



November 17, 2000

EXHIBITION PLACE

To: The Board of Governors of Exhibition Place

From: Paul Egli
Director of Finance

Subject: **2001 Operating Budget**

Recommendations:

It is recommended that:

1. The appended 2001 Operating Budget be approved by the Board; and
2. The approved budget be forwarded to the City of Toronto Finance Department staff for review and amalgamation within the City of Toronto 2001 Operating Budget

Background:

The proposed 2001 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 balance the need for services and expenditures within the constraints of the available financial resources. This report and the attached schedules reflect the recommendations and revisions made at the Finance and Audit Committee on November 16, 2000.

Discussion:

This report contains the proposed level of revenues and expenditures for 2001 for the CNEA, Exhibition Place and NTC Programs. The appended budget document also contains information on the 1999 actual results, the year 2000 projected actuals and the 2000 approved budget amount for each financial account for comparative purposes.

A. 2001 Budget Objectives

The 2001 consolidated budget for Exhibition Place was developed within the framework of a number of important objectives which are as follows:

- Maximizes the amount of revenue that will be payable to the City of Toronto at the end of 2001. As a point of reference, approximately \$0.35 million was paid to the City of Toronto as income in 1999 and the budget for 2000 budgeted a surplus of \$1.05 million with a projected actual at this time of approximately \$0.42 million.

- Provides realistic revenue targets for all three programs to ensure that the consolidated surplus can be achieved in 2001.
- Implements the second year of a comprehensive preventative maintenance program for the historical buildings/structures at Exhibition Place and within the NTC.
- Reflects a more diversified year-round use of the Exhibition Place site and buildings and the projection for greater future revenues.
- Includes various elements aimed at providing the CNEA with more organizational autonomy and more ability to identify and control its annual operating costs in keeping with the terms and conditions of the MOU.

B. Budget Pressures and the Development of a 2001 Budget Target

A number of factors combined to cause significant cost pressures on the 2001 Operating Budget that on a year-over-year budget basis total approximately \$759,500. The major ones were the permanent staff cost-of-living salary adjustments (\$202,000); legislated adjustments to CPP (\$28,500); permanent staff salary adjustments implemented by interim compensation plan for 2000 and 2001 (\$189,000); salary adjustments from union settlements (\$100,000); and projected cost increases for utilities (\$240,000). The City of Toronto Finance Department in its initial meetings with staff have indicated that the base budgets for all City departments, agencies and boards have been adjusted to include the cost-of-living wage adjustments approved in 1999 and 2000 and the legislated CPP adjustments.

Other than the advice provided above, City of Toronto Finance Department has not established any budgetary targets to be met by departments or ABCs. However, Exhibition Place has established an aggressive 2001 target which provides for an overall improvement in net revenues from 2000 of 5% while at the same time addressing the majority of the significant cost pressures noted above. The table below shows how the 2001 budget target was calculated:

| Budget Factors | Dollar Impact | |
|--|----------------------|-------------------------|
| Combined Net Revenue of NTC & EP for 2000 | | \$810,400 |
| Add 5% Improvement over 2000 combined Net Revenues of NTC & EP | \$ 40,500 | |
| Deduct 1999 & 2000 Cost-of-Living Increases included by City Finance in 2000 Base Budget | (202,000) | |
| Deduct increase in CPP Cost included in 2000 included by City Finance in Base Budget | (28,500) | |
| Deduct increased Utility Costs | (240,000) | |
| Add Back Budget Saving from Capital Program | <u>230,000</u> | |
| Total Impact | | \$200,000 |
| 2001 Budget Target (Income) | | 610,400 |
| 2001 Budget as Submitted for EP, NTC & CNEA (Income) | | <u>700,387</u> |
| Favourable Excess over Target | | <u>\$ 89,987</u> |

C. 2001 Operating Budget by Program

The following section provides information on the proposed level for 2001 of Operating Budget revenues and expenditures for each of the three Exhibition Place programs.

(i) CNEA Program

The CNEA Program is forecasting revenues of \$15.7 million and expenditures of an almost equal amount so that it will be a balanced or break even budget for 2001. However it should be understood that the requested budget for 2001 represents a funding envelope and specific expenditure items will be amended as programs are finalized over the next few months. Notwithstanding this aspect of the proposed budget, the forecast income contained in the CNEA budget submission will not decrease.

The 2001 budget was developed taking into account the experience and revenue pattern that has emerged over the past several years and therefore, presents achievable revenue projections. The table below shows the recent experience for major CNEA revenue categories:

MAJOR CNEA REVENUES (\$'s million)

| Type of Revenue | 1999 Actual | 2000 Projected | 2001 Budget |
|------------------|-------------|----------------|-------------|
| Admissions | 4.8 | 5.0 | 5.3 |
| Parking | 1.1 | 1.0 | 1.0 |
| Concessions | 4.3 | 4.3 | 4.2 |
| Casino | 2.6 | 2.5 | 2.4 |
| Marketing | 0.3 | 0.4 | 0.4 |
| Building Rentals | 1.2 | 1.4 | 1.4 |
| Other Revenue | <u>1.2</u> | <u>1.2</u> | <u>1.0</u> |
| Total | 15.5 | 15.8 | 15.7 |

The 2001 budget recommends no change in the general grounds admission price of \$8.00 but does propose an increase for children, senior and advance adult sales admissions from \$5.00 to \$6.00. This increased price should yield approximately \$264,000 in additional revenue. The 2001 budget continues with the practice of previous years of charging an equivalent admission to the CNE and Ontario Place during the exhibition period and sharing the total proceeds on the basis of 10% to Ontario Place and 90% to the CNE. As currently drafted, it also reduces the expenditure for the Special Features from \$1.0 million in 2000 to \$0.4 million in 2001 although this could change as the program planning is confirmed.

The Exhibition Place cost recovery charge for 2001 for site preparation remains at \$1.93 million, even though it does reflect changes in building occupancy and wage adjustments. The charge for administrative support and services to the CNEA will decrease by almost \$100,000 for 2001.

Lastly the Generations Research company was retained this year to carry out market analysis on behalf of the CNEA. Their findings and comments in the areas of programming, site layout, brand positioning, communication, marketing, frequency of performances, signage and other matters will be taken into account in making final operational decisions for the 2001 Fair.

(ii) Exhibition Place Program

The 2001 Exhibition Place budget is forecasting revenues of \$8.754 million and expenditures of \$10.05 million for a total net expenditure of \$1.30 million.

The largest single source of revenue for Exhibition Place is parking revenue (approximately \$4.1 million in 2001). In the last few years, operating budgets have projected substantial year-over-year revenue increases in the parking budget which unfortunately have not been met (i.e. 12.3% increase in 1999 and 3.5% increase in 2000).

The 2001 parking budget projections adopt an aggressive but realistic approach to revenue projections. After analyzing show-by-show revenue results, projections were based on the highest revenues achieved for each show over the last two years. Added to this were revenue projections for as yet unidentified NTC business. These projections were more conservative than adopted in previous years based on the experience that as yet unidentified new business would likely not be major trade and consumer shows given the long-term planning required for such events. Rather, these would likely be smaller events such as meetings, corporate launches, catering events, all of which generate less parking revenues. With this more conservative approach to projecting revenues, the 2001 budget reflects a year-over-year decrease in revenues of \$168,500; however, compared to the projected actual, there will be a \$223,000 (5.8%) increase for 2001.

The 2001 budget also reflects a continued reduction in expenditures related to staffing. The approved 2000 parking budget established a revenues earned/staffing expenditure ratios of 6.8:1 which was in keeping with the 10-year average. It is anticipated that this ratio will not only be achieved in 2000 but improved and is projected to be 7.0:1 even with the in-year increase in union wages of 2%. The 2001 budget presents a further decrease from 2000 projected actuals bringing this ratio to 7.4:1 which again absorbs a wage increase of 3% in 2001.

The other source of revenue for the Exhibition Place Program is from tenants and licencees. The 2001 budget projects a further increase in this area of \$100,000 (11.5% on a budget-to-budget basis). This additional revenue is coming from building rentals, special events, and the new long-term tenant for the Ontario Government Building. In addition billboard signage revenue is expected to increase by \$95,000 in 2001 resulting from a full-year operation of the Gallop (Mediacom) sign.

Another important area of activity contained within the 2001 budget is an expenditure for the preventative maintenance program for the 17 historic buildings and structures on the Exhibition Place site. As was described in the 2000 budget report, an external consultant was retained in 1998 and 1999 to assess the condition of the structures/buildings and related equipment at

Exhibition Place and to develop a computerized maintenance program. To date, Phase I of this PMP program has focussed on the electrical and mechanical systems. The implementation began in 2000 with an increase in the Operating Budget of \$109,000 reflecting commencement of the PMP program in June, 2000, following City Council approval. The 2001 budget, further increases this PMP program expenditure by \$200,000 reflecting a full-year of implementation of the PMP program as adjusted by the 2000 experience. Phase II of the PMP program is presently being designed and inputted into the computerized system and will be addressing building envelop maintenance and repairs. This phase of the project is scheduled to come on stream in 2002.

As a result of the implementation of the PMP program, the 2001 Operating Budget is requesting the addition of one (1) full-time Maintenance Operator. This addition of staff will have no year-over-year budgetary impact or increase in permanent staffing levels as the deletion of the Sign Shop Supervisor position which has been unfilled since July, 2000, is also being recommended within this budget.

As indicated previously, the implementation of the PMP program initially will be a cost to the operating budgets. This is especially the case given the age of the buildings at Exhibition Place and the lack of funding for repairs over the last decade. However, as the program is implemented it is expected that the costs will even out and more importantly, the positive impact will be realized on the Capital Budget. Given the pressure on capital funding which is likely to continue to increase over the years, implementing a comprehensive PMP program is a positive direction.

One of the cost pressures on the Exhibition Place 2001 budget is the anticipated increase for utilities. Through discussions with the staff in the Corporate Services Department at the City of Toronto, it is expected that water rates will increase by 4%; the cost of electrical power should increase by 5%; and natural gas by 15% in 2001. The increase in hydro is not known with certainty as the Ontario Energy Board still has to approve pending rate increases, however, at this point, City Corporate Services has recommended budgets be increased and assuming the projected rate increases as noted above, the increased cost to Exhibition Place operations is approximately \$100,000 for 2001.

(iii) National Trade Centre Program

The National Trade Centre is forecasting revenues of \$14.69 million and offsetting expenditures of \$12.7 million resulting in net income of \$2.0 million for 2001. This represents a reduction in income of about \$70,000 from 2000 which results from a combination of factors such as wage pressures, increased utility costs and declining sponsorship revenues. Major challenges for O&Y/SMG's management in developing the 2001 budget has been adjusting to the uncertain schedule for the IHL/Coliseum Complex project and accommodating the projected increase in utility and employee compensation costs.

The NTC is forecasting rental income of almost \$7.3 million which represents an increase of 4% over the 2000 budget. Of this rental income, \$5.9 is related to recurring trade and consumer shows or new shows already booked; \$1.3 million relates to as yet unidentified new business;

and approximately \$60,000 relate to the Board approved increase in rental rates. O&Y/SMG is committed to increasing occupancy rates, increasing the profile of the NTC nationally and internationally, working with existing clients to encourage new show development and other marketing strategies. There will also be a concentrated effort to attract new US and European corporate clients and to target specific US and European show organizers.

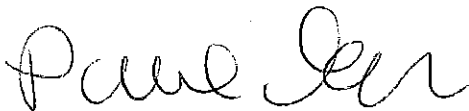
One service that is projecting substantial growth in 2001 is the Telecommunications Area which is projecting a year-over-year increase in revenues of \$70,798 (18.4%). One reason for the proposed increase is the introduction of wireless communications services to the trade show customer which services are available as a result of the major investment in the hardware for this technology in the 2000 budget. Staffing changes being recommended to provide this upgraded services include the addition of two (2) full-time permanent Telecommunications Services Representative positions. The addition of these new positions has no budgetary impact as presently the services are provided by staff hired on a temporary basis and working hours equivalent to two full-time equivalents in the year 2000. However, in order to maintain the quality of the service, increase the services provided and achieve the revenue projections, it is necessary to stabilize the staff fulfilling these functions.

In terms of its internal operations attention will be paid to the results of customer surveys, increasing efficiency for move-in and out activities, and the expansion of on-site services offered to clients. In addition, in its fourth year of operation since date of opening, the NTC has increased expenditures for building repairs and maintenance and these are indicated in the direct operating cost section of the budget. In addition, with the review of in-house electrical services in 2000 and the initiatives undertaken, it has been determined that there is no need for the Utility Services Manager position which has been vacant since September, 2000 and this position is proposed to be deleted in the 2001 Operating Budget.

Conclusion:

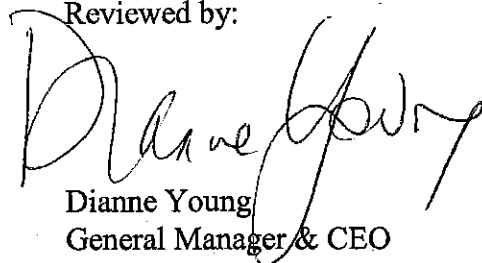
This report describes the proposed 2001 Operating Budget and provides detailed revenue and expenditure details for the CNEA, Exhibition Place and the NTC Programs in the accompanying schedules. Also this report outlines some of the major issues and challenges that were important in developing the 2001 Operating Budget.

Submitted by:



Paul Egli
Director of Finance

Reviewed by:



Dianne Young
General Manager & CEO

THE BOARD OF GOVERNORS OF EXHIBITION PLACE

RECAP

| PAGE | DEPARTMENT | 1999 ACTUAL | 2000 PROJECTED | 2000 BUDGET | 2001 BUDGET |
|-------------|--------------------------------|------------------------|---------------------------|------------------------|------------------------|
| | <u>CNEA</u> | | | | |
| 3 | REVENUE | 15,530,310 | 15,769,744 | 16,446,319 | 15,695,027 |
| 2 | DIRECT EXPENSES | 12,676,690 | 12,766,231 | 12,975,371 | 12,540,451 |
| 38 | EP OVERH'D. - ADMIN.SUPPORT | 900,000 | 900,000 | 900,000 | 811,000 |
| 38 | EP OVERH'D. - SITE PREPARATION | 1,930,000 | 1,930,000 | 1,930,000 | 1,930,000 |
| 58 | NTC COSTS-CNE PERIOD | 414,802 | 395,000 | 395,000 | 410,000 |
| | INCOME (LOSS) | (391,182) | (221,487) | 245,948 | 3,576 |

EXHIBITION PLACE

| | | | | | |
|----|------------------------|--------------------|--------------------|--------------------|--------------------|
| 33 | REVENUE | 7,703,366 | 9,177,334 | 8,500,752 | 8,754,725 |
| 33 | DIRECT EXPENSES | 2,396,245 | 3,396,016 | 2,454,335 | 2,455,084 |
| 38 | SHARE OF OVERHEAD | 6,444,554 | 7,100,499 | 7,309,463 | 7,601,229 |
| | INCOME (LOSS) | (1,137,433) | (1,319,181) | (1,263,046) | (1,301,588) |

NATIONAL TRADE CENTRE

| | | | | | |
|----|---|------------------|------------------|------------------|------------------|
| 58 | REVENUE | 14,312,840 | 14,403,902 | 14,042,022 | 14,692,747 |
| 58 | DIRECT EXPENSES | 11,695,800 | 11,675,663 | 11,278,622 | 12,035,831 |
| | INCOME before 12% Mark - Up & Incentive M'gt.Fee | 2,617,040 | 2,728,239 | 2,763,400 | 2,656,916 |
| 58 | INCENTIVE MANAGEMENT FEE | 345,312 | 199,934 | 256,931 | 175,496 |
| 58 | SPECIAL - DEPRECIATION ON ELECTRICAL EQUIPMENT | 0 | 124,000 | 0 | 0 |
| 58 | EX - PLACE 12% MARK - UP | 388,504 | 444,060 | 433,004 | 480,021 |
| | INCOME | 1,883,224 | 1,960,245 | 2,073,465 | 2,001,399 |

SUMMARY

| | | | | |
|----------------------------|-------------------|-------------------|-------------------|-------------------|
| TOTAL REVENUE | 37,546,515 | 39,350,980 | 38,989,093 | 39,142,499 |
| TOTAL EXPENSE | 37,191,906 | 38,931,403 | 37,932,726 | 38,439,112 |
| TOTAL INCOME (LOSS) | 354,609 | 419,578 | 1,056,367 | 703,387 |

THE BOARD OF GOVERNORS OF EXHIBITION PLACE

CANADIAN NATIONAL EXHIBITION ASSOCIATION

EXPENSE SUMMARY

| PAGE | DEPARTMENT | 1999 ACTUAL | 2000 PROJECTED | 2000 BUDGET | 2001 BUDGET |
|---------------|----------------------------------|----------------|-------------------|----------------|----------------|
| 4 | CNEA | 72,680 | 66,424 | 75,250 | 72,500 |
| 5 | CORPORATE SECRETARY | 19,567 | 22,820 | 30,285 | 28,100 |
| 6 | FINANCE AND ADMIN. | 390,797 | 293,779 | 275,300 | 308,175 |
| 7 | HUMAN RESOURCES | 17,073 | 14,721 | 18,410 | 22,600 |
| 8 | GRNDS TRAFFIC CNTRL | 79,401 | 69,511 | 85,950 | 74,500 |
| 9 | TELECOMMUNICATIONS | 64,589 | 40,000 | 60,000 | 40,000 |
| 10 | ADMISSIONS | 737,379 | 777,954 | 804,396 | 786,845 |
| 12 | ADMISSIONS / GATES | 353,946 | 303,292 | 307,100 | 326,320 |
| 13 | PARKING | 95,510 | 87,223 | 79,650 | 103,000 |
| 14 | GENERAL MANAGER'S EXPENSES - CNE | 314,763 | 260,278 | 284,000 | 357,890 |
| 15 | AGRICULTURE | 856,598 | 1,092,209 | 1,149,400 | 1,127,150 |
| 16 | ENTERTAINMENT | 1,106,844 | 928,434 | 971,400 | 1,002,000 |
| 17 | ATTRACTIONS | 519,809 | 529,241 | 503,350 | 510,500 |
| 18 | SPORTS | 449,635 | 421,000 | 416,500 | 386,000 |
| 19 | PROGRAM MANAGEMENT | 261,761 | 404,895 | 387,658 | 333,763 |
| 20 | CONCESSIONS | 803,936 | 881,208 | 771,757 | 894,226 |
| 21 | CASINO | 1,782,789 | 1,742,232 | 1,776,800 | 1,750,000 |
| 22 | MARKETING | 1,700,014 | 1,765,790 | 1,781,004 | 1,764,550 |
| 23 | AIR SHOW | 415,000 | 415,000 | 415,000 | 415,000 |
| 24 | SPECIAL FEATURES - CANADA 2000 | 502,456 | 948,516 | 1,000,100 | 377,199 |
| 25 | INTERNATIONAL EXHIBITS | 372,402 | 291,224 | 342,250 | 314,000 |
| 26 | SPECIAL PRESENTATION | 384,390 | 0 | 0 | 0 |
| 27 | HELICOPTER SIMULATOR (1999) | 85,601 | 0 | 0 | 0 |
| 28 | UTILITIES | 280,558 | 291,620 | 281,528 | 305,100 |
| 29 | GROUPS MAINTENANCE | 109,964 | 58,518 | 116,000 | 195,000 |
| 29 | ADMIN. MAINTENANCE | 13,589 | 10,000 | 35,000 | 15,000 |
| 29 | CLEANING | 239,099 | 224,830 | 200,000 | 208,000 |
| 30 | CLIENT SERVICES | 253,465 | 252,591 | 252,383 | 248,133 |
| 31 | BUILDING RENTALS | 361,800 | 541,449 | 522,900 | 542,900 |
| 32 | RENTALS/TECH. SRVCS | 31,274 | 31,472 | 32,000 | 32,000 |
| TOTAL EXPENSE | | 12,676,690 | 12,766,231 | 12,975,371 | 12,540,451 |

THE BOARD OF GOVERNORS OF EXHIBITION PLACE

CANADIAN NATIONAL EXHIBITION ASSOCIATION

REVENUE SUMMARY

| PAGE | DEPARTMENT | 1999 ACTUAL | 2000 PROJECTED | 2000 BUDGET | 2001 BUDGET |
|-------------|-----------------------------|------------------------|---------------------------|------------------------|------------------------|
| 10 | ADMISSIONS | 4,832,950 | 5,018,131 | 5,401,319 | 5,253,927 |
| 13 | PARKING | 1,104,956 | 986,695 | 1,050,000 | 983,500 |
| 15 | AGRICULTURE | 176,538 | 211,690 | 193,000 | 190,000 |
| 18 | SPORTS | 13,305 | 9,400 | 5,000 | 5,000 |
| 20 | CONCESSIONS | 4,297,460 | 4,320,400 | 4,186,000 | 4,241,600 |
| 21 | CASINO | 2,594,324 | 2,475,183 | 2,435,000 | 2,430,000 |
| 22 | MARKETING | 302,700 | 420,000 | 600,000 | 450,000 |
| 24 | SPECIAL FEATURES | 86,300 | 152,185 | 200,000 | 0 |
| 25 | INTERNATIONAL EXHIBITS | 683,221 | 622,726 | 600,000 | 615,000 |
| 27 | HELICOPTER SIMULATOR (1999) | 8,271 | 0 | 0 | 0 |
| 28 | UTILITIES | 77,734 | 58,079 | 83,000 | 75,000 |
| 30 | CLIENT SERVICES | 98,808 | 84,035 | 103,000 | 91,000 |
| 31 | BUILDING RENTALS | 1,253,745 | 1,411,220 | 1,590,000 | 1,360,000 |
| | TOTAL DIRECT REVENUE | 15,530,310 | 15,769,744 | 16,446,319 | 15,695,027 |
| | TOTAL REVENUE | 15,530,310 | 15,769,744 | 16,446,319 | 15,695,027 |

THE BOARD OF GOVERNORS OF EXHIBITION PLACE

CANADIAN NATIONAL EXHIBITION ASSOCIATION

102-CNEA

| ACTV | ACCOUNT NAME | 1999 ACTUAL | 2000 PROJECTED | 2000 BUDGET | 2001 BUDGET |
|------------------------|----------------------|----------------|-------------------|----------------|----------------|
| <u>EXPENSES</u> | | | | | |
| 103 | CONVENTION & TRAVEL | 6,581 | 5,030 | 5,000 | 5,000 |
| 104 | SUPPLIES & GENERAL | 1,575 | 1,500 | 1,500 | 1,500 |
| 1010 | PRESENTATIONS/PROMO. | 5,468 | 2,000 | 6,000 | 6,000 |
| 1115 | MEETING/RECEPTIONS | 26,060 | 24,750 | 27,750 | 25,000 |
| 1120 | CORP. ENTERTAINMENT | 19,956 | 17,600 | 20,000 | 20,000 |
| 1278 | OPENING DAY | 13,040 | 15,544 | 15,000 | 15,000 |
| TOTAL EXPENSE | | 72,680 | 66,424 | 75,250 | 72,500 |

THE BOARD OF GOVERNORS OF EXHIBITION PLACE

CANADIAN NATIONAL EXHIBITION ASSOCIATION

103 - CORPORATE SECRETARY

| ACTV | ACCOUNT NAME | 1999 ACTUAL | 2000 PROJECTED | 2000 BUDGET | 2001 BUDGET |
|------|----------------------|----------------|-------------------|----------------|----------------|
| | EXPENSES | | | | |
| 102 | SALARIES - TEMPORARY | 2,322 | 2,620 | 4,000 | 4,000 |
| 110 | EXPENSE ALLOWANCE | 0 | 0 | 285 | 300 |
| 1075 | BADGES/RIBBONS/SIGNS | 5,965 | 6,100 | 7,200 | 7,000 |
| 1105 | PATENTS/TRADE MARKS | 210 | 0 | 0 | 0 |
| 1110 | FLOWERS | 870 | 1,100 | 800 | 800 |
| 1135 | VOLUNTEER MEAL TKTS | 10,201 | 13,000 | 18,000 | 16,000 |
| | TOTAL EXPENSE | 19,567 | 22,820 | 30,285 | 28,100 |

THE BOARD OF GOVERNORS OF EXHIBITION PLACE

CANADIAN NATIONAL EXHIBITION ASSOCIATION

105 - FINANCE & ADMINISTRATION

| ACTV | ACCOUNT NAME | 1999 ACTUAL | 2000 PROJECTED | 2000 BUDGET | 2001 BUDGET | |
|------|---------------------------------|----------------|-------------------|----------------|----------------|---|
| | EXPENSES | | | | | |
| 102 | TEMPORARY SALARIES | 24,221 | 25,000 | 25,000 | 25,000 | |
| 105 | PRINTING | 2,178 | 1,100 | 1,100 | 1,100 | |
| 110 | EXPENSE ALLOWANCE | 209 | 200 | 200 | 200 | |
| 401 | INTEREST ON PRIZE FUND | 0 | (8,000) | 0 | (8,000) | |
| | CONTRIBUTION TO CNEA FOUNDATION | | 8,000 | | 8,000 | |
| 1155 | CORPORATE AUDIT | 14,159 | 7,552 | 16,000 | 7,600 | 1 |
| 1156 | CONCESSIONS AUDIT | 20,314 | 43,499 | 27,000 | 45,000 | 2 |
| 1160 | LIABILITY INSURANCE | 28,825 | 29,000 | 29,000 | 29,000 | |
| 1165 | LEGAL FEES | 89,036 | 51,000 | 51,000 | 51,000 | |
| 1175 | SICK BANK | 5,310 | 3,500 | 15,000 | 4,000 | |
| 1180 | HOSPITAL / GROUP LIFE | 38,056 | 33,235 | 39,000 | 30,000 | |
| 1185 | PENSION PLAN | 18,309 | 20,000 | 21,000 | 21,000 | |
| 1195 | UIC | 9,971 | 8,000 | 10,000 | 8,000 | |
| 1200 | CPP | 8,518 | 8,500 | 8,500 | 8,500 | |
| 1202 | SOCAN | 5,476 | 5,500 | 5,500 | 5,500 | |
| 1205 | UNIFORMS | 0 | 275 | 0 | 275 | |
| 1215 | ALLOWANCE FOR BAD DEBTS | 0 | 30,418 | 0 | 10,000 | 3 |
| 1220 | EXCHANGE & BANK CHARGES | 26,246 | 18,000 | 18,000 | 18,000 | |
| 1221 | FINANCE CHARGES | 80,000 | 0 | 0 | 35,000 | 4 |
| 1225 | DATA PROCESSING | 19,969 | 9,000 | 9,000 | 9,000 | |
| | TOTAL EXPENSE | 390,797 | 293,779 | 275,300 | 308,175 | |

Notes: 1) Based on 2000 experience with external auditor.
 2) Increased to provide additional audit coverage.
 3) Based on 2000 experience and ageing of current accounts receivable.
 4) Increase for financing revenue deficiencies during the year.
 Reallocation from Administration Fee to direct charge.

THE BOARD OF GOVERNORS OF EXHIBITION PLACE

CANADIAN NATIONAL EXHIBITION ASSOCIATION

107 - HUMAN RESOURCES DEPARTMENT

| ACTV | ACCOUNT NAME | 1999 ACTUAL | 2000 PROJECTED | 2000 BUDGET | 2001 BUDGET |
|------|-----------------------|----------------|-------------------|----------------|----------------|
| | EXPENSES | | | | |
| 101 | PMD | 0 | 742 | 1,000 | 1,000 |
| 102 | SALARIES - TEMP | 16,161 | 9,001 | 15,810 | 15,000 |
| 104 | SUPPLIES & GENERAL | 550 | 478 | 600 | 600 |
| 105 | PRINTING | 0 | 500 | 500 | 500 |
| 3019 | CONTRACTED SERVICES | | 3,500 | | 5,000 |
| 107 | EQUIPMENT RENTAL | 361 | 500 | 500 | 500 |
| | TOTAL EXPENSES | 17,073 | 14,721 | 18,410 | 22,600 |

Notes: 1) Provision of Customer Services Training to Temporary Employees.

THE BOARD OF GOVERNORS OF EXHIBITION PLACE

CANADIAN NATIONAL EXHIBITION ASSOCIATION

109 - GROUNDS TRAFFIC CONTROL

| ACTV | ACCOUNT NAME | 1999 ACTUAL | 2000 PROJECTED | 2000 BUDGET | 2001 BUDGET |
|-----------------|-------------------|----------------|-------------------|----------------|----------------|
| EXPENSES | | | | | |
| 100 | P.M.D | 23,292 | 6,000 | 13,950 | 7,500 1 |
| 102 | SALARIES - TEMP | 44,746 | 39,657 | 44,000 | 42,000 |
| 102 | BARRIER PERSONNEL | 11,363 | 18,854 | 23,000 | 20,000 |
| 105 | PRINTING | 0 | 2,500 | 2,500 | 2,500 |
| 3002 | SECURITY | 0 | 2,500 | 2,500 | 2,500 |
| TOTAL EXPENSE | | 79,401 | 69,511 | 85,950 | 74,500 |

Notes: 1) Reduction based on 2000 experience.

THE BOARD OF GOVERNORS OF EXHIBITION PLACE
CANADIAN NATIONAL EXHIBITION ASSOCIATION

111 - TELECOMMUNICATION EXPENSES

| ACTV | ACCOUNT NAME | 1999 ACTUAL | 2000 PROJECTED | 2000 BUDGET | 2001 BUDGET | |
|------|----------------------|----------------|-------------------|----------------|----------------|---|
| | EXPENSES | | | | | |
| 1235 | TELECOMMUNICATION | 64,589 | 40,000 | 60,000 | 40,000 | 1 |
| | TOTAL EXPENSE | 64,589 | 40,000 | 60,000 | 40,000 | |

Notes: 1) Reduction based on 2000 experience.

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

112 - ADMISSION EXPENSES

| ACTV | ACCOUNT NAME | 1999 ACTUAL | 2000 PROJECTED | 2000 BUDGET | 2001 BUDGET |
|-------------|--------------------------|------------------------|---------------------------|------------------------|------------------------|
| | EXPENSES | | | | |
| 100 | P.M.D | 13,969 | 7,000 | 8,810 | 8,000 |
| 102 | SALARIES - TEMP | 152,808 | 141,954 | 155,000 | 150,000 |
| 104 | SUPPLIES & GENERAL | 620 | 2,145 | 600 | 600 |
| 105 | PRINTING | 40,742 | 35,514 | 34,000 | 35,000 |
| 107 | EQUIPMENT RENTAL | 4,721 | 6,000 | 6,500 | 6,500 |
| 109 | CONTRACT PERSONNEL | 10,986 | 12,349 | 11,000 | 11,000 |
| 110 | EXPENSE ALLOWANCES | 815 | 800 | 800 | 800 |
| 1155 | AUDIT | 10,472 | 9,500 | 9,500 | 9,500 |
| 1205 | UNIFORMS | 3,270 | 2,528 | 3,300 | 3,000 |
| 424 | GO TRANSIT COMMISSIONS | 24,271 | 35,599 | 29,754 | 35,599 |
| 421 | ONTARIO PLACE ADMISSIONS | 443,925 | 478,824 | 520,132 | 479,904 |
| 1220 | CREDIT CARD CHARGES | 21,051 | 0 | 0 | 0 |
| 1269 | GROUP SALES COMMISSIONS | 9,728 | 0 | 0 | 0 |
| 1220 | BANK CHARGES | 0 | 24,000 | 25,000 | 25,000 |
| 2014 | PAID DUTY POLICE | | 21,741 | | 21,942 |
| | TOTAL EXPENSE | 737,379 | 777,954 | 804,396 | 786,845 |

Notes: 1) Provision of Security for Cash Office for eighteen hours per day.

REVENUE

| | | | | | |
|------|--------------------------|------------------|------------------|------------------|------------------|
| 420 | ADMISSIONS | 3,671,538 | 3,769,891 | 4,172,259 | 4,015,739 |
| 421 | ONTARIO PLACE | 396,210 | 393,000 | 456,275 | 393,875 |
| 424 | GO TRANSIT | 188,540 | 217,419 | 198,357 | 207,484 |
| 1269 | GROUP SALES NET | 363,113 | 436,079 | 374,428 | 436,079 |
| 422 | ATTENDANT PASSES | 88,672 | 79,825 | 90,000 | 80,250 |
| 423 | CAR PASSES | 104,876 | 121,917 | 110,000 | 120,500 |
| | TOTAL REVENUE | 4,832,950 | 5,018,131 | 5,401,319 | 5,253,927 |
| | NET INCOME (LOSS) | 4,095,571 | 4,240,177 | 4,596,923 | 4,467,082 |

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

112 - ADMISSION REVENUE PROJECTION

| CATEGORY OF ADMISSION | ACTUAL 2000 ATT'DANCE. | PROJECTED 2001 ATT'DANCE. | 2001 NET REVENUE |
|---|------------------------------|---------------------------------|------------------------|
| ADULT | 411,546 | 411,546 | \$3,076,979 |
| SENIOR | 69,572 | 69,572 | 325,103 |
| CHILD | 45,501 | 45,501 | 212,621 |
| TWO for ONE | 36,548 | 36,548 | 136,628 |
| ADVANCE GROUP | 106,374 | 103,690 | 436,079 |
| GO TRANSIT ADULT | 22,313 | 22,313 | 166,826 |
| GO TRANSIT SENIOR | 7,305 | 7,305 | 34,135 |
| GO TRANSIT CHILD | 1,396 | 1,396 | 6,523 |
| ONTARIO PLACE ADULT | 45,807 | 45,807 | 342,482 |
| ONTARIO PLACE SENIOR AND CHILD | 7,751 | 10,998 | 51,393 |
| PROVISION FOR INCREASED ATTENDANCE REVENUE IN 2001 | | | 264,408 |
| TOTAL | 754,113 | 754,676 | \$5,053,178 |

2

Notes: 1) 2001 projected attendance based on actual attendance for 2000
2) Additional revenues based on increase of \$1 per ticket for Children, Seniors and Advanced sales.

THE BOARD OF GOVERNORS OF EXHIBITION PLACE

CANADIAN NATIONAL EXHIBITION ASSOCIATION

113 - ADMISSION GATES

| ACTV | ACCOUNT NAME | 1999 ACTUAL | 2000 PROJECTED | 2000 BUDGET | 2001 BUDGET |
|-----------------------|--------------------|----------------|-------------------|----------------|----------------|
| EXPENSES | | | | | |
| 100 | P.M.D | 34,215 | 24,494 | 22,850 | 20,000 |
| 102 | SALARIES - TEMP | 4,128 | 13,000 | 13,000 | 15,000 |
| 104 | SUPPLIES & GENERAL | 2,142 | 1,563 | 2,000 | 2,000 |
| 105 | PRINTING | 1,795 | 1,604 | 1,500 | 1,500 |
| 107 | EQUIPMENT RENTAL | 4,042 | 1,361 | 4,000 | 2,000 |
| 108 | SIGNS | 10,230 | 2,876 | 8,750 | 6,000 |
| 109 | CONTRACT PERSONNEL | 253,303 | 210,105 | 210,000 | 224,320 |
| 110 | EXPENSE ALLOWANCES | 119 | 250 | 500 | 500 |
| 1205 | UNIFORMS | 4,580 | 13,287 | 4,500 | 5,000 |
| 2014 | PAID DUTY POLICE | 39,393 | 34,752 | 40,000 | 50,000 |
| TOTAL EXPENSES | | 353,946 | 303,292 | 307,100 | 326,320 |

Notes: 1) Budgetted increase of 5% for Contractor's services .

2) Increased use of Undercover Paid Duty Police to monitor Gate personnel and Scalpers.

THE BOARD OF GOVERNORS OF EXHIBITION PLACE

CANADIAN NATIONAL EXHIBITION ASSOCIATION

121 - PARKING EXPENSES

| ACTV | ACCOUNT NAME | 1999 ACTUAL | 2000 PROJECTED | 2000 BUDGET | 2001 BUDGET |
|-----------------|-----------------------------------|----------------|-------------------|----------------|----------------|
| EXPENSES | | | | | |
| 100 | P.M.D | 21,856 | 11,125 | 11,150 | 10,000 |
| 102 | SALARIES - TEMP | 66,096 | 57,239 | 62,000 | 60,000 |
| 107 | EQUIPMENT RENTAL | 7,558 | 5,094 | 6,000 | 5,000 |
| 1205 | UNIFORMS | 0 | 500 | 500 | 0 |
| 1250 | PAID DUTY POLICE | 0 | 13,265 | 0 | 13,000 |
| 1255 | PARKLAND ACQUISITION RESERVE FUND | | | | 15,000 |
| TOTAL EXPENSE | | 95,510 | 87,223 | 79,650 | 103,000 |

Notes: 1) Increase based on 2000 experience. Paid Duty for Parking Office for cash escort and traffic control.
2) Provision based on agreement with the City of Toronto.

121 - PARKING REVENUE

| | | | | | |
|-------------------|------------------|-----------|---------|-----------|---------|
| REVENUE | | | | | |
| 418 | INSIDE PARKING | 686,711 | 632,542 | 625,000 | 630,000 |
| 419 | OFF SITE PARKING | 418,245 | 350,455 | 425,000 | 350,000 |
| 420 | TRAILER PARKING | | 3,698 | | 3,500 |
| TOTAL REVENUE | | 1,104,956 | 986,695 | 1,050,000 | 983,500 |
| NET INCOME (LOSS) | | 1,009,445 | 899,472 | 970,350 | 880,500 |

THE BOARD OF GOVERNORS OF EXHIBITION PLACE

CANADIAN NATIONAL EXHIBITION ASSOCIATION

200 - GENERAL MANAGER CNE

| ACTV | ACCOUNT NAME | 1999 ACTUAL | 2000 PROJECTED | 2000 BUDGET | 2001 BUDGET |
|-----------------|---------------------|----------------|-------------------|----------------|----------------|
| EXPENSES | | | | | |
| 101 | SALARIES PERMANENT | 97,062 | 103,678 | 99,000 | 172,890 |
| 102 | SALARIES TEMPORARY | 10,105 | 2,500 | 2,500 | 2,500 |
| 103 | CONVENTION & TRAVEL | 3,122 | 3,000 | 3,000 | 3,000 |
| 104 | SUPPLIES & GENERAL | 19,802 | 15,243 | 15,000 | 15,000 |
| 107 | EQUIPMENT RENTAL | 9,374 | 7,870 | 11,000 | 11,000 |
| 109 | CONTRACT PERSONNEL | 59,470 | 53,874 | 63,500 | 63,500 |
| 110 | EXPENSE ALLOWANCES | 202 | 3,750 | 4,000 | 4,000 |
| 1010 | PRESENTATIONS | 0 | 0 | 1,000 | 1,000 |
| 1115 | MEETINGS | 1,017 | 798 | 2,000 | 2,000 |
| 1040 | MEMBERSHIPS | 11,063 | 11,000 | 11,000 | 11,000 |
| 1120 | CORP. ENTERTAINMENT | 252 | 2,000 | 2,000 | 2,000 |
| 1230 | POSTAGE | 29,299 | 6,565 | 20,000 | 20,000 |
| 2001 | RESEARCH & PLANNING | 73,993 | 50,000 | 50,000 | 50,000 |
| TOTAL EXPENSES | | 314,763 | 260,278 | 284,000 | 357,890 |

Notes: 1) Increase due to transfer from Exhibition Place to CNEA of Business Manager's position (\$68,559) and Board approved increase of 7.37% over three years and increment adjustments.

THE BOARD OF GOVERNORS OF EXHIBITION PLACE

CANADIAN NATIONAL EXHIBITION ASSOCIATION

202 - AGRICULTURE EXPENSES

| ACTV | ACCOUNT NAME | 1999 ACTUAL | 2000 PROJECTED | 2000 BUDGET | 2001 BUDGET |
|------|----------------------|----------------|-------------------|------------------|------------------|
| | EXPENSES | | | | |
| 100 | P.M.D | 3,116 | 3,500 | 4,150 | 3,500 |
| 102 | SALARIES - TEMP | 39,451 | 13,000 | 35,000 | 20,000 |
| 104 | SUPPLIES & GENERAL | 4,211 | 3,808 | 2,000 | 2,000 |
| 107 | EQUIPMENT RENTAL | 7,053 | 3,500 | 5,200 | 5,200 |
| 2014 | PAID DUTY POLICE | | 7,104 | | 7,000 |
| 2041 | GARDEN SHOW | 99,661 | 104,800 | 104,800 | 104,800 |
| 2100 | SCHOLARSHIPS | 5,641 | 0 | 7,500 | 0 |
| 2103 | CAT SHOW | 0 | 2,000 | 2,500 | 2,500 |
| 2104 | HORSE SHOW | 418,502 | 405,000 | 400,300 | 400,000 |
| 2116 | MANURE REMOVAL | 25,274 | 19,497 | 16,650 | 16,650 |
| 2121 | AMBASSADOR OF FAIR | 25,519 | 30,000 | 30,000 | 30,000 |
| 2133 | THE FARM | 161,951 | 165,000 | 175,500 | 175,500 |
| 2155 | SUPERDOGS | 0 | 260,000 | 280,000 | 280,000 |
| 2406 | AGRI-FOOD FAIR | 66,218 | 75,000 | 85,800 | 80,000 |
| | TOTAL EXPENSE | 856,598 | 1,092,209 | 1,149,400 | 1,127,150 |

Notes: 1) Decrease based on planned program.
2) Increase based on 2000 experience. Paid Duty Police to control traffic and pedestrian crossing on the roadway north of the Horse Palace.

202 - AGRICULTURE REVENUE

| | | | | | |
|------|--------------------------|------------------|------------------|------------------|------------------|
| | REVENUE | | | | |
| 470 | GRANTS & DONATIONS | 10,425 | 3,000 | 3,000 | 3,000 |
| 478 | AGRIC: ENTRY FEES | 111,571 | 150,178 | 130,000 | 130,000 |
| 602 | GOODNESS OF FOOD | 24,610 | 18,000 | 25,000 | 22,000 |
| 2041 | GARDEN SHOW | 29,932 | 38,512 | 35,000 | 35,000 |
| 2155 | SUPER DOGS | | 2,000 | | |
| | TOTAL REVENUE | 176,538 | 211,690 | 193,000 | 190,000 |
| | NET INCOME (LOSS) | (680,060) | (880,519) | (956,400) | (937,150) |

THE BOARD OF GOVERNORS OF EXHIBITION PLACE

CANADIAN NATIONAL EXHIBITION ASSOCIATION

203 - ENTERTAINMENT EXPENSES

| ACTV | ACCOUNT NAME | 1999 ACTUAL | 2000 PROJECTED | 2000 BUDGET | 2001 BUDGET |
|------|---------------------|----------------|-------------------|----------------|----------------|
| | EXPENSES | | | | |
| 102 | SALARIES - TEMP | 36,202 | 63,600 | 77,000 | 68,000 |
| 1080 | PARADES-WARR/LABOR | 30,582 | 43,500 | 44,000 | 44,000 |
| 2145 | MIDWAY STAGE | 70,535 | 77,839 | 69,700 | 79,000 |
| 2150 | BANDSHELL SPECIAL | 697,398 | 455,117 | 473,700 | 475,000 |
| 2153 | HIGH DIVE | 0 | 65,000 | 75,000 | 75,000 |
| 2156 | PARK ENTERTAINERS | 96,502 | 89,762 | 100,000 | 95,000 |
| 2168 | YOUTH TALENT SEARCH | 43,942 | 44,000 | 44,400 | 44,000 |
| 2185 | JR. RISING STAR | 18,916 | 0 | 0 | 32,000 |
| 2197 | COMMUNITY CORNER | 112,768 | 89,616 | 87,600 | 90,000 |
| | TOTAL EXPENSE | 1,106,844 | 928,434 | 971,400 | 1,002,000 |

Notes; 1) Reintroduction of Program.

THE BOARD OF GOVERNORS OF EXHIBITION PLACE

CANADIAN NATIONAL EXHIBITION ASSOCIATION

204 - ATTRACTIONS EXPENSES

| ACTV | ACCOUNT NAME | 1999 ACTUAL | 2000 PROJECTED | 2000 BUDGET | 2001 BUDGET |
|------|------------------------|----------------|-------------------|----------------|----------------|
| | <u>EXPENSES</u> | | | | |
| 102 | SALARIES - TEMP | 6,904 | 11,584 | 8,000 | 8,000 |
| 2184 | KIDS' WORLD | 315,794 | 307,040 | 306,350 | 307,500 |
| 2197 | COMMUNITY CORNER | 10,675 | 0 | 0 | 0 |
| 2188 | FESTIVAL HALL | 186,436 | 209,461 | 189,000 | 195,000 |
| 3002 | SECURITY | | 1,156 | | 0 |
| | TOTAL EXPENSE | 519,809 | 529,241 | 503,350 | 510,500 |

THE BOARD OF GOVERNORS OF EXHIBITION PLACE

CANADIAN NATIONAL EXHIBITION ASSOCIATION

205 - SPORTS EXPENSES

| ACTV | ACCOUNT NAME | 1999 ACTUAL | 2000 PROJECTED | 2000 BUDGET | 2001 BUDGET |
|------|------------------------|----------------|-------------------|----------------|----------------|
| | <u>EXPENSES</u> | | | | |
| 102 | SALARIES - TEMP | 0 | 4,000 | 7,000 | 7,000 |
| 104 | SUPPLIES & GENERAL | 570 | 600 | 600 | 600 |
| 105 | PRINTING | 508 | 250 | 400 | 400 |
| 2202 | BALL PARK | 19,699 | 19,650 | 12,000 | 18,000 |
| 2238 | SPORTS PAVILION | 428,858 | 396,500 | 396,500 | 360,000 |
| | | | | | 1 |
| | TOTAL EXPENSE | 449,635 | 421,000 | 416,500 | 386,000 |

Notes: 1) Anticipated reduction in Sports Program.

| | | | | | |
|------|-----------------------|-----------|-----------|-----------|-----------|
| | <u>REVENUE</u> | | | | |
| 2202 | BALL PARK | 13,305 | 9,400 | 5,000 | 5,000 |
| | | 13,305 | 9,400 | 5,000 | 5,000 |
| | NET INCOME (LOSS) | (436,330) | (411,600) | (411,500) | (381,000) |

THE BOARD OF GOVERNORS OF EXHIBITION PLACE

CANADIAN NATIONAL EXHIBITION ASSOCIATION

206 - PROGRAM MANAGEMENT EXPENSES

| ACTV | ACCOUNT NAME | 1999 ACTUAL | 2000 PROJECTED | 2000 BUDGET | 2001 BUDGET |
|------|------------------------|----------------|-------------------|----------------|----------------|
| | <u>EXPENSES</u> | | | | |
| 100 | P.M.D | 2,812 | 579 | 2,710 | 1,000 |
| 101 | SALARIES - PERM | 171,046 | 183,454 | 166,000 | 118,763 1 |
| 102 | SALARIES TEMPORARY | 38,219 | 0 | 5,000 | 2,000 |
| 103 | CONVENTIONS & TRAVEL | 1,946 | 600 | 1,000 | 2,500 |
| 104 | SUPPLIES & GENERAL | 4,560 | 7,174 | 2,000 | 1,000 |
| 107 | EQUIPMENT RENTAL | 485 | 272 | 750 | 500 |
| 109 | CONTRACT P'GRAMMER. | 16,439 | 189,182 | 190,000 | 185,000 |
| 110 | EXPENSE ALLOWANCE | 670 | 2,600 | 848 | 3,000 |
| 1145 | ARCHIVE DISPLAY | 25,585 | 21,034 | 19,350 | 20,000 |
| | TOTAL EXPENSE | 261,761 | 404,895 | 387,658 | 333,763 |

Notes: 1) Includes salary continuance for two terminated employees of approximately \$20,000 which ends in January and March 2001 respectively.

THE BOARD OF GOVERNORS OF EXHIBITION PLACE

CANADIAN NATIONAL EXHIBITION ASSOCIATION

208 - CONCESSIONS EXPENSES

| ACTV | ACCOUNT NAME | 1999 ACTUAL | 2000 PROJECTED | 2000 BUDGET | 2001 BUDGET | |
|----------------------|-------------------------------------|----------------|-------------------|----------------|----------------|---|
| EXPENSES | | | | | | |
| 100 | P.M.D | 74,782 | 74,250 | 73,850 | 73,850 | |
| 101 | SALARIES - PERM | 105,523 | 113,431 | 108,657 | 125,676 | 1 |
| 102 | SALARIES - TEMP | 16,833 | 25,622 | 22,000 | 25,000 | |
| 103 | CONVENTION AND TRAVEL | 0 | 4,684 | 4,000 | 4,000 | |
| 104 | SUPPLIES & GENERAL | 0 | 4,000 | 4,000 | 4,000 | |
| 105 | PRINTING | 3,776 | 3,810 | 4,900 | 4,900 | |
| 109 | CONTRACT SALARIES | 0 | 47,000 | 47,000 | 47,000 | |
| 110 | EXPENSE ALLOWANCES | 724 | 2,000 | 2,000 | 2,000 | |
| 221 | HOUSE ELECTRICIAN/THIRD PARTY | 162,923 | 232,405 | 128,500 | 230,000 | 2 |
| 321 | ELECTRICAL / MECHANICAL MAINTENANCE | 82,219 | 0 | 0 | 0 | |
| 431 | OUTDOOR EXHIBITS - CONCESSIONS | 14,623 | 0 | 0 | 0 | |
| 1020 | SAFETY ENGINEERING | 95,951 | 110,345 | 110,000 | 115,000 | |
| 2025 | FOOD BUILDING | 166,723 | 173,000 | 176,150 | 176,000 | |
| 2032 | CONCESSIONS | 4,019 | 0 | 0 | 0 | |
| 2166 | MIDWAY REVIEW | 1,779 | 1,761 | 1,800 | 1,800 | |
| 2169 | ENTERTAINMENT TENT | 74,061 | 88,900 | 88,900 | 85,000 | |
| TOTAL EXPENSE | | 803,936 | 881,208 | 771,757 | 894,226 | |

Notes: 1) Increase due to Board approved increase of 7.37 % over three years and increment adjustments.
2) Adjusted to reflect 2000 experience in both expenses and the corresponding revenues.

| | | | | | | |
|--------------------------|-------------------------------|------------------|------------------|------------------|------------------|---|
| REVENUE | | | | | | |
| 221 | HOUSE ELECTRICIAN/THIRD PARTY | 214,279 | 294,195 | 180,000 | 295,000 | 2 |
| 430 | RIDES | 1,084,366 | 1,077,751 | 1,090,000 | 1,050,000 | |
| 549 | LICENSED RESTAURANTS | 155,845 | 116,481 | 130,000 | 115,000 | |
| 2025 | FOOD BUILDING | 768,391 | 810,373 | 735,000 | 800,000 | |
| 2032 | CONCESSIONS | 2,046,913 | 2,005,000 | 2,035,000 | 1,965,000 | |
| 4504 | RENTAL/CONC.UNITS | 11,000 | 0 | 0 | 0 | |
| 5850 | MEDIEVAL TIMES THEATRE | 16,666 | 16,600 | 16,000 | 16,600 | |
| TOTAL REVENUE | | 4,297,460 | 4,320,400 | 4,186,000 | 4,241,600 | |
| NET INCOME (LOSS) | | 3,493,524 | 3,439,192 | 3,414,243 | 3,347,374 | |

THE BOARD OF GOVERNORS OF EXHIBITION PLACE

CANADIAN NATIONAL EXHIBITION ASSOCIATION

209 - CASINO

| ACTV | ACCOUNT NAME | 1999 ACTUAL | 2000 PROJECTED | 2000 BUDGET | 2001 BUDGET |
|------|-----------------------------|------------------|-------------------|------------------|------------------|
| | EXPENSES | | | | |
| 100 | PMD - SITE PREPARATION | 188,929 | 110,000 | 119,700 | 110,000 |
| 102 | SALARIES - TEMPORARY | 1,177,436 | 1,250,000 | 1,257,000 | 1,259,000 |
| 107 | EQUIPMENT RENTALS | 214,300 | 170,000 | 187,000 | 170,000 |
| | LICENCES | 94,990 | 95,000 | 95,000 | 95,000 |
| | OPERATING COSTS | 50,990 | 50,000 | 54,300 | 50,000 |
| | ADVERTISING AND PROMOTION | 56,144 | 61,232 | 63,800 | 60,000 |
| | TRANSFER TO CNEA FOUNDATION | 0 | 6,000 | 0 | 6,000 |
| | TOTAL EXPENSE | 1,782,789 | 1,742,232 | 1,776,800 | 1,750,000 |
| | REVENUE | 2,594,324 | 2,475,183 | 2,435,000 | 2,430,000 |
| | NET REVENUE | 811,535 | 732,951 | 658,200 | 680,000 |

THE BOARD OF GOVERNORS OF EXHIBITION PLACE

CANADIAN NATIONAL EXHIBITION ASSOCIATION

210 - MARKETING EXPENSES

| ACTV | ACCOUNT NAME | 1999 ACTUAL | 2000 PROJECTED | 2000 BUDGET | 2001 BUDGET |
|---------------------------|--------------|----------------|-------------------|----------------|----------------|
| EXPENSES | | | | | |
| 100 P.M.D | | 1,062 | 2,880 | 3,880 | 3,000 |
| 101 SALARIES PERMANENT | | 55,369 | 9,316 | 10,000 | 11,000 |
| 102 SALARIES TEMPORARY | | 22,839 | 30,000 | 32,000 | 32,800 |
| 104 SUPPLIES & GENERAL | | 11,381 | 10,500 | 10,979 | 11,000 |
| 107 EQUIPMENT RENTAL | | 8,364 | 13,245 | 14,245 | 14,250 |
| 109 CONTRACT PERSONNEL | | 229,678 | 346,666 | 327,000 | 372,000 |
| 110 EXPENSE ALLOWANCES | | 3,015 | 4,500 | 5,000 | 5,000 |
| 570 SPONSORSHIP EXPENSES | | 11,863 | 14,300 | 14,300 | 14,500 |
| 1060 OFFIC. PHOTOGRAPHERS | | 1,066 | 0 | 1,500 | 1,500 |
| 1065 ADVERTISING | | 1,196,389 | 1,184,900 | 1,209,900 | 1,147,000 |
| 1066 PROMOTIONS | | 111,941 | 93,953 | 98,900 | 95,000 |
| 1261 SCHOOL PASSES | | 15,889 | 19,330 | 18,500 | 20,000 |
| 1263 PUBLIC RELATIONS | | 17,390 | 19,200 | 19,800 | 20,000 |
| 1269 GROUP SALES | | 13,767 | 17,000 | 15,000 | 17,500 |
| TOTAL EXPENSE | | 1,700,014 | 1,765,790 | 1,781,004 | 1,764,550 |

210 - MARKETING REVENUE

REVENUE

| | | | | | |
|------------------------|-------------|-------------|-------------|-------------|---|
| 570 SPONSORSHIP | 287,500 | 420,000 | 600,000 | 450,000 | 1 |
| 1065 ADVERTISING SALES | 15,200 | 0 | 0 | 0 | |
| TOTAL REVENUE | 302,700 | 420,000 | 600,000 | 450,000 | |
| NET PROFIT (LOSS) | (1,397,314) | (1,345,790) | (1,181,004) | (1,314,550) | |

Notes: 1) Adjusted to reflect 2000 experience.

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

| ACTV | ACCOUNT NAME | 1999 | 2000 | 2000 | 2001 |
|------|----------------------|----------------|----------------|----------------|----------------|
| | | ACTUAL | PROJECTED | BUDGET | BUDGET |
| | EXPENSES | | | | |
| 2502 | CIAS SUPPORT | 415,000 | 415,000 | 415,000 | 415,000 |
| | TOTAL EXPENSE | 415,000 | 415,000 | 415,000 | 415,000 |

THE BOARD OF GOVERNORS OF EXHIBITION PLACE

CANADIAN NATIONAL EXHIBITION ASSOCIATION

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

| ACTV | ACCOUNT NAME | 1999 ACTUAL | 2000 PROJECTED | 2000 BUDGET | 2001 BUDGET |
|-----------------|----------------------|----------------|-------------------|----------------|----------------|
| EXPENSES | | | | | |
| 100 | PMD | 67,397 | 106,500 | 106,500 | 0 |
| 102 | SALARIES - TEMP | 35,441 | 12,526 | 15,000 | 0 |
| 103 | CONVENTIONS & TRAVEL | 1,565 | 1,789 | 3,000 | 0 |
| 104 | SUPPLIES & GENERAL | 2,078 | 7,448 | 3,000 | 0 |
| 107 | EQUIPMENT RENTALS | 3,777 | 3,000 | 3,000 | 0 |
| 110 | EXPENSE ALLOWANCES | 2,627 | 4,740 | 5,000 | 0 |
| 2020 | PRODUCTION COSTS | 387,071 | 667,513 | 719,600 | 377,199 |
| 3019 | CONTRACTED SERVICES | 2,500 | 145,000 | 145,000 | 0 |
| TOTAL EXPENSE | | 502,456 | 948,516 | 1,000,100 | 377,199 |

Notes: 1) Adjusted to reflect anticipated change in Programming.

212 - SPECIAL FEATURES - REVENUE

REVENUE

| | | | | | |
|-------------------|-----------------------------------|-----------|-----------|-----------|-----------|
| 570 | SPONSORSHIP | 80,000 | 75,000 | 200,000 | 0 |
| 2020 | FEATURE PRODUCTION (RETAIL SPACE) | 6,300 | 77,185 | 0 | 0 |
| TOTAL REVENUE | | 86,300 | 152,185 | 200,000 | 0 |
| NET INCOME (LOSS) | | (416,156) | (796,331) | (800,100) | (377,199) |

THE BOARD OF GOVERNORS OF EXHIBITION PLACE

CANADIAN NATIONAL EXHIBITION ASSOCIATION

213 - INTERNATIONAL EXHIBITS - EXPENSES

| ACTV | ACCOUNT NAME | 1999 ACTUAL | 2000 PROJECTED | 2000 BUDGET | 2001 BUDGET |
|------|-----------------------|----------------|-------------------|----------------|----------------|
| | EXPENSES | | | | |
| 100 | PMD | 182 | 1,000 | 4,000 | 4,000 |
| 102 | SALARIES - TEMP | 0 | 0 | 0 | 0 |
| 107 | EQUIPMENT RENTALS | 174,984 | 110,000 | 160,000 | 150,000 |
| 2020 | PRODUCTION COSTS | 58,115 | 118,224 | 113,750 | 100,000 |
| 2033 | SAFETY VILLAGE | 28,283 | 0 | 0 | 0 |
| 3019 | CONTRACTED SERVICES | 110,839 | 62,000 | 64,500 | 60,000 |
| | TOTAL EXPENSES | 372,402 | 291,224 | 342,250 | 314,000 |

213 - INTERNATIONAL EXHIBITS - REVENUE

REVENUE

| | | | | | |
|------|--------------------------|----------------|----------------|----------------|----------------|
| 2021 | INTERNATIONAL PAVILION | 683,221 | 622,726 | 600,000 | 615,000 |
| | TOTAL REVENUE | 683,221 | 622,726 | 600,000 | 615,000 |
| | NET INCOME (LOSS) | 310,819 | 331,502 | 257,750 | 301,000 |

THE BOARD OF GOVERNORS OF EXHIBITION PLACE

CANADIAN NATIONAL EXHIBITION ASSOCIATION

215 - (SPECIAL DISNEY IN 1999)

| ACTV | ACCOUNT NAME | 1999 ACTUAL | 2000 PROJECTED | 2000 BUDGET | 2001 BUDGET |
|-----------------|--------------------------|------------------|-------------------|----------------|----------------|
| EXPENSES | | | | | |
| 2020 | PRODUCTION COSTS | 384,390 | 0 | 0 | 0 |
| | | 384,390 | 0 | 0 | 0 |
| REVENUE | | | | | |
| | | 0 | 0 | 0 | 0 |
| | NET INCOME (LOSS) | (384,390) | 0 | 0 | 0 |

THE BOARD OF GOVERNORS OF EXHIBITION PLACE

CANADIAN NATIONAL EXHIBITION ASSOCIATION

216 - HELICOPTER SIMULATOR (1999)

| ACTV | ACCOUNT NAME | 1999 ACTUAL | 2000 PROJECTED | 2000 BUDGET | 2001 BUDGET |
|-----------------|--------------------------|-----------------|-------------------|----------------|----------------|
| EXPENSES | | | | | |
| 2020 | PRODUCTION COSTS | 2,935 | 0 | 0 | 0 |
| 3019 | CONTRACTED SERVICES | 82,666 | 0 | 0 | 0 |
| | | 85,601 | 0 | 0 | 0 |
| REVENUE | | | | | |
| 420 | ADMISSIONS | 8,271 | 0 | 0 | 0 |
| | | 8,271 | 0 | 0 | 0 |
| | NET INCOME (LOSS) | (77,330) | 0 | 0 | 0 |

THE BOARD OF GOVERNORS OF EXHIBITION PLACE

CANADIAN NATIONAL EXHIBITION ASSOCIATION

305 - UTILITIES

| ACTV | ACCOUNT NAME | 1999 ACTUAL | 2000 PROJECTED | 2000 BUDGET | 2001 BUDGET | |
|--------------------------|--------------------|------------------|-------------------|------------------|------------------|---|
| EXPENSES | | | | | | |
| 305 | HYDRO ,WATER & GAS | 280,558 | 291,620 | 281,528 | 305,100 | 1 |
| | | <u>280,558</u> | <u>291,620</u> | <u>281,528</u> | <u>305,100</u> | |
| REVENUE | | | | | | |
| | | <u>77,734</u> | <u>58,079</u> | <u>83,000</u> | <u>75,000</u> | |
| NET INCOME (LOSS) | | | | | | |
| | | <u>(202,824)</u> | <u>(233,541)</u> | <u>(198,528)</u> | <u>(230,100)</u> | |

Notes: 1) Increase of \$23,572 due to anticipated 5% Hydro, 4% Water and 15% Gas increase for 2001.

THE BOARD OF GOVERNORS OF EXHIBITION PLACE

CANADIAN NATIONAL EXHIBITION ASSOCIATION

307 - CLEANING SERVICES EXPENSES

| ACTV | ACCOUNT NAME | 1999 ACTUAL | 2000 PROJECTED | 2000 BUDGET | 2001 BUDGET |
|------|----------------------|----------------|-------------------|----------------|----------------|
| | EXPENSES | | | | |
| 102 | SALARIES - TEMP | 214,798 | 220,000 | 195,000 | 203,000 |
| 3080 | GROUPS & OFFICES | 18,340 | 2,176 | 2,500 | 2,500 |
| 3085 | BUILDINGS/WASHROOM | 5,962 | 2,654 | 2,500 | 2,500 |
| | TOTAL EXPENSE | 239,099 | 224,830 | 200,000 | 208,000 |

310 - GROUNDS MAINTENANCE EXPENSES

| | | | | | |
|------|--|----------------|---------------|----------------|----------------|
| | EXPENSES | | | | |
| 102 | SALARIES - TEMP - LABOUR | 97,216 | 50,072 | 95,000 | 80,000 |
| 102 | SALARIES - TEMP - CARPENTRY STANDBY | | | | 12,200 |
| 102 | SALARIES - TEMP - PAINTERS STANDBY | | | | 5,050 |
| 102 | SALARIES - TEMP - LOCKSHOP STANDBY | | | | 1,630 |
| 102 | SALARIES - TEMP - WELDING STANDBY | | | | 2,350 |
| 102 | SALARIES - TEMP - PLUMBING STANDBY STANDBY | | | | 45,790 |
| 102 | SALARIES - TEMP - FIRE PROTECTION STANDBY | | | | 20,080 |
| 102 | SALARIES - TEMP - MECHANICS (GARAGE) STANDBY | | | | 7,900 |
| 104 | SUPPLIES & GENERAL | 12,748 | 8,446 | 16,000 | 15,000 |
| 3120 | SEED & SOD | 0 | 0 | 5,000 | 5,000 |
| | TOTAL EXPENSE | 109,964 | 58,518 | 116,000 | 195,000 |

Notes: 1) Amounts transferred from Exhibition Place Budget to CNEA Budget with a corresponding decrease in the Site Preparation Overhead allocation to the CNEA.

315 - MAINTENANCE ADMINISTRATION EXPENSES

| | | | | | |
|-----|----------------------|---------------|---------------|---------------|---------------|
| | EXPENSES | | | | |
| 102 | SALARIES - TEMP | 13,589 | 10,000 | 35,000 | 15,000 |
| | TOTAL EXPENSE | 13,589 | 10,000 | 35,000 | 15,000 |

THE BOARD OF GOVERNORS OF EXHIBITION PLACE

CANADIAN NATIONAL EXHIBITION ASSOCIATION

317 - CLIENT SERVICES EXPENSES

| ACTV | ACCOUNT NAME | 1999 ACTUAL | 2000 PROJECTED | 2000 BUDGET | 2001 BUDGET |
|-----------------|----------------------|----------------|-------------------|----------------|----------------|
| EXPENSES | | | | | |
| 102 | TEMP SALARIES | 60,455 | 61,767 | 61,300 | 61,300 |
| 1252 | INFORMATION SERVICES | 6,454 | 5,123 | 5,123 | 5,123 |
| 1255 | BABY REST | 1,597 | 1,800 | 1,800 | 1,800 |
| 1256 | BOY SCOUTS | 16,159 | 19,400 | 19,400 | 19,400 |
| 1257 | INFORMATION SIGNAGE | 9,321 | 21,665 | 19,710 | 19,710 |
| 1258 | LOST CHILDREN | 2,643 | 9,800 | 9,800 | 9,800 |
| 1259 | ST JOHN AMBULANCE | 6,736 | 10,042 | 10,000 | 10,000 |
| 1260 | CNE MEDICAL CENTRE | 32,448 | 35,751 | 36,000 | 36,000 |
| 1268 | MERCHANDISING | 73,722 | 28,895 | 30,000 | 30,000 |
| 1271 | STROLLER RENTAL | 7,880 | 8,880 | 9,850 | 5,000 |
| 2186 | TRAINS | 36,052 | 49,468 | 49,400 | 50,000 |
| TOTAL EXPENSE | | 253,465 | 252,591 | 252,383 | 248,133 |

317 - CLIENT SERVICES - REVENUE

REVENUE

| | | | | | |
|-------------------|-----------------|-----------|-----------|-----------|-----------|
| 1256 | BOY SCOUTS | 0 | 865 | 1,000 | 1,000 |
| 1268 | MERCHANDISING | 92,040 | 81,053 | 87,000 | 80,000 |
| 1271 | STROLLER RENTAL | 6,769 | 2,117 | 15,000 | 10,000 |
| | | 98,808 | 84,035 | 103,000 | 91,000 |
| NET INCOME (LOSS) | | (154,657) | (168,556) | (149,383) | (157,133) |

THE BOARD OF GOVERNORS OF EXHIBITION PLACE

CANADIAN NATIONAL EXHIBITION ASSOCIATION

318 - BUILDING RENTALS - EXPENSES

| ACTV | ACCOUNT NAME | 1999 ACTUAL | 2000 PROJECTED | 2000 BUDGET | 2001 BUDGET | |
|------------------------|--------------------------------------|------------------------|---------------------------|------------------------|------------------------|---|
| <u>EXPENSES</u> | | | | | | |
| 104 | SUPPLIES & GENERAL | 860 | 285 | 1,500 | 1,500 | |
| 105 | PRINTING | 0 | 0 | 1,600 | 1,600 | |
| 109 | CONTRACT PERSONNEL | 95,450 | 115,741 | 110,000 | 130,000 | 1 |
| 110 | EXPENSE ALLOWANCE | 0 | 1,000 | 1,000 | 1,000 | |
| 2021 | INTERNATIONAL PAVILION | | 14,923 | | | |
| 2022 | WEST ANNEX (SHOPPERS' MARKET) | 44,404 | 58,000 | 56,700 | 56,700 | |
| 2030 | B.L.C BLDG (AT HOME) | 134,906 | 142,000 | 190,500 | 190,500 | |
| 2238 | SPORTS ZONE | 0 | 36,000 | 34,000 | 34,000 | |
| 2040 | Q.E. BUILDING(ARTS CRAFTS & HOBBIES) | 86,180 | 90,000 | 87,600 | 87,600 | |
| 2105 | SAMPLE ALLEY | 0 | 3,000 | 15,000 | 15,000 | |
| 2450 | OUTDOOR RETAIL | 0 | 80,500 | 25,000 | 25,000 | |
| TOTAL EXPENSE | | 361,800 | 541,449 | 522,900 | 542,900 | |

Notes: 1) Increase in third party contract.

318 - BUILDING RENTALS REVENUE

| | | | | | | |
|--------------------------|--------------------------------------|------------------|------------------|------------------|------------------|---|
| <u>REVENUE</u> | | | | | | |
| 2022 | WEST ANNEX (SHOPPERS' MARKET) | 259,042 | 332,168 | 290,000 | 275,000 | 1 |
| 2030 | B.L.C BLDG (AT HOME) | 508,010 | 548,659 | 600,000 | 550,000 | |
| 2040 | Q.E. BUILDING(ARTS CRAFTS & HOBBIES) | 226,153 | 256,452 | 235,000 | 255,000 | |
| 2130 | COLISEUM | 4,132 | 3,716 | 15,000 | 5,000 | |
| 2238 | SPORTS ZONE | 147,709 | 164,075 | 225,000 | 165,000 | 2 |
| 2105 | SAMPLE ALLEY | 0 | 34,300 | 75,000 | 35,000 | 3 |
| 2450 | OUTDOOR RETAIL | 108,700 | 71,850 | 150,000 | 75,000 | 4 |
| TOTAL REVENUE | | 1,253,745 | 1,411,220 | 1,590,000 | 1,360,000 | |
| NET INCOME (LOSS) | | 891,945 | 869,771 | 1,067,100 | 817,100 | |

Notes: 1) Reduction due to discontinuance of use of Hall D and transfer of Exhibitors to Hall A, B and C.
 2) Reduction due to use of part of building by Casino in 2001.
 3) Reduction due to 2000 experience.
 4) Reduction due to 2000 experience.

THE BOARD OF GOVERNORS OF EXHIBITION PLACE

CANADIAN NATIONAL EXHIBITION ASSOCIATION

332 - RENTALS & TECH. SERVICES EXPENSES

EXPENSES

| | | | | |
|------------------------|--------|--------|--------|--------|
| 102 SALARIES - TEMP | 24,907 | 24,472 | 25,000 | 25,000 |
| 104 SUPPLIES & GENERAL | 6,367 | 7,000 | 7,000 | 7,000 |
| TOTAL EXPENSE | 31,274 | 31,472 | 32,000 | 32,000 |

THE BOARD OF GOVERNORS OF EXHIBITION PLACE

EXHIBITION PLACE

REVENUE AND DIRECT EXPENSE SUMMARY

| PAGE | DEPARTMENT | 1999 ACTUAL | 2000 PROJECTED | 2000 BUDGET | 2001 BUDGET |
|------|-----------------------------|------------------|-------------------|------------------|------------------|
| | <u>EXPENSE</u> | | | | |
| 34 | PARKING & TRAFFIC | 1,054,137 | 891,721 | 977,076 | 864,626 |
| 35 | SALES | 375,075 | 372,658 | 352,259 | 325,458 |
| 37 | THIRD PARTY EXPENSE | 967,032 | 2,131,637 | 1,125,000 | 1,265,000 |
| | TOTAL EXPENSE | 2,396,245 | 3,396,016 | 2,454,335 | 2,455,084 |
| | <u>REVENUE</u> | | | | |
| 34 | PARKING & TRAFFIC | 3,874,947 | 3,851,000 | 4,242,500 | 4,074,000 |
| 35 | SALES | 1,165,632 | 1,282,099 | 1,220,907 | 1,293,666 |
| 37 | THIRD PARTY REVENUE | 1,205,307 | 2,567,000 | 1,420,000 | 1,595,000 |
| 36 | ADVERTISING REVENUE | 190,318 | 300,000 | 380,000 | 475,000 |
| | TOTAL DIRECT REVENUE | 6,436,204 | 8,000,099 | 7,263,407 | 7,437,666 |
| 38 | INDIRECT REVENUE | 1,267,162 | 1,177,235 | 1,237,345 | 1,317,059 |
| | TOTAL REVENUE | 7,703,366 | 9,177,334 | 8,500,752 | 8,754,725 |

THE BOARD OF GOVERNORS OF EXHIBITION PLACE

EXHIBITION PLACE

108 - PARKING AND TRAFFIC EXPENSES

| ACTV | ACCOUNT NAME | 1999 ACTUAL | 2000 PROJECTED | 2000 BUDGET | 2001 BUDGET | |
|----------------------|----------------------|------------------------|---------------------------|------------------------|------------------------|---|
| 100 | P.M.D | 72,360 | 50,000 | 40,000 | 30,450 | 1 |
| 101 | SALARIES - PERMANENT | 257,001 | 245,671 | 257,124 | 233,026 | 2 |
| 102 | SALARIES - TEMP | 652,483 | 550,000 | 621,402 | 550,000 | 3 |
| 104 | SUPPLIES & GENERAL | 6,150 | 2,800 | 2,800 | 2,940 | |
| 105 | PRINTING | 23,160 | 10,150 | 20,150 | 8,470 | 4 |
| 106 | EQUIPMENT PURCHASES | 590 | 0 | 0 | 0 | |
| 107 | EQUIPMENT RENTALS | 1,163 | 0 | 0 | 610 | |
| 1205 | UNIFORMS | 8,253 | 10,000 | 5,000 | 7,000 | 5 |
| 3019 | CONTRACT SERVICES | 6,316 | 4,100 | 4,100 | 4,305 | |
| 3002 | SECURITY | 26,662 | 19,000 | 26,500 | 27,825 | |
| TOTAL EXPENSE | | 1,054,137 | 891,721 | 977,076 | 864,626 | |

- Notes:**
- 1) Reduction of \$9,550 due to use of automated equipment.
 - 2) Net Reduction of \$40,507 due to elimination of one full time position and Board approved cost - of - living increase of 7.37% over 3 years and increment adjustments.
 - 3) Savings have resulted from scheduling initiatives off-set by a 5% wage increase over two years.
 - 4) Reduction of \$11,680 due to use of automated equipment.
 - 5) Increase of \$2,000 for new winter and summer uniforms.

108 - PARKING AND TRAFFIC REVENUE

| ACTV | ACCOUNT NAME | 1999 ACTUAL | 2000 PROJECTED | 2000 BUDGET | 2001 BUDGET |
|-------------|--------------------------|------------------------|---------------------------|------------------------|------------------------|
| | PARKING REVENUE | 3,874,947 | 3,851,000 | 4,242,500 | 4,074,000 |
| | TOTAL REVENUE | 3,874,947 | 3,851,000 | 4,242,500 | 4,074,000 |
| | | | | | |
| | NET INCOME (LOSS) | 2,820,810 | 2,959,279 | 3,265,424 | 3,209,374 |

- Notes:**
- 1) Revenue reduction of \$168,500 due to 2000 experience resulting from reduced trade and consumer parking.

**THE BOARD OF GOVERNORS OF EXHIBITION PLACE
EXHIBITION PLACE
201 - SALES EXPENSES**

| ACTV | ACCOUNT NAME | 1999 ACTUAL | 2000 PROJECTED | 2000 BUDGET | 2001 BUDGET | |
|------|---|----------------|-------------------|----------------|----------------|---|
| | EXPENSES | | | | | |
| 101 | SALARIES - PERM | 64,368 | 112,123 | 106,974 | 116,423 | 1 |
| 102 | SALARIES - TEMP | 8,060 | 0 | 0 | 0 | |
| 103 | CONVENTIONS & TRAVEL | 906 | 0 | 0 | 0 | |
| 104 | SUPPLIES & GENERAL | 913 | 1,750 | 1,750 | 1,500 | |
| 105 | PRINTING | 680 | 3,000 | 3,000 | 3,000 | |
| 109 | CONTRACT SALARIES | 26,941 | 0 | 0 | 0 | |
| 110 | EXPENSE ALLOWANCES | 1,197 | 1,200 | 1,200 | 1,200 | |
| 312 | PMD SHOWS | 74,995 | 25,000 | 30,000 | 25,000 | 2 |
| 324 | SAFETY ENGINEERING | 41,488 | 45,000 | 45,000 | 0 | 3 |
| 624 | DUES | 0 | 1,500 | 1,500 | 1,500 | |
| 625 | MARKETING | 0 | 0 | 2,000 | 0 | |
| 1010 | PRESENTATIONS/PROMO. | 704 | 500 | 500 | 500 | |
| 1115 | MEETINGS/SIGNAGE | 1,341 | 2,000 | 4,000 | 4,000 | |
| 1161 | INSURANCE - BLDGS | 85,335 | 85,335 | 85,335 | 85,335 | |
| 3019 | NTC CO - ORDINATOR SERVICES TO EX - PLACE | 68,147 | 92,750 | 68,000 | 84,000 | 4 |
| 5702 | PROTECTIVE SERVICES | 0 | 2,500 | 3,000 | 3,000 | |
| | TOTAL EXPENSE | 375,075 | 372,658 | 352,259 | 325,458 | |

- Notes:**
- 1) Increase due to 7.37% Board approved cost - of - living increase over three years and step increments.
 - 2) Adjusted to reflect 2000 experience.
 - 3) Safety Engineering expenses transferred to Sub 316.
 - 4) Increase of \$16,000 for planned new business.

| ACTV | ACCOUNT NAME | 1999 ACTUAL | 2000 PROJECTED | 2000 BUDGET | 2001 BUDGET | |
|------|---------------------------------------|------------------|-------------------|------------------|------------------|---|
| | 201 - SALES REVENUE | | | | | |
| | REVENUE | | | | | |
| 200 | BUILDING RENTALS - SHORT TERM LEASES | 102,180 | 90,900 | 90,180 | 100,280 | 1 |
| 217 | BUILDING RENTALS - LICENCE AGREEMENTS | 227,798 | 350,000 | 245,932 | 306,287 | 2 |
| 220 | CATERING REVENUE | 14,248 | 40,800 | 87,250 | 25,000 | 3 |
| 310 | STORAGE | 15,760 | 16,300 | 6,000 | 13,200 | 4 |
| 2174 | MOBILE VENDING | 16,146 | 17,378 | 16,145 | 16,145 | |
| 5650 | BUTTERFLY CONSERVATORY - HORTICULTURE | 0 | 0 | 0 | 0 | |
| 5702 | CHIN PICNIC | 110,762 | 37,375 | 72,500 | 30,000 | 5 |
| 5750 | MOLSON INDY | 487,800 | 495,525 | 498,100 | 500,754 | 1 |
| 5800 | LIBERTY GRAND - OGB | 0 | 25,000 | 15,000 | 100,000 | 6 |
| 5850 | MEDIEVAL TIMES | 183,334 | 183,000 | 183,000 | 183,000 | |
| 6309 | CARIBANA | 7,604 | 25,821 | 6,800 | 19,000 | |
| | TOTAL REVENUE | 1,165,632 | 1,282,099 | 1,220,907 | 1,293,666 | |
| | NET PROFIT | 790,557 | 909,441 | 868,648 | 968,208 | |

- Notes:**
- 1) Adjusted to reflect 2000 experience and current leases.
 - 2) Adjusted to reflect 2000 experience and anticipated new shows.
 - 3) Adjusted to reflect aborted Monument lease.
 - 4) Adjusted to reflect current agreements.
 - 5) Reduced revenues based on Board's decision.
 - 6) Anticipated revenue based on term sheet.

THE BOARD OF GOVERNORS OF EXHIBITION PLACE

EXHIBITION PLACE

202 - ADVERTISING

| ACTV | ACCOUNT NAME | 1999 ACTUAL | 2000 PROJECTED | 2000 BUDGET | 2001 BUDGET |
|-----------------------|-----------------------------|----------------|-------------------|----------------|----------------|
| <u>REVENUE</u> | | | | | |
| | ADVERTISING / SIGNAGE COMM. | 190,318 | 300,000 | 380,000 | 475,000 |
| | TOTAL REVENUE | 190,318 | 300,000 | 380,000 | 475,000 |

Notes: 1) Increase of \$95,000 due to anticipated percentage rent based on 1999 experience.

THE BOARD OF GOVERNORS OF EXHIBITION PLACE

EXHIBITION PLACE

313 - THIRD PARTY BILLINGS

| ACTV | ACCOUNT NAME | 1999 ACTUAL | 2000 PROJECTED | 2000 BUDGET | 2001 BUDGET |
|------|--------------|----------------|-------------------|----------------|----------------|
| | REVENUE | 1,205,307 | 2,567,000 | 1,420,000 | 1,595,000 |
| | LESS EXPENSE | 967,032 | 2,131,637 | 1,125,000 | 1,265,000 |
| | NET PROFIT | 238,274 | 435,363 | 295,000 | 330,000 |

Notes: 1) The 2000 Projected net profit includes \$174,213 for the Horse Palace renovations. This activity is non - recurring.
2) The 2001 budget includes potential profit of \$35,000 for contract renovations to the OGB and Horse Palace.

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

| PAGE | DEPARTMENT | 1999 ACTUAL | 2000 PROJECTED | 2000 BUDGET | 2001 BUDGET |
|----------------------------------|---------------------------------------|------------------------|---------------------------|------------------------|------------------------|
| 39 | GENERAL MANAGER AND CEO | 182,029 | 249,477 | 269,185 | 283,381 |
| 40 | BOARD OF GOVERNORS | 25,937 | 55,000 | 71,500 | 56,500 |
| 40 | CORPORATE SECRETARY | 311,641 | 278,737 | 303,781 | 318,257 |
| 41 | ARCHIVES & RECORDS | 108,350 | 108,149 | 130,659 | 120,757 |
| 42 | FINANCE & ADMINISTRATION | 698,611 | 817,053 | 872,802 | 757,238 |
| 43 | PURCHASING & STORES | 190,669 | 183,596 | 188,771 | 171,062 |
| 44 | HUMAN RESOURCES | 133,356 | 141,482 | 148,036 | 160,588 |
| 45 | ACCOUNTING | 772,729 | 849,919 | 748,914 | 893,913 |
| 46 | SYSTEMS | 152,050 | 175,644 | 168,530 | 190,814 |
| 47 | OPERATIONS ADMINISTRATION | 646,365 | 711,127 | 693,553 | 802,774 |
| 47 | GROUNDS MAINTENANCE | 34,187 | 80,000 | 65,000 | 65,000 |
| 48 | HEALTH & SAFETY | 39,628 | 50,087 | 42,500 | 56,957 |
| 48 | SPORTS HALL OF FAME | 84,343 | 84,750 | 84,750 | 84,750 |
| 49 | UTILITIES | 1,138,926 | 1,445,000 | 1,429,000 | 1,529,760 |
| 50 | CLEANING SERVICES | 392,776 | 326,611 | 329,600 | 333,700 |
| 51 | SPECIAL APPROPRIATIONS | 268,000 | 349,000 | 346,000 | 336,000 |
| 52 | LABOUR | 645,575 | 537,078 | 588,395 | 513,518 |
| 53 | PHYSICAL PLANT MAINTENANCE | 1,192,884 | 980,291 | 1,078,095 | 1,017,827 |
| 54 | ELECTRICAL AND MECHANICAL MAINTENANCE | 1,270,903 | 1,535,700 | 1,692,393 | 2,017,844 |
| 55 | ENGINEERING | 255,239 | 259,284 | 259,126 | 46,073 |
| 56 | RENTALS AND TECHNICAL SERVICES | 197,085 | 150,814 | 148,158 | 98,116 |
| 57 | SECURITY & COMMUNICATIONS | 533,273 | 561,700 | 480,715 | 487,400 |
| TOTAL EXPENSE | | 9,274,554 | 9,930,499 | 10,139,463 | 10,342,229 |
| LESS : ADMIN. SUPPORT TO CNE | | (900,000) | (900,000) | (900,000) | (811,000) |
| LESS : SITE PREP. & UTIL. TO CNE | | (1,930,000) | (1,930,000) | (1,930,000) | (1,930,000) |
| TOTAL EXPENSE | | 6,444,554 | 7,100,499 | 7,309,463 | 7,601,229 |
| 45 | ACCOUNTING | 997,747 | 749,535 | 702,545 | 785,496 |
| 49 | UTILITIES & OTHER | 269,415 | 427,700 | 534,800 | 531,563 |
| TOTAL INDIRECT REVENUE | | 1,267,162 | 1,177,235 | 1,237,345 | 1,317,059 |
| NET | | 5,177,392 | 5,923,264 | 6,072,118 | 6,284,170 |

THE BOARD OF GOVERNORS OF EXHIBITION PLACE

OVERHEAD

100 - GENERAL MANAGER AND CEO EXPENSES

| ACTV | ACCOUNT NAME | 1999 ACTUAL | 2000 PROJECTED | 2000 BUDGET | 2001 BUDGET | |
|----------------------|-------------------------|------------------------|---------------------------|------------------------|------------------------|---|
| 101 | SALARIES - PERM | 157,490 | 163,977 | 160,685 | 173,281 | 1 |
| 103 | CONVENTIONS & TRAVEL | 0 | 8,000 | 10,000 | 8,000 | |
| 104 | SUPPLIES & GENERAL | 2,996 | 2,500 | 2,500 | 2,500 | |
| 110 | EXPENSE ALLOWANCES | 2,364 | 7,000 | 5,500 | 5,800 | |
| 1010 | PRESENTATIONS/PROMO. | 4,201 | 2,000 | 2,500 | 2,000 | |
| 1020 | CONSULTANTS FEES | 14,271 | 60,000 | 75,000 | 80,000 | 2 |
| 1040 | MEMBERSHIPS | 707 | 2,000 | 3,000 | 3,000 | |
| 1120 | CORPORATE ENTERTAINMENT | 0 | 4,000 | 6,000 | 5,000 | |
| 1131 | TRAINING | 0 | 500 | 4,000 | 4,000 | |
| TOTAL EXPENSE | | 182,029 | 249,477 | 269,185 | 283,381 | |

Notes: 1) Increase due to 7.37 % Board cost - of - living increase over three years and increment adjustments.

2) Increase of \$5,000 due to 2000 experience and 2001 plans.

THE BOARD OF GOVERNORS OF EXHIBITION PLACE

OVERHEAD

101 - BOARD OF GOVERNORS EXPENSES

| ACTV | ACCOUNT NAME | 1999 ACTUAL | 2000 PROJECTED | 2000 BUDGET | 2001 BUDGET | |
|----------------------|----------------------|------------------------|---------------------------|------------------------|------------------------|---|
| 103 | CONVENTIONS & TRAVEL | 3,741 | 20,000 | 24,000 | 15,000 | 1 |
| 104 | SUPPLIES & GENERAL | 1,230 | 1,500 | 1,500 | 1,500 | |
| 1045 | CORPORATE PLANNING | 2,964 | 20,000 | 31,000 | 25,000 | 2 |
| 1115 | MEETINGS/RECEPTIONS | 18,002 | 13,500 | 15,000 | 15,000 | |
| TOTAL EXPENSE | | 25,937 | 55,000 | 71,500 | 56,500 | |

Notes: 1) Decrease of \$9,000 based on plans for 2001.
2) Decrease of \$6,000 based on 2000 experience and plans for 2001.

103 - CORPORATE SECRETARY EXPENSES

| ACTV | ACCOUNT NAME | 1999 ACTUAL | 2000 PROJECTED | 2000 BUDGET | 2001 BUDGET | |
|----------------------|-----------------------------|------------------------|---------------------------|------------------------|------------------------|---|
| 101 | SALARIES - PERM | 154,530 | 191,945 | 183,339 | 207,807 | 1 |
| 102 | SALARIES - TEMPORARY | 0 | 0 | 1,950 | 1,950 | |
| 104 | SUPPLIES & GENERAL | 18,560 | 8,000 | 22,700 | 10,000 | 2 |
| 105 | PRINTING | 0 | 0 | 500 | 500 | |
| 107 | EQUIPMENT RENTAL | 10,941 | 25,200 | 25,200 | 25,200 | |
| 109 | CONTRACT SALARIES | 25,538 | 0 | 0 | 0 | |
| 110 | EXPENSE ALLOWANCES | 765 | 2,095 | 2,095 | 2,000 | |
| 1105 | PATENTS & TRADEMARKS | 0 | 1,000 | 1,000 | 0 | |
| 1110 | FLOWERS | 1,817 | 2,000 | 2,000 | 2,000 | |
| 1230 | POSTAGE | 8,198 | 8,000 | 20,000 | 10,000 | 3 |
| 1235 | TELECOMMUNICATIONS | 96,296 | 50,000 | 55,000 | 69,000 | 4 |
| 1235 | TELECOMMUNICATIONS RECOVERY | | (4,500) | (5,000) | (4,500) | |
| 2504 | NTC - RECOVERY MAIL CLERK | (5,003) | (5,003) | (5,003) | (5,700) | |
| TOTAL EXPENSE | | 311,641 | 278,737 | 303,781 | 318,257 | |

Notes: 1) Increase due to 7.37 % Board cost - of - living increase over three years and increment adjustments.
2) Decrease of \$12,700 due to 2000 experience.
3) Decrease of \$10,000 due to 2000 experience.
4) Increase of \$14,000 due to transfer of all cell phone expenses to this account.

THE BOARD OF GOVERNORS OF EXHIBITION PLACE

OVERHEAD

104 - ARCHIVES & COMMERCIAL RECORDS CENTRE

| ACTV | ACCOUNT NAME | 1999 ACTUAL | 2000 PROJECTED | 2000 BUDGET | 2001 BUDGET | |
|------|----------------------|----------------|-------------------|----------------|----------------|---|
| 100 | PMD | 654 | 1,500 | 4,000 | 2,500 | |
| 101 | SALARIES - PERM | 59,428 | 103,504 | 101,014 | 111,190 | 1 |
| 104 | SUPPLIES & GENERAL | 1,104 | 2,000 | 4,000 | 4,000 | |
| 105 | PRINTING | 553 | 300 | 1,000 | 1,000 | |
| 109 | CONTRACT SALARIES | 45,840 | 0 | 19,000 | 0 | 2 |
| 110 | EXPENSE ALLOWANCES | 313 | 300 | 300 | 300 | |
| 1040 | MEMBERSHIPS | 320 | 345 | 345 | 767 | |
| 1145 | ARCHIVES ACQUISITION | 138 | 200 | 1,000 | 1,000 | |
| | TOTAL EXPENSE | 108,350 | 108,149 | 130,659 | 120,757 | |

Notes: 1) Increase due to 7.37 % Board approved cost - of - living increase over three years and increment adjustments.
2) Decrease of \$19,000 due to non - renewal of contract position.

THE BOARD OF GOVERNORS OF EXHIBITION PLACE

OVERHEAD

105 - FINANCE & ADMINISTRATION EXPENSES

| ACTV | ACCOUNT NAME | 1999 ACTUAL | 2000 PROJECTED | 2000 BUDGET | 2001 BUDGET | |
|----------------------|------------------------|------------------------|---------------------------|------------------------|------------------------|---|
| 101 | SALARIES - PERM | 63,885 | 63,885 | 65,688 | 0 | 1 |
| 1155 | AUDIT | 8,883 | 12,271 | 7,500 | 12,250 | 2 |
| 1160 | INSURANCE/LIABILITY | 88,840 | 88,840 | 66,000 | 88,840 | 3 |
| 1165 | LEGAL FEES | 1,056 | 15,000 | 15,000 | 15,000 | |
| 1175 | SICK BANK | 47,790 | 49,649 | 38,914 | 49,648 | 4 |
| 1180 | HOSPITAL/GROUP INS. | 419,210 | 430,000 | 443,000 | 430,000 | 5 |
| 1185 | PENSION PLAN | 73,282 | 119,208 | 234,000 | 124,000 | 6 |
| 1190 | WORKERS COMP. | 124,188 | 140,000 | 140,000 | 140,000 | |
| 1195 | U.I.C | 83,058 | 85,700 | 87,000 | 87,000 | |
| 1200 | C.P.P | 74,540 | 93,000 | 72,500 | 95,000 | 7 |
| 2504 | NTC REDUCTION-BENEFITS | (286,120) | (273,000) | (296,800) | (277,000) | |
| 2505 | NTC - RECOVERIES LEGAL | 0 | (7,500) | 0 | (7,500) | |
| TOTAL EXPENSE | | 698,611 | 817,053 | 872,802 | 757,238 | |

Notes: 1) Transfer of Contracts Manager to CNEA Sub 200.
 2) Adjusted to reflect 2000 actual.
 3) Adjusted to reflect 2000 actual.
 4) Adjusted to reflect 2000 actual.
 5) Adjusted to reflect 2000 actual.
 6) Decrease of \$110,000 due to OMERS contribution holiday.
 7) Increase of \$22,500 to reflect CPP increase from 3.2% to 3.9% of contributory earnings.

THE BOARD OF GOVERNORS OF EXHIBITION PLACE

OVERHEAD

106 - PURCHASING & STORES EXPENSES

| ACTV | ACCOUNT NAME | 1999 ACTUAL | 2000 PROJECTED | 2000 BUDGET | 2001 BUDGET | |
|----------------------|---------------------|------------------------|---------------------------|------------------------|------------------------|---|
| 100 | P.M.D | 2,488 | 0 | 0 | 0 | |
| 101 | SALARIES - PERM | 122,792 | 105,948 | 123,443 | 99,587 | 1 |
| 102 | SALARIES - TEMP | 49,617 | 63,900 | 51,178 | 71,000 | 1 |
| 104 | SUPPLIES & GENERAL | 1,214 | 900 | 1,000 | 1,000 | |
| 105 | PRINTING | 2,827 | 2,200 | 2,500 | 2,500 | |
| 1021 | MANAGEMENT FEE | 21,088 | 20,000 | 20,000 | 20,000 | |
| 1040 | MEMBERSHIPS | 145 | 150 | 150 | 150 | |
| 2504 | RECOVERY NTC | (9,503) | (9,500) | (9,500) | (23,175) | 2 |
| TOTAL EXPENSE | | 190,669 | 183,596 | 188,771 | 171,062 | |

Notes: 1) Increase due to 7.37 % Board approved cost - of - living increase over three years off - set by gapping for permanent position for six months and increase in temporary position for equivalent period.
2) Increased recovery from the NTC for services.

THE BOARD OF GOVERNORS OF EXHIBITION PLACE

OVERHEAD

107 - HUMAN RESOURCES EXPENSES

| ACTV | ACCOUNT NAME | 1999 ACTUAL | 2000 PROJECTED | 2000 BUDGET | 2001 BUDGET | |
|----------------------|---|------------------------|---------------------------|------------------------|------------------------|---|
| 101 | SALARIES - PERM | 67,974 | 49,107 | 45,961 | 54,013 | 1 |
| 104 | SUPPLIES & GENERAL | 685 | 500 | 1,000 | 1,000 | |
| 105 | PRINTING | 971 | 1,500 | 1,500 | 1,000 | |
| 110 | EXPENSE ALLOWANCES | 87 | 200 | 400 | 400 | |
| 1040 | MEMBERSHIPS/SUBSC. | 252 | 350 | 350 | 350 | |
| 1065 | ADVERTISING | 1,525 | 3,500 | 500 | 500 | |
| 1131 | STAFF DEVELOPMENT | 554 | 18,000 | 25,000 | 30,000 | 2 |
| 1165 | LEGAL FEES | 17,307 | 24,000 | 29,000 | 29,000 | |
| 1226 | CITY CHARGE - LABOUR RELATIONS SERVICES | 44,000 | 44,325 | 44,325 | 44,325 | |
| TOTAL EXPENSE | | 133,356 | 141,482 | 148,036 | 160,588 | |

Notes: 1) Increase due to 7.37 % Board approved cost - of - living increase over three years and increment adjustments.
 2) Increase of \$5,000 to fund staff development.

THE BOARD OF GOVERNORS OF EXHIBITION PLACE

OVERHEAD

116 - ACCOUNTING EXPENSES

| ACTV | ACCOUNT NAME | 1999 ACTUAL | 2000 PROJECTED | 2000 BUDGET | 2001 BUDGET | |
|----------------------|---------------------|------------------------|---------------------------|------------------------|------------------------|---|
| 100 | P.M.D | 10,516 | 5,500 | 5,800 | 5,800 | |
| 101 | SALARIES - PERM | 424,585 | 487,148 | 466,920 | 529,926 | 1 |
| 102 | SALARIES - TEMP | 9,765 | 0 | 0 | 0 | |
| 104 | SUPPLIES & GENERAL | 6,389 | 8,300 | 9,000 | 9,000 | |
| 105 | PRINTING | 1,180 | 3,000 | 3,000 | 3,000 | |
| 107 | EQUIPMENT RENTALS | 0 | 0 | 1,500 | 0 | |
| 109 | CONTRACT SALARIES | 44,859 | 0 | 0 | 0 | |
| 110 | EXPENSE ALLOWANCES | 384 | 2,500 | 2,600 | 2,600 | |
| 1206 | PROPERTY TAXES | 225,267 | 290,475 | 224,545 | 290,475 | 2 |
| 1215 | BAD DEBTS | 850 | 10,000 | 10,000 | 10,000 | |
| 1220 | EXCHANGE/BANK CHRGE | 16,678 | 12,000 | 20,000 | 15,000 | |
| 1225 | DATA PROCESSING | 65,254 | 64,000 | 40,000 | 60,000 | 3 |
| 2504 | NTC REDUCTION | (33,000) | (33,004) | (34,451) | (31,888) | |
| TOTAL EXPENSE | | 772,729 | 849,919 | 748,914 | 893,913 | |

- Notes:**
- 1) Increase due to 7.37 % Board approved cost - of - living increase over three years and increment adjustments.
 - 2) Based on 2000 experience. Amount 100% recoverable from tenants.
 - 3) Based on 2000 experience.

116 - ACCOUNTING REVENUE

| | | | | | | |
|----------------------|---------------------------|----------------|----------------|----------------|----------------|---|
| 400 | DISCOUNTS & COMM | 39,373 | 10,000 | 35,000 | 10,000 | 1 |
| 402 | INTEREST REVENUE(EXPENSE) | 4,493 | (20,000) | (15,000) | (20,000) | 2 |
| 405 | MISC. & SALVAGE | 176,995 | 25,000 | 25,000 | 25,000 | |
| 617 | NTC 12% MARKUP | 412,910 | 444,060 | 433,000 | 480,021 | 3 |
| 618 | CNE 10 % MARKUP | 136,015 | 0 | 0 | 0 | |
| 1201 | OLD YEAR REVENUE | 10,000 | 0 | 0 | 0 | |
| 1206 | PROP. TAX RECOVERY | 217,962 | 290,475 | 224,545 | 290,475 | 4 |
| TOTAL REVENUE | | 997,747 | 749,535 | 702,545 | 785,496 | |

- Notes:**
- 1) Reduction of \$25,000 reflects transfer of telephone services for RAWF to the NTC and the reduction in recoverable costs due to new PBX system.
 - 2) Adjusted to reflect 2000 experience.
 - 3) Increase of \$44,216 based on projected increase in shows at the NTC.
 - 4) Increased recovery based on assessment from the City.

THE BOARD OF GOVERNORS OF EXHIBITION PLACE

OVERHEAD

160 - SYSTEMS

| ACTV | ACCOUNT NAME | 1999 ACTUAL | 2000 PROJECTED | 2000 BUDGET | 2001 BUDGET | |
|------|------------------------|----------------|-------------------|----------------|----------------|---|
| 101 | SALARIES - PERM | 104,080 | 111,744 | 104,080 | 122,314 | 1 |
| 104 | SUPPLIES & GENERAL | 45,352 | 47,500 | 51,050 | 52,100 | |
| 107 | EQUIPMENT RENTAL | 2,270 | 1,500 | 2,500 | 1,500 | |
| 110 | EXPENSE ALLOWANCES | 347 | 500 | 500 | 500 | |
| 1205 | UNIFORMS | 0 | 400 | 400 | 400 | |
| 3019 | ITR SERVICE AGREEMENTS | 0 | 14,000 | 10,000 | 14,000 | 2 |
| | TOTAL EXPENSE | 152,050 | 175,644 | 168,530 | 190,814 | |

Notes: 1) Increase due to 7.37 % Board approved cost - of - living increase over three years and increment adjustments.
2) \$4,000 increase based on 2000 experience.

THE BOARD OF GOVERNORS OF EXHIBITION PLACE

OVERHEAD

301 - OPERATIONS ADMINISTRATION EXPENSES

| ACTV | ACCOUNT NAME | 1999 ACTUAL | 2000 PROJECTED | 2000 BUDGET | 2001 BUDGET | |
|----------------------|--------------------------|------------------------|---------------------------|------------------------|------------------------|---|
| 101 | SALARIES - PERM | 673,224 | 772,523 | 755,049 | 871,842 | 1 |
| 102 | SALARIES - TEMP | 37,131 | 0 | 0 | | |
| 104 | SUPPLIES & GENERAL | 4,315 | 3,500 | 4,000 | 4,000 | |
| 107 | EQUIPMENT RENTAL | 6,250 | 660 | 660 | 660 | |
| 110 | EXPENSE ALLOWANCES | 3,123 | 9,000 | 9,800 | 9,800 | |
| 1040 | MEMBERSHIPS | 750 | 2,300 | 900 | 2,300 | 2 |
| 2504 | NTC RECOVERIES PERMANENT | (118,856) | (118,856) | (118,856) | (127,828) | |
| 1205 | UNIFORMS | 40,426 | 42,000 | 42,000 | 42,000 | |
| TOTAL EXPENSE | | 646,365 | 711,127 | 693,553 | 802,774 | |

Notes: 1) Increase due to 7.37 % Board approved cost - of - living increase over three years, increment adjustments and the addition of a maintenance operator at a salary of \$42,797.
2) Transfer of \$1,400 from Sub 323.

302 - GROUNDS MAINTENANCE EXPENSES

| | | | | | | |
|----------------------|------------------|---------------|---------------|---------------|---------------|--|
| 3015 | SOFT LANDSCAPING | 0 | 25,000 | 25,000 | 25,000 | |
| 3016 | HARD LANDSCAPING | 34,187 | 55,000 | 40,000 | 40,000 | |
| TOTAL EXPENSE | | 34,187 | 80,000 | 65,000 | 65,000 | |

THE BOARD OF GOVERNORS OF EXHIBITION PLACE

OVERHEAD

303 - HEALTH & SAFETY EXPENSES

| ACTV | ACCOUNT NAME | 1999 ACTUAL | 2000 PROJECTED | 2000 BUDGET | 2001 BUDGET | |
|----------------------|---------------------|------------------------|---------------------------|------------------------|------------------------|---|
| 104 | SUPPLIES & GENERAL | 54 | 300 | 500 | 300 | |
| 106 | SAFETY EQUIPMENT | 2,046 | 2,500 | 3,000 | 3,000 | |
| 109 | CONTRACT PERSONNEL | 46,922 | 49,787 | 43,400 | 52,925 | 1 |
| 110 | EXPENSE ALLOWANCES | 638 | 1,200 | 1,500 | 1,200 | |
| 1040 | MEMBERSHIPS | 281 | 600 | 600 | 600 | |
| 1131 | TRAINING | 2,684 | 10,000 | 6,500 | 12,000 | 2 |
| 2504 | NTC REDUCTION | (12,997) | (13,000) | (13,000) | (13,068) | |
| 1226 | CITY REDUCTION | 0 | (1,300) | 0 | 0 | |
| TOTAL EXPENSE | | 39,628 | 50,087 | 42,500 | 56,957 | |

Notes: 1) Increase due to 7.37 % Board approved cost - of - living increase over three years and increment adjustments.
2) Increased safety training and new Safety Awareness Program for staff.

304-SPORTS HALL OF FAME EXPENSES

| | | | | | | |
|----------------------|---------------------|---------------|---------------|---------------|---------------|--|
| 3052 | SPORTS HALL OF FAME | 84,343 | 84,750 | 84,750 | 84,750 | |
| TOTAL EXPENSE | | 84,343 | 84,750 | 84,750 | 84,750 | |

THE BOARD OF GOVERNORS OF EXHIBITION PLACE

OVERHEAD

305 - UTILITIES EXPENSES

| ACTV | ACCOUNT NAME | 1999 ACTUAL | 2000 PROJECTED | 2000 BUDGET | 2001 BUDGET | |
|-------------|----------------------|------------------------|---------------------------|------------------------|------------------------|---|
| 3060 | HYDRO | 607,916 | 765,000 | 785,000 | 824,250 | 1 |
| 3065 | GAS | 285,373 | 365,000 | 325,000 | 373,750 | 2 |
| 3070 | WATER AND SEWAGE | 245,637 | 315,000 | 319,000 | 331,760 | 3 |
| | TOTAL EXPENSE | 1,138,926 | 1,445,000 | 1,429,000 | 1,529,760 | |

Notes: 1) Anticipated 5% rate increase.
 2) Anticipated 15% rate increase.
 3) Anticipated 4% rate increase.

305 - UTILITIES & OTHER REVENUE

| | | | | | | |
|------|--------------|----------------|----------------|----------------|----------------|---|
| 530 | HYDRO | 232,291 | 369,000 | 419,300 | 458,850 | 1 |
| 3065 | GAS | 7,652 | 11,500 | 56,500 | 13,225 | 2 |
| 3070 | WATER | 29,472 | 47,200 | 59,000 | 59,488 | 1 |
| | TOTAL | 269,415 | 427,700 | 534,800 | 531,563 | |

Notes: 1) Higher recoveries due to rate increases and new tenant.
 2) Higher recoveries due to rate increase.

THE BOARD OF GOVERNORS OF EXHIBITION PLACE

OVERHEAD

306 - CLEANING SERVICES EXPENSES

| ACTV | ACCOUNT NAME | 1999 ACTUAL | 2000 PROJECTED | 2000 BUDGET | 2001 BUDGET | |
|----------------------|-----------------------------|------------------------|---------------------------|------------------------|------------------------|---|
| 102 | SALARIES - TEMP | 2,105,237 | 2,270,000 | 2,273,589 | 2,376,581 | 1 |
| 104 | SUPPLIES & GENERAL | 2,867 | 3,000 | 2,000 | 2,000 | |
| 1205 | UNIFORMS | 7,063 | 0 | 0 | 0 | |
| 3019 | CONTRACTED SERVICES | 56,228 | 40,000 | 40,000 | 40,000 | |
| 3025 | EQUIPMENT MAINT. | 3,315 | 3,600 | 4,000 | 4,000 | |
| 3075 | MATERIAL SUPPLIES | 17,068 | 12,000 | 12,000 | 12,000 | |
| 3076 | LAUNDRY SUPPLIES | 635 | 600 | 600 | 600 | |
| 113 | NTC RECOVERIES | (1,126,764) | (1,069,485) | (1,069,485) | (1,069,485) | |
| 114 | PMD / WORK ORDER RECOVERIES | (475,585) | (433,104) | (433,104) | (433,104) | |
| 112 | OTHER RECOVERIES | (197,289) | (500,000) | (500,000) | (500,000) | |
| 112 | BENEFIT RECOVERIES | 0 | 0 | 0 | (98,892) | 1 |
| TOTAL EXPENSE | | 392,776 | 326,611 | 329,600 | 333,700 | |

Notes : 1) Increase of \$102,992 due to Benefit increases. \$98,892 is recovered as part of the billing for services.

THE BOARD OF GOVERNORS OF EXHIBITION PLACE

OVERHEAD

308 - SPECIAL APPROPRIATIONS

| ACTV | ACCOUNT NAME | 1999 ACTUAL | 2000 PROJECTED | 2000 BUDGET | 2001 BUDGET |
|-----------------------|---|------------------------|---------------------------|------------------------|------------------------|
| 4001 | CONTRIBUTION TO FLEET REPLACEMENT RESERVE | 268,000 | 268,000 | 268,000 | 268,000 |
| 4002 | SNOWBLOWERS | 0 | 8,000 | 8,000 | 0 |
| 4003 | ASBESTOS REMOVAL | 0 | 20,000 | 20,000 | 18,000 |
| 4005 | CONFINED SPACE TESTERS | 0 | 10,000 | 10,000 | 0 |
| 4007 | PORTABLE SECTIONAL FENCING | 0 | 28,000 | 28,000 | 0 |
| 4008 | WORKSTATIONS | 0 | 15,000 | 12,000 | 0 |
| 4004 | ENGINE ANALYSER | 0 | 0 | 0 | 4,000 |
| 4006 | PORTABLE POWER FLUSHER | 0 | 0 | 0 | 10,000 |
| 4009 | PORTABLE VACUUM | 0 | 0 | 0 | 10,000 |
| 4010 | UNDERGROUND SERVICE SCANNER | 0 | 0 | 0 | 10,000 |
| 4011 | WOOD LATHE | 0 | 0 | 0 | 10,000 |
| 4012 | MICROPHONES - QE BOARDROOM | 0 | 0 | 0 | 6,000 |
| TOTAL EXPENSES | | 268,000 | 349,000 | 346,000 | 336,000 |

THE BOARD OF GOVERNORS OF EXHIBITION PLACE

OVERHEAD

316 - LABOUR

| ACTV | ACCOUNT NAME | 1999 ACTUAL | 2000 PROJECTED | 2000 BUDGET | 2001 BUDGET | |
|---------------|--------------------------------|----------------|-------------------|----------------|----------------|---|
| 102 | SALARIES - TEMP | 1,577,226 | 1,329,798 | 1,404,798 | 1,279,921 | 1 |
| 104 | SUPPLIES & GENERAL | 17,762 | 13,000 | 11,000 | 11,000 | |
| 107 | EQUIPMENT RENTAL | 0 | 73,000 | 75,000 | 75,000 | |
| 110 | EXPENSE ALLOWANCES | 2,663 | 2,500 | 3,500 | 3,500 | |
| 324 | SAFETY ENGINEERING | 0 | 0 | 0 | 50,000 | 2 |
| 3090 | SNOW REMOVAL | 121,990 | 50,000 | 75,000 | 75,000 | |
| 113 | NTC RECOVERIES - SHOW SERVICES | (508,799) | (439,183) | (439,183) | (439,183) | |
| 114 | PMD / WORK ORDER RECOVERIES | (405,355) | (53,237) | (53,237) | (53,237) | |
| 112 | OTHER RECOVERIES | (159,913) | (438,800) | (488,483) | (488,483) | |
| TOTAL EXPENSE | | 645,575 | 537,078 | 588,395 | 513,518 | |

Notes: 1) Decrease of \$124,877 reflects change in labour contract.
2) Increase of \$50,000 results from a transfer from Sub 102.

THE BOARD OF GOVERNORS OF EXHIBITION PLACE

OVERHEAD

320 - PHYSICAL PLANT MAINTENANCE EXPENSES

| ACTV | ACCOUNT NAME | 1999 ACTUAL | 2000 PROJECTED | 2000 BUDGET | 2001 BUDGET | |
|---------------|--------------------------------|----------------|-------------------|----------------|----------------|---|
| 102 | SALARIES - TEMP | 1,400,369 | 1,101,000 | 1,101,304 | 1,174,296 | 1 |
| 104 | SUPPLIES & GENERAL | 2,234 | 3,000 | 3,000 | 3,000 | |
| 107 | EQUIPMENT RENTAL | 108,581 | 0 | 0 | 0 | |
| 109 | CONTRACT PERSONNEL | 22,016 | 0 | 0 | 0 | |
| 110 | EXPENSE ALLOWANCES | 1,688 | 2,000 | 2,500 | 2,500 | |
| 1020 | CONSULTANTS FEES | 14,720 | 20,000 | 20,000 | 20,000 | |
| 3005 | PETROLEUM PRODUCTS | 0 | 1,600 | 1,600 | 1,600 | |
| 3007 | GASOLINE & PROPANE | 17,204 | 40,000 | 50,000 | 60,000 | 2 |
| 3008 | DIESEL FUEL | 26,936 | 10,000 | 12,000 | 14,400 | 2 |
| 3023 | GROUND GENERAL | 44,947 | 40,000 | 40,000 | 40,000 | |
| 3028 | VEHICLE MAINT. | 52,320 | 45,000 | 65,000 | 65,000 | |
| 3033 | BUILDING MAINT. | 112,933 | 120,000 | 135,000 | 135,000 | |
| 3034 | CARILLON MAINTENANCE | 0 | 0 | 0 | 5,000 | |
| 3035 | AQUATIC BLEACHERS | 1,930 | 2,400 | 2,400 | 2,400 | |
| 3038 | VEHICLE LICENSES | 12,280 | 12,000 | 12,000 | 12,000 | |
| 3039 | EQUIPMENT MAINT. | 83,550 | 100,000 | 110,000 | 110,000 | |
| 3044 | RENTAL EQPT MAINT. | 16,064 | 20,000 | 20,000 | 20,000 | |
| 3244 | VEHICLE RENTAL | 4,706 | 0 | 0 | 0 | |
| 113 | NTC RECOVERIES OPERATIONS | (255,639) | (316,709) | (316,709) | (352,361) | 1 |
| 112 | OTHER RECOVERIES | (41,659) | (220,000) | (180,000) | (200,000) | 1 |
| 115 | CNE RECOVERIES -STANDBY TRADES | | | | (95,008) | 3 |
| 114 | PMD / WORK ORDER RECOVERIES | (432,298) | 0 | 0 | 0 | |
| TOTAL EXPENSE | | 1,192,884 | 980,291 | 1,078,095 | 1,017,827 | |

- Notes:**
- 1) Increase of \$72,992 due to Benefit increases. \$55,652 is recovered as part of the billing for services.
 - 2) 20% increase factored in for 2001 due to current conditons in the energy market.
 - 3) Represents standby labour costs for various trades transferred to CNEA Budget Sub 310.

THE BOARD OF GOVERNORS OF EXHIBITION PLACE

OVERHEAD

321 - ELECTRICAL & MECHANICAL MAINTENANCE EXPENSES

| ACTV | ACCOUNT NAME | 1999 ACTUAL | 2000 PROJECTED | 2000 BUDGET | 2001 BUDGET | |
|----------------------|---------------------------------|------------------------|---------------------------|------------------------|------------------------|---|
| 102 | SALARIES - TEMP | 2,589,402 | 2,290,126 | 2,583,106 | 3,111,807 | 1 |
| 104 | SUPPLIES & GENERAL | 1,780 | 1,900 | 1,900 | 1,900 | |
| 105 | PRINTING | 673 | 300 | 500 | 500 | |
| 110 | EXPENSE ALLOWANCES | 5,360 | 1,500 | 4,000 | 4,000 | |
| 3017 | UNDERGROUND SERVICES | 82,642 | 100,000 | 90,000 | 90,000 | |
| 3018 | LOCKSMITH SUPPLIES | 15,469 | 18,000 | 18,000 | 18,000 | |
| 3019 | CONTRACTED SERVICES | 39,418 | 65,000 | 78,000 | 88,000 | 2 |
| 3024 | ELEC MAINT. | 146,906 | 150,000 | 150,000 | 150,000 | |
| 3025 | MECH MAINT. | 40,146 | 65,000 | 65,000 | 65,000 | |
| 3029 | REFRIG. & AIR COND. | 31,285 | 50,000 | 22,400 | 22,400 | |
| 3031 | PLUMBING MAINTENANCE | 40,290 | 41,000 | 40,800 | 40,800 | |
| 3037 | STREET LIGHTING | 16,096 | 20,000 | 18,250 | 18,250 | |
| 3041 | CONTROLS MAINT. | 17,919 | 15,000 | 25,000 | 25,000 | |
| 3042 | FIRE PROTECTION EQPT: | 68,035 | 55,000 | 75,000 | 85,000 | 3 |
| 4108 | FIRE PROTECTION CNE FAIR PERIOD | 11,412 | 0 | 0 | 0 | |
| 3043 | KITCHEN EQUIPMENT | 6,259 | 10,000 | 15,000 | 15,000 | |
| 3057 | WASHROOM TRAILERS | 0 | 18,000 | 17,000 | 17,000 | |
| 113 | NTC RECOVERIES SHOW ELECTRICAL | (1,175,652) | (742,903) | (889,340) | (1,088,017) | |
| 114 | PMD / WORK ORDER RECOVERIES | (559,690) | (356,223) | (356,223) | (380,796) | |
| 112 | OTHER RECOVERIES | (106,847) | (266,000) | (266,000) | (266,000) | |
| TOTAL EXPENSE | | 1,270,903 | 1,535,700 | 1,692,393 | 2,017,844 | |

- Notes:**
- 1) Increase of \$528,701 due to the following:
 - a) Increased provision of recoverable services \$223,250
 - b) Increased benefit costs of \$105,451
 - c) Preventative Maintenance Program increased by \$200,000 for implementation of full year's program.
 - 2) Increase of \$10,000 for PPM for Elevators and HVAC repairs.
 - 3) Increase of \$10,000 for PPM for Sprinklers , Fire Alarms and Fire Extinguishers.

THE BOARD OF GOVERNORS OF EXHIBITION PLACE

OVERHEAD

323 - ENGINEERING EXPENSES

| ACTV | ACCOUNT NAME | 1999 ACTUAL | 2000 PROJECTED | 2000 BUDGET | 2001 BUDGET | |
|----------------------|--|------------------------|---------------------------|------------------------|------------------------|---|
| 101 | SALARIES - PERM | 222,241 | 251,584 | 246,801 | 268,148 | 1 |
| 104 | SUPPLIES & GENERAL | 2,789 | 2,600 | 4,000 | 2,600 | 2 |
| 105 | PRINTING | 0 | 1,950 | 2,000 | 2,000 | |
| 107 | EQUIPMENT RENTAL | 308 | 2,450 | 2,500 | 2,500 | |
| 109 | CONTRACT PERSONNEL | 26,685 | 1,200 | 1,275 | 1,275 | |
| 110 | EXPENSE ALLOWANCES | 3,217 | 2,500 | 2,550 | 2,550 | |
| 405 | RECOVERIES CADD & MISCELLANEOUS PRINTING | 0 | (3,000) | 0 | (3,000) | |
| 2504 | RECOVERIES FROM CAPITAL PROGRAM | | | | (230,000) | 3 |
| TOTAL EXPENSE | | 255,239 | 259,284 | 259,126 | 46,073 | |

Notes: 1) Increase due to 7.37 % Board approved cost - of - living increase over three years and increment adjustments.
 2) Transfer of \$1,400 to Sub 301 (Membership Fees).
 3) City of Toronto's Budget Division has instructed Board to show Capital Construction Supervision as part of Capital Budget.

THE BOARD OF GOVERNORS OF EXHIBITION PLACE

OVERHEAD

330 - RENTALS & TECH. SERVICES EXPENSES

| ACTV | ACCOUNT NAME | 1999 ACTUAL | 2000 PROJECTED | 2000 BUDGET | 2001 BUDGET | |
|------|-----------------------------|----------------|-------------------|----------------|----------------|---|
| 102 | SALARIES - TEMP | 1,991,311 | 1,444,676 | 1,439,720 | 1,390,982 | 1 |
| 104 | SUPPLIES & GENERAL | 6,098 | 7,700 | 8,000 | 8,000 | |
| 110 | EXPENSE ALLOWANCES | 863 | 0 | 0 | 0 | |
| 3022 | EQUIPMENT MAINT. | 14,537 | 14,000 | 16,000 | 16,000 | |
| 113 | NTC RECOVERIES - IATSE | (529,088) | (439,183) | (439,183) | (439,183) | |
| 113 | NTC RECOVERIES - CREATIVE | (367,520) | (76,379) | (76,379) | (76,379) | |
| 112 | OTHER RECOVERIES - IATSE | (667,433) | (650,000) | (650,000) | (650,000) | |
| 112 | OTHER RECOVERIES - CREATIVE | (251,682) | (150,000) | (150,000) | (151,304) | |
| | TOTAL EXPENSE | 197,085 | 150,814 | 148,158 | 98,116 | |

Notes: 1) Reduction of \$50,042 due to deletion of Senior Sign Writer's position.

THE BOARD OF GOVERNORS OF EXHIBITION PLACE

OVERHEAD

500 - SECURITY SERVICE & COMMUNICATIONS

| ACTV | ACCOUNT NAME | 1999 ACTUAL | 2000 PROJECTED | 2000 BUDGET | 2001 BUDGET | |
|------|---------------------------|----------------|-------------------|----------------|----------------|---|
| 102 | SALARIES - TEMP | 508,523 | 539,000 | 478,915 | 505,000 | 1 |
| 104 | SUPPLIES & GENERAL | 535 | 1,000 | 1,000 | 400 | |
| 107 | EQUIPMENT RENTALS | 12,403 | 8,700 | 7,200 | 7,200 | |
| 1205 | UNIFORMS | 0 | 3,000 | 3,000 | 3,000 | |
| 2504 | NTC RECOVERIES | (50,003) | (50,000) | (50,000) | (50,000) | |
| 3025 | VEHICLE/ EQUIPMENT MAINT. | 61,816 | 60,000 | 40,600 | 21,800 | 2 |
| | TOTAL EXPENSE | 533,273 | 561,700 | 480,715 | 487,400 | |

Notes: 1) Increase due to 7.37 % Board approved cost - of - living increase over three years.
 2) Reduction of \$18,800 due to transfer of Cell Phone costs of \$14,000 to Sub 103 (Corporate Secretary)and maintenance costs of \$4,800.

THE BOARD OF GOVERNORS OF EXHIBITION PLACE
NATIONAL TRADE CENTRE
SUMMARY

| PAGE | ACCOUNT NAME | 1999 ACTUAL | 2000 PROJECTED | 2000 BUDGET | 2001 BUDGET |
|-------|--|-------------------|-------------------|-------------------|-------------------|
| | REVENUE | | | | |
| | RENTAL INCOME | 6,786,755 | 7,014,755 | 6,975,440 | 7,280,621 |
| | ELECTRICAL SERVICES | 2,030,285 | 1,792,418 | 1,909,820 | 2,077,233 |
| | CATERING CONCESSIONS | 1,358,759 | 1,563,000 | 1,563,385 | 1,600,000 |
| | SHOW SERVICES | 3,237,462 | 3,026,519 | 2,657,313 | 2,729,242 |
| 59 | TELECOMMUNICATION | 364,544 | 437,209 | 385,785 | 456,583 |
| 60 | ADVERTISING & SPONSORSHIP - NET | 193,446 | 299,000 | 298,689 | 280,018 |
| | OFFICIAL SUPPLIER | 88,180 | 80,000 | 100,040 | 80,000 |
| 62&63 | INTEREST AND OTHER INCOME | 253,409 | 191,001 | 151,550 | 189,050 |
| | TOTAL REVENUE | 14,312,840 | 14,403,902 | 14,042,022 | 14,692,747 |
| | EXPENSES | | | | |
| | DIRECT SHOW COSTS - PMD | 562,852 | 483,410 | 483,410 | 546,031 |
| | ELECTRICAL SERVICES | 1,297,089 | 790,465 | 839,340 | 1,060,190 |
| | SHOW SERVICES | 2,252,469 | 2,144,643 | 1,814,816 | 1,873,396 |
| 59 | TELECOMMUNICATION/INFORMATION SYSTEMS | 230,366 | 357,281 | 338,497 | 351,197 |
| 61 | EXECUTIVE | 505,878 | 497,828 | 507,658 | 514,852 |
| 62 | FINANCE | 696,385 | 783,553 | 753,048 | 815,558 |
| | MANAGEMENT FEE - BASE | 304,167 | 311,666 | 310,247 | 317,897 |
| 63 | MARKETING | 826,732 | 787,723 | 842,778 | 759,608 |
| 65 | DIRECT OPERATING COSTS | 3,541,673 | 4,379,879 | 4,223,738 | 4,548,451 |
| 64 | OPERATIONS | 1,407,652 | 671,895 | 667,714 | 672,998 |
| 66 | EVENT SERVICES | 544,217 | 963,070 | 968,361 | 1,098,204 |
| | EXPENSE RECOVERIES & EX - PLACE ADJ. | | | | |
| | CNE DIRECT OPER. COSTS | (373,082) | (395,000) | (395,000) | (410,000) |
| 66 | EVENT SERVICE STAFF | (66,677) | (92,750) | (68,000) | (84,000) |
| | EX - PLACE TELECOM REMITTANCES | 64,235 | 69,000 | 69,000 | 69,000 |
| | SERVOMATION | (98,156) | (69,000) | (69,485) | (89,485) |
| | EXHIBITOR SERVICES | 0 | (8,000) | (7,500) | (8,066) |
| | TOTAL EXPENSES | 11,695,800 | 11,675,663 | 11,278,622 | 12,035,831 |
| | NET INCOME before Mark Up & Incentive M'gt. Fee | 2,617,040 | 2,728,239 | 2,763,400 | 2,656,916 |
| | MANAGEMENT INCENTIVE FEE | 345,312 | 199,934 | 256,931 | 175,496 |
| | SPECIAL - DEPRECIATION ON ELECTRICAL EQUIPMENT | 0 | 124,000 | 0 | 0 |
| | EX - PLACE 12% MARK- UP | 388,504 | 444,060 | 433,004 | 480,021 |
| | NET INCOME | 1,883,224 | 1,960,245 | 2,073,465 | 2,001,399 |

THE BOARD OF GOVERNORS OF EXHIBITION PLACE

NATIONAL TRADE CENTRE

8500 - TELECOMMUNICATIONS

| ACTV | ACCOUNT NAME | 1999 ACTUAL | 2000 PROJECTED | 2000 BUDGET | 2001 BUDGET | |
|-----------------|--------------------------------------|----------------|-------------------|----------------|----------------|---|
| EXPENSES | | | | | | |
| 8001 | SALARIES ADMINISTRATION | 54,870 | 87,638 | 87,638 | 106,753 | 1 |
| 8002 | TEMPORARY WAGES | 95,266 | 102,846 | 112,273 | 114,433 | |
| 8002 | TEMPORARY WAGES RECOVERED FROM SHOWS | (84,810) | (76,346) | (85,041) | (94,433) | |
| 8102 | EMPLOYEE BENEFITS | 12,923 | 26,627 | 26,627 | 25,044 | |
| 8204 | CONTRACTED SERVICES | 21,944 | 0 | 0 | 53,200 | 2 |
| 8211 | TRAVEL | 0 | 2,356 | 1,400 | 2,000 | |
| 8215 | DUES & SUBSCRIPTION | 0 | 500 | 500 | 500 | |
| 8219 | MISCELLANEOUS EXPENSES | 45 | 2,000 | 2,400 | 2,500 | |
| 8220 | COMPUTER EQUIPMENT | 12,781 | 60,000 | 60,000 | 0 | 3 |
| 8228 | PROFESSIONAL FEES | 0 | 500 | 500 | 500 | |
| 8249 | COMPUTER REPAIR/SMALL EQUIPMENT | 882 | 5,000 | 5,000 | 5,000 | |
| 8340 | MAINTENANCE AGREEMENTS | 19,496 | 24,000 | 20,000 | 23,000 | |
| 8425 | PARTS, MACHINERY & EQUIPMENT | 1,453 | 0 | 0 | 0 | |
| 8455 | UNIFORMS | 0 | 1,060 | 1,000 | 500 | |
| 8475 | TELECOM CABLING & FIXTURES | 3,828 | 15,000 | 15,000 | 15,000 | |
| 8531 | PRINTING | 0 | 475 | 500 | 500 | |
| 8532 | OFFICE SUPPLIES | 193 | 525 | 500 | 500 | |
| 8540 | POSTAGE & COURIER | 13 | 100 | 200 | 200 | |
| 8575 | TELEPHONE TRUNK & PSTN | 91,482 | 105,000 | 90,000 | 96,000 | 4 |
| TOTAL EXPENSES | | 230,366 | 357,281 | 338,497 | 351,197 | |

- Notes:**
- 1) Increase due to 7.37 % Board approved cost - of - living increase over three years and increment adjustments.
 - 2) Increase due to transfer of \$7,000 from temporary salaries and an increase of \$46,200 for system support, sign changes, web updates and additional support for Servo, RAWF and EP.
 - 3) Decrease of \$60,000 for E - Commerce Finalization, Wireless Voip Phones, Internet Kiosk and IP Handphones completed in 2000. No further expenditures planned for 2001.
 - 4) Increase of \$6,000 due to provision of PSTN and Trunk Access for Complete Grounds.

REVENUE

| | | | | | | |
|-------------------|----------------------------|----------|---------|---------|---------|---|
| 4095 | TELECOMM | 334,228 | 287,209 | 238,185 | 295,223 | 1 |
| | TELECOMM - EX-PLACE | 64,235 | 69,000 | 69,000 | 69,000 | |
| 7812 | PAY PHONE COMMISSIONS | 4,824 | 7,000 | 21,000 | 0 | 2 |
| | DEPARTMENT WAGE ALLOCATION | (84,810) | 0 | 0 | 0 | |
| 7817 | TELEPHONE RECOVERIES | 46,067 | 74,000 | 57,600 | 92,360 | 3 |
| TOTAL REVENUE | | 364,544 | 437,209 | 385,785 | 456,583 | |
| NET INCOME (LOSS) | | 134,178 | 79,928 | 47,288 | 105,386 | |

- Notes:**
- 1) Increased revenues from new shows.
 - 2) Termination of contract with Bell Canada. Commission reflected in Advertising Revenues for new contract.
 - 3) Increased Telephone recoveries from CNE, Servo, RAWF and Tradelink.

NATIONAL TRADE CENTRE

7300 - ADVERTISING AND SPONSORSHIP

| ACTV | ACCOUNT NAME | 1999 ACTUAL | 2000 PROJECTED | 2000 BUDGET | 2001 BUDGET | |
|-------------|--------------------------|------------------------|---------------------------|------------------------|------------------------|---|
| | <u>EXPENSES</u> | | | | | |
| 7090 | PRODUCTION | 13,118 | 18,110 | 18,110 | 5,000 | 1 |
| 7092 | ADMINISTRATIVE | 35,605 | 54,638 | 54,638 | 30,000 | 2 |
| 7095 | COMMISSIONS | 32,136 | 72,950 | 72,950 | 29,210 | 3 |
| | TOTAL EXPENSES | 80,859 | 145,698 | 145,698 | 64,210 | |
| 7080 | REVENUE | 274,305 | 444,698 | 444,387 | 344,228 | |
| | NET INCOME (LOSS) | 193,446 | 299,000 | 298,689 | 280,018 | |

Notes: 1) Decrease of \$13,110 due to change in signage provision.
 2) Decrease of \$24,638 due to new agreement with Trillium commencing June 1, 2000. Anticipated share of Trillium's monthly cost.
 3) Reduced sales.

NATIONAL TRADE CENTRE
8001 - EXECUTIVE EXPENSES

| ACTV | ACCOUNT NAME | 1999 ACTUAL | 2000 PROJECTED | 2000 BUDGET | 2001 BUDGET | |
|------|------------------------|----------------|-------------------|----------------|----------------|---|
| | EXPENSES | | | | | |
| 8001 | SALARIES ADMIN. | 283,400 | 303,229 | 307,076 | 316,782 | 1 |
| 8002 | WAGES - PART TIME | 1,327 | 4,463 | 1,200 | 1,950 | 2 |
| 8102 | BENEFITS | 61,091 | 72,515 | 76,782 | 81,070 | 1 |
| 8211 | TRAVEL | 5,476 | 13,000 | 13,000 | 13,000 | |
| 8212 | MEALS & ENTERTAINMENT | 898 | 6,000 | 12,000 | 6,000 | 3 |
| 8214 | MEETINGS AND CONVNTNS | 8,734 | 7,577 | 8,000 | 8,000 | |
| 8215 | DUES & SUBSCRIPTIONS | 6,239 | 4,950 | 4,950 | 4,950 | |
| 8216 | TRAINING | 10,316 | 25,000 | 25,000 | 25,000 | |
| 8219 | MISCELLANEOUS EXPENSES | 7,228 | 3,600 | 3,600 | 3,600 | |
| 8225 | LEGAL FEES | 6,142 | 11,160 | 13,500 | 13,500 | |
| 8228 | PROFESSIONAL FEES | 86,396 | 7,047 | 3,500 | 4,500 | 4 |
| 8249 | SMALL EQUIPMENT | 0 | 6,873 | 2,700 | 2,450 | |
| 8531 | PRINTING & STATIONERY | 1,043 | 1,000 | 1,250 | 1,250 | |
| 8532 | OFFICE SUPPLIES | 6,831 | 9,314 | 12,000 | 10,000 | 5 |
| 8575 | TELEPHONE | 1,754 | 2,600 | 2,600 | 2,600 | |
| 8540 | COURIER & POSTAGE | 1,003 | 1,500 | 2,500 | 2,200 | |
| 8962 | CONTRACTED SERVICES | 18,000 | 18,000 | 18,000 | 18,000 | |
| | TOTAL EXPENSES | 505,878 | 497,828 | 507,658 | 514,852 | |

- Notes:** 1) Increase due to 7.37 % Board approved cost - of - living increase over three years and increment adjustments.
2) Projected actual higher than Budget due to resignation of Receptionist.
3) Decrease based on 2000 experience.
4) Increase based on 2000 experience.
5) Decrease based on 2000 experience.

NATIONAL TRADE CENTRE
8002 - FINANCE DEPARTMENT

| ACTV | ACCOUNT NAME | 1999 ACTUAL | 2000 PROJECTED | 2000 BUDGET | 2001 BUDGET | |
|-----------------|-------------------------------------|------------------|-------------------|------------------|------------------|---|
| EXPENSES | | | | | | |
| 7148 | LABOUR ALLOCATED | 24,996 | 25,000 | 25,000 | 26,888 | |
| 8001 | SALARIES - ADMIN | 311,631 | 381,052 | 394,630 | 429,013 | 1 |
| 8002 | SALARIES TEMPORARY | 2,300 | 6,685 | 0 | 0 | |
| 8102 | BENEFITS | 56,521 | 76,874 | 86,055 | 95,027 | 1 |
| 8204 | OTHER CONTRACTED SERVICES | 9,504 | 9,501 | 10,000 | 23,175 | 2 |
| 8211 | TRAVEL | 5,384 | 2,375 | 9,000 | 4,500 | |
| 8212 | MEALS & ENTERTAINMENT | 97 | 400 | 400 | 400 | |
| 8214 | MEETINGS AND CONVNTNS | 996 | 1,607 | 1,800 | 1,800 | |
| 8215 | DUES & SUBSCRIPTIONS | 213 | 1,895 | 600 | 600 | |
| 8216 | EMPLOYEE TRAINING | 225 | 0 | 0 | 0 | |
| 8219 | MISCELLANEOUS EXPENSES | 13,014 | 9,676 | 9,000 | 5,000 | 3 |
| 8220 | COMPUTER EXPENSE | 13,500 | 13,890 | 16,500 | 13,500 | |
| 8226 | AUDIT | 7,000 | 9,500 | 7,298 | 9,600 | 4 |
| 8228 | PROFESSIONAL FEES | 1,306 | 2,785 | 2,865 | 2,865 | |
| 8245 | CREDIT CARD DISCOUNTS | 49,870 | 38,623 | 26,300 | 35,300 | 5 |
| 8249 | SMALL EQPT. | 0 | 1,139 | 1,400 | 1,400 | |
| 8501 | BAD DEBT EXPENSE | 13,483 | 13,413 | 25,000 | 25,000 | |
| 8502 | BANK SERVICE CHARGES | 1,526 | 1,654 | 2,400 | 2,400 | |
| 8505 | INSURANCE - LIABILITY | 64,944 | 65,478 | 63,000 | 64,890 | 6 |
| 8507 | INSURANCE-METRO | 53,404 | 53,400 | 53,400 | 53,400 | |
| 8520 | INSURANCE - OTHER | 11,545 | 14,656 | 12,750 | 15,000 | 6 |
| 8531 | PRINTING & STATIONERY | 420 | 1,188 | 1,000 | 1,000 | |
| 8532 | OFFICE SUPPLIES | 3,608 | 2,050 | 1,500 | 1,500 | |
| 8540 | POSTAGE & COURIER | 3,018 | 2,176 | 2,400 | 2,400 | |
| 8575 | TELEPHONE | 1,516 | 2,323 | 750 | 900 | |
| 8595 | DEPRECIATION - ELECTRICAL EQUIPMENT | 46,364 | 170,213 | 0 | 0 | |
| | TOTAL EXPENSES | 696,385 | 907,553 | 753,048 | 815,558 | |
| REVENUE | | | | | | |
| 7800 | INTEREST INCOME | 180,984 | 183,080 | 146,800 | 159,300 | |
| 7825 | MISCELLANEOUS INCOME | 66,754 | 3,171 | 0 | 25,000 | 7 |
| | | 247,738 | 186,251 | 146,800 | 184,300 | |
| | NET PROFIT (LOSS) | (448,647) | (721,302) | (606,248) | (631,258) | |

Notes:

- 1) Increase due to 7.37 % Board approved cost - of - living increase over three years and increment adjustments.
- 2) Cost of Purchasing Services from Exhibition Place.
- 3) Reduced by \$4,000 based on planned expenditures.
- 4) Increased by \$2,302 based on 2000 experience.
- 5) Increased by \$9,000 based on 2000 experience and increase in the number of shows.
- 6) Increase of \$1,890 anticipated due to change in current provider to City of Toronto.
- 7) Revenue increase of \$25,000 from new one year ABM contract.

NATIONAL TRADE CENTRE

8003 - MARKETING EXPENSES

| ACTV | ACCOUNT NAME | 1999 ACTUAL | 2000 PROJECTED | 2000 BUDGET | 2001 BUDGET | |
|-------------|--------------------------|------------------------|---------------------------|------------------------|------------------------|---|
| | EXPENSES | | | | | |
| 8001 | SALARIES - ADMIN. | 327,697 | 374,151 | 397,258 | 345,750 | 1 |
| 8002 | WAGES - PART TIME | 9,264 | 16,484 | 25,000 | 25,000 | |
| 8102 | BENEFITS | 47,281 | 62,646 | 72,020 | 68,858 | |
| 8211 | TRAVEL | 3,342 | 6,836 | 1,500 | 1,500 | |
| 8214 | MEETINGS AND CONVNTNS | 59,426 | 55,654 | 60,000 | 70,500 | |
| 8215 | DUES & SUBSCRIPTIONS | 19,636 | 34,623 | 34,000 | 39,000 | |
| 8219 | MISCELLANEOUS EXPENSES | 10,182 | 3,381 | 5,000 | 5,500 | |
| 8232 | ADVERTISING | 144,105 | 128,061 | 135,000 | 110,000 | |
| 8235 | CORPORATE ADVERTISING | 106,824 | 40,420 | 40,000 | 44,500 | |
| 8236 | MEDIA / PUBLIC RELATIONS | | | | 1,000 | |
| 8248 | RESOURCE MATERIALS | 65,023 | 48,065 | 53,000 | 30,000 | |
| 8532 | OFFICE SUPPLIES | 12,982 | 4,607 | 6,000 | 11,000 | |
| 8540 | POSTAGE & COURIER | 19,115 | 9,400 | 12,000 | 5,000 | |
| 8575 | TELEPHONE | 1,855 | 3,395 | 2,000 | 2,000 | |
| | TOTAL EXPENSES | 826,732 | 787,723 | 842,778 | 759,608 | |
| | REVENUE | | | | | |
| 7825 | MISCELLANEOUS INCOME | 4,320 | 4,750 | 4,750 | 4,750 | |
| | NET INCOME (LOSS) | (822,412) | (782,973) | (838,028) | (754,858) | |

Notes: 1) Change due to 7.37% Board approved cost - of - living living increase over three years off-set by gapping of Marketing Manager's position for six months.

NATIONAL TRADE CENTRE
8005 - OPERATIONS EXPENSES

| ACTV | ACCOUNT NAME | 1999 ACTUAL | 2000 PROJECTED | 2000 BUDGET | 2001 BUDGET | |
|------|-----------------------|------------------|-------------------|----------------|----------------|---|
| | EXPENSES | | | | | |
| 8001 | SALARIES - ADMIN | 1,131,188 | 542,008 | 544,476 | 544,056 | 1 |
| 8002 | WAGES - PART TIME | 8,868 | 6,161 | 0 | 0 | |
| 8102 | BENEFITS | 261,979 | 112,243 | 114,338 | 118,422 | |
| 8211 | TRAVEL | 3,875 | 6,437 | 2,000 | 5,000 | 2 |
| 8212 | MEALS & ENTERTAINMENT | 0 | 275 | 3,000 | 1,620 | |
| 8214 | MEETING & CONVENTIONS | 988 | 2,483 | 1,300 | 2,000 | |
| 8215 | DUES & SUBSCRIPTION | 0 | 1,698 | 1,800 | 1,500 | |
| 8532 | OFFICE SUPPLIES | 19 | 0 | 0 | 0 | |
| 8540 | POSTAGE & COURIER | 735 | 590 | 800 | 400 | |
| | TOTAL EXPENSES | 1,407,652 | 671,895 | 667,714 | 672,998 | |

Notes: 1) Change due to 7.37% Board approved cost - of - living increase over three years and increment adjustments off - set by the deletion of one full time position.
2) Increase of \$3,000 to cover the cost of a visit to Chicago's McCormick Place by the Director and Chief Engineer and attendance at IAAM conference.

NATIONAL TRADE CENTRE
8015 DIRECT OPERATING COSTS

| ACTV | ACCOUNT NAME | 1999 ACTUAL | 2000 PROJECTED | 2000 BUDGET | 2001 BUDGET | |
|------|--------------------------------|------------------|-------------------|------------------|------------------|---|
| | EXPENSES | | | | | |
| | UTILITIES | 1,829,234 | 1,954,562 | 1,792,959 | 2,174,892 | 1 |
| | UNIFORMS | 9,651 | 3,600 | 3,669 | 3,888 | |
| | BUILDING CONTROL CENTRE | 171,405 | 169,337 | 169,987 | 191,603 | 2 |
| | SECURITY | 276,796 | 276,940 | 279,717 | 277,220 | |
| | CLEANING | 87,133 | 360,424 | 337,924 | 374,908 | 3 |
| | ELECTRICAL | 71,471 | 298,442 | 286,942 | 271,496 | |
| | ELEVATOR / ESCALATORS | 166,278 | 151,445 | 157,944 | 76,591 | 4 |
| | A/C , HEATING | 266,598 | 309,534 | 323,334 | 284,758 | 5 |
| | FIRE PROTECTION | 106,899 | 105,952 | 97,952 | 89,956 | |
| | BUILDING REPAIR / MAINT. | 167,781 | 255,587 | 263,087 | 257,418 | 6 |
| | LANDSCAPING | 97,021 | 108,576 | 110,076 | 114,834 | |
| | SNOW REMOVAL | 41,819 | 67,465 | 69,487 | 67,340 | |
| | RECVNG AND LDNG DOCK | 54,527 | 81,100 | 83,600 | 83,600 | |
| | DECORATING & IMPRVMTS | 61,052 | 103,832 | 100,832 | 134,667 | 7 |
| | PLUMBING REPAIRS & MAINTENANCE | 13,379 | 86,128 | 90,628 | 92,280 | |
| | OFFICE SUPPLIES,PHONE & OTHER | 91,384 | 46,955 | 55,600 | 53,000 | |
| | SMALL EQPT. & PEST CONTROL | 29,245 | 0 | 0 | 0 | |
| | TOTAL EXPENSES | 3,541,673 | 4,379,879 | 4,223,738 | 4,548,451 | |

- Notes:**
- 1) Increase of \$381,933 due to rate increases of 15% for Gas, 4% for Water and 5% for Hydro and consumption increase for new shows.
 - 2) Increase of \$21,616 includes \$20,000 for Exhibition Place Communications support and supplies. Error in 2000 Budgetted at \$30,000 whereas support from EP is \$50,000.
 - 3) Increase of \$36,984 due to base building cleaning, maintenance of equipment and increased cleaning supplies necessitated by increase in the number of shows.
 - 4) Decreased by \$81,353 due to new service contract.
 - 5) Reduction of \$38,576 due to reduced use of maintenance supplies.
 - 6) Reduction of \$5,669 due to the deferral of purchase of small rental supplies.
 - 7) Increase of \$33,833 for base building painting to maintain Class A International Facility.

NATIONAL TRADE CENTRE
8007 - EVENT SERVICES EXPENSES

| ACTV | ACCOUNT NAME | 1999 ACTUAL | 2000 PROJECTED | 2000 BUDGET | 2001 BUDGET | |
|--------------------------|----------------------------------|------------------|-------------------|------------------|--------------------|---|
| EXPENSES | | | | | | |
| 8001 | SALARIES - ADMIN | 427,592 | 752,015 | 749,500 | 852,002 | 1 |
| 8002 | WAGES - PART TIME | 54 | 504 | 504 | 504 | |
| 8102 | BENEFITS | 78,551 | 160,498 | 169,019 | 194,341 | 1 |
| 8211 | TRAVEL | 3,072 | 4,500 | 4,500 | 4,500 | |
| 8212 | MEALS & ENTERTAINMENT | 1,535 | 1,620 | 1,620 | 1,620 | |
| 8214 | MEETINGS AND CONVNTNS | 4,858 | 4,250 | 4,250 | 4,625 | |
| 8215 | DUES & SUBSCRIPTIONS | 1,047 | 2,230 | 2,500 | 2,500 | |
| 8219 | MISCELLANEOUS EXPENSES | 1,295 | 3,000 | 3,000 | 3,000 | |
| 8249 | SMALL EQUIPMENT | 0 | 1,008 | 1,008 | 1,008 | |
| 8401 | BUSINESS CENTRE EXPENSES(INCOME) | (1,255) | (240) | 0 | 0 | |
| 8455 | UNIFORMS | 3,371 | 6,000 | 6,000 | 6,000 | |
| 8531 | PRINTING & STATIONERY | 850 | 2,400 | 2,400 | 2,400 | |
| 8532 | OFFICE SUPPLIES | 7,847 | 5,800 | 4,800 | 6,000 | |
| 8540 | POSTAGE & COURIER | 325 | 504 | 504 | 504 | |
| 8575 | TELEPHONE | 15,075 | 18,981 | 18,756 | 19,200 | |
| TOTAL EXPENSES | | 544,217 | 963,070 | 968,361 | 1,098,204 | |
| RECOVERIES | | | | | | |
| | EXP RECOVERIES. CO-ORD. | 66,677 | 92,750 | 68,000 | 84,000 | 2 |
| NET PROFIT (LOSS) | | (477,540) | (870,320) | (900,361) | (1,014,204) | |

Notes: 1) Increase due to 7.37 % Board approved cost - of - living increase over three years and increment adjustments.
2) Revenue increase of \$16,000 due to provision of additional services to Exhibition Place.