,585	17,400	17,400	16,400
1257 INFORMATION SIGNAGE		14,582	19,710	19,710	19,710
1258 LOST CHILDREN		5,010	6,000	6,000	6,500
1259 ST JOHN AMBULANCE		1,899	2,000	2,000	2,000
1260 CNE MEDICAL CENTRE		40,600	39,000	39,000	39,000
1268 MERCHANDISING		69,829	80,000	80,000	80,000
1271 STROLLER RENTAL		3,566	5,000	5,000	5,000
2186 TRAINS		43,899	55,000	55,000	57,500
2187 STAFF TRAINING		119	10,000	10,000	10,000
2189 FRIENDS OF CNE		36,261	15,000	15,000	15,000
TOTAL EXPENSE		298,049	321,610	321,610	325,860

317 - CLIENT SERVICES - REVENUE

REVENUE

1256 BOY SCOUTS	1,930	1,500	1,500	1,500
1268 MERCHANDISING	112,392	95,000	95,000	95,000
1271 STROLLER RENTAL	0	12,500	12,500	12,500
	114,322	109,000	109,000	109,000
NET INCOME (LOSS)	(183,727)	(212,610)	(212,610)	(216,860)

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318 - BUILDING RENTALS - EXPENSES

ACTV	ACCOUNT NAME	2002 ACTUAL	2003 PROJECTED ACTUAL	2003 BUDGET	2004 BUDGET
	EXPENSES				
104	SUPPLIES & GENERAL	1,572	1,500	1,500	1,575
105	PRINTING	1,504	2,000	2,000	2,000
109	CONTRACT PERSONNEL	131,525	130,000	130,000	139,417
110	EXPENSE ALLOWANCE	217	2,000	2,000	2,000
2021	INTERNATIONAL PAVILION	216,369	212,400	212,400	227,187
2022	WEST ANNEX (SHOPPERS' MARKET/BACK TO SCHOO	46,019	30,000	30,000	48,319
2030	AT HOME PAVILION	142,736	162,000	162,000	162,000
2040	Q.E. BUILDING(ARTS CRAFTS & HOBBIES)	109,518	102,000	102,000	114,625
2105	SAMPLE ALLEY	0	0	0	0
2193	55 & BETTER	2,238	0	0	0
2238	SPORTS ZONE	24,359	27,500	27,500	27,500
2450	OUTDOOR RETAIL	46,266	44,000	44,000	48,579
	WAREHOUSE OUTLET PAVILION	0	0	0	25,000
	TOTAL EXPENSE	722,323	713,400	713,400	798,202

318 - BUILDING RENTALS REVENUE

	REVENUE				
2021	INTERNATIONAL PAVILION	671,257	660,000	660,000	660,000
2022	WEST ANNEX (SHOPPERS' MARKET/BACK TO SCHOO	64,400	75,000	75,000	75,000
2030	AT HOME PAVILION	681,964	665,000	665,000	665,000
2040	Q.E. BUILDING(ARTS CRAFTS & HOBBIES)	263,350	255,000	255,000	255,000
2105	WAREHOUSE PAVILION	0	0	0	150,000
2130	COLISEUM	0	0	0	0
2193	55 & BETTER	18,500	0	0	0
2450	OUTDOOR RETAIL	175,600	185,000	185,000	170,000
2238	SPORTS ZONE	134,737	150,000	150,000	140,000
	TOTAL REVENUE	2,009,808	1,990,000	1,990,000	2,115,000
	NET INCOME (LOSS)	1,287,484	1,276,600	1,276,600	1,316,798

THE BOARD OF GOVERNORS OF EXHIBITION PLACE

CANADIAN NATIONAL EXHIBITION ASSOCIATION

332 - RENTALS & TECH. SERVICES EXPENSES

ACTV	ACCOUNT NAME	2002 ACTUAL	2003 PROJECTED ACTUAL	2003 BUDGET	2004 BUDGET
	EXPENSES				
	102 SALARIES - TEMP	40,709	41,500	41,500	43,150
	104 SUPPLIES & GENERAL	0	3,000	3,000	3,000
	TOTAL EXPENSE	40,709	44,500	44,500	46,150

THE BOARD OF GOVERNORS OF EXHIBITION PLACE

**EXHIBITION PLACE
REVENUE AND DIRECT EXPENSE SUMMARY**

PAGE	DEPARTMENT	2002 ACTUAL	2003 PROJECTED ACTUAL	2003 BUDGET	2004 BUDGET
	<u>EXPENSE</u>				
31	PARKING & TRAFFIC	951,358	842,863	986,043	1,830,879
32	SALES	378,217	307,061	276,461	297,850
34	THIRD PARTY EXPENSE	2,952,366	1,744,738	1,796,250	1,770,000
	TOTAL EXPENSE	4,281,941	2,894,662	3,058,754	3,898,729
	<u>REVENUE</u>				
31	PARKING & TRAFFIC	4,448,331	3,562,000	4,295,000	5,322,260
32	SALES	1,456,194	1,514,852	1,477,007	1,720,797
34	THIRD PARTY REVENUE	3,544,983	2,088,690	2,197,424	2,116,730
33	ADVERTISING REVENUE	387,842	335,509	422,500	417,409
	TOTAL DIRECT REVENUE	9,837,350	7,501,051	8,391,931	9,577,196
35	INDIRECT REVENUE	1,162,169	1,070,000	1,118,440	1,239,748
	TOTAL REVENUE	10,999,519	8,571,051	9,510,371	10,816,944

THE BOARD OF GOVERNORS OF EXHIBITION PLACE

EXHIBITION PLACE

108 - PARKING AND TRAFFIC EXPENSES

ACTV	ACCOUNT NAME	2002 ACTUAL	2003 PROJECTED ACTUAL	2003 BUDGET	2004 BUDGET
100	P.M.D	43,251	33,500	37,200	45,000
101	SALARIES - PERMANENT	303,790	294,593	294,593	341,956 1
102	SALARIES - TEMP	552,339	467,370	605,850	771,727 1,2
104	SUPPLIES & GENERAL	3,300	4,000	3,700	4,000
105	PRINTING	5,978	9,200	8,500	10,000
107	EQUIPMENT RENTALS	1,870	2,000	2,000	2,000
110	CONVENTION AND TRAVEL	861	1,200	1,200	1,200
1205	UNIFORMS	6,681	7,000	7,000	8,000
3002	SECURITY	25,761	18,900	20,900	20,000
3019	CONTRACT SERVICES	7,527	5,100	5,100	5,200
3091	COLISEUM EXPENSES	0	0	0	12,100
3092	COLISEUM REBATE	0	0	0	609,696
TOTAL EXPENSE		951,358	842,863	986,043	1,830,879

Notes: 1. Includes Provision for 2004 wage and salary adjustments
 2. Higher expense because of higher anticipated level of activity.

108 - PARKING AND TRAFFIC REVENUE

ACTV	ACCOUNT NAME	2002 ACTUAL	2003 PROJECTED ACTUAL	2003 BUDGET	2004 BUDGET
0	PARKING REVENUE	4,448,331	3,562,000	4,295,000	4,509,381
3091	PARKING REVENUE - COLISEUM				812,879
TOTAL REVENUE		4,448,331	3,562,000	4,295,000	5,322,260
NET INCOME (LOSS)		3,496,973	2,719,137	3,308,957	3,491,381

THE BOARD OF GOVERNORS OF EXHIBITION PLACE

EXHIBITION PLACE

201 - SALES EXPENSES

ACTV	ACCOUNT NAME	2002 ACTUAL	2003 PROJECTED ACTUAL	2003 BUDGET	2004 BUDGET
	<u>EXPENSES</u>				
101	SALARIES - PERM	130,681	132,961	132,961	136,950 1
104	SUPPLIES & GENERAL	1,771	1,800	1,800	1,800
105	PRINTING	1,144	4,500	4,500	4,500
109	SALARIES - CONTRACT	0	0	0	8,000
110	EXPENSE ALLOWANCES	2,835	1,200	1,200	1,200
312	PMD SHOWS	74,522	15,000	15,000	15,000
470	COMMUNITY GRANTS	0	8,000	8,000	8,000
624	DUES	367	1,500	1,500	1,500
1010	PRESENTATIONS/PROMO.	11,553	5,000	5,000	5,000
1115	MEETINGS/SIGNAGE	2,614	6,400	6,400	6,400
3019	NTC CO - ORDINATOR SERVICES TO EX - PLACE	73,720	76,100	47,100	54,900
5700	WORLD YOUTH DAY	75,896	0	0	0
5702	CHIN PICNIC REBATES	0	50,000	50,000	50,000
5702	PROTECTIVE SERVICES	3,114	4,600	3,000	4,600
	TOTAL EXPENSE	378,217	307,061	276,461	297,850

Notes: 1. Includes Provision for 2004 salary adjustments

201 - SALES REVENUE

ACTV	ACCOUNT NAME	2002 ACTUAL	2003 PROJECTED ACTUAL	2003 BUDGET	2004 BUDGET
	<u>REVENUE</u>				
200	BUILDING RENTALS - SHORT TERM LEASES TENANTS	80,662	207,357	196,357	315,919 1
217	BUILDING RENTALS - LICENCE AGREEMENTS	344,424	228,000	221,905	280,003 2
220	CATERING REVENUE	39,364	25,000	25,000	25,000
500	STORAGE	8,050	9,000	9,000	9,000
2174	MOBILE VENDING	11,796	12,050	12,050	12,230
5700	WORLD YOUTH DAY CONCESSIONS	(935)	0	0	0
5702	CHIN PICNIC CONCESSIONS	44,109	57,000	55,000	55,000
5750	MOLSON INDY	528,000	528,000	553,000	528,000
5800	LIBERTY GRAND - OGB	177,456	177,445	177,445	177,445
5850	MEDIEVAL TIMES	206,250	250,000	206,250	287,500
5851	HORT. BUILDING - NEW TENANT	0	0	0	2,700
5852	BANDSHELL - NEW TENANT	0	0	0	6,000
6309	CARIBANA CONCESSIONS	17,018	21,000	21,000	22,000
	TOTAL REVENUE	1,456,194	1,514,852	1,477,007	1,720,797
	NET PROFIT	1,077,977	1,207,791	1,200,546	1,422,947

Notes: 1. Revenue from new tenants (Animal Centre, QE Theater, Riding Academy) plus increase in existing lease.

2. Revenue for Bluesfest and other expected new events.

THE BOARD OF GOVERNORS OF EXHIBITION PLACE

EXHIBITION PLACE

202 - ADVERTISING

ACTV	ACCOUNT NAME	2002 ACTUAL	2003 PROJECTED ACTUAL	2003 BUDGET	2004 BUDGET
<u>REVENUE</u>					
	ADVERTISING / SIGNAGE COMM.	387,842	335,509	422,500	387,409
	INTEREST ON DEPOSIT				30,000
	TOTAL REVENUE	387,842	335,509	422,500	417,409

THE BOARD OF GOVERNORS OF EXHIBITION PLACE

EXHIBITION PLACE

313 THIRD PARTY EXPENSES

ACTV	ACCOUNT NAME	2002 ACTUAL	2003 PROJECTED ACTUAL	2003 BUDGET	2004 BUDGET
8000	CLEANING	441,552	280,000	231,700	220,000
8100	LABOUR	320,944	240,000	312,750	240,000
8200	CARPENTRY AND LOCKSHOP	112,190	60,000	106,600	60,000
8300	ELECTRICAL	469,459	350,000	361,400	375,000
8400	PLUMBING	103,382	65,000	146,400	65,000
8500	IATSE	1,031,228	526,000	401,062	523,000
8600	SIGN SHOP AND CREATIVE SERVICES	74,559	60,000	55,600	110,000
8700	PAINTERS	50,001	45,000	39,780	45,000
8800	HVAC , MECHANICS AND WELDERS	48,834	40,000	26,158	40,000
8850	MATERIALS AND DIRECT CHARGES	231,086	46,000	78,800	46,000
8900	RENTALS	65,656	30,000	32,400	45,000
1235	TELECOMMUNICATIONS	3,475	2,800	3,600	1,000
TOTAL EXPENSES		2,952,366	1,744,738	1,796,250	1,770,000

313 THIRD PARTY REVENUE

8000	CLEANING	529,758	327,600	274,200	257,400
8100	LABOUR	377,129	280,800	370,133	280,800
8200	CARPENTRY AND LOCKSHOP	134,624	70,200	126,150	70,200
8300	ELECTRICAL	571,058	409,500	427,700	438,750
8400	PLUMBING	125,684	76,050	173,260	76,050
8500	IATSE	1,183,427	615,420	474,649	611,910
8600	SIGN SHOP AND CREATIVE SERVICES	90,209	70,200	65,800	128,700
8700	PAINTERS	61,946	52,650	47,070	52,650
8800	HVAC , MECHANICS AND WELDERS	214,919	46,800	30,962	46,800
8850	MATERIALS AND DIRECT CHARGES	110,946	53,820	93,250	53,820
8900	RENTALS	123,087	65,100	92,400	80,000
1235	TELECOMMUNICATIONS	22,196	20,550	21,850	19,650
TOTAL REVENUE		3,544,983	2,088,690	2,197,424	2,116,730
NET PROFIT		592,617	343,952	401,174	346,730 1

Note: 1. Major projects not anticipated in 2004

THE BOARD OF GOVERNORS OF EXHIBITION PLACE

EXHIBITION PLACE

OVERHEAD EXPENSE SUMMARY

PAGE	DEPARTMENT	2002 ACTUAL	2003 PROJECTED ACTUAL	2003 BUDGET	2004 BUDGET
36	GENERAL MANAGER AND CEO	287,072	369,953	369,953	378,989
37	BOARD OF GOVERNORS	49,210	50,500	52,500	52,500
37	CORPORATE SECRETARY	318,699	345,325	350,325	355,491
38	ARCHIVES & RECORDS	124,584	129,079	133,579	167,328
39	FINANCE & ADMINISTRATION	829,956	887,400	1,020,782	1,180,000
40	PURCHASING & STORES	161,238	161,333	161,608	169,761
41	HUMAN RESOURCES	182,025	121,336	139,366	185,515
42	ACCOUNTING	1,521,691	1,185,078	1,190,078	1,349,164
43	SYSTEMS	201,133	221,894	239,044	248,776
44	OPERATIONS ADMINISTRATION	835,021	952,695	964,705	991,790
44	GROUND MAINTENANCE	74,021	55,000	65,000	65,000
45	HEALTH & SAFETY	58,484	65,854	67,754	68,356
45	SPORTS HALL OF FAME	54,195	53,200	53,200	53,200
46	UTILITIES	888,024	663,000	857,971	748,456
47	CLEANING SERVICES	479,431	443,870	446,158	470,224
48	SPECIAL APPROPRIATIONS	292,936	298,000	332,500	341,100
49	LABOUR	557,710	552,500	538,783	538,719
50	PHYSICAL PLANT MAINTENANCE	1,164,239	1,155,600	1,244,317	1,339,985
51	ELECTRICAL AND MECHANICAL MAINTENANCE	1,839,188	1,912,800	1,934,433	2,013,302
52	ENGINEERING	63,340	78,927	75,152	63,270
53	RENTALS AND TECHNICAL SERVICES	222,757	293,700	196,018	170,660
54	SECURITY & COMMUNICATIONS	469,748	605,135	528,491	643,809
TOTAL EXPENSE		10,674,702	10,602,179	10,961,717	11,595,395
LESS : ADMIN. SUPPORT TO CNE		(811,000)	(801,000)	(801,000)	(890,000)
LESS : SITE PREP. & UTIL. TO CNE		(1,930,000)	(1,930,000)	(1,930,000)	(1,884,000)
TOTAL EXPENSE		7,933,702	7,871,179	8,230,717	8,821,395
42	ACCOUNTING	1,162,169	1,020,000	1,068,440	1,189,748
47	CITY DUMPING FEES - REVENUE	0	50,000	50,000	50,000
TOTAL INDIRECT REVENUE		1,162,169	1,070,000	1,118,440	1,239,748
NET		6,771,533	6,801,179	7,112,277	7,581,647

THE BOARD OF GOVERNORS OF EXHIBITION PLACE

OVERHEAD

100 - GENERAL MANAGER AND CEO EXPENSES

ACTV	ACCOUNT NAME	2002 ACTUAL	2003 PROJECTED ACTUAL	2003 BUDGET	2004 BUDGET
101	SALARIES - PERM	185,532	227,853	227,853	234,689 1
103	CONVENTIONS & TRAVEL	0	4,000	4,000	6,000
104	SUPPLIES & GENERAL	4,311	2,500	2,500	2,500
107	EQUIPMENT RENTALS	5,268	6,000	6,000	6,000
110	EXPENSE ALLOWANCES	2,656	5,000	5,000	5,000
1010	PRESENTATIONS/PROMO.	0	2,000	2,000	2,000
1020	CONSULTANTS FEES	85,434	60,000	60,000	60,000
1040	MEMBERSHIPS	1,855	2,000	2,000	2,200
1120	CORPORATE ENTERTAINMENT	1,646	3,000	3,000	3,000
1131	TRAINING	370	3,600	3,600	3,600
1165	LEGAL FEES		79,000	79,000	79,000
2505	NTC RECOVERY - LEGAL		(25,000)	(25,000)	(25,000)
TOTAL EXPENSE		287,072	369,953	369,953	378,989

Notes: Includes provision for 2004 salary adjustment

THE BOARD OF GOVERNORS OF EXHIBITION PLACE

OVERHEAD

101 - BOARD OF GOVERNORS EXPENSES

ACTV	ACCOUNT NAME	2002 ACTUAL	2003 PROJECTED ACTUAL	2003 BUDGET	2004 BUDGET
103	CONVENTIONS & TRAVEL	3,295	8,000	10,000	10,000
104	SUPPLIES & GENERAL	2,159	1,500	1,500	1,500
1045	CORPORATE PLANNING	26,103	22,000	22,000	22,000
1115	MEETINGS/RECEPTIONS	17,653	19,000	19,000	19,000
	TOTAL EXPENSE	49,210	50,500	52,500	52,500

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

103 - CORPORATE SECRETARY EXPENSES

ACTV	ACCOUNT NAME	2002 ACTUAL	2003 PROJECTED ACTUAL	2003 BUDGET	2004 BUDGET
101	SALARIES - PERM	189,182	194,834	194,834	236,877 1,2
104	SUPPLIES & GENERAL	16,902	22,875	22,875	22,875
107	EQUIPMENT RENTAL	31,389	36,000	36,000	36,000
109	CONTRACT PERSONNEL	19,263	35,144	35,144	0 1
110	EXPENSE ALLOWANCES	1,434	1,500	1,500	1,500
1110	FLOWERS	2,185	2,000	2,000	2,000
1230	POSTAGE	7,866	9,000	9,000	9,000
1235	TELECOMMUNICATIONS	56,508	50,000	55,000	55,000
2504	NTC - RECOVERY MAIL CLERK	(6,030)	(6,028)	(6,028)	(7,761)
	TOTAL EXPENSE	318,699	345,325	350,325	355,491

Notes: 1.Contract transferred to permanent

2. Includes provision for 2004 salary adjustments.

THE BOARD OF GOVERNORS OF EXHIBITION PLACE

OVERHEAD

104 - ARCHIVES & COMMERCIAL RECORDS CENTRE

ACTV	ACCOUNT NAME	2002 ACTUAL	2003 PROJECTED ACTUAL	2003 BUDGET	2004 BUDGET
100	PMD	1,840	2,500	2,500	2,500
101	SALARIES - PERM	120,310	123,965	123,965	127,684 1
104	SUPPLIES & GENERAL	1,630	1,000	4,000	4,000
105	PRINTING	0	500	1,000	1,000
109	CONTRACT SALARIES	0	0	0	30,000 2
110	EXPENSE ALLOWANCES	70	300	300	300
1040	MEMBERSHIPS	734	814	814	844
1145	ARCHIVES ACQUISITION	0	0	1,000	1,000
TOTAL EXPENSE		124,584	129,079	133,579	167,328

Notes: 1. Includes provision for 2004 salary adjustments
 2. New contract position for archivist

THE BOARD OF GOVERNORS OF EXHIBITION PLACE

OVERHEAD

105 - CORPORATE AND STATUTORY EXPENSES

ACTV	ACCOUNT NAME	2002 ACTUAL	2003 PROJECTED ACTUAL	2003 BUDGET	2004 BUDGET
18	AMORTIZATION EXPENSE (PSAB)	85,969	12,900	80,000	31,100
19	CAPITAL ASSET CREDIT (PSAB)	0	(64,500)	(145,000)	(99,100)
20	EMPLOYEE LIABILITY	(150,700)	50,000	125,000	50,000
104	SUPPLIES & GENERAL	1,848	0	0	0
118	HOURLY & SALARY ADJUSTMENT	39,388	0	0	0
1155	AUDIT	15,744	14,000	14,000	14,000
1160	INSURANCE/LIABILITY	120,600	203,000	300,000	350,000
1165	LEGAL FEES	50,827	0	0	0
1175	SICK BANK	49,101	50,000	50,000	50,000
1180	HOSPITAL/GROUP INS.	543,916	602,000	576,782	628,000
1185	PENSION PLAN	0	75,000	75,000	225,000
1190	WORKERS COMP.	140,000	140,000	140,000	140,000
1195	U.I.C	77,094	76,000	86,000	76,000
1200	C.P.P	125,142	135,000	135,000	145,000
1215	BAD DEBTS	(1,060)	0	0	0
2504	NTC REDUCTION-BENEFITS	(242,913)	(280,000)	(290,000)	(280,000)
2505	NTC - RECOVERIES LEGAL	(25,000)	0	0	0
2506	NTC INSURANCE RECOVERY		(81,000)	(81,000)	(95,000)
2508	CNEA insurance recovery		(45,000)	(45,000)	(55,000)
TOTAL EXPENSE		829,956	887,400	1,020,782	1,180,000

Notes: 1. First year of phase in of higher insurance premiums

2. OMERS returning to full contribution rates (6.0 % on all amounts up to YMPE)

THE BOARD OF GOVERNORS OF EXHIBITION PLACE

OVERHEAD

106 - PURCHASING & STORES EXPENSES

ACTV	ACCOUNT NAME	2002	2003	2003	2004
		ACTUAL	PROJECTED ACTUAL	BUDGET	BUDGET
101	SALARIES - PERM	102,289	105,850	105,850	109,026 1
102	SALARIES - TEMP	59,515	56,103	56,103	57,693
104	SUPPLIES & GENERAL	830	1,100	875	875
105	PRINTING	2,456	2,000	2,500	2,500
1021	MANAGEMENT FEES	20,018	20,000	20,000	24,500
1040	MEMBERSHIPS	0	150	150	150
2504	RECOVERY NTC	(23,870)	(23,870)	(23,870)	(24,983)
	TOTAL EXPENSE	161,238	161,333	161,608	169,761

Notes: 1. Includes provision for 2004 salary adjustment

THE BOARD OF GOVERNORS OF EXHIBITION PLACE

OVERHEAD

107 - HUMAN RESOURCES EXPENSES

ACTV	ACCOUNT NAME	2002	2003	2003	2004
		ACTUAL	PROJECTED ACTUAL	BUDGET	BUDGET
101	SALARIES - PERM	57,328	60,791	60,791	62,615 1
104	SUPPLIES & GENERAL	17	300	1,000	1,000
105	PRINTING	0	500	1,000	1,000
110	EXPENSE ALLOWANCES	54	100	400	400
1040	MEMBERSHIPS/SUBSC.	248	320	350	350
1065	ADVERTISING	999	0	1,500	1,500
1131	STAFF DEVELOPMENT	21,702	15,000	30,000	30,000
1165	LEGAL FEES	57,677	0	0	0
1226	CITY CHARGE - LABOUR RELATIONS SERVICES	44,000	44,325	44,325	88,650
TOTAL EXPENSE		182,025	121,336	139,366	185,515

Note: 1. Includes provision for 2004 salary adjustment

THE BOARD OF GOVERNORS OF EXHIBITION PLACE

OVERHEAD

116 - ACCOUNTING EXPENSES

ACTV	ACCOUNT NAME	2002 ACTUAL	2003 PROJECTED ACTUAL	2003 BUDGET	2004 BUDGET	
100	P.M.D	2,863	1,500	5,000	3,000	
101	SALARIES - PERM	856,829	506,347	506,347	514,497	1
102	SALARIES - TEMP	22,384	0	0	0	
104	SUPPLIES & GENERAL	8,011	7,000	7,000	6,800	
105	PRINTING	647	3,000	3,000	2,500	
109	CONTRACT SALARIES	52,084	77,186	77,186	100,192	2
110	EXPENSE ALLOWANCES	2,376	2,000	2,500	2,500	
1206	PROPERTY TAXES	550,641	550,000	550,000	683,490	3
1215	BAD DEBTS	(16,504)	10,000	10,000	10,000	
1220	EXCHANGE/BANK CHRGE	13,325	11,000	12,000	12,000	
1225	DATA PROCESSING	61,881	50,000	50,000	50,000	
2504	NTC REDUCTION	(32,846)	(32,955)	(32,955)	(35,815)	
	TOTAL EXPENSE	1,521,691	1,185,078	1,190,078	1,349,164	

116 - ACCOUNTING REVENUE

400	DISCOUNTS & COMM	6,212	10,000	6,000	12,000	
402	INTEREST REVENUE(EXPENSE)	41,391	20,000	30,000	12,000	
405	MISC. & SALVAGE	149,484	40,000	40,000	29,343	
617	NTC 12% MARKUP	414,253	400,000	442,440	452,915	
1206	PROP. TAX RECOVERY	550,829	550,000	550,000	683,490	3
	TOTAL REVENUE	1,162,169	1,020,000	1,068,440	1,189,748	

- Notes: 1. Includes provision for 2004 salary adjustment
 2. Increase contract from 3 to 4 days a week for financial analyst
 3. Includes additional \$ 133,000 for new tenants

THE BOARD OF GOVERNORS OF EXHIBITION PLACE

OVERHEAD

160-SYSTEMS

ACTV	ACCOUNT NAME	2002 ACTUAL	2003 PROJECTED ACTUAL	2003 BUDGET	2004 BUDGET	
101	SALARIES - PERM	130,249	135,394	135,394	139,456	1
104	SUPPLIES & GENERAL	54,444	40,000	54,150	82,500	2
107	EQUIPMENT RENTAL	2,264	1,500	1,500	1,500	
110	EXPENSE ALLOWANCES	239	500	500	500	
1111	ITR SERVICE AGREEMENTS	13,937	9,500	12,500	13,000	
1112	PURCHASE OF NEW IT EQUIPMENT	0	35,000	35,000	35,000	
120	RECOVERIES - VISION LICENSE - CNE				(10,000)	
121	RECOVERIES - VISION LICENSE - NTC				(10,000)	
1226	RECOVERIES - ADSL IP LIBERTY/CNE				(3,180)	
TOTAL EXPENSE		201,133	221,894	239,044	248,776	

Note: 1. Includes provision for 2004 salary adjustment
 2. Includes \$ 30,000 for new softwear license and maintenance charge

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

301 - OPERATIONS ADMINISTRATION EXPENSES

ACTV	ACCOUNT NAME	2002 ACTUAL	2003 PROJECTED ACTUAL	2003 BUDGET	2004 BUDGET	
101	SALARIES - PERM	717,363	785,287	785,287	864,861	1
102	SALARIES - TEMP	16,935	0	0	0	
104	SUPPLIES & GENERAL	2,557	4,000	4,000	4,000	
107	EQUIPMENT RENTAL	519	660	660	660	
109	CONTRACT STAFF	46,626	117,548	117,548	65,059	
110	EXPENSE ALLOWANCES	12,904	11,000	11,050	14,000	
1040	MEMBERSHIPS	3,486	4,200	4,160	4,210	
1205	UNIFORMS	34,631	30,000	42,000	39,000	
	NTC RECOVERIES FROM PERM.					
TOTAL EXPENSE		835,021	952,695	964,705	991,790	

Note: Transfer of coordinator from Sub 330 and also includes provision for 2004 salary adjustments

302 - GROUNDS MAINTENANCE EXPENSES

3015	SOFT LANDSCAPING	27,710	20,000	25,000	25,000	
3016	HARD LANDSCAPING	46,311	35,000	40,000	40,000	
TOTAL EXPENSE		74,021	55,000	65,000	65,000	

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

303 - HEALTH & SAFETY EXPENSES

ACTV	ACCOUNT NAME	2002 ACTUAL	2003 PROJECTED ACTUAL	2003 BUDGET	2004 BUDGET
104	SUPPLIES & GENERAL	139	300	300	300
106	SAFETY EQUIPMENT	2,163	2,500	3,000	3,000
109	CONTRACT PERSONNEL	57,866	61,354	61,354	63,195 1
110	EXPENSE ALLOWANCES	1,035	1,600	1,500	1,600
1040	MEMBERSHIPS	465	600	600	600
1131	TRAINING	8,622	13,500	15,000	15,000
1205	UNIFORMS	1,263	0	0	0
2504	NTC REDUCTION	(13,069)	(14,000)	(14,000)	(15,339)
TOTAL EXPENSE		58,484	65,854	67,754	68,356

Note: 1. Includes provision for 2004 salary adjustment

304-SPORTS HALL OF FAME EXPENSES

3052	SPORTS HALL OF FAME	54,195	53,200	53,200	53,200
TOTAL EXPENSE		54,195	53,200	53,200	53,200

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

305 - UTILITIES EXPENSES

ACTV	ACCOUNT NAME	2002 ACTUAL	2003 PROJECTED ACTUAL	2003 BUDGET	2004 BUDGET	
	2003 Gross amounts; Previous years restated					
3060	HYDRO - All Programs	2,473,174	2,500,000	2,483,390	2,520,000	1
3065	GAS - Exhibition Place/CNE	359,581	390,000	365,000	410,000	
3070	WATER - All Programs	679,030	400,000	704,553	480,000	2
3061	HYDRO - NTC	(1,408,584)	(1,370,000)	(1,392,394)	(1,337,394)	1
3062	HYDRO - Tenants	(621,854)	(640,000)	(654,000)	(670,000)	
3063	HYDRO - CNE	(195,000)	(195,000)	(205,000)	(224,250)	
3067	GAS - Tenants	(14,198)	(12,000)	(9,785)	(13,800)	
3071	WATER - NTC	(200,192)	(175,000)	(174,533)	(180,000)	
3072	WATER - Tenants	(103,832)	(140,000)	(174,260)	(152,600)	
3073	WATER - CNE	(80,101)	(95,000)	(85,000)	(83,500)	
TOTAL EXPENSE		888,024	663,000	857,971	748,456	

Notes: 1. Lower electrical cost because of reduced activity at NTC

2. Water consumption has decreased from prior years

THE BOARD OF GOVERNORS OF EXHIBITION PLACE

OVERHEAD

306 - CLEANING SERVICES EXPENSES

ACTV	ACCOUNT NAME	2002 ACTUAL	2003 PROJECTED ACTUAL	2003 BUDGET	2004 BUDGET
102	SALARIES - TEMP	2,555,920	2,216,130	2,544,198	2,227,054 ¹
104	SUPPLIES & GENERAL	1,723	1,300	1,300	1,300
107	EQUIPMENT RENTAL	882	700	700	700
3019	CONTRACTED SERVICES	32,411	38,000	40,000	40,000
3025	EQUIPMENT MAINT.	933	4,000	4,000	4,000
3075	MATERIAL SUPPLIES	19,537	18,000	18,000	18,000
3076	LAUNDRY SUPPLIES	282	600	600	600
3078	DUMPING FEES - CITY	33,051	128,270	128,000	141,700
112	BOG RECOVERIES	(491,487)	(200,000)	(251,900)	(200,000)
113	NTC RECOVERIES	(1,113,539)	(1,271,130)	(1,694,840)	(1,271,130)
114	CNEA RECOVERIES	(560,282)	(400,000)	(251,900)	(400,000)
116	CNEA WASTE RECOVERIES	0	(47,800)	(47,800)	(47,800)
119	NTC WASTE RECOVERIES	0	(44,200)	(44,200)	(44,200)
TOTAL EXPENSE		479,431	443,870	446,158	470,224

306 - CLEANING SERVICES REVENUE

3078	CITY DUMPING FEES - RECOVERIES	0	50,000	50,000	50,000
TOTAL RECOVERIES		0	50,000	50,000	50,000

Note: 1. Includes provision for 2004 wage adjustment (\$10,366) and reduced expenses because of lower level of activity and recoveries

THE BOARD OF GOVERNORS OF EXHIBITION PLACE

308 - SPECIAL APPROPRIATIONS

ACTV	ACCOUNT NAME	2002	2003	2003	2004
		ACTUAL	PROJECTED ACTUAL	BUDGET	BUDGET
4001	CONTRIBUTION TO FLEET REPLACEMENT RESERVE	268,000	268,000	268,000	268,000
4003	ASBESTOS REMOVAL	19,207	5,000	5,000	0
4004	ENGINE ANALYSER	0	0	0	4,000
4009	PORTABLE VACUUM	8,763	0	0	0
4010	UNDERGROUND SERVICE SCANNER	(10,652)	0	0	0
4011	WOOD LATHE	0	0	0	10,000
4013	ALUMINIUM SCAFFOLD SYSTEM	3,505	0	0	0
4014	KEY AUDIT EQUIPMENT	1,392	0	0	3,000
4015	VEHICLE LIGHT BAR (SECURITY)	2,721	2,000	2,000	0
4016	TV/VCR COMBO (SECURITY)	0	500	500	0
4017	CLEANING DEPT. EQUIPMENT	0	13,000	45,000	20,000
4018	GAS POWERED AIR COMPRESSOR	0	0	2,500	2,500
4019	KANGO HAMMER AND CORING	0	3,500	3,500	0
4020	OTC MONITOR & SCANNER - GARAGE	0	6,000	6,000	0
4021	PROTECTIVE BODY ARMOUR - SECURITY	0	0	0	7,000
4022	REFLECTIVE TRAFFIC BARRIERS - SECURITY	0	0	0	6,000
4023	ALL TERRAIN PATROL BICYCLES - SECURITY	0	0	0	600
4025	TRAINING/BOARDROOM EQUIP. TABLES/CHAIRS	0	0	0	20,000
TOTAL EXPENSES		292,936	298,000	332,500	341,100

THE BOARD OF GOVERNORS OF EXHIBITION PLACE

316 - LABOUR

ACTV	ACCOUNT NAME	2002 ACTUAL	2003	2003 BUDGET	2004 BUDGET
			PROJECTED ACTUAL		
102	SALARIES - TEMP	1,313,908	940,918	1,083,724	951,935 1
104	SUPPLIES & GENERAL	13,983	14,000	14,000	14,000
107	EQUIPMENT RENTAL	97,684	100,000	75,000	75,000
110	EXPENSE ALLOWANCES	2,040	3,500	3,500	3,700
324	SAFETY ENGINEERING	30,327	40,000	50,000	40,000
3090	SNOW REMOVAL	41,992	75,000	75,000	75,000
112	BOG RECOVERIES	(305,305)	(250,000)	(348,753)	(250,000)
113	NTC RECOVERIES	(368,184)	(170,916)	(227,888)	(170,916)
114	CNEA RECOVERIES	(268,735)	(200,000)	(185,800)	(200,000)
TOTAL EXPENSE		557,710	552,500	538,783	538,719

Note: 1. Includes provision for 2004 wage adjustment (\$9,736) and reduced expenses because of lower level of activity and recoveries

THE BOARD OF GOVERNORS OF EXHIBITION PLACE
OVERHEAD

320 - PHYSICAL PLANT MAINTENANCE EXPENSES

ACTV	ACCOUNT NAME	2002 ACTUAL	2003 PROJECTED ACTUAL	2003 BUDGET	2004 BUDGET
102	SALARIES - TEMP	1,504,199	1,323,378	1,324,045	1,419,713 ¹
104	SUPPLIES & GENERAL	3,420	3,000	3,000	3,000
107	RENTAL EQUIPMENT	0	0	0	20,000
110	EXPENSE ALLOWANCES	1,622	1,200	1,250	1,250
1020	CONSULTANTS FEES	22,606	15,000	20,000	20,000
3005	PETROLEUM PRODUCTS	1,134	2,000	2,000	2,000
3007	GASOLINE & PROPANE	37,163	50,000	75,000	55,000
3008	DIESEL FUEL	19,722	15,000	18,000	18,000
3023	GROUPS GENERAL	45,805	50,000	50,000	50,000
3028	VEHICLE MAINT.	51,156	55,000	65,000	65,000
3033	BUILDING MAINT.	84,272	100,000	135,000	135,000
3034	CARILLON MAINTENANCE	1,884	5,000	5,000	5,000
3035	AQUATIC BLEACHERS	2,258	2,400	2,400	2,400
3038	VEHICLE LICENSES	11,542	13,000	13,000	13,000
3039	EQUIPMENT MAINT.	110,767	100,000	110,000	110,000
3044	RENTAL EQPT MAINT.	19,946	30,000	30,000	30,000
112	BOG RECOVERIES	(204,907)	(161,380)	(161,380)	(161,380)
113	NTC RECOVERIES	(193,948)	(301,461)	(301,461)	(301,461)
114	CNEA RECOVERIES	(354,402)	(146,537)	(146,537)	(146,537)
TOTAL EXPENSE		1,164,239	1,155,600	1,244,317	1,339,985

NOTE: 1. Includes provision for 2004 wage adjustment (\$ 20,688) and planned preventative maintenance (\$ 75,000)

THE BOARD OF GOVERNORS OF EXHIBITION PLACE
OVERHEAD

321 - ELECTRICAL & MECHANICAL MAINTENANCE EXPENSES

ACTV	ACCOUNT NAME	2002 ACTUAL	2003 PROJECTED ACTUAL	2003 BUDGET	2004 BUDGET
					1
102	SALARIES - TEMP	3,361,529	2,895,002	3,184,520	2,952,254
104	SUPPLIES & GENERAL	811	1,300	1,300	1,300
105	PRINTING	407	500	500	500
107	EQUIPMENT RENTAL	52	0	600	22,600
110	EXPENSE ALLOWANCES	40	4,000	4,000	4,000
3017	UNDERGROUND SERVICES	77,281	90,000	90,000	90,000
3018	LOCKSMITH SUPPLIES	19,866	18,000	18,000	18,000
3019	CONTRACTED SERVICES	93,777	85,000	88,000	88,000
3024	ELEC MAINT.	183,604	150,000	160,000	160,000
3025	MECH MAINT.	58,408	60,000	65,000	65,000
3029	REFRIG. & AIR COND.	25,946	20,000	22,400	22,400
3031	PLUMBING MAINTENANCE	46,535	45,000	45,000	45,000
3037	STREET LIGHTING	24,176	18,000	18,250	18,250
3041	CONTROLS MAINT.	19,008	30,000	30,000	30,000
3042	FIRE PROTECTION EQPT:	108,385	85,000	85,000	85,000
3043	KITCHEN EQUIPMENT	8,604	15,000	15,000	15,000
3057	WASHROOM TRAILERS	17,195	17,000	17,000	17,000
112	BOG RECOVERIES	(617,578)	(680,000)	(665,302)	(680,000)
113	NTC RECOVERIES	(1,588,276)	(815,984)	(1,161,335)	(815,984)
114	CNEA RECOVERIES	(2,578)	(125,018)	(83,500)	(125,018)
TOTAL EXPENSE		1,839,188	1,912,800	1,934,433	2,013,302

Note: 1. Decreased spending because of lower activity and recoveries. Includes provision for 2004 wage adjustment (\$ 56,869)

THE BOARD OF GOVERNORS OF EXHIBITION PLACE
OVERHEAD

323 - ENGINEERING EXPENSES

ACTV	ACCOUNT NAME	2002 ACTUAL	2003 PROJECTED ACTUAL	2003 BUDGET	2004 BUDGET
101	SALARIES - PERM	283,841	292,277	292,277	301,045
104	SUPPLIES & GENERAL	1,718	2,600	2,600	2,600
105	PRINTING	2,941	2,150	2,150	2,150
107	EQUIPMENT RENTAL	2,577	2,500	2,500	2,500
109	CONTRACT PERSONNEL	0	0	1,275	1,275
110	EXPENSE ALLOWANCES	2,800	2,600	2,700	2,700
1250	TREE MAINTENANCE	0	5,000	5,000	5,000
3030	ROAD MARKINGS AND SIGN REPAIRS	9,475	15,000	10,000	10,000
405	RECOVERIES CADD & MISCELLANEOUS PRINTING	(5,012)	(3,200)	(3,350)	(4,000)
2509	RECOVERIES FROM CAPITAL PROGRAM	(235,000)	(240,000)	(240,000)	(260,000)
	TOTAL EXPENSE	63,340	78,927	75,152	63,270

THE BOARD OF GOVERNORS OF EXHIBITION PLACE

OVERHEAD

330 - RENTALS & TECH. SERVICES EXPENSES

ACTV	ACCOUNT NAME	2002	2003	2003	2004
		ACTUAL	PROJECTED ACTUAL	BUDGET	BUDGET
102	SALARIES - TEMP	2,870,964	1,776,968	1,707,026	1,653,628 1
104	SUPPLIES & GENERAL	10,946	7,000	7,300	7,300
107	EQUIPMENT RENTAL	806	700	700	700
3022	EQUIPMENT MAINT.	16,535	16,000	16,000	16,000
112	BOG RECOVERIES - IATSE	(1,322,184)	(473,000)	(432,862)	(473,000)
112	BOG RECOVERIES - CREATIVE	0	(60,000)	(60,000)	(60,000)
113	NTC RECOVERIES - IATSE	(835,814)	(515,220)	(654,960)	(515,220)
113	NTC RECOVERIES - CREATIVE	0	(32,748)	(43,664)	(32,748)
114	CNEA RECOVERIES - IATSE	(518,496)	(376,000)	(293,522)	(376,000)
114	CNEA RECOVERIES - CREATIVE	0	(50,000)	(50,000)	(50,000)
TOTAL EXPENSE		222,757	293,700	196,018	170,660

Note: Transfer of event Coordinator salary to 301 and provision for wage adjustment (\$ 10,672)

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

500 - SECURITY SERVICE & COMMUNICATIONS

ACTV	ACCOUNT NAME	2002 ACTUAL	2003 PROJECTED ACTUAL	2003 BUDGET	2004 BUDGET
102	SALARIES - TEMP	479,635	605,000	528,356	643,674 1
104	SUPPLIES & GENERAL	401	500	500	500
107	EQUIPMENT RENTALS	4,354	5,350	5,350	5,350
1205	UNIFORMS	3,931	3,000	3,000	3,000
2504	NTC RECOVERIES	(49,996)	(50,000)	(50,000)	(50,000)
3025	VEHICLE/ EQUIPMENT MAINT.	31,423	41,285	41,285	41,285
	TOTAL EXPENSE	469,748	605,135	528,491	643,809

Note: 1. Increase labour costs to allow for 2 person night patrols.

**THE BOARD OF GOVERNORS OF EXHIBITION PLACE
NATIONAL TRADE CENTRE
SUMMARY**

PAGE	ACCOUNT NAME	2002 ACTUAL	2003 PROJECTED ACTUAL	2003 BUDGET	2004 BUDGET
	REVENUE				
	RENTAL INCOME - SHOWS	7,076,031	6,212,000	7,058,000	6,223,316
	RENTAL INCOME - CRC	0	67,833	67,833	409,035
	MANAGEMENT FEE -CRC	0	37,500	137,500	226,125
	ELECTRICAL SERVICES	1,692,007	1,634,175	1,846,726	1,540,607
	CATERING CONCESSIONS	1,319,060	1,050,000	1,384,000	1,204,500
	SHOW SERVICES	3,981,956	2,779,431	3,377,111	3,230,456
56	TELECOMMUNICATION	460,375	431,000	437,416	415,176
57	ADVERTISING & SPONSORSHIP - NET	303,015	303,000	304,000	339,000
59	OFFICIAL SUPPLIER	204,231	142,000	118,000	131,400
59&60	INTEREST AND OTHER INCOME	142,861	148,000	120,400	91,500
	TOTAL REVENUE	15,179,536	12,804,939	14,850,986	13,811,115
	EXPENSES				
	DIRECT SHOW COSTS - PMD	621,338	437,000	535,525	491,878
	ELECTRICAL SERVICES	850,115	895,175	947,558	769,480
	SHOW SERVICES	2,696,129	1,800,431	2,178,391	2,147,966
56	TELECOMMUNICATION/INFORMATION SYSTEMS	440,606	449,000	425,033	445,409
58	EXECUTIVE	534,182	496,000	554,965	581,619
59	FINANCE	942,347	1,061,000	990,293	1,157,885
	MANAGEMENT FEE - BASE	327,778	339,000	333,333	344,722
60	MARKETING	621,409	563,000	792,017	812,158
62	DIRECT OPERATING COSTS	4,224,990	4,122,000	4,508,026	4,553,968
61	OPERATIONS	620,902	682,000	670,522	905,612
63	EVENT SERVICES	1,110,873	1,187,000	1,179,049	1,302,990
	EXPENSE RECOVERIES & EX - PLACE ADJ.				
	CNE DIRECT OPER. COSTS	(391,812)	(418,000)	(418,408)	(431,159)
63	EVENT SERVICE STAFF	(146,240)	(76,000)	(76,000)	(54,900)
	EX- PLACE TELECOM REMITTANCES	69,000	69,000	69,000	69,000
	SERVOMATION	(104,632)	(185,000)	(97,986)	(106,881)
	COST RECOVERIES - MOLSON	0	0	0	(50,000)
	RECOVERY OF ENERGY COST - WORLD YOUTH DAY	(86,942)	0	0	0
	RECOVERY OF COSTS - CRC (COLISEUM)		(176,000)	(106,185)	(879,000)
	LOCAL 516 STRIKE COSTS		180,000		
	TOTAL EXPENSES	12,330,044	11,425,606	12,485,133	12,060,747
	NET INCOME before Mark Up & Incentive M'gt. Fee	2,849,492	1,379,333	2,365,853	1,750,368
	MANAGEMENT INCENTIVE FEE	101,275	0	0	44,273
	EX - PLACE 12% MARK- UP	377,857	377,000	482,453	452,915
	NET INCOME	2,370,360	1,002,333	1,883,400	1,253,180

THE BOARD OF GOVERNORS OF EXHIBITION PLACE

NATIONAL TRADE CENTRE

8500 - TELECOMMUNICATIONS

ACTV	ACCOUNT NAME	2002 ACTUAL	2003 PROJECTED ACTUAL	2003 BUDGET	2004 BUDGET
	EXPENSES				
8001	SALARIES ADMINISTRATION	128,687	133,622	115,891	121,830
8002	TEMPORARY WAGES	13,428	13,132	17,000	14,000
8102	EMPLOYEE BENEFITS	22,680	28,227	22,842	29,104
8204	CONTRACTED SERVICES	60,930	65,218	53,200	53,200
8211	TRAVEL	1,512	1,758	2,000	2,000
8215	DUES & SUBSCRIPTION	1,424	400	500	500
8216	EMPLOYEE TRAINING	0	318	0	0
8219	MISCELLANEOUS EXPENSES	2,000	1,730	2,500	2,500
8220	COMPUTER EQUIPMENT	5,072	4,809	15,000	15,000
8228	PROFESSIONAL FEES	0	250	500	500
8249	SMALL EQUIPMENT/SOFTWARE	8,210	8,923	10,000	12,000
8340	MAINTENANCE AGREEMTS.	21,770	32,226	25,000	32,250
8455	UNIFORMS	522	326	500	500
8475	TELECOM CABLING & FIXTURES	25,297	14,654	15,000	15,000
8531	PRINTING	0	125	400	400
8532	OFFICE SUPPLIES	1,433	489	500	500
8540	POSTAGE & COURIER	29	37	200	125
8575	TELEPHONE TRUNK & PSTN	147,612	142,756	144,000	146,000
	TOTAL EXPENSES	440,606	449,000	425,033	445,409
	REVENUE				
4095	TELECOMM	282,210	247,087	262,351	232,815
	TELECOMM - EX-PLACE	69,000	69,000	69,000	69,000
7812	PAY PHONE COMMISSIONS	0	0	0	0
7817	TELEPHONE RECOVERIES	109,165	114,913	106,065	113,361
	TOTAL REVENUE	460,375	431,000	437,416	415,176
	NET INCOME (LOSS)	19,769	(18,000)	12,383	(30,233)

NATIONAL TRADE CENTRE

7300 - ADVERTISING AND SPONSORSHIP

ACTV	ACCOUNT NAME	2002 ACTUAL	2003 PROJECTED ACTUAL	2003 BUDGET	2004 BUDGET
	<u>EXPENSES</u>				
7090	PRODUCTION	3,623	10,061	9,900	9,900
7092	ADMINISTRATIVE	35,711	35,457	45,000	60,000
7095	COMMISSIONS	34,659	38,094	41,100	41,100
	TOTAL EXPENSES	73,993	83,612	96,000	111,000
7080	REVENUE	377,008	386,612	400,000	450,000
	NET INCOME (LOSS)	303,015	303,000	304,000	339,000

NATIONAL TRADE CENTRE

8001 - EXECUTIVE EXPENSES

ACTV	ACCOUNT NAME	2002 ACTUAL	2003 PROJECTED ACTUAL	2003 BUDGET	2004 BUDGET
	EXPENSES				
8001	SALARIES ADMIN.	338,069	315,078	338,335	357,349
8002	WAGES - PART TIME	2,283	500	2,000	2,000
8102	BENEFITS	44,587	61,670	67,066	76,670
8103	SICK BANK CONTRIBUTIONS	15,240	15,240	15,240	15,240
8211	TRAVEL	1,247	3,062	13,000	10,000
8212	MEALS & ENTERTAINMENT	0	377	5,000	4,000
8214	MEETINGS AND CONVNTNS	2,708	2,920	8,000	7,000
8215	DUES & SUBSCRIPTIONS	6,977	8,722	8,100	8,800
8216	TRAINING	10,829	1,964	25,000	25,000
8219	MISCELLANEOUS EXPENSES	4,327	2,824	3,600	3,500
8225	LEGAL FEES	25,986	25,500	25,500	25,500
8228	PROFESSIONAL FEES	4,688	20,809	4,500	4,500
8237	CRC SPORTS MKTG DEVELOPMENT	45,707	0	0	0
8249	SMALL EQUIPMENT	1,997	6,286	2,150	2,150
8261	EQUIPMENT RENTAL	0	3,024	3,036	3,360
8531	PRINTING & STATIONERY	0	250	1,250	1,250
8532	OFFICE SUPPLIES	8,074	5,630	10,000	10,000
8540	COURIER & POSTAGE	215	510	1,200	1,000
8575	TELEPHONE	1,364	1,150	1,500	1,200
8962	CONTRACTED SERVICES	19,884	20,484	20,488	23,100
	TOTAL EXPENSES	534,182	496,000	554,965	581,619

NATIONAL TRADE CENTRE

8002 - FINANCE DEPARTMENT

ACTV	ACCOUNT NAME	2002 ACTUAL	2003 PROJECTED ACTUAL	2003 BUDGET	2004 BUDGET
EXPENSES					
7148	LABOUR ALLOCATED	27,696	28,526	28,526	20,238
8001	SALARIES - ADMIN	458,290	429,232	462,096	532,152
8102	BENEFITS	70,648	91,772	89,404	120,485
8204	OTHER CONTRACTED SERVICES	23,172	24,252	24,254	24,983
8211	TRAVEL	1,889	2,408	4,500	4,500
8212	MEALS & ENTERTAINMENT	377	166	400	400
8214	MEETINGS AND CONVNTNS	713	1,007	1,800	1,800
8215	DUES & SUBSCRIPTIONS	1,482	2,079	2,000	2,000
8219	MISCELLANEOUS EXPENSES	7,057	7,212	5,415	5,877
8220	COMPUTER EXPENSE	13,500	13,500	13,750	13,500
8226	AUDIT	9,832	9,900	9,600	9,900
8228	PROFESSIONAL FEES	1,448	1,800	2,475	2,500
8245	CREDIT CARD DISCOUNTS	46,085	40,650	40,000	41,300
8249	SMALL EQPT.	189	500	1,250	600
8501	BAD DEBT EXPENSE	82,608	7,500	25,000	20,000
8502	BANK SERVICE CHARGES	689	979	2,200	1,800
8505	INSURANCE - LIABILITY	102,492	232,979	115,545	203,000
8507	INSURANCE-METRO	53,400	91,000	81,000	75,000
8520	INSURANCE - OTHER	9,369	9,183	13,965	10,000
8531	PRINTING & STATIONERY	0	250	750	750
8532	OFFICE SUPPLIES	5,458	4,715	5,000	5,000
8540	POSTAGE & COURIER	1,625	1,295	2,000	2,000
8575	TELEPHONE	1,895	2,095	1,800	2,100
8595	DEPRECIATION - EQUIPMENT	64,772	58,000	57,563	58,000
8103	VACATION BENEFITS	(42,339)	0	0	0
TOTAL EXPENSES		942,347	1,061,000	990,293	1,157,885
REVENUE					
7800	INTEREST INCOME	116,016	130,000	120,400	89,000
7825	MISCELANEOUS INCOME	26,845	18,000	0	2,500
7829	OFFICIAL SUPPLIER		42,000	38,000	45,600
7829	OFFICIAL SUPPLIER-GES/MENDELLSOHN	204,231	100,000	80,000	85,800
		347,092	290,000	238,400	222,900
NET PROFIT (LOSS)		(595,255)	(771,000)	(751,893)	(934,985)

NATIONAL TRADE CENTRE

8003 - MARKETING EXPENSES

ACTV	ACCOUNT NAME	2002	2003	2003	2004
		ACTUAL	PROJECTED ACTUAL	BUDGET	BUDGET
<u>EXPENSES</u>					
8001	SALARIES - ADMIN.	369,917	332,544	399,001	412,333
8002	WAGES - PART TIME	0	0	0	0
8102	BENEFITS	48,852	64,742	73,016	79,825
8211	TRAVEL	0	2,000	5,000	5,000
8212	MEALS & ENTERTAINMENT	500	0	0	0
8214	MEETINGS AND CONVNTNS	19,670	18,370	57,000	57,000
8215	DUES & SUBSCRIPTIONS	22,336	31,233	29,000	29,000
8219	MISCELLANEOUS EXPENSES	2,230	1,528	8,000	8,000
8232	ADVERTISING	87,302	61,493	105,000	105,000
8235	CORPORATE ADVERTISING	24,465	21,588	50,000	50,000
8236	MEDIA / PUBLIC RELATIONS	0	1,500	5,000	5,000
8248	RESOURCE MATERIALS	27,790	18,485	45,000	45,000
8532	OFFICE SUPPLIES	9,455	3,493	8,000	8,000
8540	POSTAGE & COURIER	5,778	2,836	5,000	5,000
8575	TELEPHONE	3,115	3,188	3,000	3,000
TOTAL EXPENSES		621,409	563,000	792,017	812,158
<u>REVENUE</u>					
7825	MISCELLANEOUS INCOME	0	0	0	0
NET INCOME (LOSS)		(621,409)	(563,000)	(792,017)	(812,158)

NATIONAL TRADE CENTRE

8005 - OPERATIONS EXPENSES

ACTV	ACCOUNT NAME	2002 ACTUAL	2003 PROJECTED ACTUAL	2003 BUDGET	2004 BUDGET
	<u>EXPENSES</u>				
8001	SALARIES - ADMIN	503,906	558,812	545,785	732,050
8002	WAGES - PART TIME	0	0	0	0
8102	BENEFITS	104,558	115,588	115,037	163,462
8211	TRAVEL	2,867	3,500	4,500	4,500
8212	MEALS & ENTERTAINMENT	293	373	400	0
8214	MEETING & CONVENTIONS	7,397	2,593	3,000	3,000
8215	DUES & SUBSCRIPTION	1,241	1,014	1,500	2,000
8219	MISC. EXPENSE	147	0	0	300
8532	OFFICE SUPPLIES	315	0	0	0
8540	POSTAGE & COURIER	178	120	300	300
	TOTAL EXPENSES	620,902	682,000	670,522	905,612

NATIONAL TRADE CENTRE

8015 -DIRECT OPERATING COSTS

ACTV	ACCOUNT NAME	2002 ACTUAL	2003	2003 BUDGET	2004 BUDGET
			PROJECTED ACTUAL		
	EXPENSES				
	UTILITIES	2,213,046	2,209,741	2,249,293	2,218,084
	ENGINEERING & MAINTENANCE	5,950	3,179	4,000	4,000
	BUILDING CONTROL CENTRE	152,963	182,444	195,917	211,500
	SECURITY	286,963	296,966	303,000	309,000
	CLEANING	282,323	282,015	325,870	323,452
	ELECTRICAL	193,074	195,218	223,688	238,000
	ELEVATOR / ESCALATORS	97,391	99,357	95,890	99,500
	HVAC	256,095	180,685	277,668	291,000
	FIRE PROTECTION	92,832	95,502	100,300	131,451
	BUILDING REPAIR / MAINT.	238,883	180,965	258,446	266,717
	LANDSCAPING	92,540	59,000	77,316	82,002
	SNOW REMOVAL	8,589	51,830	53,834	49,202
	RECVNG AND LDNG DOCK	84,084	84,037	91,440	91,441
	DECORATING & IMPRVMENTS	112,021	79,142	111,664	107,116
	PLUMBING REPAIRS & MAINTENANCE	68,253	90,705	95,000	95,001
	RECOVERABLE & GENERAL	39,983	31,214	44,700	36,502
	TOTAL EXPENSES	4,224,990	4,122,000	4,508,026	4,553,968

NATIONAL TRADE CENTRE

8007 - EVENT SERVICES EXPENSES

ACTV	ACCOUNT NAME	2002 ACTUAL	2003 PROJECTED ACTUAL	2003 BUDGET	2004 BUDGET
EXPENSES					
8001	SALARIES - ADMIN	897,130	915,203	912,289	987,581
8002	WAGES - PART TIME	32,859	37,356	32,319	33,289
8102	BENEFITS	140,314	204,077	182,006	233,220
8211	TRAVEL	551	1,982	2,700	2,700
8212	MEALS & ENTERTAINMENT	1,662	3,507	800	1,800
8214	MEETINGS AND CONVNTNS	5,084	3,554	4,625	4,800
8215	DUES & SUBSCRIPTIONS	1,271	1,759	2,500	2,500
8219	MISCELLANEOUS EXPENSES	3,795	673	3,000	3,000
8249	SMALL EQUIPMENT	238	1,000	3,910	1,000
8455	UNIFORMS	3,447	2,535	6,000	5,000
8531	PRINTING & STATIONERY	0	750	2,500	2,600
8532	OFFICE SUPPLIES	9,980	4,086	6,000	5,000
8540	POSTAGE & COURIER	434	187	400	500
8575	TELEPHONE	14,110	10,331	20,000	20,000
TOTAL EXPENSES		1,110,873	1,187,000	1,179,049	1,302,990
RECOVERIES					
EXP RECOVERIES. CO-ORD.		146,240	76,000	76,000	54,900
NET PROFIT (LOSS)		(964,633)	(1,111,000)	(1,103,049)	(1,248,090)

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Exhibition Place
2004 Operating Budget
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THE BOARD OF GOVERNORS OF EXHIBITION PLACE
OVERHEAD

306 - CLEANING SERVICES EXPENSES

ACTV	ACCOUNT NAME	2002 ACTUAL	2003 PROJECTED ACTUAL	2003 BUDGET	2004 BUDGET
	102 SALARIES - TEMP	2,555,920	2,216,130	2,544,198	2,247,354 1
	104 SUPPLIES & GENERAL	1,723	1,300	1,300	1,300
	107 EQUIPMENT RENTAL	882	700	700	700
	3019 CONTRACTED SERVICES	32,411	38,000	40,000	40,000
	3025 EQUIPMENT MAINT.	933	4,000	4,000	4,000
	3075 MATERIAL SUPPLIES	19,537	18,000	18,000	18,000
	3076 LAUNDRY SUPPLIES	282	600	600	600
	3078 DUMPING FEES - CITY	33,051	128,270	128,000	141,700
	112 BOG RECOVERIES	(491,487)	(200,000)	(251,900)	(200,000)
	113 NTC RECOVERIES	(1,113,539)	(1,271,130)	(1,694,840)	(1,291,430)
	114 CNEA RECOVERIES	(560,282)	(400,000)	(251,900)	(400,000)
	116 CNEA WASTE RECOVERIES	0	(47,800)	(47,800)	(47,800)
	119 NTC WASTE RECOVERIES	0	(44,200)	(44,200)	(44,200)
	TOTAL EXPENSE	479,431	443,870	446,158	470,224

306 - CLEANING SERVICES REVENUE

3078 CITY DUMPING FEES - RECOVERIES	0	50,000	50,000	50,000
TOTAL RECOVERIES	0	50,000	50,000	50,000

Note: 1. Includes provision for 2004 wage adjustment (\$10,366) and reduced expenses because of lower level of activity and recoveries

THE BOARD OF GOVERNORS OF EXHIBITION PLACE
316 - LABOUR

ACTV	ACCOUNT NAME	2002 ACTUAL	2003 PROJECTED ACTUAL	2003 BUDGET	2004 BUDGET
102	SALARIES - TEMP	1,313,908	940,916	1,083,724	959,855 ¹
104	SUPPLIES & GENERAL	13,983	14,000	14,000	14,000
107	EQUIPMENT RENTAL	97,684	100,000	75,000	75,000
110	EXPENSE ALLOWANCES	2,040	3,500	3,500	3,700
324	SAFETY ENGINEERING	30,327	40,000	50,000	40,000
3090	SNOW REMOVAL	41,992	75,000	75,000	75,000
112	BOG RECOVERIES	(305,305)	(250,000)	(348,753)	(250,000)
113	NTC RECOVERIES	(368,184)	(170,916)	(227,888)	(178,836)
114	CNEA RECOVERIES	(268,735)	(200,000)	(185,800)	(200,000)
TOTAL EXPENSE		557,710	552,500	538,783	538,719

Note: 1. Includes provision for 2004 wage adjustment (\$9,736) and reduced expenses because of lower level of activity and recoveries

THE BOARD OF GOVERNORS OF EXHIBITION PLACE
OVERHEAD

320 - PHYSICAL PLANT MAINTENANCE EXPENSES

ACTV	ACCOUNT NAME	2002	2003	2003	2004
		ACTUAL	PROJECTED ACTUAL	BUDGET	BUDGET
102	SALARIES - TEMP	1,504,199	1,323,378	1,324,045	1,445,475 1
104	SUPPLIES & GENERAL	3,420	3,000	3,000	3,000
107	RENTAL EQUIPMENT	0	0	0	20,000
110	EXPENSE ALLOWANCES	1,622	1,200	1,250	1,250
1020	CONSULTANTS FEES	22,606	15,000	20,000	20,000
3005	PETROLEUM PRODUCTS	1,134	2,000	2,000	2,000
3007	GASOLINE & PROPANE	37,163	50,000	75,000	55,000
3008	DIESEL FUEL	19,722	15,000	18,000	18,000
3023	GROUPS GENERAL	45,805	50,000	50,000	50,000
3028	VEHICLE MAINT.	51,156	55,000	65,000	65,000
3033	BUILDING MAINT.	84,272	100,000	135,000	135,000
3034	CARILLON MAINTENANCE	1,884	5,000	5,000	5,000
3035	AQUATIC BLEACHERS	2,258	2,400	2,400	2,400
3038	VEHICLE LICENSES	11,542	13,000	13,000	13,000
3039	EQUIPMENT MAINT.	110,767	100,000	110,000	110,000
3044	RENTAL EQPT MAINT.	19,946	30,000	30,000	30,000
112	BOG RECOVERIES	(204,907)	(161,380)	(161,380)	(161,380)
113	NTC RECOVERIES	(193,948)	(301,461)	(301,461)	(327,223)
114	CNEA RECOVERIES	(354,402)	(146,537)	(146,537)	(146,537)
TOTAL EXPENSE		1,164,239	1,155,600	1,244,317	1,339,985

NOTE: 1. Includes provision for 2004 wage adjustment (\$ 20,688) and planned preventative maintenance (\$ 75,000)

THE BOARD OF GOVERNORS OF EXHIBITION PLACE
OVERHEAD

321 - ELECTRICAL & MECHANICAL MAINTENANCE EXPENSES

ACTV	ACCOUNT NAME	2002 ACTUAL	2003 PROJECTED ACTUAL	2003 BUDGET	2004 BUDGET
102	SALARIES - TEMP	3,361,529	2,895,002	3,184,520	3,000,370 ¹
104	SUPPLIES & GENERAL	811	1,300	1,300	1,300
105	PRINTING	407	500	500	500
107	EQUIPMENT RENTAL	52	0	600	22,600
110	EXPENSE ALLOWANCES	40	4,000	4,000	4,000
3017	UNDERGROUND SERVICES	77,281	90,000	90,000	90,000
3018	LOCKSMITH SUPPLIES	19,866	18,000	18,000	18,000
3019	CONTRACTED SERVICES	93,777	85,000	88,000	88,000
3024	ELEC MAINT.	183,604	150,000	160,000	160,000
3025	MECH MAINT.	58,406	60,000	65,000	65,000
3029	REFRIG. & AIR COND.	25,946	20,000	22,400	22,400
3031	PLUMBING MAINTENANCE	46,535	45,000	45,000	45,000
3037	STREET LIGHTING	24,176	18,000	18,250	18,250
3041	CONTROLS MAINT.	19,006	30,000	30,000	30,000
3042	FIRE PROTECTION EQPT:	108,385	85,000	85,000	85,000
3043	KITCHEN EQUIPMENT	8,604	15,000	15,000	15,000
3057	WASHROOM TRAILERS	17,195	17,000	17,000	17,000
112	BOG RECOVERIES	(617,578)	(680,000)	(665,302)	(680,000)
113	NTC RECOVERIES	(1,586,276)	(815,984)	(1,161,335)	(864,100)
114	CNEA RECOVERIES	(2,578)	(125,018)	(83,500)	(125,018)
TOTAL EXPENSE		1,839,188	1,912,800	1,934,433	2,013,302

Note: 1. Decreased spending because of lower activity and recoveries. Includes provision for 2004 wage adjustment (\$ 56,869)

NATIONAL TRADE CENTRE

8005 - OPERATIONS EXPENSES

ACTV	ACCOUNT NAME	2002 ACTUAL	2003 PROJECTED ACTUAL	2003 BUDGET	2004 BUDGET
	EXPENSES				
8001	SALARIES - ADMIN	503,906	558,812	545,785	629,952
8003	EX PLACE SUPPORT	0	0	0	102,098
8102	BENEFITS	104,558	115,588	115,037	163,462
8211	TRAVEL	2,867	3,500	4,500	4,500
8212	MEALS & ENTERTAINMENT	293	373	400	0
8214	MEETING & CONVENTIONS	7,397	2,593	3,000	3,000
8215	DUES & SUBSCRIPTION	1,241	1,014	1,500	2,000
8219	MISC. EXPENSE	147	0	0	300
8532	OFFICE SUPPLIES	315	0	0	0
8540	POSTAGE & COURIER	178	120	300	300
	TOTAL EXPENSES	620,902	682,000	670,522	905,612