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## EXHIBITION PLACE

November 10, 1999

To: The Board of Governors of Exhibition Place

From: Robert Hicks, Director of Finance

Subject: 2000 Operating Budget

### **It is recommended that:**

- 1. The appended 2000 Operating Budget be approved by the Board; and**
- 2. The approved budget be forwarded to City of Toronto Finance Department staff for review and amalgamation within the City of Toronto 2000 Operating Budget**

### **Background:**

The proposed 2000 Operating Budget has been developed in accordance with direction from the Chair of the Board of Governors, the Board of Directors of the CNEA and staff of the City of Toronto Finance Department to achieve structural and program modifications resulting in more efficient, effective and accountable service and resource allocation.

In addition, recommendations from the City of Toronto Finance Department with respect to standards and submission structure, which were implemented within the 1999 submission, have been retained and/or enhanced to ensure complete budgetary disentanglement of the three program areas, full disclosure and verification of inter-program billings and grossing of all revenues and expenditures.

### **Discussion:**

#### **A. Overall Operating Budget Objectives**

As stated above, the 2000 Operating Budget submission was developed taking into consideration recommendations from a variety of sources and also in light of organizational and functional changes which have taken place throughout Exhibition Place during 1999. The 1999 Operating Budget submission to the Board identified a number of challenges that needed to be addressed in order to move forward on both a collective and individual program basis. These included, but certainly were not limited to, the following:

- examination of individual service components within Exhibition Place provided to the National Trade Centre to identify efficiencies thereby increasing quality of customer service and income to the Board;

- development of more refined cost tracking of services performed by Exhibition Place on behalf of the CNEA to facilitate overhead re-allocation, analysis of possible service efficiencies and reliable information on which to evaluate future service delivery options;
- long term site development for facility utilization and revenue enhancement;
- expansion of in-house electrical and telecommunication services;
- expansion of rental/advertising income;
- return to basics of a CNE to attract and hold new patrons; and
- solid return business from major events.

The 2000 Operating Budget recognizes the need to continue to build on successes achieved during 1999 and the necessity to invest in our human, technological and physical resources in order to meet the expectations of our customers and remain competitive in a very aggressive industry.

The overall budget forecasts moderate growth in building rentals and ancillary services; admissions to the CNE; and advertising revenues. These revenue enhancements as stated above, are partially offset by the commitment to the provision of quality services. The total income of \$1,056.4 represents an improvement of \$101.1 and \$412.4 over the 1999 approved budget and projected actual respectively, and is consistent with direction received to date for the development of this budget. (All financial amounts in this report are indicated in \$000's).

To facilitate review of the 2000 Operating Budget by the Board, a series of schedules are attached indicating the consolidated financial operations for Exhibition Place, expenditure and revenue summaries and individual activities for the three major program areas (Canadian National Exhibition ["CNEA"], Exhibition Place, and the National Trade Centre ["NTC"]).

In summary, the year 1999 continued to be one of transition and ongoing review to identify and implement service efficiencies and expand on business opportunities. Staff has been successful in improving the net income to the Board and welcome both the opportunity and challenges to improve again in 2000.

#### B. Program Budgets

The 2000 Operating Budget for Exhibition Place can be broken down into three general program areas as follows: the NTC Program responsible for trade and consumer shows and events within the NTC Complex; the CNEA Program responsible for the annual CNE; and the Exhibition Place Program responsible for the maintenance and repair of all facilities on Exhibition Place grounds, providing general electrical, mechanical and maintenance services to the shows and events, and the Board as required, and managerial and administrative support services to all three programs.

## CNEA Program

The CNEA is forecasting revenues of \$16,446.3 and expenditures of \$16,200.4 resulting in a net income of \$245.9. However, it must be clearly understood that the requested budget for 2000 represents a funding envelope and will be amended as programs are refined and finalized over the next few months. Notwithstanding this fact, it is understood that any such changes cannot diminish the forecast income within this submission.

The 2000 budget was developed taking into account the experience and successes of the 1999 CNE. The return to a "grounds only" admission price achieved the established objectives of a more accessible event for the general public and significant increase in paid attendance. In addition, building rentals and international exhibits significantly exceeded 1999 budget and the CNEA General Manager is confident that there is further growth potential in these areas for 2000.

The 2000 budget recommends increasing the general admission (formerly adult) rate from \$7.00 to \$8.00 and forecasts an overall attendance increase of 3% from 1999 experience. A recently completed joint study with Ontario Place clearly identifies that a combined attraction is desirable to the public and represents the best interests of both parties. The study further indicated that, taking into consideration a thorough multivariate analysis, the historical precedent of revenue sharing on the basis of 90% to the CNEA and 10% to Ontario Place is indeed appropriate and this revenue share is reflected in the 2000 budget.

The final major assumption within the 2000 budget reflects stability in the Exhibition Place site preparation and administrative support service charges; elimination of the 10% overhead allocation on work orders as agreed to in the MOU between the CNEA and Exhibition Place; a further 5% efficiency factor to service provision; and a reduction of 10% for NTC costs

### (i) Exhibition Place Program

Exhibition Place is forecasting revenues of \$8,505.8 and expenditures of \$9,768.8 resulting in a loss of \$1,263.0. As indicated above, it is this program area that is responsible for all ongoing maintenance costs associated with the historic buildings and the grounds. With the redistribution of expenses through disentanglement of the CNEA and Exhibition Place Programs, this Program has had to absorb more than \$526.0 in costs in 1999 and 2000.

In 2000, revenues are forecast to increase by \$716.4 attributable to increased building rentals, sales and signage commissions, share of indirect revenue and parking activities. As stated within the discussion area of this document one of the main thrusts of the Exhibition Place budget is an enhanced program for the maintenance of infrastructure which will be accomplished through implementation of the first phase of a preventative maintenance program and reflect higher expenditures in this area. Initiation of this activity is particularly important at this time given the pressure on the City of Toronto to stabilize or reduce capital expenditures.

During 1998 and 1999 Exhibition Place staff recruited the services of an external consultant to gather all pertinent electrical and mechanical information for assets and equipment. Utilizing the ANGUS preventative maintenance computer system, a schedule and cycle for maintenance of all listed items was developed and full implementation of this system will commence in early 2000.

In addition to increased expenditures for preventative maintenance, additional temporary resources are required to support expanded services in the area of in-house electrical; implementation of the payroll time recording system; and City requirements with respect to records management activities.

(ii) National Trade Centre Program

The National Trade Centre is forecasting gross revenues of \$11,387.9 with offsetting expenses of \$9,314.4 resulting in a net income of \$2,073.5 which is \$179.1 or 9.5% higher than 1999 budget and \$122.5 higher than 1999 projected actuals. The budget includes \$1,195.4 in new business, which offsets a decline in the renewals due to two of the largest shows being biannual (\$561.3 in rental income from these two events) and not returning until 2001. The 2000 financial position is also contingent upon improvement in the efficiency with which all services are delivered, most critically the efficiency of in-house electrical services. In-house electrical will produce \$1,070.4 net profit dependent however on the efficiency of scheduling crews and improved on-floor productivity.

O&Y/SMG Canada's sales effort will be strategically positioned to secure long-term new business, while allowing the flexibility to accommodate mid to short-term activity. The primary focus for new business development will be the US and European tradeshow market, with an expansion of sales activity in the North American corporate and association markets. The NTC will also expand its sales programs to fill the unique spaces, such as the Coliseum Arena, Heritage Court and Galleria with special events, food and beverage meetings, agricultural, film industry, and community based alternative uses.

The largest proportion of O&Y/SMG's efforts will be directed to the sales and advertising effort, concentrating on creating the essential tools to allow the NTC team to directly contact potential users of the facility, increase awareness, and secure business from target markets. Above all, the NTC will endeavour to forge a positive and trusting working relationship with clients and industry partners to encourage new business and renewals with existing clients.

Objectives for the National Trade Centre in 2000 include: (i) optimizing event service efficiency and revenues; (ii) maintaining the highest standards of facility operations in the industry; (iii) maximizing economic impact to the City of Toronto; and (iv) solicitation of international tradeshow organizers i.e. U.K independent organizers and German Messes.

C. NTC Capital Reserve Fund

This matter is discussed in a companion report to the Board and has no financial impact on the 2000 Operating Budget.

D. Parklands Acquisition Reserve Fund

By adoption of the 1999 Operating Budget, City Council endorsed the waving of contributions for all revenues earned from use of Marilyn Bell and Battery Parks during the CNE. Further, recommendation 148 contained in Clause No. 1 of Report No. 8 of the Strategic Policies and Priorities Committee stated that "The Chief Financial Officer and Treasurer, in conjunction with staff of Exhibition Place, the Toronto Region Conservation Authority, and Parks and Recreation, report on a policy for future contributions to the Parklands Acquisition Reserve to the Policy and Finance Committee prior to the 2000 Operating Budget process."

Clause 18.0 of the CNEA Memorandum of Understanding, adopted by the Board on Friday October 29, 1999, stated that "the Board further supports the waiving of any payment to the City of Toronto for such use." Given this direction no funding was provided in the 2000 budget.

If the CNEA Program was required in 2000 to contribute to the Parklands Acquisition Reserve Fund as it had in previous years the overall net budget forecast for the CNEA Program would be approximately \$140.8 and not \$245.9 as provided in the budget documents attached. Clearly, the relationship that existed for many years prior to 1999 with a contribution to the Parkland Reserve Fund is no longer valid and places a significant financial impediment in the way of the CNEA moving toward independence. Accordingly, the Interim General Manager has written the Chief Administrative Officer to commence the policy development process to address this issue.

#### E. Inflation

Guidelines for the development and submission of the 2000 Operating Budget received from the City of Toronto Finance Department on August 30, 1999, stipulate that: "Programs should budget for negotiated and known wage settlements and/or the annualization of prior year wage settlements. Do not budget for anticipated settlements, or for salary related issues that are presently unresolved. Your estimates of these potential costs should however be forwarded to your Budget Analyst so, as a Corporation, the potential liability is recognized." Accordingly, no provision for cost-of-living salary increases or increases attributable to the ongoing management compensation review have been requested within this submission.

However, in discussion with City of Toronto energy management staff we were advised that increases for hydro and natural gas were likely and this budget incorporates net inflationary funding increases for hydro and natural gas totaling \$86.7.

#### F. City/Community Functions


At its meeting of May, 1999, in consideration of a report respecting the provision of grants for community events in Wards 19 and 20, the Board requested a report during the 2000 budget cycle with respect to this matter. The experience in 1999 resulted in the waiving of the fee for services for three organizations which in total was less than \$5.0. Given this experience, an amount of \$7.5 has been included within the Exhibition Place Program budget to carry on with this program in 2000. While the cost of the program is minimal the goodwill it creates in the neighbouring communities is huge. As in 1999, it is recommended that on receipt of a request from a community group, staff will consult with the local Councillor as to the community nature of the requesting organization and its non-profit status; and report to the Board with the amount of the service fee required to be waived. Given the amount included in the 2000 budget and the experience in 1999, a limit of \$1.0 per organization shall be applied for services only and not facilities.

In addition to the foregoing, for the information of the Board, other City departments, agencies, boards and commissions frequently use building and parking lot areas for City events. In accordance with the Board's policy, no rent is charge for this space/areas. In 1999, the City benefited from the waiver of rental totaling approximately \$233.0.

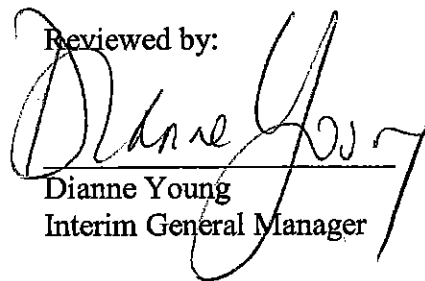
**Conclusions:**

This report provides a proposed 2000 Operating Budget for approval by the Board and details of that budget for the three program areas. Further, it outlines general objectives for the organization that will impact on the 2000 and future budgets

Submitted by:

  
Robert Hicks  
Director of Finance

Reviewed by:

  
Dianne Young  
Interim General Manager

**THE BOARD OF GOVERNORS OF EXHIBITION PLACE**

**RECAP**

<b>PAGE</b>	<b>DEPARTMENT</b>	<b>1998 ACTUAL</b>	<b>1999 PROJECTED</b>	<b>1999 BUDGET</b>	<b>2000 BUDGET</b>
<b><u>CNEA</u></b>					
3	REVENUE	19,716,159	15,276,406	16,374,646	16,446,319
2	DIRECT EXPENSES	18,193,516	12,538,489	12,735,607	12,975,371
	EP OVERH'D. - ADMIN.SUPPORT	900,000	900,000	900,000	900,000
	EP OVERH'D. - SITE PREPARATION	2,379,402	1,930,000	1,930,000	1,930,000
	NTC COSTS-CNE PERIOD	422,707	398,480	435,000	395,000
	<b>INCOME ( LOSS )</b>	<b>(2,179,466)</b>	<b>(490,563)</b>	<b>374,039</b>	<b>245,948</b>
<b><u>EXHIBITION PLACE</u></b>					
34	REVENUE	9,093,085	7,846,864	7,789,307	8,505,752
34	DIRECT EXPENSES	2,594,232	2,065,818	2,061,702	2,197,211
39	SHARE OF OVERHEAD	7,316,977	6,597,515	7,040,764	7,571,587
	<b>INCOME ( LOSS )</b>	<b>(818,123)</b>	<b>(816,469)</b>	<b>(1,313,159)</b>	<b>(1,263,046)</b>
<b><u>NATIONAL TRADE CENTRE</u></b>					
60	REVENUE	9,192,665	10,725,177	11,134,250	11,387,866
60	DIRECT EXPENSES	7,774,571	7,960,865	8,426,620	8,624,467
	INCOME before 12% Mark - Up & Incentive M'gt.Fee	1,418,094	2,764,312	2,707,630	2,763,399
60	INCENTIVE MANAGEMENT FEE	0	345,312	345,312	256,929
60	EX-PLACE 12% MARK - UP	411,172	468,000	467,948	433,004
	<b>INCOME</b>	<b>1,006,922</b>	<b>1,951,000</b>	<b>1,894,370</b>	<b>2,073,466</b>
<b><u>SUMMARY</u></b>					
	<b>TOTAL REVENUE</b>	<b>38,001,909</b>	<b>33,848,447</b>	<b>35,298,203</b>	<b>36,339,937</b>
	<b>TOTAL EXPENSE</b>	<b>39,992,576</b>	<b>33,204,479</b>	<b>34,342,953</b>	<b>35,283,569</b>
	<b>TOTAL INCOME (LOSS)</b>	<b>(1,990,667)</b>	<b>643,968</b>	<b>955,250</b>	<b>1,056,368</b>

**THE BOARD OF GOVERNORS OF EXHIBITION PLACE**

**CANADIAN NATIONAL EXHIBITION ASSOCIATION**

**EXPENSE SUMMARY**

<b>PAGE</b>	<b>DEPARTMENT</b>	<b>1998 ACTUAL</b>	<b>1999 PROJECTED</b>	<b>1999 BUDGET</b>	<b>2000 BUDGET</b>
4	CNEA	94,328	74,500	84,000	75,250
5	CORPORATE SECRETARY	13,534	28,800	34,635	30,285
6	FINANCE AND ADMIN.	514,038	277,917	387,981	275,300
7	HUMAN RESOURCES	14,156	18,395	19,419	18,410
8	GRNDS TRAFFIC CNTRL	80,886	87,951	78,471	85,950
9	TELECOMMUNICATIONS	8,414	70,000	80,000	60,000
10	ADMISSIONS	1,787,172	731,890	313,645	804,396
12	ADMISSIONS / GATES	0	314,830	389,720	307,100
13	PARKING	284,060	88,166	94,998	79,650
14	G.M. CNE	260,573	284,110	305,453	284,000
15	AGRICULTURE	849,083	899,813	943,053	869,400
16	ENTERTAINMENT	1,026,202	1,133,550	1,170,350	1,076,400
17	ATTRACTIONS	660,923	509,515	520,000	503,350
18	SPORTS	95,804	491,076	472,964	416,500
19	PROGRAM MANAGEMENT	224,171	273,538	270,990	362,658
20	CONCESSIONS	3,760,593	735,419	652,641	749,757
21	CASINO	2,090,926	1,784,644	2,000,000	1,776,800
22	MARKETING	1,894,034	1,782,740	1,875,817	1,798,004
23	AIR SHOW	415,000	415,000	415,000	415,000
24	SPECIAL FEATURES - CANADA 2000	574,317	466,765	476,530	1,180,100
25	INTERNATIONAL EXHBITS	206,827	368,465	375,930	362,250
26	MY CANADA	400,000	0	0	0
27	SPECIAL PRESENTATION	216,446	340,000	225,000	0
28	CAR OF CENTURY(1998) HELICOPTER SIMULATOR (1999)	1,394,714	62,135	0	0
29	UTILITIES	368,955	270,000	370,000	281,528
30	GROUPS MAINTENANCE	179,515	115,971	147,000	116,000
30	ADMIN. MAINTENANCE	37,092	35,000	35,000	35,000
30	CLEANING	223,496	217,967	230,175	200,000
31	CLIENT SERVICES	75,292	260,779	283,856	257,383
32	BUILDING RENTALS	390,133	367,887	436,713	522,900
33	RENTALS/TECH. SRVCS	52,832	31,667	46,266	32,000
<b>TOTAL EXPENSE</b>		<b>18,193,516</b>	<b>12,538,489</b>	<b>12,735,607</b>	<b>12,975,371</b>



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

<b>PAGE</b>	<b>DEPARTMENT</b>	<b>1998 ACTUAL</b>	<b>1999 PROJECTED</b>	<b>1999 BUDGET</b>	<b>2000 BUDGET</b>
10	ADMISSIONS	8,721,994	4,724,198	5,614,270	5,401,319
13	PARKING	1,045,302	1,106,844	1,035,000	1,050,000
15	AGRICULTURE	196,792	165,769	221,500	193,000
18	SPORTS	0	13,305	0	5,000
20	CONCESSIONS	3,447,704	4,224,721	4,217,173	4,186,000
21	CASINO	2,594,001	2,484,644	2,500,000	2,435,000
22	MARKETING	1,296,947	351,500	500,000	600,000
24	SPECIAL FEATURES	103,294	42,000	50,000	200,000
25	INTERNATIONAL EXHIBITS	629,628	701,550	568,800	600,000
27	PRESENTATION - ISRAEL	23,950	0	0	0
28	CAR OF CENTURY(1998) HELICOPTER SIMULATOR (1999)	208,308	8,271	0	0
29	UTILITIES	88,212	77,880	16,000	83,000
31	CLIENT SERVICES	20,528	98,190	103,000	103,000
32	BUILDING RENTALS	1,339,499	1,277,534	1,287,000	1,590,000
<b>TOTAL DIRECT REVENUE</b>		<b>19,716,159</b>	<b>15,276,406</b>	<b>16,112,743</b>	<b>16,446,319</b>
<b>SHARE OF INDIRECT REV.</b>				<b>261,903</b>	
<b>TOTAL REVENUE</b>		<b>19,716,159</b>	<b>15,276,406</b>	<b>16,374,646</b>	<b>16,446,319</b>

**KEY BUDGET ASSUMPTIONS:**

- 1 Ex - Place and NTC costs to remain stable.
- 2 Work Order related charges by Ex - Place is to be reduced by the elimination of the 10% Administration Fee and a 5% efficiency factor.
- 3 Paid attendance is projected to increase by 3% and admission price increase from \$7 to \$8.
- 4 Parking revenues to return to 1998 levels.
- 5 Ontario Place sharing percentage to remain at 10%.
- 6 Sponsorship and Exhibitor revenues to increase.
- 7 Sports and Entertainment budgets reduced, Agriculture stable and Feature Canada increased.

THE BOARD OF GOVERNORS OF EXHIBITION PLACE

CANADIAN NATIONAL EXHIBITION ASSOCIATION

102-CNEA

ACTV	ACCOUNT NAME	1998 ACTUAL	1999 PROJECTED	1999 BUDGET	2000 BUDGET
	<b><u>EXPENSES</u></b>				
103	CONVENTION & TRAVEL	4,322	5,000	5,000	5,000
104	SUPPLIES & GENERAL	1,924	1,500	1,500	1,500
1010	PRESENTATIONS/PROMO.	3,165	6,000	6,000	6,000
1115	MEETING/RECEPTIONS	25,470	28,000	30,000	27,750 1
1020	CONSULTANT'S FEES	15,854	0	0	0
1120	CORP. ENTERTAINMENT	17,861	20,000	26,500	20,000 2
1278	OPENING DAY	13,202	14,000	15,000	15,000
1279	C.A.F.E. EXPENSES	68,552	0	0	0
	C.A.F.E. REVENUE	(56,022)	0	0	0
	<b>TOTAL EXPENSE</b>	<b>94,328</b>	<b>74,500</b>	<b>84,000</b>	<b>75,250</b>

NOTES: 1) Adjusted to reflect 1999 experience.

2) Adjusted to reflect 1999 experience.

THE BOARD OF GOVERNORS OF EXHIBITION PLACE

CANADIAN NATIONAL EXHIBITION ASSOCIATION

103 - CORPORATE SECRETARY

ACTV	ACCOUNT NAME	1998 ACTUAL	1999 PROJECTED	1999 BUDGET	2000 BUDGET	
	<b>EXPENSES</b>					
102	SALARIES - TEMPORARY	0	4,000	7,850	4,000	1
110	EXPENSE ALLOWANCE	0	0	285	285	
1075	BADGES/RIBBONS/SIGNS	2,411	6,000	7,200	7,200	
1105	PATENTS/TRADE MARKS	0	0	500	0	2
1110	FLOWERS	0	800	800	800	
1135	VOLUNTEER MEAL TKTS	11,123	18,000	18,000	18,000	
	<b>TOTAL EXPENSE</b>	<b>13,534</b>	<b>28,800</b>	<b>34,635</b>	<b>30,285</b>	

NOTES: 1) Adjusted to reflect 1999 experience.  
2) No activity planned in 2000.

**THE BOARD OF GOVERNORS OF EXHIBITION PLACE**

**CANADIAN NATIONAL EXHIBITION ASSOCIATION**

**105 - FINANCE & ADMINISTRATION**

<b>ACTV</b>	<b>ACCOUNT NAME</b>	<b>1998 ACTUAL</b>	<b>1999 PROJECTED</b>	<b>1999 BUDGET</b>	<b>2000 BUDGET</b>
<b>EXPENSES</b>					
102	TEMPORARY SALARIES	17,268	25,000	25,000	25,000
105	PRINTING	1,444	1,054	1,054	1,100
110	EXPENSE ALLOWANCE	211	203	203	200
1155	CORPORATE AUDIT	54,000	14,159	54,000	16,000 1
1156	CONCESSIONS AUDIT	25,293	26,299	25,000	27,000
1160	LIABILITY INSURANCE	28,825	28,825	28,825	29,000
1165	LEGAL FEES	133,526	58,000	58,000	51,000 2
1175	SICK BANK	14,866	14,866	14,866	15,000
1180	HOSPITAL / GROUP LIFE	88,888	38,128	68,557	39,000 3
1185	PENSION PLAN	26,980	20,856	38,000	21,000 3
1195	UIC	19,418	9,746	22,000	10,000 3
1200	CPP	14,376	8,305	20,000	8,500 3
1202	SOCAN	5,476	5,476	5,476	5,500
1220	EXCHANGE & BANK CHARGES	43,139	18,000	18,000	18,000
1215	BAD DEBTS	40,328	9,000	9,000	9,000
<b>TOTAL EXPENSE</b>		<b>514,038</b>	<b>277,917</b>	<b>387,981</b>	<b>275,300</b>

**NOTES:** 1) Reduction attributable to external provision of Audit Services by Ernst & Young.  
2) Reduced level of service negotiated in 1999.  
3) Reduction of Number of Permanent Staff reduces 2000 Budget provision.

THE BOARD OF GOVERNORS OF EXHIBITION PLACE

CANADIAN NATIONAL EXHIBITION ASSOCIATION

107 - HUMAN RESOURCES DEPARTMENT

ACTV	ACCOUNT NAME	1998 ACTUAL	1999 PROJECTED	1999 BUDGET	2000 BUDGET
	<b>EXPENSES</b>				
101	PMD	0	500	2,500	1,000 1
102	SALARIES - TEMP	13,984	16,095	13,419	15,810 2
104	SUPPLIES & GENERAL	24	1,000	1,500	600
105	PRINTING	0	500	1,500	500
107	EQUIPMENT RENTAL	148	300	500	500
	TOTAL EXPENSES	14,156	18,395	19,419	18,410

NOTES: 1) Adjusted to reflect 1999 experience .

2) Adjusted to reflect 1999 experience .

THE BOARD OF GOVERNORS OF EXHIBITION PLACE

CANADIAN NATIONAL EXHIBITION ASSOCIATION

109 - GROUNDS TRAFFIC CONTROL

ACTV	ACCOUNT NAME	1998 ACTUAL	1999 PROJECTED	1999 BUDGET	2000 BUDGET	
	<b>EXPENSES</b>					
100	P.M.D	1,538	5,767	1,500	13,950	1
102	SALARIES - TEMP	48,550	44,531	48,000	44,000	2
102	BARRIER PERSONNEL	25,343	23,637	25,331	23,000	
105	PRINTING	0	2,500	0	2,500	3
107	EQUIPMENT RENTAL	734	153	500	0	
1205	UNIFORMS	740	0	740	0	
3002	SECURITY	3,982	11,363	2,400	2,500	4
	<b>TOTAL EXPENSE</b>	<b>80,886</b>	<b>87,951</b>	<b>78,471</b>	<b>85,950</b>	

**NOTES:** 1) Adjusted to reflect planning for fence on East side of Dufferin Street.

2) Adjusted to reflect 1999 experience .

3) Adjusted to reflect 1999 experience .

4) Re-evaluation of use of Paid Duty Police in Parking Office.

THE BOARD OF GOVERNORS OF EXHIBITION PLACE

CANADIAN NATIONAL EXHIBITION ASSOCIATION

111 - TELECOMMUNICATION EXPENSES

ACTV	ACCOUNT NAME	1998 ACTUAL	1999 PROJECTED	1999 BUDGET	2000 BUDGET
	<b>EXPENSES</b>				
1235	TELECOMMUNICATION	8,414	70,000	80,000	60,000 1
	TOTAL EXPENSE	8,414	70,000	80,000	60,000

NOTES: 1) Reduction of \$20,000 anticipated due to conversion to Internal PBX System.

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

**112 - ADMISSION EXPENSES**

ACTV	ACCOUNT NAME	1998 ACTUAL	1999 PROJECTED	1999 BUDGET	2000 BUDGET
EXPENSES					
100 P.M.D		84,671	9,100	9,200	8,810 1
102 SALARIES - TEMP		471,585	160,888	198,359	155,000 2
104 SUPPLIES & GENERAL		170	800	600	600
105 PRINTING		84,664	35,000	35,000	34,000 2
107 EQUIPMENT RENTAL		6,406	6,300	5,300	6,500 2
108 SIGNS		2,460	0	0	0
109 CONTRACT PERSONNEL		23,800	10,986	12,400	11,000 2
110 EXPENSE ALLOWANCES		1,888	800	800	800
1155 AUDIT		8,586	9,390	10,586	9,500 2
1205 UNIFORMS		7,553	3,270	2,400	3,300 2
424 GO TRANSIT COMMISSIONS		0	26,431	0	29,754 3
421 ONTARIO PLACE ADMISSIONS		1,059,746	443,925	0	520,132 4
1220 CREDIT CARD CHARGES		21,399	0	0	0
1220 BANK CHARGES		14,244	25,000	39,000	25,000 2
<b>TOTAL EXPENSE</b>		<b>1,787,172</b>	<b>731,890</b>	<b>313,645</b>	<b>804,396</b>

- NOTES:** 1) Reduction based on 1999 experience and elimination of BOG 10% admin. charge.  
2) Reduction based on 1999 experience and anticipated efficiencies.  
3) GO Transit Revenues is budgetted gross of 15% commissions.  
4) Increase in Ontario Place payments based on 10% of Projected revenues for 2000.

<b>REVENUE</b>					
420 ADMISSIONS	7,301,872	3,643,436	5,424,270	4,172,259	1
421 ONTARIO PLACE	1,214,875	396,210	0	456,275	1
424 GO TRANSIT	0	176,206	0	198,357	1
1269 GROUP SALES NET	0	325,590	0	374,428	1
422 ATTENDANT PASSES	96,673	79,508	85,000	90,000	2
423 CAR PASSES	108,575	103,249	105,000	110,000	2
<b>TOTAL REVENUE</b>	<b>8,721,994</b>	<b>4,724,198</b>	<b>5,614,270</b>	<b>5,401,319</b>	
<b>NET INCOME (LOSS)</b>	<b>6,934,822</b>	<b>3,992,308</b>	<b>5,300,625</b>	<b>4,596,923</b>	

**NOTES: 1) General Admission Revenue is predicated on the following basis:**

- a) Adult ticket prices have been increased by \$1 to \$8.
  - b) Projected paid attendance has been increased by 3% based on actual paid attendance for Adults and Children in 1999.
  - c) Seniors and Children's prices have been held constant with paid attendance for Seniors being reduced by 5%.
  - d) Advance Group prices have been held constant and and paid attendance increased by 15%.
- 2) Marginal increases in attendant and Car pass prices have been budgetted for 2000.



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

**112 - ADMISSION REVENUE PROJECTION**

CATEGORY OF ADMISSION	1999 ATTENDANCE	2000 ATTENDANCE	RATE (NET) OF GST	NET REVENUE
ADULT	454,381	468,012	7.48	3,499,158
SENIOR	76,416	72,595	4.67	339,230
CHILD	49,320	51,786	4.67	241,991
TWO for ONE	24,578	24,578	3.74	91,880
ADVANCE GROUP	77,418	89,031	4.21	374,428
GO TRANSIT ADULT	20,330	20,940	7.48	156,560
GO TRANSIT SENIOR	7,638	7,256	4.67	33,907
GO TRANSIT CHILD	1,608	1,688	4.67	7,890
ONTARIO PLACE ADULT	51,830	53,385	7.48	399,139
ONTARIO PLACE SENIOR AND CHILD	12,227	12,227	4.67	57,136
<b>TOTAL</b>	<b>775,746</b>	<b>801,498</b>		<b>5,201,319</b>

**THE BOARD OF GOVERNORS OF EXHIBITION PLACE**

**CANADIAN NATIONAL EXHIBITION ASSOCIATION**

**113 - ADMISSION GATES**

<b>ACTV</b>	<b>ACCOUNT NAME</b>	<b>1998 ACTUAL</b>	<b>1999 PROJECTED</b>	<b>1999 BUDGET</b>	<b>2000 BUDGET</b>	
	<b>EXPENSES</b>					
100	P.M.D		27,138	55,000	22,850	1
102	SALARIES - TEMP		4,128	15,215	13,000	2
104	SUPPLIES & GENERAL		2,204	250	2,000	3
105	PRINTING		2,231	3,000	1,500	4
107	EQUIPMENT RENTAL		2,704	3,590	4,000	
108	SIGNS		10,230	5,000	8,750	3
109	CONTRACT PERSONNEL		221,156	255,735	210,000	5
110	EXPENSE ALLOWANCES		365	365	500	
1205	UNIFORMS		4,580	6,565	4,500	
2014	PAID DUTY POLICE		40,094	45,000	40,000	3
	<b>TOTAL EXPENSES</b>		<b>314,830</b>	<b>389,720</b>	<b>307,100</b>	

**NOTES:** 1) Reduction based on 1999 experience and elimination of BOG 10% admin. charge.  
 2) Reduced based on current work plan.  
 3) Budgetted based on 1999 experience.  
 4) Reduction based on 2000 requirements.  
 5) Contract Personnel includes Gate Staff which was provided by an Outside Contractor in 1999.

THE BOARD OF GOVERNORS OF EXHIBITION PLACE

CANADIAN NATIONAL EXHIBITION ASSOCIATION

121 - PARKING EXPENSES

ACTV	ACCOUNT NAME	1998 ACTUAL	1999 PROJECTED	1999 BUDGET	2000 BUDGET
	<b>EXPENSES</b>				
	100 P.M.D #	31,969	14,101	30,000	11,150 1
4	102 SALARIES - TEMP	59,454	66,096	60,000	62,000
	107 EQUIPMENT RENTAL	3,380	7,969	4,350	6,000
	1205 UNIFORMS	648	0	648	500
	PARKLAND RESERVE	188,609	0	0	0
	<b>TOTAL EXPENSE</b>	<b>284,060</b>	<b>88,166</b>	<b>94,998</b>	<b>79,650</b>

NOTES: 1) Reduction based on 1999 experience and elimination of  
BOG 10% admin. charge.

121 - PARKING REVENUE

	<b>REVENUE</b>				
	418 INSIDE PARKING	561,205	683,533	550,000	625,000 1
	419 OFF SITE PARKING	484,097	423,311	485,000	425,000 2
	<b>TOTAL REVENUE</b>	<b>1,045,302</b>	<b>1,106,844</b>	<b>1,035,000</b>	<b>1,050,000</b>
	<b>NET INCOME (LOSS)</b>	<b>761,241</b>	<b>1,018,678</b>	<b>940,002</b>	<b>970,350</b>

NOTES: 1) Increase based on 1999 experience discounted by the  
non return of Cirque to Ontario Place in 2000.  
2) Adjusted based on 1999 experience.

THE BOARD OF GOVERNORS OF EXHIBITION PLACE

CANADIAN NATIONAL EXHIBITION ASSOCIATION

200 - GENERAL MANAGER CNE

ACTV	ACCOUNT NAME	1998 ACTUAL	1999 PROJECTED	1999 BUDGET	2000 BUDGET	
<b><u>EXPENSES</u></b>						
101	SALARIES PERMANENT	96,041	95,000	150,000	99,000	1
102	SALARIES TEMPORARY	0	2,500	2,500	2,500	
103	CONVENTION & TRAVEL	1,718	3,000	3,000	3,000	
104	SUPPLIES & GENERAL	14,659	14,000	18,000	15,000	2
107	EQUIPMENT RENTAL	29,357	9,000	15,853	11,000	2
109	CONTRACT PERSONNEL	62,426	56,227	20,000	63,500	1
110	EXPENSE ALLOWANCES	7,261	750	4,300	4,000	
1010	PRESENTATIONS	954	750	2,400	1,000	
1115	MEETINGS	787	1,500	2,400	2,000	
1040	MEMBERSHIPS	3,250	10,254	3,000	11,000	2
1120	CORP. ENTERTAINMENT	0	1,000	3,000	2,000	
1230	POSTAGE	0	16,136	21,000	20,000	
2001	RESEARCH & PLANNING	44,120	73,993	60,000	50,000	3
TOTAL EXPENSES		260,573	284,110	305,453	284,000	

- NOTES:** 1) Reduction due to replacement of Permanent position with Contract position in Activity #109.  
 2) Adjusted to reflect 1999 experience.  
 3) Reduced expenditure planned on this service.

**THE BOARD OF GOVERNORS OF EXHIBITION PLACE**

**CANADIAN NATIONAL EXHIBITION ASSOCIATION**

**202 - AGRICULTURE EXPENSES**

ACTV	ACCOUNT NAME	1998 ACTUAL	1999 PROJECTED	1999 BUDGET	2000 BUDGET	
	<b>EXPENSES</b>					
100	P.M.D	1,049	4,500	8,000	4,150	1
102	SALARIES - TEMP	39,097	36,421	34,187	35,000	
104	SUPPLIES & GENERAL	3,813	4,851	3,500	2,000	2
107	EQUIPMENT RENTAL	5,429	5,200	8,000	5,200	3
2041	GARDEN SHOW	83,411	108,000	108,866	104,800	1
2100	SCHOLARSHIPS	641	5,641	7,500	7,500	
2103	CAT SHOW	0	0	2,500	2,500	
2104	HORSE SHOW	437,245	427,200	425,000	400,300	1
2116	MANURE REMOVAL	7,592	20,000	20,000	16,650	2
2121	AMBASSADOR OF FAIR	23,545	25,000	25,000	30,000	4
2133	THE FARM	186,272	175,000	200,500	175,500	1
2406	AGRI-FOOD FAIR	60,988	88,000	100,000	85,800	1
	<b>TOTAL EXPENSE</b>	<b>849,083</b>	<b>899,813</b>	<b>943,053</b>	<b>869,400</b>	

- NOTES :** 1) Reduction based on 1999 experience and elimination of BOG 10% admin. charge.  
 2) Reduction based on reduced purchases anticipated for 2000.  
 3) Reduction based on 1999 experience.  
 4) Increase for Cash Award due to Chrysler withdrawal.

**202 - AGRICULTURE REVENUE**

	<b>REVENUE</b>					
470	GRANTS & DONATIONS	17,119	5,385	3,000	3,000	
478	AGRIC: ENTRY FEES	104,380	104,454	148,500	130,000	1
480	HORSE SHOW CATALOG	5,390	0	0	0	
602	GOODNESS OF FOOD	0	26,430	30,000	25,000	2
2104	HORSE SHOW	31,800	0	0	0	
2041	GARDEN SHOW	38,102	29,500	40,000	35,000	3
	<b>TOTAL REVENUE</b>	<b>196,792</b>	<b>165,769</b>	<b>221,500</b>	<b>193,000</b>	
	<b>NET INCOME (LOSS)</b>	<b>(652,291)</b>	<b>(734,044)</b>	<b>(721,553)</b>	<b>(676,400)</b>	

- NOTES:** 1) Marginal increase in Entry and Stall fees based on 1999 experience.  
 2) Adjusted based on 1999 experience.  
 3) Marginal increase in Entry fees based on 1999 experience.

**THE BOARD OF GOVERNORS OF EXHIBITION PLACE**

**CANADIAN NATIONAL EXHIBITION ASSOCIATION**

**203 - ENTERTAINMENT EXPENSES**

<b>ACTV</b>	<b>ACCOUNT NAME</b>	<b>1998 ACTUAL</b>	<b>1999 PROJECTED</b>	<b>1999 BUDGET</b>	<b>2000 BUDGET</b>
	<b><u>EXPENSES</u></b>				
102	SALARIES- TEMP	30,101	36,500	36,500	33,000
1080	PARADES-WARR/LABOR	51,835	45,650	49,650	44,000 1
2145	MIDWAY STAGE	64,179	73,000	75,000	69,700 1
2150	BANDSHELL SPECIAL	723,788	678,000	702,800	667,700 1
2156	PARK ENTERTAINERS	101,592	99,000	102,000	100,000
2168	YOUTH TALENT SEARCH	47,612	45,400	45,400	44,400
2185	JR. RISING STAR	0	23,000	26,000	0 2
2193	Q.E. THEATRE	7,094	10,000	10,000	0 2
2197	COMMUNITY CORNER	0	123,000	123,000	117,600 1
	<b>TOTAL EXPENSE</b>	<b>1,026,202</b>	<b>1,133,550</b>	<b>1,170,350</b>	<b>1,076,400</b>

**NOTES :** 1) Reduction based on 1999 experience and elimination of BOG 10% admin. charge.

2) These programs will be eliminated or combined with other programs in 2000.

THE BOARD OF GOVERNORS OF EXHIBITION PLACE

CANADIAN NATIONAL EXHIBITION ASSOCIATION

204 - ATTRACTIONS EXPENSES

ACTV	ACCOUNT NAME	1998 ACTUAL	1999 PROJECTED	1999 BUDGET	2000 BUDGET
	<b><u>EXPENSES</u></b>				
102	SALARIES - TEMP	7,420	8,700	9,000	8,000
2184	KIDS' WORLD	312,335	309,881	315,500	306,350 1
2185	JR. RISING STAR	24,839	0	0	0
2186	TRAINS	46,814	0	0	0
2197	COMMUNITY CORNER	116,048	0	0	0
2188	FESTIVAL HALL	153,467	190,934	195,500	189,000 1
	<b>TOTAL EXPENSE</b>	<b>660,923</b>	<b>509,515</b>	<b>520,000</b>	<b>503,350</b>

NOTES : 1) Reduction based on 1999 experience and elimination of  
BOG 10% admin. charge.

**THE BOARD OF GOVERNORS OF EXHIBITION PLACE**

**CANADIAN NATIONAL EXHIBITION ASSOCIATION**

**205 - SPORTS EXPENSES**

<b>ACTV</b>	<b>ACCOUNT NAME</b>	<b>1998 ACTUAL</b>	<b>1999 PROJECTED</b>	<b>1999 BUDGET</b>	<b>2000 BUDGET</b>	
	<b><u>EXPENSES</u></b>					
102	SALARIES * TEMP	8,487	0	7,564	7,000	
104	SUPPLIES & GENERAL	1,917	800	800	600	
105	PRINTING	0	400	600	400	
2202	BALL PARK	22,445	22,893	14,000	12,000	1
2238	SPORTS PAVILION	62,955	466,983	450,000	396,500	2
	<b>TOTAL EXPENSE</b>	<b>95,804</b>	<b>491,076</b>	<b>472,964</b>	<b>416,500</b>	

**NOTES :** 1) Reduction based on elimination of BOG 10 % admin. charge and anticipation of sponsorship for some activities.

2) Reduction based on elimination of BOG 10 % admin. charge and reduction of expenditures due to transfer of wall system expenditures to Sub #318 (Rentals) and no need for external paving . (Relocation of Midway in 2000)

	<b><u>REVENUE</u></b>					
2202	BALL PARK	0	13,305	0	5,000	1
		0	13,305	0	5,000	
	<b>NET INCOME (LOSS)</b>	<b>(95,804)</b>	<b>(477,771)</b>	<b>(472,964)</b>	<b>(411,500)</b>	

**NOTES:** 1) 1999 Projected Revenues includes a one - time Grant from Major League Baseball.



THE BOARD OF GOVERNORS OF EXHIBITION PLACE

CANADIAN NATIONAL EXHIBITION ASSOCIATION

206 - PROGRAM MANAGEMENT EXPENSES

ACTV	ACCOUNT NAME	1998 ACTUAL	1999 PROJECTED	1999 BUDGET	2000 BUDGET
<b>EXPENSES</b>					
100	P.M.D	1,461	1,818	3,000	2,710 1
101	SALARIES - PERM	184,290	167,000	179,000	166,000 2
102	SALARIES TEMPORARY	4,065	25,708	5,000	5,000
103	CONVENTIONS & TRAVEL	599	896	2,000	1,000
104	SUPPLIES & GENERAL	781	1,768	2,000	2,000
106	EQUIPMENT PURCHASES	0	0	500	0
107	EQUIPMENT RENTAL	43	500	1,000	750
109	CONTRACT P'GRAMMER.	19,900	48,000	58,000	165,000 3
110	EXPENSE ALLOWANCE	791	848	848	848
1145	ARCHIVE DISPLAY	12,241	27,000	19,642	19,350 4
TOTAL EXPENSE		224,171	273,538	270,990	362,658

- NOTES :** 1) Reduction based on 1999 experience and elimination of BOG 10% admin. charge.  
 2) Maintains Salary Continuance for two terminated employees.  
 3) Increase of \$107,000 for the hiring of Program Manager and Co-ordinator on contract.  
 4) Reduction based on elimination of BOG 10 % admin. charge and reduction of program spending.

**THE BOARD OF GOVERNORS OF EXHIBITION PLACE**

**CANADIAN NATIONAL EXHIBITION ASSOCIATION**

**208 - CONCESSIONS EXPENSES**

ACTV	ACCOUNT NAME	1998 ACTUAL	1999 PROJECTED	1999 BUDGET	2000 BUDGET
<b>EXPENSES</b>					
100	P.M.D	33,255	82,000	75,000	73,850 1
101	SALARIES - PERM	110,660	105,593	105,593	108,657 2
102	SALARIES - TEMP	14,400	17,000	17,000	17,000
103	CONVENTION AND TRAVEL	2,123	0	4,000	4,000
104	SUPPLIES & GENERAL	1,700	3,836	2,799	4,000 3
105	PRINTING	3,210	4,257	5,000	4,900
109	CONTRACT SALARIES	0	0	0	30,000 4
110	EXPENSE ALLOWANCES	2,401	1,700	2,000	2,000
430	RIDES	3,077,252	0	0	0
431	OUTDOOR EXHIBITS - CONCESSIONS	11,747	0	0	0
1020	SAFETY ENGINEERING	103,681	104,000	104,000	110,000 5
2025	FOOD BUILDING	199,004	187,749	235,749	176,150 1
2032	CONCESSIONS	795	0	0	0
2166	MIDWAY REVIEW	3,011	1,778	1,500	1,800
2169	ENTERTAINMENT TENT	43,461	92,348	100,000	88,900 1
221	HOUSE ELECTRICIAN	153,892	135,158	0	128,500 6
TOTAL EXPENSE		3,760,593	735,419	652,641	749,757

- NOTES:** 1) Reduction based on 1999 experience and elimination of BOG 10% admin. charge.  
 2) Increase for staff increment due in 2000.  
 3) Adjusted based on 1999 experience.  
 4) Provision of contract employee to control work order costs and ensure efficient move - in and move - out.  
 5) Marginal increase to compensate for higher hourly rates as mandated by Professional Engineers Association.  
 6) Cost of provision of electrical services to tenants of CNE.

<b>REVENUE</b>					
221	HOUSE ELECTRICIAN	188,047	181,632	175,000	180,000 1
430	RIDES	0	1,088,863	1,044,673	1,090,000 1
549	LICENSED RESTAURANTS	202,408	131,795	175,000	130,000 2
2025	FOOD BUILDING	769,237	771,905	700,000	735,000 3
2032	CONCESSIONS	2,261,936	2,023,860	2,100,000	2,025,000 1
4504	RENTAL/CONC.UNITS	11,500	10,000	10,000	10,000
5850	MEDIEVAL TIMES THEATRE	14,576	16,666	12,500	16,000 1
TOTAL REVENUE		3,447,704	4,224,721	4,217,173	4,186,000
NET INCOME (LOSS)		(312,889)	3,489,302	3,564,532	3,436,243

- NOTES:** 1) Adjusted based on 1999 experience.  
 2) Projected based on 1999 experience and a marginal increase in Concessionaires' sales.  
 3) Increased by \$35,000 from 1999 Budget but reduced from 1999 Actual due to fact that Food Building leases are coming up for renewal in 2000.

THE BOARD OF GOVERNORS OF EXHIBITION PLACE

CANADIAN NATIONAL EXHIBITION ASSOCIATION

209 - CASINO

ACTV	ACCOUNT NAME	1998 ACTUAL	1999 PROJECTED	1999 BUDGET	2000 BUDGET
	EXPENSES	2,090,926	1,784,644	2,000,000	1,776,800 1
	REVENUE	2,594,001	2,484,644	2,500,000	2,435,000 2
	NET REVENUE	503,075	700,000	500,000	658,200

- NOTES:** 1) Reduction based on 1999 experience and elimination of BOG 10% admin. charge.  
2) Reduction based on 1999 experience and anticipated effect of move to a different location.

**THE BOARD OF GOVERNORS OF EXHIBITION PLACE**

**CANADIAN NATIONAL EXHIBITION ASSOCIATION**

**210 - MARKETING EXPENSES**

<b>ACTV</b>	<b>ACCOUNT NAME</b>	<b>1998 ACTUAL</b>	<b>1999 PROJECTED</b>	<b>1999 BUDGET</b>	<b>2000 BUDGET</b>	
	<b>EXPENSES</b>					
100	P.M.D	926	3,600	8,600	3,880	1
101	SALARIES PERMANENT	192,173	57,000	84,693	57,000	2
102	SALARIES TEMPORARY	77,026	23,450	46,700	32,000	3
104	SUPPLIES & GENERAL	8,572	10,900	10,979	10,979	
107	EQUIPMENT RENTAL	11,302	14,200	14,245	14,245	
109	CONTRACT PERSONNEL	97,709	238,000	222,000	297,000	4
110	EXPENSE ALLOWANCES	3,370	4,100	8,100	5,000	1
570	SPONSORSHIP EXPENSES	17,003	12,000	20,000	14,300	1
1060	OFFIC. PHOTOGRAPHERS	3,267	3,100	3,500	1,500	
1065	ADVERTISING	1,259,988	1,224,000	1,300,000	1,209,900	5
1066	PROMOTIONS	91,629	150,000	101,000	98,900	
1252	INFORMATION SERVICES	8,517	0	0	0	
1257	INFORMATION SIGNAGE	11,867	0	0	0	
1261	SCHOOL PASSES	13,529	15,890	21,000	18,500	
1263	PUBLIC RELATIONS	9,587	14,000	20,000	19,800	
1268	MERCHANDISING	61,496	0	0	0	
1269	GROUP SALES	26,072	12,500	15,000	15,000	
	<b>TOTAL EXPENSE</b>	<b>1,894,034</b>	<b>1,782,740</b>	<b>1,875,817</b>	<b>1,798,004</b>	

- NOTES:** 1) Reduction based on 1999 experience and elimination of BOG 10% admin. charge.  
 2) Reduction based on 1999 experience.  
 3) Adjusted based on 1999 experience.  
 4) Addition of one Sponsorship Consultant and adjustments to Marketing Contracts. Expenditures will have an impact on Sponsorship Revenue at Activity #570  
 5) Decrease expenditures of \$90,100 to meet budget target.

**210 - MARKETING REVENUE**

**REVENUE**

570	SPONSORSHIP	961,436	306,500	500,000	600,000	4
1065	ADVERTISING SALES	0	45,000	0	0	
1268	MERCHANDISING	81,613	0	0	0	
1269	GROUP SALES	253,899	0	0	0	
	<b>TOTAL REVENUE</b>	<b>1,296,947</b>	<b>351,500</b>	<b>500,000</b>	<b>600,000</b>	
	<b>NET PROFIT (LOSS)</b>	<b>(597,086)</b>	<b>(1,431,240)</b>	<b>(1,375,817)</b>	<b>(1,198,004)</b>	

**NOTES :**

**THE BOARD OF GOVERNORS OF EXHIBITION PLACE  
CANADIAN NATIONAL EXHIBITION ASSOCIATION  
211 - CIAS EXPENSES**

<b>ACTV</b>	<b>ACCOUNT NAME</b>	<b>1998 ACTUAL</b>	<b>1999 PROJECTED</b>	<b>1999 BUDGET</b>	<b>2000 BUDGET</b>
	<b>EXPENSES</b>				
2502	CIAS SUPPORT	415,000	415,000	415,000	415,000
	<b>TOTAL EXPENSE</b>	<u>415,000</u>	<u>415,000</u>	<u>415,000</u>	<u>415,000</u>

**THE BOARD OF GOVERNORS OF EXHIBITION PLACE**

**CANADIAN NATIONAL EXHIBITION ASSOCIATION**

**212 - SPECIAL FEATURES - EXPENSES  
FLIGHT CENTRE (1999) CANADA 2000 MILLENNIUM**

<b>ACTV</b>	<b>ACCOUNT NAME</b>	<b>1998 ACTUAL</b>	<b>1999 PROJECTED</b>	<b>1999 BUDGET</b>	<b>2000 BUDGET</b>
	<b><u>EXPENSES</u></b>				
100	PMD	3,881	57,800	53,830	106,500
101	SALARIES - PERM	59,218	0	0	0
102	SALARIES - TEMP	20,978	34,652	3,500	15,000
103	CONVENTIONS & TRAVEL	13,576	1,565	0	3,000
104	SUPPLIES & GENERAL	0	0	0	3,000
107	EQUIPMENT RENTALS	1,786	3,000	6,200	3,000
110	EXPENSE ALLOWANCES	390	3,000	0	5,000
2020	PRODUCTION COSTS	332,774	341,748	388,000	899,600
3019	CONTRACTED SERVICES	141,713	25,000	25,000	145,000
	<b>TOTAL EXPENSE</b>	<b>574,317</b>	<b>466,765</b>	<b>476,530</b>	<b>1,180,100</b>

**NOTES:** This Program is predicated on a total expenditure package of \$1,180,000 and is not comparable to the 1999 program. Sponsorship Revenue is budgetted at \$200,000 and will help to defray the cost of the Program.

**212 - SPECIAL FEATURES - REVENUE**

	<b><u>REVENUE</u></b>				
2020	FEATURE COUNTRY SPONSORSHIP	103,294 0	42,000 0	50,000 0	0 200,000
	<b>TOTAL REVENUE</b>	<b>103,294</b>	<b>42,000</b>	<b>50,000</b>	<b>200,000</b>
	<b>NET INCOME (LOSS)</b>	<b>(471,023)</b>	<b>(424,765)</b>	<b>(426,530)</b>	<b>(980,100)</b>

THE BOARD OF GOVERNORS OF EXHIBITION PLACE

CANADIAN NATIONAL EXHIBITION ASSOCIATION

213 - INTERNATIONAL EXHIBITS - EXPENSES

ACTV	ACCOUNT NAME	1998 ACTUAL	1999 PROJECTED	1999 BUDGET	2000 BUDGET
	<b>EXPENSES</b>				
100	PMD	489	3,750	1,825	4,000
102	SALARIES - TEMP	8,011	0	3,010	1,000
107	EQUIPMENT RENTALS	110,026	157,760	168,890	160,000
2020	PRODUCTION COSTS	68,547	136,755	142,399	133,750
3019	CONTRACTED SERVICES	19,753	70,200	59,806	63,500
	<b>TOTAL EXPENSES</b>	<b>206,827</b>	<b>368,465</b>	<b>375,930</b>	<b>362,250</b>

**NOTES:** 1) Reduction based on 1999 experience and elimination of BOG 10% admin. charge.

213 - INTERNATIONAL EXHIBITS - REVENUE

**REVENUE**

2021	INTERNATIONAL PAVILION	629,628	701,550	568,800	600,000
	<b>TOTAL REVENUE</b>	<b>629,628</b>	<b>701,550</b>	<b>568,800</b>	<b>600,000</b>
	<b>NET INCOME (LOSS)</b>	<b>422,801</b>	<b>333,085</b>	<b>192,870</b>	<b>237,750</b>

**NOTES:** 1) Revenue target reduced because of move to Automotive Building from Trade Centre.

THE BOARD OF GOVERNORS OF EXHIBITION PLACE

CANADIAN NATIONAL EXHIBITION ASSOCIATION

214 - MY CANADA

ACTV	ACCOUNT NAME	1998 ACTUAL	1999 PROJECTED	1999 BUDGET	2000 BUDGET
2408	MY CANADA	300,000	0	0	0
	CONTRACT TERMINATION	100,000	0	0	0
		400,000	0	0	0



THE BOARD OF GOVERNORS OF EXHIBITION PLACE

CANADIAN NATIONAL EXHIBITION ASSOCIATION

215 - ISRAEL (1998) ( SPECIAL DISNEY IN 1999)

ACTV	ACCOUNT NAME	1998 ACTUAL	1999 PROJECTED	1999 BUDGET	2000 BUDGET
	<b>EXPENSES</b>				
100	PMD	3,104	0	0	0
102	SALARIES TEMPORARY	12,469	0	0	0
107	EQUIPMENT RENTALS	1,143	0	0	0
2020	PRODUCTION COSTS	177,185	340,000	225,000	0
3019	CONTRACTED SERVICES	22,546	0	0	0
		<u>216,446</u>	<u>340,000</u>	<u>225,000</u>	<u>0</u>
	<b>REVENUE</b>	<u>23,950</u>	<u>0</u>	<u>0</u>	<u>0</u>
	<b>NET INCOME (LOSS)</b>	<u>(192,496)</u>	<u>(340,000)</u>	<u>(225,000)</u>	<u>0</u>

**THE BOARD OF GOVERNORS OF EXHIBITION PLACE**

**CANADIAN NATIONAL EXHIBITION ASSOCIATION**

**216 - CAR OF THE CENTRY(1998) HELICOPTER SIMULATOR (1999)**

<b>ACTV</b>	<b>ACCOUNT NAME</b>	<b>1998 ACTUAL</b>	<b>1999 PROJECTED</b>	<b>1999 BUDGET</b>	<b>2000 BUDGET</b>
<b>EXPENSES</b>					
103	TRAVEL & CONVENTION	4,568	0	0	0
104	SUPPLIES & GENERAL	272	0	0	0
2020	PRODUCTION COSTS	1,076,348	2,935	0	0
2027	HOSPITALITY	1,924	0	0	0
2031	TITLE PARTNERSHIPS	13,211	0	0	0
2033	SPONSORED GALA	28,043	0	0	0
2034	UNSPONSORED GALA	11,156	0	0	0
2035	GUIDE BOOKS	120,271	0	0	0
2036	HARD COVERED BOOKS	112,589	0	0	0
3019	CONTRACTED SERVICES	26,332	59,200	0	0
		<u>1,394,714</u>	<u>62,135</u>	<u>0</u>	<u>0</u>
<b>REVENUE</b>					
0000	ADMISSIONS	0	8,271	0	0
2031	TITLE PARTNERSHIPS	25,000	0	0	0
2033	SPONSORED GALA	36,129	0	0	0
2034	UNSPONSORED GALA	77,364	0	0	0
2035	GUIDE BOOKS	45,014	0	0	0
2036	HARD COVERED BOOKS	21,921	0	0	0
2037	COMMERCIAL EXHIBIT SPACE	2,880	0	0	0
		<u>208,308</u>	<u>8,271</u>	<u>0</u>	<u>0</u>
	<b>NET INCOME (LOSS)</b>	<u>(1,186,406)</u>	<u>(53,864)</u>	<u>0</u>	<u>0</u>

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

**305 - UTILITIES**

<b>ACTV</b>	<b>ACCOUNT NAME</b>	<b>1998 ACTUAL</b>	<b>1999 PROJECTED</b>	<b>1999 BUDGET</b>	<b>2000 BUDGET</b>
	<b>EXPENSES</b>				
305	HYDRO ,WATER & GAS	368,955	270,000	370,000	281,528 1
		<u>368,955</u>	<u>270,000</u>	<u>370,000</u>	<u>281,528</u>
	<b>REVENUE</b>				
		<u>88,212</u>	<u>77,880</u>	<u>16,000</u>	<u>83,000</u>
	<b>NET INCOME (LOSS)</b>	<u>(280,743)</u>	<u>(192,120)</u>	<u>(354,000)</u>	<u>(198,528)</u>

**NOTE:** 1) Budget based on 1999 experience and a 6% Increase in Hydro rates.

THE BOARD OF GOVERNORS OF EXHIBITION PLACE

CANADIAN NATIONAL EXHIBITION ASSOCIATION

307 - CLEANING SERVICES EXPENSES

ACTV	ACCOUNT NAME	1998 ACTUAL	1999 PROJECTED	1999 BUDGET	2000 BUDGET
EXPENSES					
102 SALARIES- TEMP		212,849	214,798	215,000	195,000
3080 GROUNDS & OFFICES		9,158	1,466	10,975	2,500
3085 BUILDINGS/WASHROOM		1,489	1,703	4,200	2,500
TOTAL EXPENSE		223,496	217,967	230,175	200,000

NOTE:

310 - GROUNDS MAINTENANCE EXPENSES

EXPENSES					
102 SALARIES - TEMP		166,846	94,859	123,000	95,000
104 SUPPLIES & GENERAL		12,669	16,112	14,000	16,000
3120 SEED & SOD		0	5,000	10,000	5,000
TOTAL EXPENSE		179,515	115,971	147,000	116,000

315 - MAINTENANCE ADMINISTRATION EXPENSES

EXPENSES					
102 SALARIES - TEMP		37,092	35,000	35,000	35,000
TOTAL EXPENSE		37,092	35,000	35,000	35,000

THE BOARD OF GOVERNORS OF EXHIBITION PLACE

CANADIAN NATIONAL EXHIBITION ASSOCIATION

317 - CLIENT SERVICES EXPENSES

ACTV	ACCOUNT NAME	1998 ACTUAL	1999 PROJECTED	1999 BUDGET	2000 BUDGET
<b>EXPENSES</b>					
102	TEMP SALARIES	12,614	64,400	66,300	66,300
1252	INFORMATION SERVICES	0	5,323	5,000	5,123
1255	BABY REST	7,826	5,000	6,500	1,800
1256	BOY SCOUTS	14,699	19,056	15,056	19,400
1257	INFORMATION SIGNAGE	0	10,000	20,000	19,710
1258	LOST CHILDREN	2,792	9,000	10,000	9,800
1259	ST JOHN AMBULANCE	14,274	9,000	15,000	10,000
1260	CNE MEDICAL CENTRE	19,850	36,000	36,000	36,000
1268	MERCHANDISING	0	43,000	50,000	30,000
1271	STROLLER RENTAL	3,236	10,000	10,000	9,850
2186	TRAINS	0	50,000	50,000	49,400
TOTAL EXPENSE		75,292	260,779	283,856	257,383

317 - CLIENT SERVICES - REVENUE

**REVENUE**

1256	BOY SCOUTS	0	0	0	1,000
1268	MERCHANDISING	0	91,730	80,000	87,000
1271	STROLLER RENTAL	20,528	6,460	23,000	15,000
		20,528	98,190	103,000	103,000
NET INCOME (LOSS)		(54,764)	(162,589)	(180,856)	(154,383)

**THE BOARD OF GOVERNORS OF EXHIBITION PLACE**

**CANADIAN NATIONAL EXHIBITION ASSOCIATION**

**318 - BUILDING RENTALS - EXPENSES**

<b>ACTV</b>	<b>ACCOUNT NAME</b>	<b>1998 ACTUAL</b>	<b>1999 PROJECTED</b>	<b>1999 BUDGET</b>	<b>2000 BUDGET</b>
	<b><u>EXPENSES</u></b>				
101	SALARIES - PERM	78,391	0	0	0
102	SALARIES - TEMP	1,696	0	0	0
104	SUPPLIES & GENERAL	1,966	600	1,700	1,500
105	PRINTING	2,743	1,400	1,400	1,600
109	CONTRACT PERSONNEL	0	95,000	91,922	110,000
110	EXPENSE ALLOWANCE	212	0	1,200	1,000
2022	WEST ANNEX (SHOPPERS' MARKET)	93,326	42,305	92,850	56,700
2040	Q.E. BUILDING(ARTS CRAFTS & HOBBIES)	87,024	85,789	84,000	87,600
2030	B.L.C BLDG (AT HOME)	124,247	123,793	123,000	190,500
2130	COLISEUM	0	0	15,641	0
	SPORTS ZONE	0	0	0	34,000
	SAMPLE ALLEY	0	0	0	15,000
	OUTDOOR RETAIL	528	19,000	25,000	25,000
	<b>TOTAL EXPENSE</b>	<b>390,133</b>	<b>367,887</b>	<b>436,713</b>	<b>522,900</b>

**318 - BUILDING RENTALS REVENUE**

	<b><u>REVENUE</u></b>				
2022	WEST ANNEX (SHOPPERS' MARKET)	354,459	256,584	335,000	290,000
2030	B.L.C BLDG (AT HOME)	645,273	522,523	450,000	600,000
2040	Q.E. BUILDING(ARTS CRAFTS & HOBBIES)	169,269	231,390	185,000	235,000
2130	COLISEUM	55,197	14,047	17,000	15,000
	SPORTS ZONE	5,200	144,290	200,000	225,000
	SAMPLE ALLEY	0	0	0	75,000
	OUTDOOR RETAIL	110,100	108,700	100,000	150,000
	<b>TOTAL REVENUE</b>	<b>1,339,499</b>	<b>1,277,534</b>	<b>1,287,000</b>	<b>1,590,000</b>
	<b>NET INCOME (LOSS)</b>	<b>949,366</b>	<b>909,647</b>	<b>850,287</b>	<b>1,067,100</b>

**NOTE:** Revenue and Expenditure increases are based on the experiences of the Exhibitor Services Contractor in 1999.

THE BOARD OF GOVERNORS OF EXHIBITION PLACE

CANADIAN NATIONAL EXHIBITION ASSOCIATION

332 - RENTALS & TECH. SERVICES EXPENSES

<b><u>EXPENSES</u></b>					
102	SALARIES - TEMP	40,250	24,907	31,266	25,000
104	SUPPLIES & GENERAL	12,582	6,760	15,000	7,000
TOTAL EXPENSE		52,832	31,667	46,266	32,000

**THE BOARD OF GOVERNORS OF EXHIBITION PLACE**

**EXHIBITION PLACE**

**REVENUE AND DIRECT EXPENSE SUMMARY**

<b>PAGE</b>	<b>DEPARTMENT</b>	<b>1998 ACTUAL</b>	<b>1999 PROJECTED</b>	<b>1999 BUDGET</b>	<b>2000 BUDGET</b>
	<b><u>EXPENSE</u></b>				
35	PARKING & TRAFFIC	744,504	726,300	676,890	719,952
36	SALES	361,045	339,518	334,812	352,259
38	THIRD PARTY EXPENSE	1,348,272	1,000,000	1,050,000	1,125,000
	STADIUM ADMIN.	140,410			
	<b>TOTAL EXPENSE</b>	<b>2,594,232</b>	<b>2,065,818</b>	<b>2,061,702</b>	<b>2,197,211</b>
	<b><u>REVENUE</u></b>				
35	PARKING & TRAFFIC	3,881,861	4,004,615	4,100,015	4,242,500
36	SALES	1,287,897	1,116,340	1,119,725	1,220,907
38	THIRD PARTY REVENUE	1,739,473	1,215,000	1,350,000	1,420,000
	STADIUM ADMIN.	140,410			
37	ADVERTISING REVENUE	86,104	200,000	230,000	380,000
	<b>TOTAL DIRECT REVENUE</b>	<b>7,135,746</b>	<b>6,535,955</b>	<b>6,799,740</b>	<b>7,263,407</b>
	<b>INDIRECT REVENUE</b>	<b>1,957,339</b>	<b>1,310,909</b>	<b>989,567</b>	<b>1,242,345</b>
	<b>TOTAL REVENUE</b>	<b>9,093,085</b>	<b>7,846,864</b>	<b>7,789,307</b>	<b>8,505,752</b>



**THE BOARD OF GOVERNORS OF EXHIBITION PLACE**

**EXHIBITION PLACE**

**108 - PARKING AND TRAFFIC EXPENSES**

<b>ACTV</b>	<b>ACCOUNT NAME</b>	<b>1998 ACTUAL</b>	<b>1999 PROJECTED</b>	<b>1999 BUDGET</b>	<b>2000 BUDGET</b>	
100	P.M.D	54,618	39,500	40,000	40,000	
102	SALARIES & TEMP	638,708	625,000	580,840	621,402	1
104	SUPPLIES & GENERAL	4,058	2,500	2,800	2,800	
105	PRINTING	16,090	20,100	21,050	20,150	
106	EQUIPMENT PURCHASES	400	0	0	0	
107	EQUIPMENT RENTALS	683	2,000	4,100	0	2
1205	UNIFORMS	3,194	7,500	5,000	5,000	
3019	CONTRACT SERVICES	3,613	3,200	4,100	4,100	
3002	SECURITY	23,140	26,500	19,000	26,500	3
<b>TOTAL EXPENSE</b>		<b>744,504</b>	<b>726,300</b>	<b>676,890</b>	<b>719,952</b>	

- NOTES:** 1) Negotiated 1999 rate increase for Union staff \$18,800 and costs associated with projected new business \$21,762.  
 2) Photocopier charges transferred to 754-301 (\$3,000 ) and cancellation of valet parking services for RAWF (\$1,100).  
 3) Exhibition Place's share of costs for Special Events Parking Study (\$7,500 )

**108 - PARKING AND TRAFFIC REVENUE**

<b>PARKING</b>	<b>3,881,861</b>	<b>4,004,615</b>	<b>4,100,015</b>	<b>4,242,500</b>	<b>1</b>
<b>TOTAL REVENUE</b>	<b>3,881,861</b>	<b>4,004,615</b>	<b>4,100,015</b>	<b>4,242,500</b>	

- NOTES:** 1) Increased revenue from projected new business of (\$275,000 ) and reduction of (\$132,500 ) to reflect reduced attendance .

<b>NET INCOME (LOSS)</b>	<b>3,137,357</b>	<b>3,278,315</b>	<b>3,423,125</b>	<b>3,522,548</b>	
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**THE BOARD OF GOVERNORS OF EXHIBITION PLACE**  
**EXHIBITION PLACE**  
**201 - SALES EXPENSES**

ACTV	ACCOUNT NAME	1998 ACTUAL	1999 PROJECTED	1999 BUDGET	2000 BUDGET	
	EXPENSES					
101	SALARIES - PERM	81,111	64,166	74,000	106,974	1
102	SALARIES - TEMP	77,793	0	0	0	
103	CONVENTIONS & TRAVEL	288	1,000	1,000	0	4
104	SUPPLIES & GENERAL	1,001	1,000	1,500	1,750	
105	PRINTING	0	3,000	3,000	3,000	
109	CONTRACT SALARIES	0	31,000	32,500	0	2
110	EXPENSE ALLOWANCES	1,012	1,200	1,200	1,200	
312	PMD SHOWS	56,783	37,617	35,000	30,000	3
624	DUES	0	500	500	1,500	
625	MARKETING	0	2,000	2,000	2,000	
1010	PRESENTATIONS/PROMO.	0	500	500	500	
1115	MEETINGS/SIGNAGE	5,594	1,000	4,000	4,000	
1131	TRAINING	0	1,000	1,000	0	4
1161	INSURANCE - BLDGS	85,335	85,335	85,335	85,335	
3019	NTC CUSTOMER SERVICES	0	67,200	48,277	68,000	5
5702	PROTECTIVE SERVICES	0	3,000	0	3,000	
324	SAFETY ENGINEERING	52,128	40,000	45,000	45,000	
	TOTAL EXPENSE	361,045	339,518	334,812	352,259	

**NOTES:** 1) Transfer of (\$32,500 ) from Contract Salaries Activity #109  
2) Transfer of (\$32,500 ) to Permanent Salaries Activity #101  
3) Reduced by \$5,000 in accordance with plan to recover as many costs as possible from customers.  
4) Training and associated Travel Budgets transferred to 754 - 107 - 1131.  
5) Adjusted to reflect 1999 experience.

**SALES REVENUE**

SUB	ACCOUNT NAME					
	REVENUE					
217	BUILDING RENTALS	453,484	333,474	300,000	351,112	1
220	CATERING REVENUE	53,287	20,414	40,000	87,250	2
310	STORAGE	27,434	6,000	6,000	6,000	
2174	MOBILE VENDING	7,540	16,145	0	16,145	3
5702	CHIN PICNIC	99,641	61,703	68,000	72,500	4
5750	MOLSON INDY	487,800	488,000	522,725	498,100	5
5850	MEDIEVAL TIMES	158,711	183,000	183,000	183,000	
6309	CARIBANA CONCESSIONS	0	7,604	0	6,800	6
	TOTAL REVENUE	1,287,897	1,116,340	1,119,725	1,220,907	
	NET PROFIT	926,852	776,822	784,913	868,648	

**NOTES:** 1) Reflects increase in Building Rent of (\$36,000) and new lease for Monument of (\$15,000).  
2) Increase catering revenue from Monument.  
3) Revenue not budgetted due to uncertainty regarding Popcorn and Peanut Vendors contracts.  
4) Projecting a marginal increase in Concession Revenue.  
5) Allocation of \$27,200 to Parking & CPI increase of 2%.  
6) Anticipated Caribana Concession Commissions.

THE BOARD OF GOVERNORS OF EXHIBITION PLACE

EXHIBITION PLACE

202 - ADVERTISING

ACTV	ACCOUNT NAME	1998 ACTUAL	1999 PROJECTED	1999 BUDGET	2000 BUDGET
	<b>REVENUE</b>				
	ADVERTISING / SIGNAGE COMM.	86,104	200,000	230,000	380,000 1
	<b>TOTAL REVENUE</b>	<b>86,104</b>	<b>200,000</b>	<b>230,000</b>	<b>380,000</b>

**NOTES:** 1) Anticipated increased revenue from Gallop & Gallop Advertising Billboard of (\$150,000) for 2000. (\$30,000) of projected revenue for 1999 not realised due to OMB appeal and resultant delay.

THE BOARD OF GOVERNORS OF EXHIBITION PLACE

EXHIBITION PLACE

313 - THIRD PARTY BILLINGS

REVENUE	1,739,473	1,215,000	1,350,000	1,420,000	1
LESS EXPENSE	1,348,272	1,000,000	1,050,000	1,125,000	1
NET PROFIT	391,202	215,000	300,000	295,000	

NOTES: 1) Revenue is projected to increase marginally predicated on an increase in Third Party Events. However overall mark - up on services has been adjusted downwards from 28% to 25% to reflect current contracts.

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

<b>PAGE</b>	<b>DEPARTMENT</b>	<b>1998 ACTUAL</b>	<b>1999 PROJECTED</b>	<b>1999 BUDGET</b>	<b>2000 BUDGET</b>
40	CHIEF G.M.	231,604	208,600	272,235	269,185
41	BOARD OF GOVERNORS	56,536	27,000	73,000	71,500
41	CORPORATE SECRETARY	135,994	160,865	173,500	179,269
42	ARCHIVES & RECORDS	100,408	111,857	108,529	130,659
43	FINANCE & ADMIN.	842,163	891,114	935,324	917,560
44	PURCHASING & STORES	189,896	188,342	193,334	188,771
45	HUMAN RESOURCES	117,646	127,250	129,135	148,036
46	TELECOMMUNICATION	279,311	103,630	98,925	83,925
46	MAIL ROOM	77,755	43,587	55,587	45,587
47	ACCOUNTING	702,076	705,149	773,938	704,156
48	SYSTEMS	237,788	151,080	153,041	168,530
	GM OPERATIONS	60,022	0	0	0
49	ADMIN MAINTENANCE	983,939	902,962	956,723	950,677
49	GROUNDS MAINTENANCE	534,558	55,000	75,000	65,000
50	HEALTH & SAFETY	35,986	36,850	41,655	42,500
50	MISCELLANEOUS ACCTS	82,241	84,750	84,750	84,750
51	UTILITIES	1,936,608	1,385,000	1,670,000	1,429,000
52	CLEANING SERVICES	275,627	328,590	329,600	329,600
	WORK ORDERS & RECOV.	577	0	0	0
53	SPECIAL APPROPRTNS	352,090	293,362	321,000	346,000
54	LABOUR	55,514	540,396	450,570	588,395
55	PLANT MAINTENANCE	1,328,341	1,096,930	1,024,135	1,078,095
56	E & M MAINTENANCE	1,057,449	1,099,850	1,464,519	1,692,393
57	ENGINEERING	250,987	256,901	257,638	259,126
58	RENTALS/TECH. SRVCS	154,788	144,500	124,000	148,158
59	SECURITY & COMMUNICATIONS	516,473	483,950	474,715	480,715
	<b>TOTAL EXPENSE</b>	<b>10,596,379</b>	<b>9,427,515</b>	<b>10,240,764</b>	<b>10,401,587</b>
	LESS : ADMIN. SUPPORT TO CNE	(900,000)	(900,000)	(900,000)	(900,000)
	LESS : SITE PREP. & UTIL. TO CNE	(2,379,402)	(1,930,000)	(2,300,000)	(1,930,000)
	<b>TOTAL EXPENSE</b>	<b>7,316,977</b>	<b>6,597,515</b>	<b>7,040,764</b>	<b>7,571,587</b>
47	ACCOUNTING	967,740	835,909	826,560	707,545
51	UTILITIES & OTHER	989,599	475,000	425,000	534,800
	<b>TOTAL REVENUE</b>	<b>1,957,339</b>	<b>1,310,909</b>	<b>1,251,560</b>	<b>1,242,345</b>
	<b>NET</b>	<b>8,639,040</b>	<b>5,286,606</b>	<b>5,789,204</b>	<b>6,329,242</b>

**THE BOARD OF GOVERNORS OF EXHIBITION PLACE**

**OVERHEAD**

**100 - GENERAL MANAGER'S EXPENSES**

<b>ACTV</b>	<b>ACCOUNT NAME</b>	<b>1998 ACTUAL</b>	<b>1999 PROJECTED</b>	<b>1999 BUDGET</b>	<b>2000 BUDGET</b>	
101	SALARIES- PERM	181,150	156,000	156,485	160,685	1
103	CONVENTIONS & TRAVEL	0	0	3,250	10,000	2
104	SUPPLIES & GENERAL	1,589	2,500	2,000	2,500	
109	CONTRACT PERSONNEL	6,708	0	0	0	
110	EXPENSE ALLOWANCES	2,517	5,500	5,500	5,500	
1010	PRESENTATIONS/PROMO.	681	1,600	1,000	2,500	
1020	CONSULTANTS FEES	35,959	40,000	90,000	75,000	3
1040	MEMBERSHIPS	3,000	1,000	6,000	3,000	
1120	CORPORATE ENTERTAINMENT	0	2,000	8,000	6,000	
1131	TRAINING	0	0	0	4,000	4
<b>TOTAL EXPENSE</b>		<b>231,604</b>	<b>208,600</b>	<b>272,235</b>	<b>269,185</b>	

- NOTES:** 1) Increase of (\$4,200) due to staff increment.  
 2) Increase of \$6,750 related to the continuing efforts to  
 to revitalise ,develop and market Exhibition Place.  
 3) Decrease based on 1999 experience and planning for  
 2000.  
 4) Training is a new request for 2000.

**THE BOARD OF GOVERNORS OF EXHIBITION PLACE**

**OVERHEAD**

**101 - BOARD OF GOVERNORS EXPENSES**

<b>ACTV</b>	<b>ACCOUNT NAME</b>	<b>1998 ACTUAL</b>	<b>1999 PROJECTED</b>	<b>1999 BUDGET</b>	<b>2000 BUDGET</b>	
103	CONVENTIONS & TRAVEL	750	7,500	7,500	24,000	1
104	SUPPLIES & GENERAL	1,527	1,500	2,000	1,500	
1045	CORPORATE PLANNING	34,218	3,000	41,500	31,000	2
1115	MEETINGS/RECEPTIONS	20,041	15,000	22,000	15,000	
	<b>TOTAL EXPENSE</b>	<b>56,536</b>	<b>27,000</b>	<b>73,000</b>	<b>71,500</b>	

**NOTES:** 1) Increase of \$17,500 for Board Members related to the continuing efforts to revitalise ,develop and market Exhibition Place.

2) Reduction of (\$10,500) is attributable to provision of entry at no cost to the BOG by Molson Indy and payment for catering by the BOG to Molson Indy.

**103 - CORPORATE SECRETARY EXPENSES**

101	SALARIES - PERM	100,309	125,000	130,000	128,069	1
104	SUPPLIES & GENERAL	19,682	22,000	29,135	22,500	2
105	PRINTING	0	0	500	500	
107	EQUIPMENT RENTAL	1,155	10,865	10,865	25,200	3
109	CONTRACT SALARIES	5,679	0	0	0	
110	EXPENSE ALLOWANCES	231	0	0	0	
1075	BADGES & RIBBONS	5,350	0	0	0	
1105	PATENTS & TRADEMARKS	1,369	1,000	1,000	1,000	
1110	FLOWERS	2,219	2,000	2,000	2,000	
	<b>TOTAL EXPENSE</b>	<b>135,994</b>	<b>160,865</b>	<b>173,500</b>	<b>179,269</b>	

**NOTES:** 1) Conversion of Temporary Staff to Permanent at a reduced step resulting in a savings of (\$1,931)

2) Adjusted to reflect 1999 experience.

3) Funding transferred from: 754 - 108 (\$3,000), 754 - 301 (\$6,000) and new requests of (\$5,335) from Labour and Electrical Departments.

**THE BOARD OF GOVERNORS OF EXHIBITION PLACE**

**OVERHEAD**

**104 - ARCHIVES & COMMERCIAL RECORDS CENTRE**

<b>ACTV</b>	<b>ACCOUNT NAME</b>	<b>1998 ACTUAL</b>	<b>1999 PROJECTED</b>	<b>1999 BUDGET</b>	<b>2000 BUDGET</b>	
100	PMD	3,661	700	4,000	4,000	
101	SALARIES - PERM	59,428	59,429	59,429	101,014	1
104	SUPPLIES & GENERAL	877	1,000	4,195	4,000	
105	PRINTING	23	600	1,140	1,000	
109	CONTRACT SALARIES	35,396	49,283	37,910	19,000	2
110	EXPENSE ALLOWANCES	208	300	300	300	
1040	MEMBERSHIPS	320	345	345	345	
1145	ARCHIVES ACQUISITN	495	200	1,210	1,000	
<b>TOTAL EXPENSE</b>		<b>100,408</b>	<b>111,857</b>	<b>108,529</b>	<b>130,659</b>	

- NOTES:** 1) Increase of \$41,585 results from a transfer from Activity #109 (Contract Salaries) to Permanent Salaries and an extension from 10 to 12 months.
- 2) \$19,000 in contract Salaries for 2000 represents an additional part time position for six months to handle the expanded Records Management Position and to facilitate conversion to the City's Metrofile Database.



**THE BOARD OF GOVERNORS OF EXHIBITION PLACE**

**OVERHEAD**

**105 - FINANCE & ADMINISTRATION EXPENSES**

<b>ACTV</b>	<b>ACCOUNT NAME</b>	<b>1998 ACTUAL</b>	<b>1999 PROJECTED</b>	<b>1999 BUDGET</b>	<b>2000 BUDGET</b>	
100	P.M.D	4,770	4,000	6,800	4,000	1
101	SALARIES+ PERM	99,741	101,000	101,946	101,946	
104	SUPPLIES & GENERAL	3,631	4,000	4,000	4,000	
110	EXPENSE ALLOWANCES	270	500	500	500	
1155	AUDIT	24,000	7,000	24,000	7,500	2
1160	INSURANCE/LIABILITY	61,840	66,000	66,000	66,000	
1165	LEGAL FEES	12,310	13,000	20,000	15,000	3
1175	SICK BANK	38,234	38,914	38,914	38,914	
1180	HOSPITAL/GROUP INS.	427,289	430,000	435,000	443,000	4
1185	PENSION PLAN	154,404	234,000	234,000	234,000	
1190	WORKERS COMP.	142,037	130,000	140,000	140,000	
1195	U.I.C	90,288	87,000	90,420	87,000	5
1200	C.P.P	73,622	72,500	70,544	72,500	6
2504	NTC REDUCTION-BENEFITS	(290,273)	(296,800)	(296,800)	(296,800)	
	<b>TOTAL EXPENSE</b>	<b>842,163</b>	<b>891,114</b>	<b>935,324</b>	<b>917,560</b>	

- NOTES:** 1) Adjusted to reflect 1999 experience.  
 2) Reduction attributable to external provision of Audit Services by Ernst and Young.  
 3) Adjusted to reflect reduced service levels.  
 4) Increase of \$8,000 for increase in permanent staff complement.  
 5) Adjusted to reflect 1999 experience.  
 6) Adjusted to reflect 1999 experience.

**THE BOARD OF GOVERNORS OF EXHIBITION PLACE**

**OVERHEAD**

**106 - PURCHASING & STORES EXPENSES**

<b>ACTV</b>	<b>ACCOUNT NAME</b>	<b>1998 ACTUAL</b>	<b>1999 PROJECTED</b>	<b>1999 BUDGET</b>	<b>2000 BUDGET</b>	
100	P.M.D	460	2,600	1,000	0	1
101	SALARIES - PERM	122,802	123,443	123,443	123,443	
102	SALARIES - TEMP	51,883	49,261	53,261	51,178	2
104	SUPPLIES & GENERAL	2,019	1,000	1,500	1,000	
105	PRINTING	2,514	2,000	3,500	2,500	
1021	MANAGEMENT FEE	20,000	19,393	20,000	20,000	
1040	MEMBERSHIPS	140	145	130	150	
	RECOVERY NTC	(9,920)	(9,500)	(9,500)	(9,500)	
	<b>TOTAL EXPENSE</b>	<b>189,896</b>	<b>188,342</b>	<b>193,334</b>	<b>188,771</b>	

- NOTES:** 1) Transferred to 754 - 320  
 2) Reduction of \$2,083 due to decreased warehouse activities necessitating less Stockkeeper's time and a reduction in part time help.

**THE BOARD OF GOVERNORS OF EXHIBITION PLACE**

**OVERHEAD**

**107 - HUMAN RESOURCES EXPENSES**

<b>ACTV</b>	<b>ACCOUNT NAME</b>	<b>1998 ACTUAL</b>	<b>1999 PROJECTED</b>	<b>1999 BUDGET</b>	<b>2000 BUDGET</b>	
100	PMD	4,162	0	0	0	
101	SALARIES - PERM	34,748	50,000	50,560	45,961	1
104	SUPPLIES & GENERAL	394	800	1,000	1,000	
105	PRINTING	1,874	1,200	1,500	1,500	
110	EXPENSE ALLOWANCES	333	300	400	400	
1040	MEMBERSHIPS/SUBSC.	149	350	350	350	
1065	ADVERTISING	2,814	1,600	500	500	
1131	STAFF DEVELOPMENT	0	0	1,500	25,000	2
1165	LEGAL FEES	29,173	29,000	29,000	29,000	
	CITY CHARGE BACK	44,000	44,000	44,325	44,325	
	<b>TOTAL EXPENSE</b>	<b>117,646</b>	<b>127,250</b>	<b>129,135</b>	<b>148,036</b>	

**NOTES:** 1) Reduction of \$4,599 due to elimination of Maternity Top - up.

2) Transfer of \$2,000 from 754-201 and increase requested of \$21,500 to fund comprehensive staff development program.

**THE BOARD OF GOVERNORS OF EXHIBITION PLACE**

**OVERHEAD**

**110 - MAIL ROOM EXPENSES**

<b>ACTV</b>	<b>ACCOUNT NAME</b>	<b>1998 ACTUAL</b>	<b>1999 PROJECTED</b>	<b>1999 BUDGET</b>	<b>2000 BUDGET</b>
101	SALARIES - PERM	27,231	26,640	26,640	26,640
102	SALARIES - TEMP	107	1,950	1,950	1,950
110	EXPENSE ALLOWANCES	1,890	2,000	2,000	2,000
1230	POSTAGE	53,114	18,000	30,000	20,000
	NTC RECOVERY	(4,586)	(5,003)	(5,003)	(5,003)
	<b>TOTAL EXPENSE</b>	<b>77,755</b>	<b>43,587</b>	<b>55,587</b>	<b>45,587</b>

**NOTES:** 1) Adjusted to reflect reduced volumes.

**111 - TELECOMMUNICATION EXPENSES**

101	SALARIES - PERM	66,156	28,630	28,630	28,630
102	SALARIES - TEMP.	591	0	0	0
104	SUPPLIES & GENERAL	20	0	200	200
110	EXPENSE ALLOWANCES	0	0	95	95
1235	TELECOMMUNICATION	212,544	75,000	70,000	55,000
	<b>TOTAL EXPENSE</b>	<b>279,311</b>	<b>103,630</b>	<b>98,925</b>	<b>83,925</b>

**NOTES:** 1) Savings of \$15,000 anticipated due to conversion to Internal PBX System.

**THE BOARD OF GOVERNORS OF EXHIBITION PLACE**

**OVERHEAD**

**116 - ACCOUNTING EXPENSES**

<b>ACTV</b>	<b>ACCOUNT NAME</b>	<b>1998 ACTUAL</b>	<b>1999 PROJECTED</b>	<b>1999 BUDGET</b>	<b>2000 BUDGET</b>	
100	P.M.D	0	1,800	1,800	1,800	
101	SALARIES - PERM	399,277	377,382	382,064	430,662	1
102	SALARIES - TEMP	972	0	0	0	
104	SUPPLIES & GENERAL	5,255	5,000	5,000	5,000	
105	PRINTING	1,178	3,000	3,000	3,000	
107	EQUIPMENT RENTALS	0	1,500	1,500	1,500	
109	CONTRACT SALARIES	13,357	42,100	42,100	0	2
110	EXPENSE ALLOWANCES	937	2,100	2,000	2,100	
1206	PROPERTY TAXES	239,474	235,267	294,474	224,545	3
1215	BAD DEBTS	32,096	10,000	10,000	10,000	
1220	EXCHANGE/BANK CHRGE	11,558	20,000	25,000	20,000	4
1225	DATA PROCESSING	61,197	40,000	40,000	40,000	
1226	RECOVERIES	(30,225)	0	0	0	
2504	NTC REDUCTION	(33,000)	(33,000)	(33,000)	(34,451)	
<b>TOTAL EXPENSE</b>		<b>702,076</b>	<b>705,149</b>	<b>773,938</b>	<b>704,156</b>	

- NOTES:** 1) Transfer of (\$42,100) from Activity 109 and staff increments.  
 2) Transfer of (\$42,100) to Activity 101 - Permanent Salaries.  
 3) Decrease of \$69,000 due to Conklin vacating premises in 1999.  
 4) Adjusted to reflect 1999 experience.

**116 - ACCOUNTING REVENUE**

400	DISCOUNTS & COMM	72,492	40,000	40,000	40,000	
402	INTEREST REVENUE	(55,802)	(25,000)	(45,000)	(15,000)	1
405	MISC. & SALVAGE	121,982	25,000	20,000	25,000	2
617	NTC 12% MARKUP	476,609	467,948	467,948	433,000	3
618	CNE 10 % MARKUP	74,326	110,000	60,000	0	4
1201	OLD YEAR REVENUE	58,303	0	10,000	0	5
1206	PROP. TAX RECOVERY	219,830	217,961	273,612	224,545	6
<b>TOTAL REVENUE</b>		<b>967,740</b>	<b>835,909</b>	<b>826,560</b>	<b>707,545</b>	

- NOTES:** 1) Reflects more favourable cash flow projections and reduced borrowings from the City.  
 2) Increased to reflect 1999 experience.  
 3) Termination of Mark - Up to RAWF.  
 4) Deleted in accordance with 2000/2001 MOU.  
 5) Deleted in accordance with Current Accounting Practice.  
 6) Reduced as a result of Conklin's departure and partially offset by the full recovery of Bandshell realty taxes.

**THE BOARD OF GOVERNORS OF EXHIBITION PLACE**

**OVERHEAD**

**160 - SYSTEMS**

<b>ACTV</b>	<b>ACCOUNT NAME</b>	<b>1998 ACTUAL</b>	<b>1999 PROJECTED</b>	<b>1999 BUDGET</b>	<b>2000 BUDGET</b>	
101	SALARIES - PERM	161,496	104,080	104,080	104,080	
104	SUPPLIES & GENERAL	55,404	44,000	44,961	51,050	1
107	EQUIPMENT RENTAL	19,459	2,500	3,000	2,500	
110	EXPENSE ALLOWANCES	1,429	500	1,000	500	
1205	UNIFORMS	0	0	0	400	2
	ITR SERVICE AGREEMENTS	0	0	0	10,000	3
<b>TOTAL EXPENSE</b>		<b>237,788</b>	<b>151,080</b>	<b>153,041</b>	<b>168,530</b>	

- NOTES:** 1) Increase of \$6,089 to purchase Hardware and Software to support New Network and transition from QNX System.  
 2) Protective clothing for IT Staff working in various locations throughout grounds.  
 3) External System support for new Time and Attendance System implemented in 1999.

**THE BOARD OF GOVERNORS OF EXHIBITION PLACE**

**OVERHEAD**

**301 - MAINTENANCE ADMINISTRATION EXPENSES**

<b>ACTV</b>	<b>ACCOUNT NAME</b>	<b>1998 ACTUAL</b>	<b>1999 PROJECTED</b>	<b>1999 BUDGET</b>	<b>2000 BUDGET</b>
101	SALARIES - PERM	1,032,842	966,838	1,012,904	1,012,173
102	SALARIES- TEMP	24,652	0	0	0
104	SUPPLIES & GENERAL	3,482	3,900	4,000	4,000
107	EQUIPMENT RENTAL	0	6,000	6,000	660 1
110	EXPENSE ALLOWANCES	2,196	9,180	9,800	9,800
1040	MEMBERSHIPS	325	900	875	900
2504	NTC RECOVERIES PERMANENT	(119,000)	(118,856)	(118,856)	(118,856)
1205	UNIFORMS	39,441	35,000	42,000	42,000
<b>TOTAL EXPENSE</b>		<b>983,939</b>	<b>902,962</b>	<b>956,723</b>	<b>950,677</b>

**NOTES:** 1) \$6,000 transferred to 754 - 103

**302 - GROUNDS MAINTENANCE EXPENSES**

3015	SOFT LANDSCAPING	528,801	25,000	35,000	25,000 1
3016	HARD LANDSCAPING	5,757	30,000	40,000	40,000
<b>TOTAL EXPENSE</b>		<b>534,558</b>	<b>55,000</b>	<b>75,000</b>	<b>65,000</b>

**NOTES:** 1) Adjusted to reflect 1999 experience.

**THE BOARD OF GOVERNORS OF EXHIBITION PLACE**

**OVERHEAD**

**303 - HEALTH & SAFETY EXPENSES**

<b>ACTV</b>	<b>ACCOUNT NAME</b>	<b>1998 ACTUAL</b>	<b>1999 PROJECTED</b>	<b>1999 BUDGET</b>	<b>2000 BUDGET</b>
104	SUPPLIES & GENERAL	139	150	150	500
106	SAFETY EQUIPMENT	1,482	2,500	3,000	3,000
109	CONTRACT PERSONNEL	44,215	43,400	43,400	43,400
110	EXPENSE ALLOWANCES	1,139	1,200	1,000	1,500
1040	MEMBERSHIPS	488	600	605	600
1131	TRAINING	1,521	2,000	6,500	6,500
	NTC REDUCTION	(12,997)	(13,000)	(13,000)	(13,000)
	<b>TOTAL EXPENSE</b>	<b>35,986</b>	<b>36,850</b>	<b>41,655</b>	<b>42,500</b>

**304-MISCELLANEOUS ACCOUNTS EXPENSES**

3052	SPORTS HALL OF FAME	82,241	84,750	84,750	84,750
2506					
	<b>TOTAL EXPENSE</b>	<b>82,241</b>	<b>84,750</b>	<b>84,750</b>	<b>84,750</b>



**THE BOARD OF GOVERNORS OF EXHIBITION PLACE**

**OVERHEAD**

**305 - UTILITIES EXPENSES**

<b>ACTV</b>	<b>ACCOUNT NAME</b>	<b>1998 ACTUAL</b>	<b>1999 PROJECTED</b>	<b>1999 BUDGET</b>	<b>2000 BUDGET</b>	
3060	HYDRO	1,403,949	710,000	1,090,000	785,000	1
3065	GAS	159,276	275,000	250,000	325,000	2
3070	WATER AND SEWAGE	373,383	400,000	330,000	319,000	3
<b>TOTAL EXPENSE</b>		<b>1,936,608</b>	<b>1,385,000</b>	<b>1,670,000</b>	<b>1,429,000</b>	

**NOTES:** 1) Adjusted to reflect 1999 experience and increased by \$50,000 to reflect new lease with Monument at the OGB & a 6% rate increase June 1,2000.

2) Increase relates to Monument lease & a 13% rate increase effective January 1,2000.

3) Adjusted to reflect 1999 experience and exclusive of Watermain Breaks in 1999.

**305 - UTILITIES & OTHER REVENUE**

530	HYDRO	830,650	375,000	360,000	419,300	1
3065	GAS	8,655	40,000	10,000	56,500	2
3070	WATER	150,295	60,000	55,000	59,000	3
<b>TOTAL</b>		<b>989,599</b>	<b>475,000</b>	<b>425,000</b>	<b>534,800</b>	

**NOTES:** 1) Adjusted to reflect 1999 experience and increased by \$50,000 to reflect new lease with Monument at the OGB and assumption of costs of \$4,700 for Marine Museum & inflation of \$14,300.

2) Increase relates to Monument lease.

3) Increase relates to Monument lease.

**THE BOARD OF GOVERNORS OF EXHIBITION PLACE**

**OVERHEAD**

**306 - CLEANING SERVICES EXPENSES**

<b>ACTV</b>	<b>ACCOUNT NAME</b>	<b>1998 ACTUAL</b>	<b>1999 PROJECTED</b>	<b>1999 BUDGET</b>	<b>2000 BUDGET</b>	
102	SALARIES - TEMP	1,895,982	2,019,000	1,834,496	2,273,589	1
104	SUPPLIES & GENERAL	1,849	3,000	2,000	2,000	
3019	CONTRACTED SERVICES	36,219	50,000	40,000	40,000	
3025	EQUIPMENT MAINT.	3,906	3,900	4,000	4,000	
3075	MATERIAL SUPPLIES	8,699	12,100	12,000	12,000	
3076	LAUNDRY SUPPLIES	420	590	600	600	
2504	NTC RECOVERIES- TEMPORARY	(990,857)	(730,000)	(710,881)	(820,069)	1
	NTC RECOVERIES- OPERATIONS	(269,918)	(130,000)	(161,850)	(249,416)	1
	PMD RECOVERIES SALARIES	(249,487)	(425,000)	(440,351)	(433,104)	1
	OTHER RECOVERIES	(161,185)	(475,000)	(250,414)	(500,000)	1
	<b>TOTAL EXPENSE</b>	<b>275,627</b>	<b>328,590</b>	<b>329,600</b>	<b>329,600</b>	

**NOTES:** 1) Increased Staffing levels to support NTC requirements ,  
Raves and Film Shoots.

THE BOARD OF GOVERNORS OF EXHIBITION PLACE

OVERHEAD

308 - SPECIAL APPROPRIATIONS

ACTV	ACCOUNT NAME	1998 ACTUAL	1999 PROJECTED	1999 BUDGET	2000 BUDGET
	TOTAL EXPENSE	352,090	293,362	321,000	346,000 1

**NOTES:** 1) Increase is attributable to purchase of portable sectional fencing (\$28,000) which can be rented to the CNE, Molson Indy and other on - site events . Potential Revenue from this rental is estimated at (\$20,000) and is reflected in account 654 - 313.

**THE BOARD OF GOVERNORS OF EXHIBITION PLACE**

**OVERHEAD**

**316 - LABOUR**

<b>ACTV</b>	<b>ACCOUNT NAME</b>	<b>1998 ACTUAL</b>	<b>1999 PROJECTED</b>	<b>1999 BUDGET</b>	<b>2000 BUDGET</b>	
102	SALARIES <sup>9</sup> - TEMP	0	1,462,896	1,259,837	1,404,798	1
104	SUPPLIES & GENERAL	0	11,000	5,000	11,000	2
107	EQUIPMENT RENTAL	0	0	0	75,000	3
110	EXPENSE ALLOWANCES	0	1,500	3,570	3,500	
3090	SNOW REMOVAL	55,514	125,000	52,000	75,000	4
2504	NTC RECOVERIES - SHOW SERVICES	0	(480,000)	(458,715)	(439,183)	5
	NTC RECOVERIES - OPERATIONS	0	(100,000)	(118,404)	(53,237)	5
	OTHER RECOVERIES	0	(500,000)	(292,718)	(488,483)	5
<b>TOTAL EXPENSE</b>		<b>55,514</b>	<b>540,396</b>	<b>450,570</b>	<b>588,395</b>	

- NOTES:** 1) Increased Staffing levels to support NTC requirements ,  
Raves, Film Shoots and includes one new clerical position  
(\$33,892) inclusive of Benefits to support the ITR Time and  
Attendance System.
- 2) Adjusted to reflect 1999 experience.
- 3) Transferred from 754 - 320.
- 4) Increased to reflect 1999 experience subject to finalization  
of Snow Management Policy.
- 5) Recovery of Expenses Budgetted in Activity #102 , charged  
to the NTC, Raves & Film Shoots.

**THE BOARD OF GOVERNORS OF EXHIBITION PLACE**

**OVERHEAD**

**320 - PHYSICAL PLANT MAINTENANCE EXPENSES**

<b>ACTV</b>	<b>ACCOUNT NAME</b>	<b>1998 ACTUAL</b>	<b>1999 PROJECTED</b>	<b>1999 BUDGET</b>	<b>2000 BUDGET</b>	
102	SALARIES - TEMP	2,221,287	960,000	850,289	1,101,304	1
104	SUPPLIES & GENERAL	12,183	2,700	3,000	3,000	
107	EQUIPMENT RENTAL	69,789	100,000	75,000	0	2
110	EXPENSE ALLOWANCES	10,133	2,300	3,000	2,500	
1020	CONSULTANTS FEES	4,000	14,000	10,000	20,000	3
3005	PETROLEUM PRODUCTS	1,725	1,500	1,600	1,600	
3007	GASOLINE & PROPANE	37,019	50,000	50,000	50,000	
3008	DIESEL FUEL	10,295	12,000	12,000	12,000	
3023	GROUND GENERAL	39,197	41,000	40,000	40,000	
3028	VEHICLE MAINT.	39,573	70,000	65,000	65,000	
3033	BUILDING MAINT.	116,107	85,000	135,000	135,000	
3035	AQUATIC BLEACHERS	2,242	1,930	1,900	2,400	
3038	VEHICLE LICENSES	12,618	11,500	12,000	12,000	
3039	EQUIPMENT MAINT.	104,581	90,000	110,000	110,000	
3066	REPLACEMENT TANKS-ENVIRONMENT	20,207	0	0	0	
3044	RENTAL EQPT MAINT.	12,559	20,000	15,000	20,000	4
	NTC RECOVERIES OPERATIONS	(192,681)	(140,000)	(121,740)	(316,709)	5
	OTHER RECOVERIES	(529,984)	(225,000)	(237,914)	(180,000)	6
	NTC RECOVERIES - TEMPORARY	(662,511)	0	0	0	
<b>TOTAL EXPENSE</b>		<b>1,328,341</b>	<b>1,096,930</b>	<b>1,024,135</b>	<b>1,078,095</b>	

- NOTES:** 1) Increased Staffing levels to support NTC requirements, 1999 experience and additional clerical support for eight months totalling (\$28,000).  
2) Transferred to 754 - 316  
3) Additional consulting expertise required for High Voltage Transformer maintenance and Fire Protection Issues.  
4) Adjusted to reflect 1999 experience.  
5) Adjusted to reflect NTC requirements.  
6) Reduction due to 1999 experience and non - recurring Titanic Exhibit (mainly Carpentry).

**THE BOARD OF GOVERNORS OF EXHIBITION PLACE**

**OVERHEAD**

**321 - ELECTRICAL & MECHANICAL MAINTENANCE EXPENSES**

<b>ACTV</b>	<b>ACCOUNT NAME</b>	<b>1998 ACTUAL</b>	<b>1999 PROJECTED</b>	<b>1999 BUDGET</b>	<b>2000 BUDGET</b>	
102	SALARIES - TEMP	1,428,517	2,005,000	2,056,571	2,583,106	1
104	SUPPLIES & GENERAL	1,856	1,800	1,900	1,900	
105	PRINTING	181	0	500	500	
110	EXPENSE ALLOWANCES	2,665	2,950	4,000	4,000	
3009	COMMUNICATIONS	28,581	0	0	0	
3017	UNDERGROUND SERVICES	73,283	88,900	90,000	90,000	
3018	LOCKSMITH SUPPLIES	11,563	8,000	18,000	18,000	
3019	CONTRACTED SERVICES	91,717	70,000	78,000	78,000	
3024	ELEC MAINT.	85,701	115,000	105,800	150,000	2
3025	MECH MAINT.	34,683	50,000	54,600	65,000	2
3029	REFRIG. & AIR COND.	25,663	22,000	22,400	22,400	
3031	PLUMBING MAINTENANCE	41,359	40,000	40,800	40,800	
3037	STREET LIGHTING	7,204	18,000	18,250	18,250	
3041	CONTROLS MAINT.	15,371	20,000	27,000	25,000	
3042	FIRE PROTECTION EQPT:	88,298	74,000	75,000	75,000	
3043	KITCHEN EQUIPMENT	6,449	12,000	15,000	15,000	
3057	WASHROOM TRAILERS	13,277	17,200	17,000	17,000	
	NTC RECOVERIES SHOW ELECTRICAL	(479,771)	(900,000)	(712,347)	(889,340)	1
	NTC RECOVERIES OPERATIONS	(289,216)	(320,000)	(320,274)	(356,223)	1
	OTHER RECOVERIES	(129,931)	(225,000)	(127,681)	(266,000)	1
<b>TOTAL EXPENSE</b>		<b>1,057,449</b>	<b>1,099,850</b>	<b>1,464,519</b>	<b>1,692,393</b>	

- NOTES**
- 1) Increased Staffing levels to support NTC requirements ,  
in - house electrical services (\$67,600) and the  
implementation of a Preventative Maintenance  
Program in 2000 with a budgetted labour cost of \$109,500,  
and other Third Party Events
  - 2) Material and Supplies required for implementation of  
Preventive Maintenance Program.

THE BOARD OF GOVERNORS OF EXHIBITION PLACE

OVERHEAD

323 - ENGINEERING EXPENSES

ACTV	ACCOUNT NAME	1998 ACTUAL	1999 PROJECTED	1999 BUDGET	2000 BUDGET
101	SALARIES - PERM	182,068	246,801	246,013	246,801
102	SALARIES & TEMP	39,619	0	0	0
104	SUPPLIES & GENERAL	11	3,300	3,500	4,000
105	PRINTING	1,271	1,900	2,000	2,000
107	EQUIPMENT RENTAL	0	2,500	2,500	2,500
109	CONTRACT PERSONNEL	27,495	0	1,275	1,275
110	EXPENSE ALLOWANCES	524	2,400	2,350	2,550
	TOTAL EXPENSE	250,987	256,901	257,638	259,126

**THE BOARD OF GOVERNORS OF EXHIBITION PLACE**

**OVERHEAD**

**330 - RENTALS & TECH. SERVICES EXPENSES**

<b>ACTV</b>	<b>ACCOUNT NAME</b>	<b>1998 ACTUAL</b>	<b>1999 PROJECTED</b>	<b>1999 BUDGET</b>	<b>2000 BUDGET</b>	
102	SALARIES & TEMP	2,028,065	1,375,200	1,053,522	1,439,720	1
104	SUPPLIES & GENERAL	5,536	7,800	8,000	8,000	
3022	EQUIPMENT MAINT.	18,144	15,500	16,000	16,000	
	NTC RECOVERIES - IATSE	(901,983)	(459,000)	(458,857)	(439,183)	1
	NTC RECOVERIES - CREATIVE	(52,499)	(20,000)	(70,300)	(76,379)	1
	OTHER RECOVERIES - IATSE	(837,876)	(650,000)	(171,694)	(650,000)	1
	OTHER RECOVERIES - CREATIVE	(104,599)	(125,000)	(252,671)	(150,000)	2
	<b>TOTAL EXPENSE</b>	<b>154,788</b>	<b>144,500</b>	<b>124,000</b>	<b>148,158</b>	

**NOTES:** 1) Staffing levels to support NTC requirements ,  
Raves and Film Shoots.  
2) Other Recoveries Creative has been adjusted to reflect  
1999 experience.



**THE BOARD OF GOVERNORS OF EXHIBITION PLACE**

**OVERHEAD**

**500 - SECURITY SERVICE & COMMUNICATIONS**

<b>ACTV</b>	<b>ACCOUNT NAME</b>	<b>1998 ACTUAL</b>	<b>1999 PROJECTED</b>	<b>1999 BUDGET</b>	<b>2000 BUDGET</b>
102	SALARIES, TEMP	512,212	495,000	478,915	478,915
104	SUPPLIES & GENERAL	0	950	1,000	1,000
107	EQUIPMENT RENTALS	0	0	1,200	7,200 1
1205	UNIFORMS	0	3,000	3,000	3,000
3025	VEHICLE/ EQUIPMENT MAINT.	4,261	35,000	40,600	40,600
<b>TOTAL EXPENSE</b>		<b>516,473</b>	<b>483,950</b>	<b>474,715</b>	<b>480,715</b>

**NOTES:** 1) Rental of Security Vehicle due to cancellation of Chrysler Contract. 1999 expense reflected in 754 - 320.

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

<b>PAGE</b>	<b>ACCOUNT NAME</b>	<b>1998 ACTUAL</b>	<b>1999 PROJECTED</b>	<b>1999 BUDGET</b>	<b>2000 BUDGET</b>
	<b><u>REVENUE</u></b>				
	RENTAL INCOME	5,560,702	6,601,000	6,601,000	6,975,440
	ELECTRICAL SERVICES - NET(SEE NOTE)	659,479	950,000	950,000	1,070,480
	CATERING CONCESSIONS	1,464,530	1,440,000	1,617,000	1,563,385
	SHOW SERVICES - NET	902,651	850,000	1,203,000	842,497
61	TELECOMMUNICATION	329,248	310,000	275,000	385,785
62	ADVERTISING & SPONSORSHIP - NET	100,689	270,000	288,250	298,689
	OFFICIAL SUPPLIER	0	80,000	100,000	100,040
64&65	INTEREST AND OTHER INCOME	175,366	224,177	100,000	151,550
	<b>TOTAL REVENUE</b>	<b>9,192,665</b>	<b>10,725,177</b>	<b>11,134,250</b>	<b>11,387,866</b>
	<b><u>EXPENSES</u></b>				
	DIRECT SHOW COSTS - PMD	435,393	450,000	453,000	483,410
61	TELECOMMUNICATION/INFORMATION SYSTEMS	251,789	230,000	222,660	338,497
63	EXECUTIVE	477,776	600,000	606,158	507,658
64	FINANCE	689,050	660,000	668,915	753,048
	MANAGEMENT FEE - BASE	300,000	304,167	309,000	310,247
65	MARKETING	752,878	805,700	807,668	842,778
67	DIRECT OPERATING COSTS	3,674,624	3,334,410	3,546,723	4,223,739
66	OPERATIONS	1,111,633	1,530,000	1,748,278	667,714
68	EVENT SERVICES	609,083	550,000	604,495	968,361
	<b><u>EXPENSE RECOVERIES &amp; EX - PLACE ADJ.</u></b>				
	CNE DIRECT OPER. COSTS	(433,095)	(395,000)	(435,000)	(395,000)
68	EVENT SERVICE STAFF	(67,076)	(67,200)	(58,277)	(68,000)
	EX- PLACE TELECOM REMITTANCES	68,768	69,000	69,000	69,000
	SERVOMATION	(96,252)	(90,212)	(96,000)	(69,485)
	EXHIBITOR SERVICES	0	(20,000)	(20,000)	(7,500)
	<b>TOTAL EXPENSES</b>	<b>7,774,571</b>	<b>7,960,865</b>	<b>8,426,620</b>	<b>8,624,467</b>
	<b>NET INCOME before Mark Up &amp; Incentive M'gt. Fee</b>	<b>1,418,094</b>	<b>2,764,312</b>	<b>2,707,630</b>	<b>2,763,399</b>
	MANAGEMENT INCENTIVE FEE	0	345,312	345,312	256,929
	EX - PLACE 12% MARK- UP	411,172	468,000	467,948	433,004
	<b>NET INCOME</b>	<b>1,006,922</b>	<b>1,951,000</b>	<b>1,894,370</b>	<b>2,073,466</b>

**NOTE:** 2000 Budget assumes efficiency will be improved when compared to delivery of services in 1999. For example, Canadian Machine and Tool Show.

**THE BOARD OF GOVERNORS OF EXHIBITION PLACE**

**NATIONAL TRADE CENTRE**

**8500 - TELECOMMUNICATIONS**

ACTV	ACCOUNT NAME	1998 ACTUAL	1999 PROJECTED	1999 BUDGET	2000 BUDGET
<b>EXPENSES</b>					
8001	SALARIES ADMINISTRATION	83,316	69,745	87,638	87,638
8002	TEMPORARY WAGES	10,905	4,479	0	27,232 1
8102	EMPLOYEE BENEFITS	16,933	13,970	19,272	26,627
8204	CONTRACTED SERVICES	0	12,413	0	0
8211	TRAVEL	0	0	0	1,400 2
8215	DUES & SUBSCRIPTION	0	400	500	500
8216	EMPLOYEE TRAINING	0	0	0	0
8219	MISCELLANEOUS EXPENSES	0	535	1,000	2,400
8220	COMPUTER EQUIPMENT	0	10,435	10,000	60,000 3
8228	PROFESSIONAL FEES	433	250	500	500
8249	COMPUTER REPAIR/SMALL EQUIPMENT	9,659	23,720	4,000	5,000
8340	MAINTENANCE AGREEMENTS.	4,399	17,887	20,000	20,000
8425	PARTS , MACHINERY & EQUIPMENT	14,560	2,453	5,000	0
8455	UNIFORMS	0	500	0	1,000
8475	TELECOM CABLING & FIXTURES	0	1,000	23,000	15,000
8531	PRINTING	1,260	0	250	500
8532	OFFICE SUPPLIES	1,050	200	500	500
8540	POSTAGE & COURIER	0	13	0	200
8575	TELEPHONE TRUNK & PSTN	109,274	72,000	51,000	90,000 4
TOTAL EXPENSES		251,789	230,000	222,660	338,497

- NOTES:** 1) Contract staff for system support. Portion not recoverable from Shows.  
 2) Provision of costs of travelling to SMG facilities to evaluate Technology Infrastructure.  
 3) Purchase of Giganet Ethernet Switches, Wireless Access Modes & Voice IP Telephony to permit data transfer across grounds and Service Trade Shows. To also increase marketable services & maintain presence at leading edge for Telephony services.  
 4) Increase for provision of PSTN & Trunk Access for Complete Grounds.

**REVENUE**

4095	TELECOMM	329,248	301,696	275,000	238,185
	TELECOMM - EX-PLACE	0	0	0	69,000
7812	PAY PHONE COMMISSIONS	0	8,304	0	21,000
7817	TELEPHONE RECOVERIES	0	0	0	57,600
TOTAL REVENUE		329,248	310,000	275,000	385,785
NET INCOME (LOSS)		77,459	80,000	52,340	47,288

**NATIONAL TRADE CENTRE**

**7300 - ADVERTISING AND SPONSORSHIP**

<b>ACTV</b>	<b>ACCOUNT NAME</b>	<b>1998 ACTUAL</b>	<b>1999 PROJECTED</b>	<b>1999 BUDGET</b>	<b>2000 BUDGET</b>	
	<u><b>EXPENSES</b></u>					
7090	PRODUCTION	51,500	<b>14,103</b>	50,000	<b>18,110</b>	<b>1</b>
7092	ADMINISTRATIVE	39,479	<b>53,043</b>	53,047	<b>54,638</b>	
7095	COMMISSIONS	39,442	<b>67,215</b>	84,563	<b>72,950</b>	
	<b>TOTAL EXPENSES</b>	<b>130,421</b>	<b>134,361</b>	<b>187,610</b>	<b>145,698</b>	
7080	REVENUE	231,110	<b>404,361</b>	475,860	<b>444,387</b>	<b>2</b>
	<b>NET INCOME (LOSS)</b>	<b>100,689</b>	<b>270,000</b>	<b>288,250</b>	<b>298,689</b>	

**NOTES:** 1)Decrease due to reduced Art & Signage work required.  
 2) Decrease due to termination of Chrysler contract (\$75,000)  
 and Atlas Wines (\$5,000) off - set by new business for  
 Telecom and Automotive proposals.

**NATIONAL TRADE CENTRE**

**8001 - EXECUTIVE EXPENSES**

ACTV	ACCOUNT NAME	1998 ACTUAL	1999 PROJECTED	1999 BUDGET	2000 BUDGET	
	<b>EXPENSES</b>					
8001	SALARIES ADMIN.	297,966	328,170	356,604	307,076	1
8002	WAGES - PART TIME	1,240	1,744	0	1,200	
8102	BENEFITS	54,404	82,851	92,154	76,782	2
8211	TRAVEL	13,387	8,353	15,000	13,000	
8212	MEALS & ENTERTAINMENT	10,510	4,168	20,000	12,000	
8214	MEETINGS AND CONVNTNS	9,261	6,570	8,000	8,000	
8215	DUES & SUBSCRIPTIONS	883	4,536	2,500	4,950	
8216	TRAINING	3,933	19,816	25,000	25,000	
8219	MISCELLANEOUS EXPENSES	2,672	2,880	1,500	3,600	
8225	LEGAL FEES	38,813	8,779	20,000	13,500	
8228	PROFESSIONAL FEES	0	86,454	3,000	3,500	3
8249	SMALL EQUIPMENT	21,557	2,537	7,500	2,700	
8531	PRINTING & STATIONERY	169	2,183	5,000	1,250	
8532	OFFICE SUPPLIES	0	18,501	25,000	12,000	
8575	TELEPHONE	3,866	2,678	3,600	2,600	
8540	COURIER & POSTAGE	1,115	1,780	3,300	2,500	
8962	CONTRACTED SERVICES	18,000	18,000	18,000	18,000	
	<b>TOTAL EXPENSES</b>	<b>477,776</b>	<b>600,000</b>	<b>606,158</b>	<b>507,658</b>	

**NOTES:** 1) Deletion of Executive Assistant Position.

2) Adjusted to reflect 1999 experience & deletion of Executive Assistant Position.

3) 1999 Projected actual includes Professional Fees to recruit new General Manager.

**NATIONAL TRADE CENTRE**  
**8002 - FINANCE DEPARTMENT**

ACTV	ACCOUNT NAME	1998 ACTUAL	1999 PROJECTED	1999 BUDGET	2000 BUDGET	
<b>EXPENSES</b>						
7148	LABOUR ALLOCATED	34,014	24,998	25,000	25,000	
8001	SALARIES *ADMIN	285,926	320,139	307,227	394,630	1
8002	SALARIES TEMPORARY	7,583	2,099	0	0	
8102	BENEFITS	54,333	66,900	66,190	86,055	1
8204	OTHER CONTRACTED SERVICES	9,503	9,502	10,000	10,000	
8211	TRAVEL	2,272	10,350	10,000	9,000	
8212	MEALS & ENTERTAINMENT	114	262	396	400	
8214	MEETINGS AND CONVNTNS	800	1,777	1,500	1,800	
8215	DUES & SUBSCRIPTIONS	534	600	600	600	
8216	EMPLOYEE TRAINING	13,202	225	0	0	
8219	MISCELLANEOUS EXPENSES	1,455	8,135	8,796	9,000	
8220	COMPUTER EXPENSE	0	13,890	13,860	16,500	
8226	AUDIT	10,300	6,950	10,300	7,298	
8228	PROFESSIONAL FEES	1,300	1,306	1,380	2,865	
8245	CREDIT CARD DISCOUNTS	39,625	30,978	30,000	26,300	
8249	SMALL EQPT.	2,871	600	1,400	1,400	
8501	BAD DEBT EXPENSE	81,830	25,000	50,000	25,000	2
8502	BANK SERVICE CHARGES	0	1,469	2,400	2,400	
8505	INSURANCE - LIABILITY	69,008	62,736	62,736	63,000	
8507	INSURANCE-METRO	53,404	53,400	50,000	53,400	
8520	INSURANCE - OTHER	13,271	12,750	12,750	12,750	
8531	PRINTING & STATIONERY	1,615	400	1,200	1,000	
8532	OFFICE SUPPLIES	2,473	2,225	900	1,500	
8540	POSTAGE & COURIER	2,917	2,251	1,800	2,400	
8575	TELEPHONE	700	1,058	480	750	
	<b>TOTAL EXPENSES</b>	<b>689,050</b>	<b>660,000</b>	<b>668,915</b>	<b>753,048</b>	
<b>REVENUE</b>						
7800	INTEREST INCOME	123,517	180,000	100,000	146,800	
7825	MISCELANEOUS INCOME	51,849	44,177	0	0	
		<b>175,366</b>	<b>224,177</b>	<b>100,000</b>	<b>146,800</b>	
	<b>NET PROFIT (LOSS)</b>	<b>(513,684)</b>	<b>(435,823)</b>	<b>(568,915)</b>	<b>(606,248)</b>	

**NOTES:** 1) Addition of one accountant position (\$38,199) and transfer of (\$37,772) representing one Exhibitor Services Position from Operations (A/C 8005).

2) Decrease based on 1999 experience .

**NATIONAL TRADE CENTRE**

**8003 - MARKETING EXPENSES**

ACTV	ACCOUNT NAME	1998 ACTUAL	1999 PROJECTED	1999 BUDGET	2000 BUDGET	
	<b>EXPENSES</b>					
8001	SALARIES - ADMIN.	355,080	371,167	378,766	397,258	1
8002	WAGES - PART TIME	184	5,684	0	25,000	2
8102	BENEFITS	52,957	59,497	78,902	72,020	
8211	TRAVEL	5,003	3,500	3,500	1,500	
8214	MEETINGS AND CONVNTNS	35,790	40,000	40,000	60,000	
8215	DUES & SUBSCRIPTIONS	31,576	31,000	31,000	34,000	
8219	MISCELLANEOUS EXPENSES	0	3,141	0	5,000	
8232	ADVERTISING	105,157	95,020	88,300	135,000	
8235	CORPORATE ADVERTISING	49,359	50,700	50,700	40,000	
8248	RESOURCE MATERIALS	81,969	115,000	115,000	53,000	
8532	OFFICE SUPPLIES	35,803	21,500	21,500	6,000	
8540	POSTAGE & COURIER	0	8,518	0	12,000	
8575	TELEPHONE	0	973	0	2,000	
	<b>TOTAL EXPENSES</b>	<b>752,878</b>	<b>805,700</b>	<b>807,668</b>	<b>842,778</b>	<b>3</b>
	<b>REVENUE</b>					
7825	MISCELLANEOUS INCOME	0	5,700	0	4,750	
	<b>NET INCOME (LOSS)</b>	<b>(752,878)</b>	<b>(800,000)</b>	<b>(807,668)</b>	<b>(838,028)</b>	

**NOTES:** 1) Increase due to reorganisation of Marketing Department.  
2) Provision for Assistant Research Co - ordinator.  
3) Per Management Agreement, Marketing Budget is capped at \$350,000 excluding Salaries and Benefits. Therefore no overall increase in Marketing Budget.

**NATIONAL TRADE CENTRE**

**8005 - OPERATIONS EXPENSES**

<b>ACTV</b>	<b>ACCOUNT NAME</b>	<b>1998 ACTUAL</b>	<b>1999 PROJECTED</b>	<b>1999 BUDGET</b>	<b>2000 BUDGET</b>	
	<b>EXPENSES</b>					
8001	SALARIES - ADMIN	919,252	1,254,494	1,456,723	544,476	1
8002	WAGES - PART TIME	4,211	402	0	0	
8102	BENEFITS	177,795	268,287	291,555	114,338	
8211	TRAVEL	6,226	6,152	0	2,000	2
8212	MEALS & ENTERTAINMENT	4,149	0	0	3,000	
8214	MEETING & CONVENTIONS	0	283	0	1,300	
8215	DUES & SUBSCRIPTION	0	0	0	1,800	
8532	OFFICE SUPPLIES	0	382	0	0	
8540	POSTAGE & COURIER	0	0	0	800	
	<b>TOTAL EXPENSES</b>	<b>1,111,633</b>	<b>1,530,000</b>	<b>1,748,278</b>	<b>667,714</b>	

**NOTES:** 1) Decrease due to transfer of : four positions (\$223,765) to Event Facility Services;seventeen positions (\$744,592) to Direct Overhead: one position (\$37,772) to Finance off - set by the addition of one Electrical Service Representative and one Utility Service Manager totalling (\$109,750).  
2) Provision for a visit to Chicago Machine Show.



# NATIONAL TRADE CENTRE

## 8015 DIRECT OPERATING COSTS

ACTV	ACCOUNT NAME	1998 ACTUAL	1999 PROJECTED	1999 BUDGET	2000 BUDGET
	<b>EXPENSES</b>				
	UTILITIES	1,546,023	1,625,151	1,775,500	1,792,959
	ENGINEERING & MAINT.	4,929	4,550	4,072	3,669
	BUILDING CONTROL CENTRE	183,490	194,232	189,665	169,987 1
	SECURITY	332,976	293,769	309,720	279,717 2
	CLEANING	344,081	137,022	152,976	337,924 3
	ELECTRICAL	164,876	127,334	156,844	286,942 4
	ELEVATOR / ESCALATORS	145,809	157,207	152,365	157,945
	A/C , HEATING	294,499	177,215	187,215	323,334 5
	FIRE PROTECTION	76,240	101,395	93,399	97,952
	BUILDING REPAIR / MAINT.	260,268	106,274	74,196	263,087 6
	LANDSCAPING	90,396	126,125	146,125	110,076
	SNOW REMOVAL	34,971	64,150	65,978	69,487
	RECVNG AND LDNG DOCK	52,194	79,205	83,600	83,600
	DECORATING & IMPRVMTS	0	54,995	63,120	100,832 7
	PLUMBING REPAIRS & MAINTENANCE	40,995	16,591	17,200	90,628 8
	OFFICE SUPPLIES,PHONE & OTHER	66,173	69,195	0	0
	SMALL EQPT. & PEST CONTROL	36,724	0	0	0
	RECOVERABLE OTHER	0	0	74,748	55,600
	<b>TOTAL EXPENSES</b>	<b>3,674,624</b>	<b>3,334,410</b>	<b>3,546,723</b>	<b>4,223,739</b>

- NOTES:** 1) Decrease due to less support required because security equipment now housed within Trade Centre.  
2) Decrease due to new base building security contract with new security company.  
3) Transfer of (\$184,946) from Operations A/C #8005  
4) Transfer of (\$130,098) from Operations A/C #8005  
5) Transfer of (\$136,119) from Operations A/C #8005  
6) Transfer of (\$182,289) from Operations A/C #8005  
7) Transfer of (\$37,712) from Operations A/C #8005  
8) Transfer of (\$73,428) from Operations A/C #8005  
Total transfer from A/C 8005 to A/C 8015 (\$744,592).

**NATIONAL TRADE CENTRE**

**8007 - EVENT SERVICES EXPENSES**

<b>ACTV</b>	<b>ACCOUNT NAME</b>	<b>1998 ACTUAL</b>	<b>1999 PROJECTED</b>	<b>1999 BUDGET</b>	<b>2000 BUDGET</b>	
<b>EXPENSES</b>						
8001	SALARIES - ADMIN	463,639	414,498	465,138	749,500	1
8002	WAGES - PART TIME	2,089	54	0	504	
8102	BENEFITS	92,524	94,612	102,999	169,019	2
8211	TRAVEL	9,818	4,986	4,500	4,500	
8212	MEALS & ENTERTAINMENT	969	1,649	3,604	1,620	
8214	MEETINGS AND CONVNTNS	3,502	4,186	4,250	4,250	
8215	DUES & SUBSCRIPTIONS	1,417	2,547	2,500	2,500	
8219	MISCELLANEOUS EXPENSES	0	2,032	0	3,000	
8249	SMALL EQUIPMENT	2,933	750	1,000	1,008	
8401	BUSINESS CENTRE EXPENSES	0	510	0	0	
8455	UNIFORMS	1,664	3,429	1,800	6,000	
8531	PRINTING & STATIONERY	2,613	1,703	2,400	2,400	
8532	OFFICE SUPPLIES	7,822	6,715	4,800	4,800	
8540	POSTAGE & COURIER	380	427	500	504	
8575	TELEPHONE	19,713	13,564	11,004	18,756	
7823	BUSINESS CENTRE INCOME	0	(1,662)	0	0	
<b>TOTAL EXPENSES</b>		<b>609,083</b>	<b>550,000</b>	<b>604,495</b>	<b>968,361</b>	
<b>RECOVERIES</b>						
EXP RECOVERIES. CO-ORD.		67,076	67,200	58,277	68,000	
<b>NET PROFIT (LOSS)</b>		<b>(542,007)</b>	<b>(482,800)</b>	<b>(546,218)</b>	<b>(900,361)</b>	

**NOTES:** 1) Increase due to transfer from Operations A/C#8005 six Event Facility Services staff (\$342,621) and the elimination of an Event Manager ( \$59,428).  
2) Transfer of Benefit costs for Transferred staff.