

Appendix A
THE BOARD OF GOVERNORS OF EXHIBITION PLACE
CONSOLIDATED OPERATING BUDGET 2018

EP5.3
Appendix A

PAGE	PROGRAM	2014 ACTUAL	2015 ACTUAL	2016 ACTUAL	2017 FORECAST	2017 BUDGET	2018 BUDGET	%Increase	Notes
EXHIBITION PLACE AND ENERCARE CENTRE									
REVENUE									
3	REVENUE - EP	20,845,337	20,565,503	21,470,722	26,172,444	21,767,156	26,103,351	20	
37	REVENUE - EC	10,714,509	14,930,560	11,200,126	11,226,218	11,780,043	11,732,365	(0)	
		31,559,846	35,496,063	32,670,848	37,398,663	33,547,199	37,835,716	13	
EXPENSES									
3	DIRECT EXPENSES - EP	5,020,794	5,334,441	5,501,986	8,257,997	4,825,186	8,368,392	73	
37	DIRECT EXPENSES - EC	4,697,373	5,433,555	4,889,197	5,203,001	5,275,163	5,255,378	(0)	
	DIRECT EXPENSES	9,718,167	10,767,996	10,391,184	13,460,997	10,100,350	13,623,769	35	
7	OVERHEAD EXPENSES	20,024,517	21,746,571	18,580,481	21,595,717	21,369,374	22,177,590	4	
		29,742,684	32,514,567	28,971,665	35,056,714	31,469,724	35,801,359	14	
INCOME (LOSS) BEFORE DEBT CHARGES									
7	INTEREST AND AMORT EXPENSE - ENERGY RETROFIT ASSETS	1,817,161	2,981,496	3,699,183	2,341,949	2,077,475	2,034,356	(2)	
		779,359	757,664	1,132,777	1,603,991	1,603,973	1,539,742	(4)	
	NET INCOME (LOSS)	1,037,803	2,223,832	2,566,406	737,958	473,502	494,615	4	
BEANFIELD CENTRE									
46	REVENUE	1,974,885	2,303,642	3,170,277	3,545,266	3,268,012	3,500,048	7	
46	EXPENSES	2,000,612	1,953,286	2,190,353	2,372,342	2,190,854	2,398,957	9	
	CASH FLOW BEFORE INTEREST, AMORT AND TRANSFERS	(25,727)	350,356	979,924	1,172,924	1,077,158	1,101,091	2	
54	LESS: INTEREST EXPENSES	1,769,731	1,720,555	1,669,001	1,622,704	1,614,882	1,583,572	(2)	
54	LESS: AMORTIZATION EXPENSE	1,941,856	1,931,964	1,931,964	0	0	0	0	
54	LESS: PRINCIPAL REPAYMENT - FCM LOAN	0	0	0	738,221	1,090,363	775,132	(29)	
54	LESS: PRINCIPAL REPAYMENT - CITY LOAN	0	0	0	92,335	92,335	94,501	2	
	INCOME (LOSS) BEFORE NAMING FEE	(3,737,313)	(3,302,162)	(2,621,042)	(1,280,336)	(1,720,424)	(1,352,115)	(21)	
46	NAMING FEES REVENUE (ENERCARE & BEANFIELD)	1,021,608	805,476	1,052,534	722,379	922,500	1,057,500	15	
	NET INCOME (LOSS)	(2,715,706)	(2,496,686)	(1,568,508)	(557,958)	(797,924)	(294,615)	(63)	
46	CASH TRANSFER FROM(TO) CONFERENCE CENTRE RESERVE	823,536	0	0	0	447,924	0	(100)	
	NET INCOME (LOSS) AFTER TSF PER FIN. STATEMENTS	(1,892,169)	(2,496,686)	(1,568,508)	(557,958)	(350,000)	(294,615)	(16)	
NATIONAL SOCCER STADIUM									
	REVENUES	450,000	0	0	0	0	0	0	
	EXPENSES	0	0	0	0	0	0	0	
	NET INCOME (LOSS) BEFORE SHARING	450,000	0	0	0	0	0	0	
	LESS PRIMARY INCENTIVE FEE	0	0	0	0	0	0	0	
	NET INCOME (LOSS)	450,000	0	0	0	0	0	0	
SUMMARY									
BOG									
	TOTAL REVENUE	35,829,875	38,605,182	36,893,659	41,666,307	38,185,635	42,393,264	11	
	TOTAL EXPENSE	36,234,242	38,878,036	35,895,761	41,486,307	38,062,133	42,193,264	11	
	NET INCOME (LOSS) PER FINANCIAL STATEMENTS	(404,366)	(272,854)	997,898	180,000	123,502	200,000		
	CASH CONVERSION:								
	EMPLOYEE BENEFITS	(129,202)	(1,671)	(117,951)					
	AMORTIZATION - EP/EC/BMO	43,332	43,332	43,316					
	AMORTIZATION - BEANFIELD CENTRE	1,941,856	1,931,964	1,931,964					
	PRINCIPAL REPAYMENT - BEANFIELD CENTRE	(1,027,882)	(1,077,031)	(1,128,542)					
	CAPITAL ASSETS	22,248	(166,667)	58,333					
	NET STEP UP - LONG TERM LEASE	(289,522)	38,858	77,853					
	CASH PAYABLE (RECEIVABLE) FROM CITY - BOG	156,464	495,931	1,862,870	180,000	123,502	200,000	62	

**THE BOARD OF GOVERNORS OF EXHIBITION PLACE
CONSOLIDATED OPERATING BUDGET 2018**

PAGE	DEPARTMENT	2014 ACTUAL	2015 ACTUAL	2016 ACTUAL	2017 FORECAST	2017 BUDGET	2018 BUDGET	%Increase	Notes
EXHIBITION PLACE									
3	REVENUE	20,845,337	20,565,503	21,470,722	26,172,444	21,767,156	26,103,351	20	
3	DIRECT EXPENSES	5,020,794	5,334,441	5,501,986	8,257,997	4,825,186	8,368,392	73	
7	OVERHEAD EXPENSES	20,024,517	21,746,571	18,580,481	21,595,717	21,369,374	22,177,590	4	
	INCOME (LOSS) BEFORE DEBT CHARGES	(4,199,975)	(6,515,509)	(2,611,746)	(3,681,269)	(4,427,404)	(4,442,631)	0	
16-18	INTEREST AND AMORT EXPENSE - ENERGY RETROFIT ASSETS	779,359	757,664	1,132,777	1,603,991	1,603,973	1,539,742	(4)	
	NET INCOME (LOSS)	(4,979,333)	(7,273,173)	(3,744,523)	(5,285,260)	(6,031,378)	(5,982,372)	(1)	
		0							
ENERCARE CENTRE									
37	REVENUE	10,714,509	14,930,560	11,200,126	11,226,218	11,780,043	11,732,365	(0)	
37	DIRECT EXPENSES	4,697,373	5,433,555	4,889,197	5,203,001	5,275,163	5,255,378	(0)	
	NET INCOME LOSS)	6,017,136	9,497,005	6,310,929	6,023,218	6,504,880	6,476,987	(0)	
BEANFIELD CENTRE									
46	REVENUE	1,974,885	2,303,642	3,170,277	3,545,266	3,268,012	3,500,048	7	
46	EXPENSES	2,000,612	1,953,286	2,190,353	2,372,342	2,190,854	2,398,957	9	
	CASH FLOW BEFORE INTEREST, AMORT AND TRANSFER	(25,727)	350,356	979,924	1,172,924	1,077,158	1,101,091	2	
54	LESS: INTEREST EXPENSES	1,769,731	1,720,555	1,669,001	1,622,704	1,614,882	1,583,572	(2)	
54	LESS: AMORTIZATION EXPENSE	1,941,856	1,931,964	1,931,964	0	0	0	0	
54	LESS: PRINCIPAL REPAYMENT - FCM LOAN	0	0	0	738,221	1,090,363	775,132	(29)	
54	LESS: PRINCIPAL REPAYMENT - CITY LOAN	0	0	0	92,335	92,335	94,501	2	
	INCOME (LOSS) BEFORE NAMING FEE	(3,737,313)	(3,302,162)	(2,621,042)	(1,280,336)	(1,720,424)	(1,352,115)	(21)	
46	NAMING FEES REVENUE (ENERCARE & BEANFIELD)	1,021,608	805,476	1,052,534	722,379	922,500	1,057,500	15	
	NET INCOME (LOSS)	(2,715,706)	(2,496,686)	(1,568,508)	(557,958)	(797,924)	(294,615)	(63)	
46	TRANSFER FROM (TO) CONFERENCE CENTRE RESERVE	823,536	0	0	0	447,924	0	(100)	
	NET INCOME (LOSS) AFTER TSF PER FS	(1,892,169)	(2,496,686)	(1,568,508)	(557,958)	(350,000)	(294,615)	(16)	
NATIONAL SOCCER STADIUM									
	REVENUES	450,000	0	0	0	0	0	0	
	EXPENSES	0	0	0	0	0	0	0	
	NET INCOME (LOSS) BEFORE SHARING	450,000	0	0	0	0	0	0	
	LESS PRIMARY INCENTIVE FEE	0	0	0	0	0	0	0	
	NET INCOME (LOSS) AFTER SHARING	450,000	0	0	0	0	0	0	
SUMMARY									
BOG									
	TOTAL REVENUE	35,829,875	38,605,182	36,893,659	41,666,307	38,185,635	42,393,264	11	
	TOTAL EXPENSE	36,234,242	38,878,036	35,895,761	41,486,307	38,062,133	42,193,264	11	
	NET INCOME (LOSS) PER FINANCIAL STATEMENTS - BOG	(404,366)	(272,854)	997,898	180,000	123,502	200,000	62	

THE BOARD OF GOVERNORS OF EXHIBITION PLACE
EXHIBITION PLACE

REVENUE AND EXPENSE SUMMARY

PAGE	DESCRIPTION	2014 ACTUAL	2015 ACTUAL	2016 ACTUAL	2017 FORECAST	2017 BUDGET	2018 BUDGET	% Increase	Notes
	REVENUE								
	RENTAL INCOME - TENANTS	1,287,120	1,120,366	1,044,453	1,184,327	1,009,306	1,188,616	18	1
	MLSE CONTRIBUTION - RICOH & BIOSTEEL	565,664	746,682	1,220,583	1,116,950	1,132,946	1,116,950	(1)	9
	BMO FIELD GUARANTEE PAYMENT - NET	0	116,092	134,534	152,203	151,038	170,225	13	1
	ADDITIONAL RENT-MLSE/RICOH COLISEUM - NET	98,000	98,000	98,000	98,000	98,000	98,000	0	2
	SUBTOTAL	1,950,785	2,081,140	2,497,570	2,551,480	2,391,290	2,573,791	8	
	RENTAL INCOME - CNEA EVENT	3,379,602	3,457,334	3,526,480	3,632,274	3,583,692	3,741,242	4	6
	RENTAL INCOME - EVENTS	979,190	916,542	1,019,435	712,909	712,909	878,939	23	3
	ADVERTISING -NET	1,415,576	1,451,199	1,700,361	1,504,948	1,504,948	1,508,910	0	10
42200	CATERING CONCESSIONS	61,560	65,503	164,316	85,000	65,500	85,000	30	5
	SUBTOTAL	7,786,712	7,971,719	8,908,163	8,486,612	8,258,339	8,787,883	6	
	SHOW SERVICES								
	- TENANTS	1,377,744	1,618,396	1,341,416	1,498,190	1,498,190	1,516,918	1	4
	- CNEA'S WORK ORDERS BILLED	0	0	0	3,690,141	0	3,736,267	0	11
	- EVENTS	1,390,481	1,242,872	1,604,374	1,237,098	1,237,098	1,254,213	1	3
	SHOW SERVICES REVENUE	2,768,224	2,861,268	2,945,790	6,425,428	2,735,288	6,507,398	138	
5	PARKING REVENUE	7,300,697	7,603,391	8,084,271	7,754,225	7,746,725	7,780,700	0	
	SUBTOTAL DIRECT REVENUE	17,855,634	18,436,378	19,938,224	22,666,265	18,740,353	23,075,980	23	
12	- ADMIN MARK UP, INTEREST AND MISC REVENUE	626,022	1,203,163	744,634	815,835	520,006	567,054	9	8
16	- ERP PROJECTS - INCENTIVE RECEIVED & SAVING	404,748	396,669	448,526	778,310	778,310	720,494	(7)	
18	- DISTRICT ENERGY SYSTEM - REVENUE	0	0	218,284	1,062,034	1,078,487	1,089,822	1	
19	- NAMING RIGHTS REVENUE - BEANFIELD CENTRE	367,056	415,857	415,857	352,643	275,000	425,000	55	
19	- NAMING RIGHTS EXPENSES & TSF - BEANFIELD CENTRE	(367,056)	(415,857)	(415,857)	(352,643)	(275,000)	(425,000)	55	
	SUBTOTAL OTHER REVENUE	1,030,770	1,599,832	1,411,443	2,656,179	2,376,803	2,377,371	0	
11	- CONTRIBUTION FROM CONF. RESERVE - HOTEL SOIL	1,094,688	345,129	0	0	0	0	0	
11	- CONTRIBUTION FROM SICK BANK/FLEET RESERVES	864,245	184,164	121,055	850,000	650,000	650,000	0	
	SUBTOTAL CONTRIBUTION FROM RESERVES	1,958,933	529,293	121,055	850,000	650,000	650,000	0	
	TOTAL REVENUE	20,845,337	20,565,503	21,470,722	26,172,444	21,767,156	26,103,351	20	
	EXPENSE								
5	PARKING EXPENSES	2,631,430	2,788,556	3,121,443	2,724,078	2,586,037	2,811,635	9	
	SHOW SERVICES EXPENSES								
	- TENANTS	1,247,644	1,457,831	1,164,413	1,363,353	1,363,353	1,380,394	1	4
	- CNEA'S WORK ORDERS EXPENSE	0	0	0	3,294,769	0	3,335,953	0	11
	- EVENTS	938,476	887,018	923,522	784,268	784,268	747,476	(5)	3
	- EVENTS PMD COSTS	203,244	201,036	292,608	91,530	91,530	92,932	2	7
	SUB TOTAL SHOW SERVICE EXPENSES	2,389,365	2,545,885	2,380,543	5,533,918	2,239,150	5,556,756	148	
	TOTAL DIRECT EXPENSE	5,020,794	5,334,441	5,501,986	8,257,997	4,825,186	8,368,392	73	
	PROFIT (LOSS) BEFORE OVERHEAD EXPENSES	15,824,542	15,231,062	15,968,736	17,914,448	16,941,970	17,734,959	5	
7	OVERHEAD EXPENSES	20,803,876	22,504,235	19,713,259	23,199,708	22,973,347	23,717,332	3	
	NET OPERATING PROFIT (LOSS)	(4,979,333)	(7,273,173)	(3,744,523)	(5,285,260)	(6,031,378)	(5,982,372)	(1)	

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

NOTE:

1. 2017 forecast/2018 budget includes rent for QE executive office, Press and Food buildings lease. Minimum guarantee payment from BMO Field is net of City loan repayment. 2016 actual includes three months rent of QE office by CNEA. 2013-2015 actual includes rent for hotel; starting from 2016 Hotel rent is reported in Beanfield Centre.
2. Ex Place services for security monitoring and building operators coverage for night time walk through.
3. Three year term agreement with Green Savoree Toronto ULC for Honda Indy from 2017-2019
4. Services ordered from major tenants such as Liberty Grand, Muzik, Medieval Times, Ricoh, Gossip and QET and QE fountain dining room starting in 2011.
5. Includes F&B buy out for EP's events that are not contracted through Centerplate/Spectra. 2016 actual was high due to food buy out from MLS Soccer Celebration/Grey Cup events
6. Rent per license agreement; first initial term 2013-2016 (4 years). 2017 forecast event rent per amount proposed to CNEA for renewal term. 2018 budget at 3% increase from 2016 forecasted rent. 2016 actual rent includes \$35,672 for three months rent of QE office in summer.
7. PMD costs includes additional concessions for Honda Indy services reduction per agreement with Green Savoree up to 2015 event. 2016 includes \$218K standby electrician/Show tech net subsidized by BOG for 2016 CNE fair.
8. Administrative fee on MLSE for Ricoh Coliseum, BMO Field, Biosteel, tenants services and interest revenue.
9. Per contractual arrangement with MLSE/BPC (Lease/Sub-lease), new rate effective July 1, 2015. Includes rent from Biosteel and West Annex office.
10. Outdoor billboard signage revenue after commission - Per contractual obligations with Astral Media (Gardiner Billboard-Trivision), Cieslok Media Inc. (Metro Media - Gardener Expressway/Strachan Billboard). Astral Media agreement renewed for 15 years (2009 to 2023). In June 2010 Astral switched to digital retroactively from year 0. Budget includes participated rent from Astral.
11. Labours, direct charges and materials cost were charged at cost during initial term Apr 1 2013-Mar 30 2017. For the renewal terms April 1, 2017- Mar 30, 2022 costs are marked up at 12% by BOG

THE BOARD OF GOVERNORS OF EXHIBITION PLACE
EXHIBITION PLACE

50-108 PARKING AND TRAFFIC REVENUES AND EXPENSES

ACCT# ACCOUNT NAME	2014 ACTUAL	2015 ACTUAL	2016 ACTUAL	2017 FORECAST	2017 BUDGET	2018 BUDGET	% Increase	Notes
1-50-108-XXXX-								
REVENUE								
PARKING REVENUE								
40500 ECC EVENTS	3,734,746	3,654,208	3,410,121	3,795,800	3,795,800	3,725,700	(2)	14
40500 EP EVENTS	660,634	638,660	839,234	660,925	660,925	661,000	0	14
40500 TENANTS	544,016	808,160	700,718	698,000	695,500	696,000	0	
40501 ONTARIO PLACE EVENTS	454,782	480,160	558,959	490,000	490,000	490,000	0	
SUB-TOTAL PARKING REVENUE	5,394,178	5,581,187	5,509,032	5,644,725	5,642,225	5,572,700	(1)	10
40520 RICOH COLISEUM	517,637	456,800	634,274	475,000	440,000	475,000	8	13
40521 BMO FIELD - SUBJECT TO REBATE - TFC	511,697	748,585	1,047,669	750,000	769,000	828,000	8	7
40522 BMO FIELD - SUBJECT TO REBATE - ARGOS	0	0	266,981	292,500	329,500	311,000	(6)	7
40599 BMO FIELD - NOT SUBJECT TO REBATE	353,095	426,823	239,067	215,000	206,000	215,000	4	16
40522 BMO FIELD - NOT SUBJECT TO REBATE - ARGOS	0	0	14,964	10,000	0	10,000	0	7
40500 MEDIEVAL TIMES	380,916	366,430	371,775	367,000	360,000	369,000	3	
40525 MISCELLANEOUS PARKING REVENUE	143,174	23,566	510	0	0	0	0	3
TOTAL REVENUE	7,300,697	7,603,391	8,084,271	7,754,225	7,746,725	7,780,700	0	10
1-50-108-50108-								
EXPENSE								
60000 SALARIES - PERMANENT	622,905	581,926	486,773	611,190	570,354	635,026	11	1
60001 BENEFITS - PERMANENT	166,674	144,056	133,224	175,376	163,659	181,083	11	1
60002 SALARIES AND BENEFITS - HOURLY	726,828	851,368	925,926	620,338	619,738	622,456	0	15
61020 SALARY & BENEFITS RECOVERIES FROM CNEA	(39,683)	(39,877)	(41,556)	(42,075)	(40,880)	(42,601)	4	5
60407 PARKING AUDIT	0	338	0	2,000	2,000	2,000	0	
60409 BANK & CREDIT CARD CHARGES/CASH HANDLING	66,378	75,227	80,848	85,000	85,000	88,255	4	
60424 EQUIPMENT RENTALS	1,738	5,431	2,592	2,000	2,000	2,000	0	9
60425 EXPENSE ALLOWANCE	2,596	3,107	2,143	2,000	2,000	2,000	0	4
60459 STAFF DEVELOPMENT/TRAINING - UNIONIZED	575	0	688	2,000	2,000	2,000	0	12
60801 CONTRACT SERVICES	5,965	6,201	5,914	6,000	6,000	6,000	0	8
61037 SECURITY - NET OF RECOVERIES	136,783	113,930	169,536	140,000	85,000	140,000	65	6
61072 P.M.D (SIGNAGES, COIN & CARD PROCESSING MACHINE...)	174,404	225,651	229,726	200,000	180,000	220,000	22	2
61088 ROAD MARKINGS AND SIGN REPAIRS (from 50-323)	1,350	0	8,044	8,000	8,000	8,000	0	
63119 PRINTING & STATIONERY	8,186	4,341	5,106	9,000	9,000	9,000	0	
63126 SUPPLIES & GENERAL	4,450	6,343	5,176	4,000	4,000	4,000	0	
63127 UNIFORMS	9,681	11,490	11,138	12,000	12,000	12,000	0	
SUBTOTAL EXPENSES BEFORE REBATES	1,888,830	1,989,533	2,025,279	1,836,828	1,709,870	1,891,219	11	
51000 MEDIEVAL TIMES REBATE	177,699	194,673	186,528	183,500	180,000	184,500	3	11
51005 BMO FIELD REBATE - TFC	182,413	246,588	354,022	250,000	256,333	276,000	8	11
51006 BMO FIELD REBATE - ARGOS	0	0	88,035	97,500	109,833	103,667	(6)	11
51004 RICOH COLISEUM REBATE	382,487	357,762	467,580	356,250	330,000	356,250	8	11
TOTAL EXPENSES	2,631,430	2,788,556	3,121,443	2,724,078	2,586,037	2,811,635	9	
NET PROFIT (LOSS)	4,669,267	4,814,836	4,962,828	5,030,147	5,160,688	4,969,065	(4)	

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

50-108 PARKING AND TRAFFIC REVENUES AND EXPENSES

NOTE:

1. Provision for Merit increase. Budget allocated 50% of Director's to Security department 50-500. 2018 budget provide for additional staff in order to service increasing needs from clients and new expanded BMO Field.
2. PMD includes signage, cost of coin and card processing machines. 2017 forecast/2018 budget increase to reflects prior years experience
3. Exhibition Place gave up Fleet Street starting in 2013. Prior to 2013 includes Fleet Street Parking revenue, which was associated to shows and is reflected in the shows income. The revenue budgeted on this line represents all other parking related revenue such as rental. Of all Fleet Street Parking Revenue a 50% rebate is paid to the City (a/c 61040)
4. Budget provided for association fees. Staff trade show convention is provided for under CEO department 50-100
5. Recoveries of wages and benefits costs of parking management staff during CNEA fair not included in annual rent/site fee amount.
6. Includes Reilly Security and paid duty policy (Toronto Police Service) for Toronto Football Club (TFC) games and for directing traffic during events. 2016 actual is net of \$71K recoveries from MLSE
7. FC games and Argo games are subject to rebate at 33.33% per contractual arrangement. Budget was based on numbers of games/attendance supplied by BMO Field. 2016 actual was high due to there were more TFC games: 19 plus 3 play off games. 2017 budget anticipated 18 TFC games, actual schedule per TFC is only twelve games. 2018 budget estimate at 18 regular TFC games
8. For Chubb Door alarm monitoring and Inkas money pick up.
9. Starting from 2013 cost decrease due to purchase of Pay and Display machines. Prior to 2012 was for rental costs for nine Precise Park Link rented Pay and Display machines @ \$ 350/each per month, for 12 months and rental of additional revenue control equipment.
10. Board approved effective May 23, 2015 Special Event Rate increase from \$25 to \$30. Regular parking rate is \$14
11. Parking Sources Rebates: Fleet Street (50%), Medieval (50%), Ricoh (75%), Stadium (33.33%).
12. Budget provided for training costs for unionized parkers.
13. 2011/2012 was high because MLSE has more large events and larger attendants due to NHL lockout
14. 2015 and 2016 actuals revenue includes contribution from Pan Am games and NBA Allstars Jam Session. 2017 budget decrease due to loss from major events (Sportmen's show, Delicious Food Show, Green Living, Barrister and Solicitor Licensing exams, CGA exams, Print Ontario etc....)
15. Variable direct wages and benefits associated with revenue.
16. 2015 actual includes \$160K payment from MLSE to cover loss of parking revenue because there is no Argos game played in 2015. Budget includes \$70,000 annual revenue due to soccer bubble relocation to Lamport Stadium. Budget reduce to reflect anticipated decrease in numbers of friendly/Rugby games at the Stadium

THE BOARD OF GOVERNORS OF EXHIBITION PLACE
EXHIBITION PLACE

OVERHEAD EXPENSE SUMMARY

PAGE	DEPARTMENT	2014 ACTUAL	2015 ACTUAL	2016 ACTUAL	2017 FORECAST	2017 BUDGET	2018 BUDGET	% Increase	Notes
8	CHIEF EXECUTIVE OFFICER & HR	838,664	953,833	1,032,460	1,080,664	1,049,608	1,141,553	9	
9	ARCHIVES & COMMERCIAL RECORDS	493,658	559,135	505,677	558,630	551,763	611,749	11	
10	PURCHASING & STORES	215,005	198,798	220,904	264,819	264,819	265,517	0	
11	SICK BANK PAID OUT	23,239	71,755	0	100,000	100,000	100,000	0	
12	FINANCE	2,364,697	2,581,898	2,664,156	3,222,893	3,086,463	3,372,354	9	
14	COMMUNITY GRANTS - IN KIND DONATION	2,246	4,400	2,680	4,000	4,000	4,000	0	
15	OPERATIONS ADMINISTRATION	1,955,992	2,036,757	1,960,129	2,082,751	2,079,751	2,163,011	4	
20	UTILITIES	2,347,945	2,499,079	2,272,526	3,377,740	3,157,806	3,472,145	10	
21	HOUSE KEEPING SERVICE	846,299	868,211	878,683	880,049	915,850	929,199	1	
22	SPECIAL APPROPRIATIONS	697,820	963,838	711,785	820,000	715,840	980,000	37	
23	FACILITY SERVICES	1,710,671	2,241,922	1,852,732	1,939,499	1,925,831	1,998,651	4	
24	LABOUR	415,360	417,460	382,347	498,568	500,468	439,300	(12)	
25	ELECTRICAL	1,327,905	1,291,288	1,072,768	1,075,597	1,337,209	1,104,546	(17)	
26	ENGINEERING	(20,500)	(6,511)	(8,775)	4,100	4,100	4,100	0	
27	WELDING	82,966	144,758	57,843	0	0	0	0	
28	CARPENTRY	762,431	844,824	702,111	762,492	762,492	769,652	1	
29	PAINTING	208,498	207,828	204,155	225,500	225,500	228,500	1	
30	MECHANICAL & GARAGE	415,943	399,212	377,096	377,022	406,022	389,697	(4)	
31	PLUMBING	815,324	1,095,598	698,318	813,700	863,700	822,661	(5)	
32	HVAC	872,277	887,591	867,247	885,776	815,776	910,229	12	
33	PRODUCTION SERVICE	106,550	81,287	123,491	126,938	126,938	127,524	0	
34	CREATIVE SERVICES - SIGN SHOP	35,169	36,885	48,325	0	0	0	0	
35	SECURITY & COMMUNICATIONS	1,497,969	1,728,868	1,691,513	1,742,981	1,765,541	1,791,200	1	
11	HOTEL SOIL REMOVAL - 2013-2015	621,193	1,459,239	51,954	0	0	0	0	2
11	ECC WASHROOM RENOVATION	473,495	0	0	0	0	0	0	2
11	FLEET & EQUIPMENTS PURCHASES	841,006	112,409	121,055	750,000	550,000	550,000	0	
36	PRESS & FOOD BUILDINGS EXP. - NON RECOVERABLE	72,697	66,213	89,301	2,000	159,900	2,000	(99)	1
	SUBTOTAL BEFORE ERP INTEREST AND AMORT	20,024,517	21,746,571	18,580,481	21,595,717	21,369,374	22,177,590	4	
16-17	ENERGY EFFICIENCY - INTEREST & DEPRECIATION	755,818	742,349	770,515	778,310	778,310	720,494	(7)	
18	DISTRICT ENERGY SYSTEM - COSTS	23,540	15,315	362,262	825,680	825,663	819,247	(1)	
	TOTAL EXPENSES	20,803,876	22,504,235	19,713,259	23,199,708	22,973,347	23,717,332	3	

- NOTE:**
1. PMP (Labour, materials) and utilities (hydro, gas, water) costs to maintain Press building are assumed by BOG, thus not charged CNEA during the initial term 2013-2016 per license agreement. Hydro (approx. 440,000 kwh), consumer gas (approx 12,000 m3), water (approx. 6,300 m3 in 2010).
 2. Amounts funded from Conference Centre Reserve Fund and current year operating; in addition to capital fundings

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

50-100 CHIEF EXECUTIVE OFFICER

ACCT# ACCOUNT NAME	2014 ACTUAL	2015 ACTUAL	2016 ACTUAL	2017 FORECAST	2017 BUDGET	2018 BUDGET	% Increase	Notes
1-50-100-50100-								
EXPENSE								
60000 SALARIES - PERMANENT	493,740	545,781	544,305	549,158	549,158	583,158	6	1
60001 BENEFITS - PERM	145,101	153,663	160,827	166,699	166,699	173,301	4	1
60002 SALARY TEMPORARY - HR SUMMER OFFICE	23,525	0	3,119	32,557	12,000	52,843	340	9
60404 ADVERTISING -JOBS POSTING	1,957	2,570	7,071	3,000	1,500	3,000	100	8
60417 CONSULTANTS FEES	63,326	115,392	172,935	110,000	100,000	110,000	10	4
60418 MEETING CONVENTIONS & TRAVEL	2,958	7,983	8,266	18,000	18,000	18,000	0	2
60420 CORPORATE ENTERTAINMENT	0	50	0	2,000	2,000	2,000	0	
60421 CORPORATE PLANNING - BOG ONLY	35,281	34,645	48,575	62,000	62,000	62,000	0	3
60425 EXPENSE ALLOWANCES	2,054	2,711	4,101	5,600	5,600	5,600	0	
60439 MEMBERSHIPS	1,866	3,531	2,355	3,150	3,150	3,150	0	5
60445 PRESENTATIONS/PROMOTION	0	0	0	1,500	1,500	1,500	0	
60459 STAFF TRAINING AND DEVELOPMENT	66,956	86,388	78,795	123,000	123,000	123,000	0	6
63119 PRINTING	0	0	0	1,000	1,000	1,000	0	
63126 SUPPLIES & GENERAL	1,901	1,119	2,111	3,000	4,000	3,000	(25)	7
TOTAL EXPENSE	838,664	953,833	1,032,460	1,080,664	1,049,608	1,141,553	9	

NOTE:

1. Provision for Merit increase. 2017 forecast/2018 budget increase to reflect base salary adjustments per consultant recommendation for staff
 2. Includes travel for all departments on grounds except for the ECC Marketing Department 60-803.
 3. Expenses related to the Board's Suites - BMO, Ricoh, Indy, RAWF and misc.
 4. Includes Ontario Energy Leader (OEL) membership required to provide 3rd party verification for figures for environmental initiatives (green house reduction etc.), LEED certification. Includes memberships paid to Toronto Board of Trade, Composing Council, Recycling Council, Canadian Green Building Council etc...
 5. Professional membership
 6. Customer service program reflected in this budget, City of Toronto has informed Exhibition Place that City will no longer provide training to staff. Includes combined development and training for non-unionized staff for all programs except BMO Field.
 7. Includes expenses for CNEA's summer office (previous years charged directly to CNEA) such as: supplies, signage, badges, photocopier/AC rental etc....
 8. Costs for job posting for EP
 9. 2017 forecast includes 9 months for one admin staff. 2018 budget provides for one full time admin staff.
- Summer staff requested for hiring and training BOG's cleaners during CNEA's period. Previously was paid by CNEA's HR budget under department 10-107.

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

50-104 ARCHIVES & COMMERCIAL RECORDS CENTRE

ACCT# ACCOUNT NAME	2014 ACTUAL	2015 ACTUAL	2016 ACTUAL	2017 FORECAST	2017 BUDGET	2018 BUDGET	% Increase	Notes
1-50-104-50104-								
EXPENSE								
60000 SALARIES - PERMANENT	385,728	397,145	402,810	277,489	404,960	288,311	(29)	1
60001 BENEFITS - PERM	83,841	83,482	87,592	79,374	115,836	82,304	(29)	1
60422 DOORS OPEN TORONTO	1,266	2,618	0	2,000	2,000	2,000	0	2
60424 EQUIPMENT RENTAL	71,141	79,109	80,719	80,000	80,000	80,000	0	
60425 EXPENSE ALLOWANCES	64	0	146	1,000	1,000	1,000	0	3
60428 FLOWERS	218	842	1,537	1,000	1,000	1,000	0	
60439 MEMBERSHIPS	1,016	968	934	1,200	1,200	1,200	0	4
60461 TELECOMMUNICATIONS	70,025	67,461	37,717	45,000	45,000	45,000	0	11
60800 CITY CORP SEC SERVICE	0	0	0	60,000	0	62,340	0	1
60800 SALARIES & BENEFITS - CONTRACT	1,457	15,829	16,946	22,500	22,500	22,515	0	5
61072 P.M.D	4,934	42,967	10,698	8,000	8,000	8,000	0	6
63118 POSTAGE & COURIER	8,965	10,205	10,949	11,000	11,000	11,000	0	12
63119 PRINTING & STATIONERY	0	0	34	750	1,500	750	(50)	7
63126 SUPPLIES & GENERAL	13,027	9,934	10,054	15,000	15,000	15,000	0	8
61020 RECOVERIES FROM CNEA	(148,020)	(151,424)	(154,453)	(45,683)	(157,233)	(8,670)	(94)	9
TOTAL EXPENSES	493,663	559,135	505,682	558,630	551,763	611,749	11	
REVENUE								
49033 ARCHIVES REVENUE - GHOST/BOOKS/WORKSHOP/GRANT	5	0	5	0	0	0	0	10
TOTAL REVENUE	5	0	5	0	0	0	0	
NET EXPENDITURES	493,658	559,135	505,677	558,630	551,763	611,749	11	

- NOTE:**
1. Provision for Merit increase. 2017 forecast/2018 budget estimated City of Toronto Corp Sec service cost.
 2. Expenses related to rental of display items, sound system, setup, etc. for viewing of Heritage buildings.
 3. Expenses related to meetings and misc. items incurred by R&A staff.
 4. Membership Fees related to 4 Organizations for R&A Manager (increase of membership fees).
 5. Budget provided for part time Archive and Record assistance for special projects (Soil contamination, Exhibition during Pan Am in 2015 etc....).
 6. Expenses related to minor repairs/upgrades of R&A area. 2015 cost includes sign shop and Carpentry time & materials for exhibition during Pan Am and cost to upgrade to new software for the failing computer system. 2016 forecast/2017 budget adjust to reflect prior years experience
 7. Expenses related to brochures for R&A Programs/Events.
 8. Expenses re Records Program (files, boxes, maint. agreement, misc.) & labour to move records to Records Centre. Budget includes annual maintenance agreement with InMagic.
 9. Service will discontinue for renewal term. Starting April 1, 2017 CNEA will pay \$8,500/ann + CPI increase for software portion. Purchase of R&A Services - April 1, 2013-March 31, 2017. Price was computed using cost drive method of 5,000 units (CNEA-2,950 units; BOG-2,050 units) plus 12% admin fee. 2013 charged CNEA for 9/12 months.
 10. Revenue raised re annual Exhibition Place Haunted Walking Tours. From 2014/2015 reported as misc. finance revenue department 50-116
 11. Expenses related to Bell Canada & Bell Mobility for Exhibition Place.
 12. Expenses related to Postage for Exhibition Place & Courier services for Corp Sec

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

50-106 PURCHASING & STORES EXPENSES

ACCT# ACCOUNT NAME	2014 ACTUAL	2015 ACTUAL	2016 ACTUAL	2017 FORECAST	2017 BUDGET	2018 BUDGET	%/Increase	Notes
1-50-106-50106-								
EXPENSE								
60000 SALARIES - PERMANENT	155,049	142,788	151,552	188,539	188,539	189,390	0	1
60001 BENEFITS - PERM	40,232	37,225	47,480	54,480	54,480	54,327	(0)	2
60002 SALARIES & BENEFITS - HOURLY	0	0	0	0	0	0	0	1
60436 MANAGEMENT FEES - "CITY"	18,085	18,085	20,000	20,000	20,000	20,000	0	3
63119 PRINTING & STATIONERY	987	677	627	1,200	1,200	1,200	0	
63126 SUPPLIES & GENERAL	652	22	1,245	600	600	600	0	
TOTAL EXPENSE	215,005	198,798	220,904	264,819	264,819	265,517	0	

NOTE:

1. Provision for Merit increase. Less hours worked by manager in 2013-2015
2. 2017 forecast/2018 budget adjust to reflect actual cost. 2015 actual did not include OMERS/Health insurance for part time manager.
3. Fees required for "City" purchasing shared services

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

50-109 CONTRIBUTION FROM CITY RESERVE FUNDS - FOR INFORMATION ONLY

ACCT# ACCOUNT NAME	2014 ACTUAL	2015 ACTUAL	2016 ACTUAL	2017 FORECAST	2017 BUDGET	2018 BUDGET	% Increase	Notes
1-50-109-50109-								
REVENUE								
42310 CONTRIBUTION FROM CCRF - SPORTSMEN /SOIL REMOVAL	621,193	345,129	0	0	0	0	0	1
42310 CONTRIBUTION FROM CCRF - ECC WASHROOM RENOVATION	473,495	0	0	0	0	0	0	5
SUBTOTAL - CONTRIBUTION FROM CONF. RESERVE FUND	1,094,688	345,129	0	0	0	0	0	
42320 CONTRIBUTION FROM SICK BANK RESERVE	23,239	71,755	0	100,000	100,000	100,000	0	2
42330 CONTRIBUTION FROM FLEET RESERVES	841,006	112,409	121,055	350,000	350,000	350,000	0	4
42340 CONTRIBUTION FROM EQUIPMENT RESERVES	0	0	0	400,000	200,000	200,000	0	6
CONTRIBUTE FROM ENVIRONMENTAL PROTECTION RESERVE	75,000	75,000	83,122	50,000	50,000	50,000	0	3
SUBTOTAL - CONTRIBUTION FROM RESERVES	939,245	259,164	204,177	900,000	700,000	700,000	0	
TOTAL CONTRIBUTION FROM RESERVES	2,033,933	604,293	204,177	900,000	700,000	700,000	0	
EXPENSES								
60001 SICK BANK PAID OUT EXPENSE	23,239	71,755	0	100,000	100,000	100,000	0	2
63010 FLEET PURCHASES	841,006	112,409	121,055	350,000	350,000	350,000	0	4
63101 EQUIPMENTS PURCHASES	0	0	0	400,000	200,000	200,000	0	6
61056 HOTEL SOIL REMOVAL	621,193	1,459,239	51,954	0	0	0	0	1
61056 ECC WASHROOM RENOVATION	473,495	0	0	0	0	0	0	5
TREE PLANTING - EPR	75,000	75,000	83,122	50,000	50,000	50,000	0	3
NET WITHDRAWALS FROM RESERVES	0	(1,114,110)	(51,954)	0	0	0	0	7

- NOTE:**
1. 2013-2015 actual expense and transfer from CCRF as per Council approval EX34.24 for soil removal from hotel site. From 2010 - 2012 withdrawals from CCRF to partially cover the lost of Sportsmen's Show due to City's gun policy. \$472.5K in 2010; \$300K in 2011; and \$100K in 2012 from the Conference Centre Reserve Fund (City's Fund account # RX3019)
 2. Budget per city's directive; amount was based on projection of employees' retirement. (City's fund account # XR1007). 100% reimbursed by City. 2013 actual was high due to for termination of staff due to CNEA becomes independent. 2016 forecast/2017 estimated cost increase for actual staff who will be retired
 3. Budgeted as per City Directive \$ 75,000; phasing out by 2019. Funding for this will be provided by the City Environmental Protection Reserve Fund (City's fund account # XR1718). Currently recorded under department 50-301
 4. Budget per city's directive; amount was based on anticipated fleets purchase. 100% of cost is reimbursed by City (City's fund account # XQ1702).
 5. 2013/2014 budget approved by City Council for Enercare Centre washroom renovation for \$500K withdrawal each year.
 6. 2017 forecasted replacement cost for portable equipments, 100% will be funded by reserve (City's fund account #XQ1902)
 7. 2013 and 2015 additional hotel contaminated soil removing cost not funded by CCRF, thus paid by operating funds

THE BOARD OF GOVERNORS OF EXHIBITION PLACE
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50-116 CHIEF FINANCIAL OFFICER & CORPORATE SECRETARY

ACCT# ACCOUNT NAME	2014 ACTUAL	2015 ACTUAL	2016 ACTUAL	2017 FORECAST	2017 BUDGET	2018 BUDGET	% Increase	Notes
1-50-116-50116-								
EXPENSE								
60000 SALARIES - PERMANENT	1,161,010	1,189,616	1,104,658	1,267,040	1,267,040	1,404,479	11	1
60001 BENEFITS - PERM	289,081	300,350	319,729	361,397	361,397	397,884	10	1
60002 SALARIES & BENEFITS - HOURLY	23,698	93,424	138,345	0	0	0	0	18
60003 BENEFITS - RETIREES & LTD EMPLOYEES	114,144	124,858	128,245	140,000	130,000	150,000	15	8
60008 GAPPING	0	0	0	0	(181,050)	(181,050)	0	2
60407 AUDIT	44,067	34,060	32,610	35,000	25,000	40,000	60	14
60408 BAD DEBTS	11,722	(2,790)	209,841	18,000	18,000	18,000	0	
60409 BANK FEES & CREDITCARD DISCOUNT	2,558	1,315	455	2,500	2,500	2,500	0	10
60418 CONVENTIONS & MEETINGS - BOG ONLY	10,480	8,115	12,954	12,000	11,000	12,000	9	16
60423 DUES AND SUBSCRIPTIONS	2,590	3,346	1,663	2,200	2,200	2,200	0	9
60425 EXPENSE ALLOWANCES	608	455	1,505	1,000	1,000	1,000	0	
60430 INSURANCE - GENERAL LIABILITY	0	35,000	0	0	0	0	0	
60433 INSURANCE/LIABILITY - BOG	399,076	449,479	449,479	458,498	458,498	458,498	0	3
60434 LEGAL FEES	381,579	494,458	530,961	530,000	500,000	540,000	8	17
60437 MEALS AND ENTERTAINMENT	0	379	359	400	400	400	0	
60444 PAYROLL PROCESSING COSTS - ADP	74,696	86,357	84,911	95,000	70,000	95,000	36	15
60447 PROFESSIONAL FEES	3,188	4,761	4,668	5,000	3,600	5,000	39	11
60800 SALARIES & BENEFITS - CITY SHARED SERVICE	130,741	135,275	140,154	143,224	139,245	148,810	7	4
63001 SMALL EQUIPMENT	56	0	0	300	300	300	0	
63119 PRINTING & STATIONERY	3,604	4,486	2,145	2,000	2,000	2,000	0	
63126 SUPPLIES & GENERAL	4,069	7,133	10,063	6,000	6,000	6,000	0	
69003 LIABILITY CONTRIBUTION	(523,847)	(667,694)	(648,930)	(350,000)	(274,000)	(274,000)	0	
69800 AMORTIZATION EXPENSE	43,332	43,332	43,332	43,333	43,333	43,333	0	12
69901 SICK BANK - CITY CONTRIBUTION	50,000	50,000	50,000	50,000	50,000	50,000	0	
69903 WSIB EXPENSE	267,448	187,854	164,959	400,000	450,000	450,000	0	
E.I STUDY	0	0	0	0	0	0	0	5
SUBTOTAL EXPENSE-BEFORE PSAB & ASSETS TRANSFERS	<u>2,493,899</u>	<u>2,583,569</u>	<u>2,782,107</u>	<u>3,222,893</u>	<u>3,086,463</u>	<u>3,372,354</u>	<u>9</u>	
69900 EMPLOYEE VAC/SICK/ACTUARIAL BENEFITS LIAB.	(129,202)	(1,671)	(117,951)	0	0	0	0	13
TOTAL EXPENSE	<u>2,364,697</u>	<u>2,581,898</u>	<u>2,664,156</u>	<u>3,222,893</u>	<u>3,086,463</u>	<u>3,372,354</u>	<u>9</u>	
REVENUE								
42400 DISCOUNTS & COMMISSIONS	3,282	1,863	100	100	500	100	(80)	
49033 MISCELLANEOUS REVENUE	272,491	888,774	316,298	383,735	131,506	129,954	(1)	6
49034 RICOH 12% MARKUP	172,703	186,636	216,636	218,000	198,000	220,000	11	
49035 BMO FIELD 12% MARKUP	177,546	125,889	209,826	212,000	190,000	215,000	13	7
49035 BIOSTEEL 12% MARKUP	0	0	1,774	2,000	0	2,000	0	
SUBTOTAL REVENUE	<u>626,022</u>	<u>1,203,163</u>	<u>744,634</u>	<u>815,835</u>	<u>520,006</u>	<u>567,054</u>	<u>9</u>	
NET PROFIT (LOSS)	<u>(1,738,675)</u>	<u>(1,378,735)</u>	<u>(1,919,522)</u>	<u>(2,407,058)</u>	<u>(2,566,457)</u>	<u>(2,805,300)</u>	<u>9</u>	

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

50-116 CHIEF FINANCIAL OFFICER & CORPORATE SECRETARY

NOTE:

1. Provision for Merit increase. 2018 budget provides for one additional full time SFA.
2. Budgeted Gapping at \$181,050 per city directive. Prior to 2012, \$18,950 was budgeted under CNEA department 10-200.
3. From 2017/2018 budget decrease due to removing insurance premium/coverage of BMO Field will be responsible for its own .Contribution to City insurance reserve as per City's directive for BOG's portion. Prior to 2012, \$201,616 was budgeted under CNEA department 10-105.
4. Includes City's share service billing for Employee and Labour Relation. Prior to 2012 was cost for OHS consultant on part time need basis, was transferred to Operation (dept. 5
5. To do as part of the Board strategic plan every five years.
6. Miscellaneous revenues primarily consist of rebates from Metro Waste for recycling efforts and proceeds from auction. 2016 budget include 1/3 of \$250K sales of Electrical assets to third party; total revenue was fully recognized in 2015 Financial Statements. 2017 includes sales of train to CNE
7. Per LOI, exclude providing of local 506 labour service, but assume increase cleaning service and other trades service. Prior to 2013, we have included approx. 90% of BMO's labour requirements as recoverable. Higher in 2014 due to FIFA
8. 2017/2018 budget increase for anticipated more staff are retiring. Manulife benefits for retirees and for employees on LTD. Cost increase due to starting April 1, 2012 BOG has to remit CPP and EI for employees on LTD.
9. CAEM, IAAM, A.M. Best and Street.
10. Monthly bank service charges transferred from Parking department in 2009.
11. Annual CGA/CPA professional dues for CFO, Accounting Managers, Senior Financial Analysts
12. Amortization for Strachan Outdoor Signage: \$650K straight-line over 15 years.
13. PSAB prescribed requirements, no budget usually provided for; actual cost and or recovery accounted for and reported at end of fiscal year.
14. Letter from City of Toronto dated April 10, 2015 for four years 2015-2019. 2018 budget provide for Payroll audit done by City IA.
15. 2017 ADP processing costs is at \$0.10 GLI plus \$1.47 per pay (189 bi-weekly; 36 weekly as of PP Apr 27/2017); \$1.65 per record of employment.
16. Expenses related to meetings/sessions of the Board. 2017 forecast/2018 budget adjust to reflect prior years experience
17. City of Toronto Legal invoices for CNEA, unions, Raptor, hotel, events and naming sponsorship negotiations etc...
18. 2015/2016 actuals include temporary staff for maternity leave. Summer students hired for Food Building exhibitors service (previously handled by Exhibitor Service/Event Management department) now is transferred to Finance and cost is charged to CNE event's direct wages

THE BOARD OF GOVERNORS OF EXHIBITION PLACE
OVERHEAD

50-201 COMMUNITY GRANTS

ACCT#	ACCOUNT NAME	2014 ACTUAL	2015 ACTUAL	2016 ACTUAL	2017 FORECAST	2017 BUDGET	2018 BUDGET	% Increase	Notes
1-50-201-50201-									
<u>EXPENSE</u>									
69001	COMMUNITY GRANTS - IN KIND DONATION	2,246	4,400	2,680	4,000	4,000	4,000	0	1
	TOTAL EXPENSE	2,246	4,400	2,680	4,000	4,000	4,000	0	

NOTE:

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

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

301 - OPERATIONS ADMINISTRATION EXPENSES

ACCT# ACCOUNT NAME	2014 ACTUAL	2015 ACTUAL	2016 ACTUAL	2017 FORECAST	2017 BUDGET	2018 BUDGET	% Increase	Notes
1-50-301-50301-								
EXPENSE								
60000 SALARIES - PERMANENT	1,280,418	1,342,486	1,372,406	1,415,086	1,415,086	1,455,809	3	1
60001 BENEFITS - PERM & CONTRACT	324,288	297,239	339,551	409,075	409,075	418,361	2	1
60002 SALARIES AND BENEFITS - HOURLY	14,249	19,453	4,932	0	0	0	0	
60417 CONSULTANTS FEES	9,875	5,700	8,529	10,000	10,000	10,000	0	6
60424 EQUIPMENT RENTAL	4,623	2,958	97	3,000	5,000	3,000	(40)	
60425 EXPENSE ALLOWANCES FOR ALL TRADES	2,595	7,524	2,339	3,000	3,000	3,000	0	
60439 MEMBERSHIPS/DUES & SUBSCRIPTIONS	6,808	5,222	4,853	5,000	5,000	5,000	0	
60451 SAFETY EQUIPMENT	10,306	7,333	6,241	8,000	8,000	8,000	0	5
60459 STAFF DEVELOPMENT/TRAINING - UNIONIZED	10,232	3,269	20,850	20,000	15,000	20,000	33	7,6
60800 CONTRACT STAFF	204,926	213,504	47,367	40,840	40,840	42,091	3	2
61046 HARD LANDSCAPING	103,760	115,215	132,780	150,000	150,000	150,000	0	3
61102 TREE MAINTENANCE	34,433	75,000	83,122	50,000	50,000	50,000	0	4
61103 CONTRIBUTE FROM ENVIRONMENTAL PROTECTION RESERVE	(75,000)	(75,000)	(75,000)	(50,000)	(50,000)	(25,000)	(50)	4
63126 SUPPLIES & GENERAL	6,936	5,009	5,990	6,750	6,750	6,750	0	
63127 UNIFORMS	17,542	11,845	6,070	12,000	12,000	16,000	33	6
TOTAL EXPENSE	1,955,992	2,036,757	1,960,129	2,082,751	2,079,751	2,163,011	4	

NOTE:

1. Provision for Merit increase. Budget provided for one addition of one full time stand by Operator for the District Energy System, additional cost is absorbed by the savings from the elimination of one full time position providing Electrical Service to clients.
2. Provision for merit adjustment. Budget provided for one full time Energy Mgmt. Facilitator
3. Paving, asphalt, concrete. Increase due to emergency and safety paving repairs will no longer be provided for in Capital as done previously. 2013 actual includes provision for mold clean up. Additional hard landscaping work required in 2018.
4. Per City directive \$50,000 to be added to the 2017; \$25,000 to the 2018 operating budget for Tree Planting; funding for this will be provided by the City Environmental Protection Reserve Fund up to 2018. The Board will maintain same level of tree planting/tree care service
5. Includes amount transferred from HR - department 50-107 in 2013/2014
6. Starting from 2016 cost decrease due to saving from outsourcing Electrical/Mechanical service. 2018 budget increase for arc flash uniforms for HVAC mechanics.
7. 2017/2018 budget provided for training cost for operating of District Energy System also arc flash training for HVAC.

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50-303 ENERGY EFFICIENCY - SELF SUFFICIENCY PROJECTS

ACCT# ACCOUNT NAME	2014 ACTUAL	2015 ACTUAL	2016 ACTUAL	2017 FORECAST	2017 BUDGET	2018 BUDGET	% Increase	Notes
EXPENSES								
1-50-303-50303-								
INTEREST EXPENSE								
60780 TRIGENERATION PROJECCT - ECC	168,827	164,257	159,410	154,250	154,250	150,703	(2)	2
60780 PHOTOVOLTAIC - HORSE PALACE 100 KwH	14,624	14,300	13,901	13,387	13,387	12,846	(4)	3
60780 FIVE BUILDING RETROFIT- QE, GS, EA, HP, BLC	19,755	13,097	5,463	1,429	1,429	512	(64)	4
60780 ECC HALLS LIGHTING RETROFIT - ECC	11,031	7,577	3,951	305	305	0	(100)	1
60780 ECC HALLS LED LIGHT - 2015/2016	90	8,752	20,727	19,334	19,334	16,914	(13)	10
60780 BACK PRESSURE TURBINE, LED PATHWAY	27,560	26,416	25,215	23,952	23,952	22,625	(6)	5
60780 BOILERS REPLACEMENT & VARIOUS LIGHTING RETROFIT	38,495	37,899	37,276	36,625	36,625	35,945	(2)	6
60780 MULTIPLE ERP, EAST ANNEX(150kW) & WEST HP PV(100kW) (FIT)	28,815	25,749	22,526	19,140	19,140	15,581	(19)	8
SUBTOTAL INTEREST EXPENSES	309,197	298,047	288,471	268,422	268,422	255,127	(5)	
1-50-303-50303-								
AMORTIZATION EXPENSE								
69880 TRIGENERATION PROJECCT - ECC	220,000	220,000	220,000	220,000	220,000	220,000	0	2
69880 PHOTOVOLTAIC - HORSE PALACE 100 KwH	55,000	55,000	55,000	55,000	55,000	55,000	0	3
69880 FIVE BUILDING RETROFIT- QE, GS, EA, HP, BLC	100,024	100,024	100,024	100,024	100,024	100,024	0	4
69880 ECC HALLS LIGHTING RETROFIT - ECC	53,333	53,333	53,333	53,333	53,333	0	(100)	1
69880 BACK PRESSURE TURBINE, LED PATHWAY	67,250	67,250	67,250	67,250	67,250	67,250	0	5
69880 BOILERS REPLACEMENT & VARIOUS LIGHTING RETROFIT	47,750	47,750	47,750	47,750	47,750	47,750	0	6
69880 ECC HALLS LED LIGHT - 2015	0	0	26,067	52,133	52,133	52,133	0	10
69880 MULTIPLE ERP, EAST ANNEX(150kW) & WEST HP PV(100kW)	44,232	44,232	44,232	44,232	44,232	44,232	0	8
60790 AMORTIZATION - GOVERNMENT ASSISTANCE - PSA	(140,968)	(143,287)	(131,612)	(129,835)	(129,835)	(121,022)	(7)	
SUBTOTAL PRINCIPAL/AMORTIZATION EXPENSE	446,621	444,303	482,044	509,888	509,888	465,368	(9)	
TOTAL INTEREST AND AMORTIZATION EXPENSE - [A]	755,818	742,349	770,515	778,310	778,310	720,494	(7)	
REVENUE								
1-50-303-50303-								
INCENTIVE RECEIVED								
49910 TRIGENERATION PROJECCT - ECC (DR3)	145,613	113,462	81,204	0	0	0	0	2
49920 EAST HORSE PALACE PV 100 Kw - FIT	67,068	60,958	39,306	60,000	60,000	60,000	0	3
49950 WEST HORSE PALACE PV(100kW) PV - FIT	85,325	88,191	93,279	80,000	80,000	80,000	0	8
49960 EAST ANNEX(150kW) PV - FIT	110,976	127,798	143,828	120,000	120,000	120,000	0	8
49970 PV - BETTER LIVING CENTRE - RENT & ROYALTIES	6,298	6,259	6,588	5,500	5,500	5,500	0	
49970 OTHER ERP PROJECTS (OPERATIONAL SAVING INCENTIVE)	2,526	0	84,320	17,000	0	0	0	
60267 FIVE BUILDING - PRIOR YEAR ADJ	(13,058)	0	0	0	0	0	0	
SUBTOTAL INCENTIVE RECEIVED	404,748	396,669	448,526	282,500	265,500	265,500	0	
PROFIT (LOSS) BEFORE ENERGY SAVING	(351,071)	(345,680)	(321,989)	(495,810)	(512,810)	(454,994)	(11)	
1-50-303-00000-								
ENERGY SAVINGS (REFLECTED IN REDUCTION OF HYDRO/GAS EXPENSE)								
EAST HORSE PALACE PV 100 Kw - FIT	10,106	10,644	7,728	11,304	10,000	11,000	10	3
FIVE BUILDING RETROFIT - QE, GS, EA, HP, BLC	238,810	245,975	253,354	220,000	220,000	223,000	1	4
LIGHTING RETROFIT - ECC (LED STARTED 2015/2016)	326,485	356,971	113,696	121,747	112,762	123,000	9	1
LED PATHWAY LIGHTING	1,528	1,824	1,989	1,978	5,000	2,000	(60)	5
BOILERS REPLACEMENT & VARIOUS LIGHTING RETROFIT	73,802	92,341	80,017	80,000	80,000	81,000	1	6
PRESS BUILDING GEOTHERMAL	25,189	25,538	20,289	24,125	24,000	24,000	0	7
UNDERGROUND PARKING LIGHTING CONTROL	34,805	38,326	43,199	43,087	30,000	44,000	47	
EAST ANNEX(150kW)	16,780	21,639	27,498	24,021	16,000	24,000	50	8
WEST HP(100kW) PV	13,453	15,423	18,786	15,543	13,000	16,000	23	8
VARIATIONS ADJUSTMENT - PRODUCTION/TEMPERATURE	0	0	0	(45,995)	2,048	(93,006)	####	
SUBTOTAL ENERGY SAVING	740,957	808,680	566,556	495,810	512,810	454,994	(11)	
TOTAL ENERGY SAVING/INCENTIVE RECEIVED - [B]	1,145,704	1,205,349	1,015,081	778,310	778,310	720,494		
SAVING RESIDUAL (DEFFICIENCY) - [B] - [A]	389,886	463,000	244,566	0	0	0		

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

NOTES:	FINANCING		Commence	End	YR
	Sources	Amount			
1. LIGHTING RETROFIT - ECC ExPlace Loan is directly with City ERP. Interest rate is a blended rate as City has financed this loan in part with funds from FCM (\$178,455 @ 2.51%) and City ERP (\$544,425 @ 5.0%).	City ERP	722,880	2008	2017	10
	Grant - THESL	77,120			
		800,000			
1A. LED LIGHTING RETROFIT 2015 - ECC HALLS A, B, C, D & HERITAGE COURT Feasibility done by Explace in 2014 to replace 667 high pressure sodium lighting fixtures (450W) to LED lights (150W) and to install a programmable energy control system at ECC Halls A, B, C, D and Heritage court . Annual electricity consumption is estimated to decrease by 583,416 kwh and replacement cost saving at \$39,310 Loan is payable to City. Annual interest rate is 2.7%.	BBP	782,000	2016	2025	10
	Capital/Other				
		782,000			
2. TRI-GENERATION PROJECT - EC \$256,000 one time principal payment was made in June 2009 as per prepayment clause. Feasibility study done in 2002 by Toronto Hydro Energy Services Inc. (THESI) estimated annual savings would be \$408K/year. Savings per 2008 THESI's revised pro forma is 196K/year. In May 2009 ExPlace participates in the Ontario Power Authority's Demand Response program.	CITY ERP	2,325,000	2008	2032	27
	TAF	744,000	2007	2017	10
	FCM	1,075,000	2008	2017	10
	Grant - THESL	256,000			
		4,400,000			
3. PHOTOVOLTAIC - EAST HORSE PALACE BPP is non-interest bearing loan. In 2009 discount rate of 5% to compute present value of BPP loan as per E&Y.	BPP - LRRF	600,000	2007	2030	25
	Grant-FCM	250,000			
	Grant-TAF	250,000			
		1,100,000			
4. FIVE BUILDINGS RETROFIT (QE, GS, EA, HP, BLC) Loan is payable to City. Interest rate is a blended rate as City has financed this loan in part with funds from FCM (\$132,035 @ 2.51%; \$393,797 @ 2.58%) and City ERP (\$937,495 @ 5.0%).	CITY ERP	1,353,692	2008	2018	10
	Grant - TAF	131,505			
	Grant - OTHER	15,168			
		1,500,365			
5. BACK PRESSURE TURBINE; LED PATHWAY Loan is payable to City. Toronto Energy Conservation Fund is non-interest bearing loan. Discount rate of 5% is used to compute present value of TECF loan.	TGEF	1,000,000	2010	2030	20
	Grant-FCM	345,000			
	Capital/Other	1,005,000			
		2,350,000			
6. BOILERS REPLACEMENT AND VARIOUS LIGHTING RETROFIT Loan is payable to City. Interest rate is a blended rate as City has financed this loan in part with funds from FCM (\$238,750 - Pending City application to FCM in 2010) and City ERP \$716,250.	CITY ERP	716,250	2009	2037	29
	City-FCM (pending)	238,750	2009	2021	13
		955,000			
7. PRESS BUILDING-GEOTHERMAL Originally \$328,000 of the project costs was supposed to be funded by Toronto Green Energy Fund.	Other /TGEF	328,000			
	Grant-TAF	147,000			
	Capital/Other	275,000			
		750,000			
8. MULTIPLE ERP, EAST ANNEX AND WEST HORSE PALACE PV BPP is non-interest bearing loan. Discount rate of 5% is used to compute present value of loan. On July 5, 2011 Exhibition Place signed a Feed-In Tariff (FIT) contract with OPA for \$0.713 per kW, at a capacity of 100kW for West HP PV and 150kW for East Annex PV. Production/Incentive from these two projects started in June 2012	BBP	890,000	2012	2022	10
	Capital/Other	6,060,832			
		6,950,832			
9. DICTRICT ENERGY SYSTEM City Council adopted Government Management Committee Report No. GM 15.11 entitled "Energy Project at Exhibition Place" wherein Exhibition Place obtained approval for \$4.5mil capital expenditure from recoverable debt to redesign and connect the existing energy generation assets at Exhibition Place to supply heating, cooling and water heating to the proposed Princes' Gate Hotel development as well as to existing event facilities including Ricoh Coliseum, Coliseum Complex, Enercare Centre, and BEANFIELD Centre, in the form of a district energy system .	CITY ERP	4,500,000	2017	2026	10
	Other	-			
		4,500,000			
		14,947,572			
TOTAL LOANS ADVANCE RECEIVED					

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

ACCT# ACCOUNT NAME	2014 ACTUAL	2015 ACTUAL	2016 ACTUAL	2017 FORECAST	2017 BUDGET	2018 BUDGET	% Increase	Notes
1-50-303-50303								
REVENUE								
49990 DISTRICT ENERGY SYSTEM - HOTEL CAPACITY CHARGE	0	0	203,627	407,254	423,707	415,399	(2)	1
49991 ENERGY SOLD - ELECTRICITY - DES	0	0	14,280	569,780	569,780	586,873	3	2
49992 ENERGY SOLD - HOT WATER - DES	0	0	377	25,000	25,000	25,750	3	2
49993 ENERGY SOLD - CHILLED WATER - DES	0	0	0	60,000	60,000	61,800	3	2
TOTAL REVENUE	0	0	218,284	1,062,034	1,078,487	1,089,822	1	
EXPENSES								
60000 SALARY - PERMANENT	0	0	0	86,957	86,957	90,749	4	1
60001 BENEFITS - PERMANENT	0	0	0	24,839	24,839	25,745	4	1
60459 STAFF TRAINING	0	0	0	5,000	5,000	5,000	0	
60252 NET OF FUEL COST FOR ENGINE (NATURAL GAS)	0	0	2,818	210,000	210,000	210,000	0	4
60801 SERVICE CONTRACTOR - ENGINE MAINTENANCE	0	0	11,839	72,000	72,000	72,000	0	4
61036 REPAIR AND MAINTENANCE - TIME AND MATERIAL	0	0	0	89,000	89,000	89,000	0	5
60780 INTEREST EXPENSE - ACCRUAL	23,540	15,315	122,606	112,884	112,867	101,753	(10)	6
69880 AMORTIZATION	0	0	225,000	225,000	225,000	225,000	0	6
TOTAL EXPENSE	23,540	15,315	362,262	825,680	825,663	819,247	(1)	
NET PROFIT (LOSS) FROM PROJECT	(23,540)	(15,315)	(143,979)	236,353	252,824	270,575	7	
PRINCIPAL REPAYMENT - CITY LOAN	0	0	0	402,332	402,332	413,195		

- NOTE:
1. One full time stand-by operator per FVB's pro forma. 2018 budget provided for 50% of grade 6 Building Operator and 50% of Electrical Service Coordinator
 2. 2018 budget estimated heating and cooling energy sold (net incremental cost for equipment efficiency subsidiary) at 40% of FVB's proforma November 30, 2013. Jul-Dec 2016 displaced energy and direct cost as per Operation's report. Hotel was not open, so project was not running at full load in 2016 and 2017
 3. Capacity charge per contract. 2015/2016
 4. Estimated cost at 40% of FVB's proforma November 30, 2013
 5. Estimated R&M cost (2% of capital cost per FVB)
 6. City Council adopted Government Management Committee Report No. GM 15.11 entitled "Energy Project at Exhibition Place" wherein Exhibition Place obtained approval for \$4.5mil capital expenditure from recoverable debt to redesign and connect the existing energy generation assets at Exhibition Place to supply heating, cooling and water heating to the proposed Princes' Gate Hotel development as well as to existing event facilities including Ricoh Coliseum, Coliseum Complex, Enercare Centre, and BEANFIELD Centre, in the form of a district energy system .

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

ACCT# ACCOUNT NAME	2014 ACTUAL	2015 ACTUAL	2016 ACTUAL	2017 FORECAST	2017 BUDGET	2018 BUDGET	%/Increase	Notes
1-50-304-50304-								
REVENUE								
49041 NAMING FEE	367,056	415,857	415,857	352,643	275,000	425,000	55	2
EXPENSE								
60205 RE-BRANDING INCLUDING BUILDING SIGNAGE	2,140	0	2,417	270,000	0	0	0	
60200 COMMISSION	14,882	30,000	24,000	35,264	27,500	42,500	55	
60201 ADMINISTRATIVE COSTS	0	0	20,850	0	0	0	0	
60202 PRODUCTION EXPENSE	17,827	0	0	0	0	0	0	
	34,848	30,000	47,267	305,264	27,500	42,500	55	
NET INCOME (LOSS)	332,208	385,857	368,590	47,379	247,500	382,500	55	
60203 TRANSFER TO CITY OBLIGATORY RESERVE FUND	(332,208)	(385,857)	(368,590)	(47,379)	(247,500)	(382,500)	55	1
NET INCOME (LOSS)	0	0	0	0	0	0	0	

NOTE 1:

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

2. Beanfield Naming fees started March 1/2017 (anticipated two months delay due to permits)
Allstream Naming fees ended February 28/2017 (originally revenue was recognized over ten years from Oct/2009 to Sep/2018).

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50-305 UTILITIES EXPENSES

ACCT# ACCOUNT NAME	2014 ACTUAL	2015 ACTUAL	2016 ACTUAL	2017 FORECAST	2017 BUDGET	2018 BUDGET	% Increase	Notes
1-50-305-50305-								
EXPENSE								
HYDRO								
60255 HYDRO - ALL PROGRAMS	3,750,470	4,552,961	5,770,820	5,886,000	4,611,683	5,992,184	30	1,2
60255 HYDRO - ENERGY INITIATIVE SAVINGS - ERP	0	0	0	0	0	0	0	4
60263 HYDRO - TENANTS RECOVERY	(690,162)	(779,581)	(795,001)	(811,000)	(736,300)	(827,000)	12	
60256 HYDRO - CNEA RECOVERY-REMAINING LOCATION	(327,429)	(398,635)	(533,536)	(550,000)	(369,152)	(555,000)	50	
60257 HYDRO - CNEA RECOVERY-ECC LOCATION	(155,618)	(201,455)	(232,898)	(240,000)	(196,112)	(243,000)	24	
60258 HYDRO - BEANFIELD RECOVERY	(180,117)	(195,375)	(250,642)	(256,000)	(198,172)	(261,000)	32	5
60259 HYDRO - BMO RECOVERY	(382,310)	(635,839)	(1,308,912)	(1,100,000)	(493,500)	(1,100,000)	123	2
60278 HYDRO - RICOH RECOVERY	(521,018)	(595,563)	(582,737)	(594,000)	(556,200)	(606,000)	9	
60261 HYDRO - BIOSTEEL RECOVERY	0	0	(210,806)	(215,000)	(150,000)	(219,000)	46	
60262 HYDRO - HOTEL RECOVERY	0	(120,780)	(258,396)	0	0	0	0	6
NET OF RECOVERIES	1,493,816	1,625,733	1,597,893	2,120,000	1,912,247	2,181,184	14	
GAS								
60252 GAS - EXHIBITION PLACE/CNEA/ECC/BFC	680,637	778,330	510,929	993,043	993,043	1,002,973	1	1
60253 GAS - TENANTS RECOVERY	(28,525)	(48,538)	(21,244)	(22,000)	(30,000)	(22,000)	(27)	3
60254 GAS - CNEA RECOVERY	(14,712)	(8,610)	(8,598)	(9,000)	(7,927)	(9,000)	14	
60282 GAS - HOTEL RECOVERY	0	(12,934)	(29,450)	(30,000)	0	0	0	7
NET OF RECOVERIES	637,400	708,248	451,637	932,043	955,116	971,973	2	
WATER								
60281 WATER - ALL PROGRAMS	564,892	543,424	599,052	709,697	709,697	730,988	3	1
60284 WATER - TENANTS RECOVERY	(157,829)	(177,953)	(149,211)	(152,000)	(172,200)	(170,000)	(1)	
60251 WATER - CNEA RECOVERY	(99,075)	(131,112)	(148,868)	(152,000)	(134,400)	(155,000)	15	
60285 WATER - BEANFIELD RECOVERY	(30,479)	(29,144)	(20,832)	(21,000)	(46,505)	(30,000)	(35)	
60283 WATER - BMO FIELD RECOVERY	(60,780)	(38,007)	(54,426)	(56,000)	(66,150)	(57,000)	(14)	2
60286 WATER - HOTEL RECOVERY	0	(2,109)	(2,719)	(3,000)	0	0	0	7
NET OF RECOVERIES	216,729	165,098	222,996	325,697	290,443	318,988	10	
TOTAL UTILITIES EXPENSE - NET OF ERP SAVINGS	2,347,945	2,499,079	2,272,526	3,377,740	3,157,806	3,472,145	10	
FOR INTERNAL INFORMATION ONLY:								
UTILITIES EXPENSE - NET OF ERP SAVINGS	2,347,945	2,499,079	2,272,526	3,377,740	3,157,806	3,472,145		
NON CASH - ENERGY SAVINGS - ERP PROJECTS (FROM 50-303)	740,957	808,680	566,556	495,810	512,810	454,994		
GROSS UTILITIES EXPENSES (INCL. ERP PRODUCTION)	3,088,901	3,307,759	2,839,081	3,873,550	3,670,616	3,927,140		
CASH - INCENTIVE RECEIVED FROM ERP PROJECTS (FROM 50-303)	(404,748)	(396,669)	(448,526)	(282,500)	(265,500)	(265,500)		
UTILITIES EXPENSES - NET	2,684,154	2,911,090	2,390,556	3,591,050	3,405,116	3,661,640		

- NOTE:**
- Economic factors used for budget hydro, natural gas and water as per City's directives; adjusted to reflect prior years actual experience. 2018 budget increase to reflect prior year experience and anticipated increase in electricity used by BMO Field and Hotel
 - 2016 actual includes \$181K for new meter retro. 2017 forecast/2018 budget increase to reflect additional electricity consumed by BMO Field due to more games and additional seats
 - Natural gas recoveries from QET, Fountain Blu, Stanley Barracks and TFI. Other tenants, BEANFIELD and BMO have separate gas meters, so there is no recovery.
 - Energy Efficiency Initiatives are not budgeted as reduction of utilities cost. See department 50-303 for detail. Savings are set aside as a reserve to fund debt payment.
 - Hydro recovery from BEANFIELD is per actual consumption from meters 200V and 600V at BEANFIELD Centre building
 - See page 19 for 2017/ 2018 budget estimated net displaced electricity, heating and cooling purchased by Hotel per FVB's financial model for 3rd year. 2015/2016 recoveries are during construction period
 - Assuming hotel will have separate meters and pay water and consumer gas directly to suppliers. Recoveries are for construction period only.

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50-306 HOUSEKEEPING SERVICES EXPENSES

ACCT# ACCOUNT NAME	2014 ACTUAL	2015 ACTUAL	2016 ACTUAL	2017 FORECAST	2017 BUDGET	2018 BUDGET	% Increase	Notes
1-50-306-50306-								
EXPENSE								
60002 SALARIES & BENEFITS - HOURLY (MAINTENANCE)	700,993	720,074	740,069	724,191	724,191	773,099	7	1
60009 SALARIES & BENEFITS - HOURLY (RECOVERABLE)	3,828,529	4,127,475	3,646,620	4,643,938	4,610,024	4,701,987	2	2
TOTAL SALARIES & BENEFITS - HOURLY	4,529,522	4,847,549	4,386,689	5,368,129	5,334,214	5,475,086	3	
61107 BOG RECOVERIES	(505,528)	(469,564)	(444,612)	(710,512)	(710,512)	(719,394)	1	2
61108 ECC RECOVERIES	(1,138,196)	(1,662,391)	(1,060,572)	(1,695,410)	(1,695,410)	(1,716,602)	1	2
61020 CNEA RECOVERIES	(1,001,424)	(1,088,030)	(1,127,509)	(1,141,603)	(1,107,688)	(1,155,873)	4	2
61086 RICOH RECOVERIES	(433,616)	(550,599)	(440,336)	(621,941)	(621,941)	(629,715)	1	2
61097 BMO FIELD	(593,997)	(196,820)	(388,296)	(419,406)	(419,406)	(424,648)	1	2
61110 BFC RECOVERIES	(155,767)	(160,072)	(185,296)	(55,067)	(55,067)	(55,755)	1	2
MAINT. SALARIES AND BENEFITS - HOURLY	700,993	720,074	740,069	724,191	724,191	773,099	7	1
60801 CONTRACTED SERVICES	76,421	59,353	60,406	70,000	90,000	70,000	(22)	3
61031 DUMPING FEES - CITY & CO-MINGLE BINS	28,634	36,235	45,210	42,320	42,320	42,500	0	5
61036 EQUIPMENT MAINTENANCE	18,589	11,933	18,230	18,538	18,538	18,600	0	
63100 MATERIAL & SUPPLIES	21,662	40,617	14,768	25,000	40,801	25,000	(39)	4
SUBTOTAL	145,306	148,137	138,614	155,858	191,659	156,100	(19)	
TOTAL EXPENSE	846,299	868,211	878,683	880,049	915,850	929,199	1	

NOTE:

1. Provision for anticipated wages increase. 2017/2018 budget increase to reflect prior years experience
2. Provision for COLA increase, budget adjust to reflect prior year experience. 2015 includes cost recoveries from Pan Am games
3. Budget provided for pest control for buildings and grounds (excluded CNE's starting April 1, 2017), base building trash removal, cleaning 8 escalators, hazardous material removals, wildlife (seagulls & pigeons) management, waste recycling, dust control
4. Increase cost due to LEED-EBOM products to be used in EC
5. Budget is net of recoveries; approx. 90% of the cost was charged directly to events. 2017/2018 budget increase to reflect prior years experience.

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

50-308 SPECIAL APPROPRIATIONS

ACCT# ACCOUNT NAME	2014 ACTUAL	2015 ACTUAL	2016 ACTUAL	2017 FORECAST	2017 BUDGET	2018 BUDGET	% Increase	Notes
1-50-308-50308-								
EXPENSE								
61027 CONTRIBUTION TO CITY FLEET REPLACEMENT RESERVE	329,780	350,000	350,000	350,000	350,000	350,000	0	
61027 CONTRIBUTION TO RESERVE - EQUIPMENTS	0	200,000	200,000	200,000	200,000	200,000	0	1
60801 CONTRACT SERVICE	0	0	0	0	0	0	0	
63128 SPECIAL APPROPRIATION	191,545	297,359	0	100,000	0	250,000	0	2
63010 GENERAL APPROPRIATION	176,495	116,479	161,785	170,000	165,840	180,000	9	
TOTAL EXPENSES	697,820	963,838	711,785	820,000	715,840	980,000	0	

NOTE:

1. New reserve fund account to be created starting 2015 as recommended by City Financial Planning for the sole purpose of funding for equipment and maintenance items that were previously bought through capital for service enhancements and items that falls under FF&E.
2. 2014 actual include costs for moving Executive office to Eneicare Centre; 2015 actual cost include way finding cost and parking lots rental, shuttle bus and other costs during BMO Field construction

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50-310 FACILITY SERVICES

ACCT# ACCOUNT NAME	2014 ACTUAL	2015 ACTUAL	2016 ACTUAL	2017 FORECAST	2017 BUDGET	2018 BUDGET	% Increase	Notes
1-50-310-50310-								
EXPENSE								
60000 SALARIES - PERMANENT	838,953	1,027,490	898,244	1,016,154	1,016,154	1,048,347	3	1
60001 BENEFITS - PERM	210,124	255,631	242,934	290,509	290,509	297,697	2	1
60002 SALARIES & BENEFIT- HOURLY (3 SCHEDULERS)	229,465	395,316	294,545	115,299	115,299	126,982	10	2
60424 EQUIPMENT RENTAL	63,172	52,390	35,066	52,000	72,546	52,000	-28	11
60425 EXPENSE ALLOWANCE	1,728	2,031	2,069	3,000	2,500	3,000	20	
60439 MEMBERSHIP, DUES & SUBSCRIPTIONS	600	670	0	700	1,400	700	-50	5
60451 SAFETY ENGINEERING	65,334	68,150	67,742	72,000	68,036	72,117	6	13
60459 TRAINING & DEVELOPMENT - UNIONIZED	74,809	39,772	38,584	53,187	53,187	51,680	-3	4
60800 SALARIES - CONTRACT (PC II/FC II)	0	0	0	72,900	0	82,351	0	3
61108 SALARIES - CONTRACT RECOVERED FROM EVENTS	0	0	0	(36,450)	0	(41,176)	0	3
61056 LANDSCAPING EXTERIOR	94,261	277,204	148,879	152,995	152,995	154,913	1	9
61057 LANDSCAPING INTERIOR	20,108	19,730	21,029	19,196	19,196	21,116	10	8
61058 LEASABLE F.F.E.-FURNITURE REPAIRS	27,925	16,874	24,084	20,000	20,000	20,000	-0	
61094 SOFT LANDSCAPING	8,168	18,267	20,537	20,000	20,000	20,575	3	12
61102 TREE MAINTENANCE	7,456	0	450	9,180	9,180	9,364	2	
63105 EQUIPMENT FUEL	31,278	16,048	21,139	24,000	30,000	24,000	-20	10
63126 SUPPLIES & GENERAL	10,222	10,434	8,286	21,842	21,842	22,000	1	7
63127 UNIFORMS	27,067	41,914	29,144	32,987	32,987	32,987	0	6
TOTAL EXPENSES	1,710,671	2,241,922	1,852,732	1,939,499	1,925,831	1,998,651	4	

- NOTE:**
- Provision for Merit increase
 - 2018 budget provided for wages and benefits of three full time schedulers (net of recoveries from clients). 2015 actual cost includes temporary hires for Pan Am.
 - 2018 budget provided for contract as needed grade 4 Facility Coordinators and Production Coordinators total 2,700 hours per year (i.e. 4X675 hours), net of 50% recoveries from clients
 - Awareness in Health and Safety for Trades. Supervisor training, WHMIS, material handling tractors, forklift, high reach equip, IATSE.
 - Three senior coordinators require affiliation with RCO/CAEM/IAAM.
 - Increase in prior years due to improving appearance of all staff
 - General office supplies, file folders, pens, paper, labels, punch cards, waste roll-off slips, business cards. 2018 budget includes \$15,000 various signage for ground (transferred from department 50-334) and supplies for Production Service (department 50-330)
 - Budget provided for Living Wall maintenance, service agreement for maintenance of approx. 80 flowers pots, two wall upgrades per year, and new plants upgrade.
 - Increase due to an anticipated increase in wages of Toronto Parks workers. Cost increase due to City parks hires additional two students to maintain scrubs and flowers and additional costs downloaded from City park. 2015 includes one time cost of \$200K imposed by City to cover the landscaping cost during Pan Am
 - Budget provided for ground propane (net of recoveries from subcontractors) and an anticipated decrease in the propane cost as advised by City Fleet department. Also, there is reduction in need of propane fuel (CNE & Electrical now 3rd party)
 - Rental of farm equipment: tractors, 11 goft carts for three months and snow removal equipment. 2015 cost include one month rental of radios and goft carts for Pan Am games
 - For sod replacement & tree pruning, new upgrades of planters and flowers, red and natural mulch.
 - For safety compliance and training and annual grounds safety audit service provided by 2122654 Ontario Inc.(D.Yamashita @ approx. 600 hrs/ann). Events safety audit cost is charged directly to events PMD (GL#61017)

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

ACCT# ACCOUNT NAME	2014 ACTUAL	2015 ACTUAL	2016 ACTUAL	2017 FORECAST	2017 BUDGET	2018 BUDGET	% Increase	Notes
1-50-316-50316-								
EXPENSE								
60002 SALARIES & BENEFITS - HOURLY (MAINTENANCE)	355,155	357,327	318,489	432,568	432,568	373,300	(14)	1
60009 SALARIES & BENEFITS - HOURLY (RECOVERABLE)	1,173,072	1,251,975	1,091,941	1,736,889	1,742,081	1,758,600	1	2
TOTAL SALARIES & BENEFITS - HOURLY	1,528,227	1,609,301	1,410,430	2,169,457	2,174,649	2,131,901	(2)	
61107 BOG RECOVERIES	(232,665)	(212,356)	(272,561)	(298,168)	(298,168)	(301,895)	1	2
61108 ECC RECOVERIES	(344,778)	(435,877)	(339,465)	(798,896)	(798,896)	(808,882)	1	2
61020 CNEA RECOVERIES	(375,614)	(382,511)	(384,871)	(389,682)	(394,873)	(394,553)	(0)	2
61086 RICOH RECOVERIES	(55,629)	(92,802)	(86,061)	(167,217)	(167,217)	(169,307)	1	2
61097 BMO FIELD	(155,213)	(121,342)	(1,968)	(60,900)	(60,900)	(61,661)	1	
61110 BEANFIELD RECOVERY	(9,173)	(7,088)	(7,015)	(22,027)	(22,027)	(22,303)	1	
MAINTENANCE SALARIES AND BENEFITS - HOURLY	355,155	357,327	318,489	432,568	432,568	373,300	(14)	1
61093 SNOW REMOVAL - SUPPLIES	45,173	30,527	33,116	36,000	45,900	36,000	(22)	4
63126 TOOLS, SUPPLIES AND EQUIPMENTS	15,032	29,606	30,742	30,000	22,000	30,000	36	3
SUBTOTAL	60,205	60,133	63,858	66,000	67,900	66,000	(3)	
TOTAL EXPENSE	415,360	417,460	382,347	498,568	500,468	439,300	(12)	

- NOTE:**
1. Provision for anticipated wages increase. Cost decrease starting 2017 due to reduction of part-time Electrical Helper-now using 3rd party
 2. Increase due to increase in wages and recoveries.
 3. General building tools & supplies: measuring/duct/caution tapes, measuring wheel, flash lights, batteries, hand tools, flags for main pole, pipes for parking curbs, shrink wrap, safety equipment etc....
 4. Increase due to the increase in price of road and LEED salt and snow removing supplies

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

50-321 ELECTRICAL EXPENSES

ACCT# ACCOUNT NAME	2014 ACTUAL	2015 ACTUAL	2016 ACTUAL	2017 FORECAST	2017 BUDGET	2018 BUDGET	% Increase	Notes
1-50-321-50321-								
EXPENSE								
60002 SALARIES & BENEFITS - HOURLY (MAINTENANCE)	1,088,482	975,916	775,046	798,297	1,059,909	822,246	(22)	1,3
60009 SALARIES & BENEFITS - HOURLY (RECOVERABLE)	1,832,095	1,679,802	683,367	577,015	360,000	580,478	61	8
TOTAL SALARIES & BENEFITS - HOURLY	2,920,576	2,655,718	1,458,413	1,375,313	1,419,909	1,402,724	(1)	
61107 BOG RECOVERIES	(456,237)	(418,098)	(271,417)	(200,000)	(200,000)	(200,000)	0	10
61020 CNEA RECOVERIES	(484,374)	(490,295)	(273,595)	(277,015)	(60,000)	(280,478)	367	9
61086 RICOH RECOVERIES	(43,874)	(59,676)	(2,230)	0	0	0	0	8
61108 ECC ELECCTICAL/SHOW RECOVERIES	(666,235)	(577,858)	(15,201)	0	0	0	0	8
61097 BMO FIELD RECOVERIES	(82,836)	(38,722)	(1,891)	0	0	0	0	8
61110 BFC RECOVERIES	(98,538)	(95,154)	(119,033)	(100,000)	(100,000)	(100,000)	0	11
MAINTENANCE SALARIES AND BENEFITS - HOURLY	1,088,482	975,916	775,046	798,297	1,059,909	822,246	(22)	1
60424 EQUIPMENT RENTAL	2,193	5,384	2,642	3,000	3,000	3,000	0	2
60801 CONTRACTED SERVICES	44,989	39,434	26,852	28,800	28,800	28,800	0	3,8
61010 BUILDING MAINTENANCE	2,829	51,769	30,512	25,000	25,000	25,000	0	5
61028 CONTROL MAINTENANCE	1,104	0	8,874	15,000	15,000	15,000	0	7
61032 ELECTRICAL MAINTENANT SUPPLIES AND EQUIPMENT	178,423	205,801	192,588	190,000	190,000	190,000	0	4,8
61099 STREET LIGHTING	9,644	12,034	36,189	15,000	15,000	20,000	33	6
63126 SUPPLIES & GENERAL	241	950	64	500	500	500	0	8
SUBTOTAL	239,423	315,372	297,722	277,300	277,300	282,300	2	
TOTAL EXPENSE	1,327,905	1,291,288	1,072,768	1,075,597	1,337,209	1,104,546	(17)	

- NOTE:**
1. Provision for COLA increase. 2017 forecast/2018 budget decrease to reflect prior year experience. Full time operator for District Energy System salary and benefits is provided under department 50-301
 2. Includes high reach equipment, golf carts
 3. Electrical safety inspections, fixed maintenance for skytracker, maintenance for District Energy System and Cogen Generator maintenance contract. High voltage distribution maintenance must be done after hours or at premium rate to suit tenants.
 4. Supplies and equipment required for electrical maintenance.
 5. Annual maintenance of all electrical equipment and fixtures for all buildings.
 6. Year round maintenance of street and display lights, Cobra Poles and Washington Posts. Flood lights outside Q.E, Parking lot and Gates lighting. Aging infrastructure creating increased maintenance and replacement costs and damaged poles no longer covered by insurance
 7. Fiber Optic loop and BAS system maintenance and repair and maintenance of Electronic Revenue Grade meter system.
 8. Cost decrease starting 2016 due to saving from outsourcing Electrical/Mechanical service.
 9. For 2017 and future years, the CNEA will work directly with the Contractor in planning, execution and billing of electrical and mechanical services, with an exception to the Food Building (special features) and exterior
 10. Budget provided for recoveries from capital, and to electrical show service to some EP base building events
 11. Budget provided for electrical show service for BEANFIELD events

THE BOARD OF GOVERNORS OF EXHIBITION PLACE
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50-323 ENGINEERING EXPENSES

ACCT# ACCOUNT NAME	2014 ACTUAL	2015 ACTUAL	2016 ACTUAL	2017 FORECAST	2017 BUDGET	2018 BUDGET	% Increase	Notes
1-50-323-50323-								
EXPENSE								
60000 SALARIES - PERMANENT	375,213	397,037	371,724	403,866	403,866	420,719	4	1
60001 EMPLOYEE BENEFITS - PERMANENT	96,846	100,916	99,039	115,645	115,645	119,590	3	1
60425 EXPENSE ALLOWANCES	0	0	0	400	400	400	0	
60800 CONTRACT PERSONNEL	0	2,824	37,447	3,000	3,000	3,000	0	3
61999 RECOVERIES CADD & MISC. PRINTING	(3,059)	(2,174)	(1,467)	(1,200)	(1,200)	(1,200)	0	
63119 PRINTING	461	435	715	1,200	1,200	1,200	0	
63126 SUPPLIES & GENERAL	787	97	1,199	700	700	700	0	
SUBTOTAL	<u>470,248</u>	<u>499,134</u>	<u>508,657</u>	<u>523,611</u>	<u>523,611</u>	<u>544,409</u>	<u>4</u>	
61109 RECOVERIES FROM CITY CAPITAL PROGRAM	(490,748)	(505,646)	(517,432)	(519,511)	(519,511)	(540,309)	4	2
TOTAL EXPENSE	<u>(20,500)</u>	<u>(6,511)</u>	<u>(8,775)</u>	<u>4,100</u>	<u>4,100</u>	<u>4,100</u>	<u>0</u>	

NOTE:

1. Provision for Merit increase
2. Recoveries from Capital budget include salaries and benefits.
3. 2016-2017 actuals includes cost for covering staff on maternity leave

THE BOARD OF GOVERNORS OF EXHIBITION PLACE
OVERHEAD

50-324 WELDING EXPENSES

ACCT# ACCOUNT NAME	2014 ACTUAL	2015 ACTUAL	2016 ACTUAL	2017 FORECAST	2017 BUDGET	2018 BUDGET	% Increase	Notes
1-50-324-50324-								
EXPENSE								
60002 SALARIES & BENEFITS - HOURLY (MAINTENANCE)	79,974	142,981	41,894	0	0	0	0	1
60009 SALARIES & BENEFITS - HOURLY (RECOVERABLE)	6,488	14,168	3,882	0	0	0	0	
TOTAL SALARIES & BENEFITS - HOURLY	86,462	157,149	45,775	0	0	0	0	
61107 BOG RECOVERIES	(3,713)	(7,836)	(3,882)	0	0	0	0	
61108 ECC RECOVERIES	(633)	(4,813)	0	0	0	0	0	
61020 CNEA RECOVERIES	(1,799)	(1,443)	0	0	0	0	0	
61086 RICOH RECOVERIES	(148)	(76)	0	0	0	0	0	
61097 BMO FIELD	(195)	0	0	0	0	0	0	
61110 BFC RECOVERIES	0	0	0	0	0	0	0	
MAINTENANCE SALARIES AND BENEFITS - HOURLY	79,974	142,981	41,894	0	0	0	0	
60424 EQUIPMENT RENTAL	912	617	369	0	0	0	0	
61010 BUILDING MAINT. - WELDING SUPPLIES	2,079	1,160	15,581	0	0	0	0	2
SUBTOTAL	2,992	1,777	15,949	0	0	0	0	
							0	
TOTAL EXPENSE	82,966	144,758	57,843	0	0	0	0	

NOTE:

1. No longer employ staff specifically for Welding
2. Budget for welding supplies still required for welding jobs completed by Garage staff is now provided in Mechanical & Garage department 50-327

THE BOARD OF GOVERNORS OF EXHIBITION PLACE
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50-325 CARPENTRY EXPENSES

ACCT# ACCOUNT NAME	2014 ACTUAL	2015 ACTUAL	2016 ACTUAL	2017 FORECAST	2017 BUDGET	2018 BUDGET	% Increase	Notes
1-50-325-50325-								
EXPENSE								
60002 SALARIES & BENEFITS - HOURLY (MAINTENANCE)	405,101	419,224	413,615	477,392	477,392	484,552	1	1
60009 SALARIES & BENEFITS - HOURLY (RECOVERABLE)	554,545	411,279	454,234	419,970	579,350	421,234	(27)	
TOTAL SALARIES & BENEFITS - HOURLY	959,646	830,503	867,849	897,362	1,056,742	905,786	(14)	
61107 BOG RECOVERIES	(205,322)	(129,881)	(225,164)	(214,700)	(214,700)	(214,700)	0	1
61108 ECC RECOVERIES	(44,065)	(76,129)	(83,940)	(46,000)	(46,000)	(46,000)	0	1
61020 CNEA RECOVERIES	(113,916)	(103,522)	(99,823)	(101,070)	(118,700)	(102,334)	(14)	1
61086 RICOH RECOVERIES	(68,051)	(31,797)	(9,345)	(10,000)	(71,150)	(10,000)	(86)	4
61097 BMO FIELD RECOVERIES	(81,856)	(29,410)	(580)	(5,000)	(85,600)	(5,000)	(94)	4
61110 BFC RECOVERIES	(41,334)	(40,539)	(35,382)	(43,200)	(43,200)	(43,200)	0	
MAINTENANCE SALARIES AND BENEFITS - HOURLY	405,101	419,224	413,615	477,392	477,392	484,552	1	1
60424 EQUIPMENT RENTAL	469	3,322	1,028	2,000	2,000	2,000	0	3
60801 CONTRACTED SERVICES	89,469	179,120	151,126	100,000	100,000	100,000	0	2
61010 BUILDING MAINT. AND REPAIRS	230,692	189,626	106,810	150,000	150,000	150,000	0	
61011 CARILLON MAINTENANCE	0	0	500	1,500	1,500	1,500	0	
61085 RENTAL OF EQUIPMENT FOR MAINTENANCE	33,959	27,185	26,405	30,000	30,000	30,000	0	3
63111 LOCKSMITH SUPPLIES	2,741	26,346	2,628	1,600	1,600	1,600	0	
SUBTOTAL	357,330	425,600	288,496	285,100	285,100	285,100	0	
TOTAL EXPENSE	762,431	844,824	702,111	762,492	762,492	769,652	1	

NOTE:

1. Provision for increase per collective agreement, plus adjustment to reflect prior years experience.
2. Contract services are required to assist workers in completing work via outsourcing. Work for overhead doors and door repairs.
3. Rental of equipment to do maintenance work i.e. high reach equip etc. 2017 budget adjust to reflect prior year experience
4. Reduced maintenance expected in Ricoh and BMO

THE BOARD OF GOVERNORS OF EXHIBITION PLACE
OVERHEAD

50-326 PAINTING EXPENSES

ACCT# ACCOUNT NAME	2014 ACTUAL	2015 ACTUAL	2016 ACTUAL	2017 FORECAST	2017 BUDGET	2018 BUDGET	% Increase	Notes
1-50-326-50326-								
EXPENSE								
60002 SALARIES & BENEFITS - HOURLY (MAINTENANCE)	190,887	189,863	195,623	206,000	206,000	209,000	1	1
60009 SALARIES & BENEFITS - HOURLY (RECOVERABLE)	83,190	99,014	123,698	94,359	101,040	94,759	(6)	1
TOTAL SALARIES & BENEFITS - HOURLY	274,076	288,878	319,321	300,359	307,040	303,759	(1)	
61107 BOG RECOVERIES	(38,464)	(22,500)	(74,592)	(40,220)	(40,220)	(40,220)	0	1
61108 ECC RECOVERIES	(10,728)	(41,450)	(13,846)	(11,220)	(11,220)	(11,220)	0	1
61020 CNEA RECOVERIES	(23,572)	(22,277)	(31,623)	(32,019)	(38,700)	(32,419)	(16)	1
61086 RICOH RECOVERIES	(235)	0	0	(245)	(245)	(245)	0	1
61097 BMO FIELD RECOVERIES	(235)	0	0	(245)	(245)	(245)	0	1
61110 BFC RECOVERIES	(9,956)	(12,788)	(3,637)	(10,410)	(10,410)	(10,410)	0	
MAINTENANCE SALARIES AND BENEFITS - HOURLY	190,887	189,863	195,623	206,000	206,000	209,000	1	1
60424 EQUIPMENT RENTAL	0	1,661	0	500	500	500	0	
60801 CONTRACTED SERVICES	0	0	1,000	1,000	1,000	1,000	0	
61010 BUILDING MAINT.	17,611	16,304	7,532	18,000	18,000	18,000	0	
SUBTOTAL	17,611	17,965	8,532	19,500	19,500	19,500	0	
TOTAL EXPENSE	208,498	207,828	204,155	225,500	225,500	228,500	1	

NOTE:

1. Provision for COLA increase, plus adjustment to reflect prior years experience.

THE BOARD OF GOVERNORS OF EXHIBITION PLACE
OVERHEAD

50-327 MECHANICAL & GARAGE EXPENSES

ACCT# ACCOUNT NAME	2014 ACTUAL	2015 ACTUAL	2016 ACTUAL	2017 FORECAST	2017 BUDGET	2018 BUDGET	% Increase	Notes
1-50-327-50327-								
EXPENSE								
60002 SALARIES & BENEFITS - HOURLY (MAINTENANCE)	145,143	156,323	138,732	145,022	145,022	147,197	1	1
60009 SALARIES & BENEFITS - HOURLY (RECOVERABLE)	19,224	20,445	22,827	21,571	21,570	21,841	1	1
TOTAL SALARIES & BENEFITS - HOURLY	164,366	176,767	161,559	166,593	166,592	169,038	1	
61107 BOG RECOVERIES	(250)	(491)	(1,227)	0	0	0	0	3
61108 ECC RECOVERIES	(106)	0	(295)	0	0	0	0	3
61020 CNEA RECOVERIES	(18,365)	(19,954)	(21,305)	(21,571)	(21,570)	(21,841)	1	4
61110 BFC RECOVERIES	0	0	0	0	0	0	0	3
61097 BMO FIELD	(502)	0	0	0	0	0	0	3
61086 RICOH RECOVERY	0	0	0	0	0	0	0	3
MAINTENANCE SALARIES AND BENEFITS - HOURLY	145,143	156,323	138,732	145,022	145,022	147,197	1	1
60424 EQUIPMENT RENTAL	2,742	2,673	2,786	2,500	2,500	2,500	0	2
60466 VEHICLE LICENSES	14,189	15,625	15,833	16,000	16,000	16,000	0	
61036 EQUIPMENT MAINTENANCE (INCL. WELDING SUPPLIES)	103,802	85,075	85,067	80,000	100,000	80,000	(20)	5
61105 VEHICLE MAINTENANCE	49,336	46,066	50,210	45,000	45,000	46,500	3	6
63102 DIESEL FUEL	37,697	34,175	36,996	36,000	36,000	36,000	0	
63107 PROPANE & GASOLINE	59,683	56,366	47,473	50,000	59,000	59,000	0	
63117 PETROLEUM PRODUCTS	3,350	2,908	0	2,500	2,500	2,500	0	
SUBTOTAL	270,800	242,889	238,364	232,000	261,000	242,500	(7)	
TOTAL EXPENSE	415,943	399,212	377,096	377,022	406,022	389,697	(4)	

- NOTE:**
1. Provision for COLA increase.
 2. 2015 actual includes equipment rental during Pan Am games
 3. Budget decrease starting in 2016 due to outsourcing Electrical/Mechanical show service
 4. For 2017 and future years, the CNEA will work directly with the Contractor in planning, execution and billing of electrical and mechanical services, with an exception to the Food Building and special feature areas
 5. Budget include welding supplies still required for welding jobs completed by Garage staff (approx. \$3,000/year)
 6. To cover repairs and maintenance for fleet vehicles.

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

50-328 PLUMBING EXPENSES

ACCT# ACCOUNT NAME	2014 ACTUAL	2015 ACTUAL	2016 ACTUAL	2017 FORECAST	2017 BUDGET	2018 BUDGET	% Increase	Notes
1-50-328-50328-								
EXPENSE								
60002 SALARIES & BENEFITS - HOURLY (MAINTENANCE)	275,864	389,318	302,569	298,700	298,700	307,661	3	1
60009 SALARIES & BENEFITS - HOURLY (RECOVERABLE)	303,869	280,737	157,255	114,276	157,320	115,579	(27)	8
TOTAL SALARIES & BENEFITS - HOURLY	579,733	670,055	459,824	412,976	456,020	423,240	(7)	
61107 BOG RECOVERIES	(46,954)	(32,606)	(28,888)	0	0	0	0	8
61108 ECC RECOVERIES	(101,268)	(88,477)	(14,273)	0	0	0	0	8
61020 CNEA RECOVERIES	(147,246)	(149,464)	(102,989)	(104,276)	(157,320)	(105,579)	(33)	9
61086 RICOH RECOVERIES	0	0	(135)	0	0	0	0	8
61097 BMO FIELD	0	(281)	0	0	0	0	0	8
61110 BFC RECOVERIES	(8,401)	(9,910)	(10,970)	(10,000)	0	(10,000)	0	8
MAINTENANCE SALARIES AND BENEFITS - HOURLY	275,864	389,318	302,569	298,700	298,700	307,661	3	1
60424 EQUIPMENT RENTAL	554	4,383	1,491	1,000	1,000	1,000	0	
60427 FIRE PROTECTION EQUIPMENT	248,167	465,931	220,308	250,000	300,000	250,000	(17)	10
60801 CONTRACTED SERVICE	106,802	81,235	98,238	90,000	90,000	90,000	0	5
61010 BUILDING MAINTENANCE	21,480	6,266	12,176	15,000	15,000	15,000	0	2
61077 PLUMBING MAINTENANCE	54,033	42,355	35,535	42,000	42,000	42,000	0	6
61104 UNDERGROUND SERVICES	103,424	105,495	25,234	110,000	110,000	110,000	0	4
61109 WASHROOM TRAILERS	5,000	615	2,767	5,000	5,000	5,000	0	7
63128 KITCHEN EQUIPMENT	0	0	0	2,000	2,000	2,000	0	3
SUBTOTAL	539,460	706,280	395,749	515,000	565,000	515,000	(9)	
TOTAL EXPENSE	815,324	1,095,598	698,318	813,700	863,700	822,661	(5)	

- NOTE:**
1. Provision for COLA increase.
 2. Preventative maintenance. In prior years cost was lower because works were done by building operators. 2017 budget adjust to reflect prior years experience
 3. Kitchen equipment repairs includes items such as drains, faucets, hot water tanks and filters. 2015 budget provided for one time cost to remove the old CFC equipment.
 4. Starting in 2016 City will be responsible for half of the underground works. Cost includes contractors to dig and find pipes, underground surveys etc. Increase due to irrigation system that can't be funded from Capital commencing in 2012.
 5. Includes contractors to clean and vacuum out pipes and ready for use.
 6. Primarily includes repairs parts and service calls.
 7. Cost for maintenance of washroom trailers
 8. Budget decrease due to saving from outsourcing Electrical/Mechanical service.
 9. For 2017 and future years, the CNEA will work directly with the Contractor in planning, execution and billing of electrical and mechanical services, with an exception to the Food Building.
 10. Repairs required to upgrade fire alarm system and sprinklers to code. 2015/2016 cost was high due to NOA. 2017 forecast/2018 budget was adjusted to reflect

THE BOARD OF GOVERNORS OF EXHIBITION PLACE
OVERHEAD

50-329 HVAC EXPENSES

ACCT# ACCOUNT NAME	2014 ACTUAL	2015 ACTUAL	2016 ACTUAL	2017 FORECAST	2017 BUDGET	2018 BUDGET	% Increase	Notes
1-50-329-50329-								
EXPENSE								
60002 SALARIES & BENEFITS - HOURLY (MAINTENANCE)	568,377	468,208	401,344	481,776	481,776	496,229	3	1
60009 SALARIES & BENEFITS - HOURLY (RECOVERABLE)	34,078	26,816	97,684	45,449	26,925	45,577	69	1
TOTAL SALARIES & BENEFITS - HOURLY	602,455	495,025	499,028	527,225	508,701	541,806	7	
61107 BOG RECOVERIES	(19,304)	(7,811)	(69,006)	(14,185)	(14,185)	(14,185)	0	1
61108 ECC RECOVERIES	(5,946)	(12,256)	(2,116)	(6,000)	(6,000)	(6,000)	0	1
61020 CNEA RECOVERIES	(8,401)	(6,749)	(10,137)	(10,264)	(6,605)	(10,392)	57	1
61086 RICOH RECOVERIES	(127)	0	0	0	(135)	0	(100)	1
61097 BMO FIELD	0	0	0	0	0	0	0	1
61110 BFC RECOVERIES	(299)	0	(16,425)	(15,000)	0	(15,000)	0	
MAINTENANCE SALARIES AND BENEFITS - HOURLY	568,377	468,208	401,344	481,776	481,776	496,229	3	1
60424 EQUIPMENT RENTAL	1,483	3,030	1,595	3,000	3,000	3,000	0	
60801 CONTRACTED SERVICES	76,947	130,381	120,485	120,000	80,000	120,000	50	
61010 BUILDING MAINTENANCE	22,958	31,012	55,097	30,000	30,000	30,000	0	
61028 CONTROLS & BUILDING AUTOMATION	110,265	116,383	131,316	110,000	110,000	120,000	9	2
61036 EQUIPMENT MAINTENANCE	90,842	111,031	146,573	120,000	90,000	120,000	33	3
61083 REFRIGERATION & AIR CONDITIONING	1,261	26,650	10,838	20,000	20,000	20,000	0	
63128 KITCHEN EQUIPMENT	145	895	0	1,000	1,000	1,000	0	
SUBTOTAL	303,900	419,382	465,903	404,000	334,000	414,000	24	
TOTAL EXPENSE	872,277	887,591	867,247	885,776	815,776	910,229	12	

NOTE:

1. Provision for COLA increase.
2. Cost increases due to the need of controls/automation for District Energy System

THE BOARD OF GOVERNORS OF EXHIBITION PLACE
OVERHEAD

50-330 PRODUCTION SERVICE EXPENSES

ACCT# ACCOUNT NAME	2014 ACTUAL	2015 ACTUAL	2016 ACTUAL	2017 FORECAST	2017 BUDGET	2018 BUDGET	% Increase	Notes
1-50-330-50330-								
EXPENSE								
60002 SALARIES & BENEFITS - HOURLY (MAINTENANCE)	102,764	76,317	118,933	110,938	110,938	112,324	1	1
60009 SALARIES & BENEFITS - HOURLY (RECOVERABLE)	3,961,200	6,460,191	6,077,435	4,399,203	4,556,659	4,454,193	(2)	2
TOTAL SALARIES & BENEFITS - HOURLY	4,063,964	6,536,508	6,196,367	4,510,142	4,667,598	4,566,517	(2)	
61107 BOG RECOVERIES - IATSE	(1,195,625)	(1,373,846)	(1,302,224)	(1,188,686)	(1,188,686)	(1,203,545)	1	2
61108 ECC RECOVERIES - IATSE	(587,695)	(2,368,482)	(1,041,600)	(1,114,322)	(1,114,322)	(1,128,251)	1	2
61020 CNEA RECOVERIES - IATSE	(648,595)	(633,101)	(501,752)	(508,024)	(665,480)	(514,375)	(23)	2
61086 RICOH RECOVERIES	(556,886)	(1,261,099)	(820,592)	(866,474)	(866,474)	(877,305)	1	2
61097 BMO FIELD	(298,480)	(142,035)	(1,279,717)	(150,305)	(150,305)	(152,183)	1	2
61110 BFC RECOVERIES	(673,920)	(681,628)	(1,131,549)	(571,392)	(571,392)	(578,534)	1	
MAINTENANCE SALARIES AND BENEFITS - HOURLY	102,764	76,317	118,933	110,938	110,938	112,324	1	1
60425 EXPENSE ALLOWANCES	0	0	0	200	200	200	0	
61036 EQUIPMENT MAINTENANCE	2,767	4,296	3,277	15,000	15,000	15,000	0	3
63126 SUPPLIES & GENERAL	1,019	674	1,281	800	800	0	(100)	4
SUBTOTAL	3,786	4,970	4,558	16,000	16,000	15,200	(5)	
TOTAL EXPENSE	106,550	81,287	123,491	126,938	126,938	127,524	0	

- NOTE:**
1. Provision for increase per collective agreement, plus adjustment to reflect prior years experience.
 2. Increase due to increase in wages and recoveries.
 3. Includes hoist motor inspections, splicing equipment and amplifiers, speakers and sound board, salons/presentation theatre audio/video repairs. 2017 budget increase due to anticipated bulb upgrading
 4. From 2018 cost is transferred to Facility Service department 50-310

THE BOARD OF GOVERNORS OF EXHIBITION PLACE
OVERHEAD

50-334 CREATIVE SERVICES - SIGN SHOP

ACCT# ACCOUNT NAME	2014 ACTUAL	2015 ACTUAL	2016 ACTUAL	2017 FORECAST	2017 BUDGET	2018 BUDGET	% Increase	Notes
1-50-334-50334-								
EXPENSE								
60002 SALARIES & BENEFITS - HOURLY (MAINTENANCE)	17,400	18,613	42,822	0	0	0	0	1
60009 SALARIES & BENEFITS - HOURLY (RECOVERABLE)	91,228	99,385	79,840	0	0	0	0	1
TOTAL SALARIES & BENEFITS - HOURLY	108,628	117,998	122,662	0	0	0	0	
61107 BOG RECOVERIES - CREATIVE	(33,189)	(35,632)	(38,043)	0	0	0	0	1
61108 ECC RECOVERIES - CREATIVE	(19,209)	(22,124)	(8,988)	0	0	0	0	1
61020 CNEA RECOVERIES - CREATIVE	(35,409)	(41,003)	(31,317)	0	0	0	0	1
61086 RICOH RECOVERIES	(2,986)	(627)	(1,032)	0	0	0	0	1
61097 BMO FIELD	(109)	0		0	0	0	0	1
61110 BFC RECOVERIES	(326)	0	(459)	0	0	0	0	
MAINTENANCE SALARIES AND BENEFITS - HOURLY	17,400	18,613	42,822	0	0	0	0	1
61036 EQUIPMENT MAINTENANCE	0	0	0	0	0	0	0	3
63124 SIGNS SUPPLIES & REPAIRS	2,906	0	0	0	0	0	0	2
63126 SUPPLIES & GENERAL	14,863	18,272	5,504	0	0	0	0	2
SUBTOTAL	17,769	18,272	5,504	0	0	0	0	
TOTAL EXPENSE	35,169	36,885	48,325	0	0	0	0	

- NOTE:**
1. Sign shop is closed at the end of December 2016. Previously budget was provided for Signshop leadhand.
 2. Includes graphic supplies, materials from stores, cutters, blades, ropes, pens, paper, computer discs, and binders, upgrade & maintain, exterior building identification, interior (meeting rooms) identification, galleria, salons, washrooms and hall identification. From 2017 sign shop budget is provided under facility department 50-310
 3. Computer equipment maintenance, Edge & Gerber

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

50-500 SECURITY SERVICE & COMMUNICATIONS

ACCT# ACCOUNT NAME	2014 ACTUAL	2015 ACTUAL	2016 ACTUAL	2017 FORECAST	2017 BUDGET	2018 BUDGET	% Increase	Notes
1-50-500-50500-								
EXPENSE								
60000 SALARIES - PERMANENT	535,501	635,905	606,197	637,193	658,806	662,043	0	1
60001 BENEFITS - PERM	135,513	150,845	135,407	175,320	181,266	180,421	(0)	1
SUB TOTAL SALARIES AND BENEFITS - PERMANENT	671,014	786,750	741,604	812,513	840,072	842,464	0	
60002 SALARIES AND BENEFITS - HOURLY	738,750	792,302	830,020	817,818	817,818	830,086	1	2
60009 SALARIES & BENEFITS - HOURLY (RECOVERABLE)	98,306	193,738	130,987	91,000	76,000	99,000	30	3
TOTAL SALARIES & BENEFITS - HOURLY	837,056	986,040	961,008	908,818	893,818	929,086	4	
61107 BOG RECOVERIES	(18,254)	(114,836)	(13,230)	(35,000)	(20,000)	(35,000)	75	3
61108 ECC RECOVERIES	(1,786)	(15,241)	(30,374)	0	0	0	0	3
61020 CNEA RECOVERIES	0	(325)	(16,924)	0	0	0	0	6
61086 RICOH RECOVERIES	(6,146)	(7,848)	(6,378)	(3,000)	(3,000)	(4,000)	33	
61097 BMO FIELD	(4,625)	(1,623)	(6,965)	(3,000)	(3,000)	(5,000)	67	
61110 BFC RECOVERIES	(67,494)	(53,864)	(57,117)	(50,000)	(50,000)	(55,000)	10	
SUB TOTAL - HOURLY SALARIES AND BENEFITS	738,750	792,302	830,020	817,818	817,818	830,086	1	
60424 EQUIPMENT RENTALS	3,607	10,178	7,377	4,000	4,000	4,000	0	
60439 MEMBERSHIPS	0	80	0	650	650	650	0	
60459 STAFF DEVELOPMENT/TRAINING - UNIONIZED	2,440	9,683	6,562	7,000	7,000	7,000	0	5
61036 EQUIPMENT MAINTENANCE	73,180	104,357	90,040	90,000	86,000	96,000	12	4
63126 SUPPLIES & GENERAL	952	2,596	1,931	3,000	3,000	3,000	0	
63127 UNIFORMS	8,026	22,920	13,978	8,000	7,000	8,000	14	
SUB TOTAL - OTHER EXPENSES	88,205	149,815	119,889	112,650	107,650	118,650	10	
TOTAL EXPENSE	1,497,969	1,728,868	1,691,513	1,742,981	1,765,541	1,791,200	1	

- NOTE:**
1. Provision for merit increase. Starting from 2014, cost includes 50% of Director and Admin assistant (prior year was budgeted under hourly). 2017 forecast/2018 budget adjust to reflect actual hours worked by Security Supervisors
 2. Provision for COLA increase. 2015 actual includes temporary staffing during Pan Am games
 3. EP/DEC events are now using outside Security company to provide service
 4. For aging radio replacement plan, radio systems, DVR replacement, CCTV etc. Increase in security system components. 2015 actual cost was high because it includes radio rental and equipments maintenance during Pan Am
 5. Training to be provided for unionized staff. Training budget for EP/DEC/BFC Management staff is provided under CEO department 50-100. Budget increase to reflect prior year experience
 6. From 2017 and future years CNEA will pay for third party security service cost. This cost was subsidized by Board on the initial term 2013-2016

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

50-600 - PRESS & FOOD BUILDINGS MAINTENANCE

ACCT#	ACCOUNT NAME	2014 ACTUAL	2015 ACTUAL	2016 ACTUAL	2017 FORECAST	2017 BUDGET	2018 BUDGET	% Increase	Notes
1-50-600-50600-									
EXPENSE									
60255	PRESS & FOOD BUILDINGS - HYDRO	27,718	60,842	63,616	64,400	64,400	64,400	0	2
60252	PRESS & FOOD BUILDINGS - GAS	5,426	754	1,223	5,500	5,500	5,500	0	2
60281	PRESS & FOOD BUILDINGS - WATER	7,807	4,214	24,462	8,000	8,000	8,000	0	2
61061	PRESS BUILDING - MAINTENANCE - CLEANING, R&M ((NON SOGR)	6,723	403	0	105,509	40,000	105,509	164	3
61036	FOOD BUILDING - REPAIR & MAINTENANCE (NON SOGR)	22,918	0	0	215,000	40,000	215,000	438	3
64009	MANAGEMENT FEE - BEANFIELD CENTRE - CERISE	2,105	0	0	2,000	2,000	2,000	0	1
64009	2012 CNEA ASSETS PURCHASE DISPUTE - 2013	0	0	0	0	0	0	0	
#####	UTILITIES RECOVERIES - PRESS & FOOD BUILDING	0	0	0	(77,900)	0	(77,900)	0	4
#####	CLEANING & PMP RECOVERIES - PRESS BUILDING	0	0	0	(105,509)	0	(105,509)	0	4
#####	PMP RECOVERIES - FOOD BUILDING	0	0	0	(215,000)	0	(215,000)	0	4
TOTAL EXPENSE		72,697	66,213	89,301	2,000	159,900	2,000	(99)	

NOTE:

- Actuals include BEANFIELD management fee paid to Cerise for the use of the building during the CNE fair
- Utilities (hydro, gas, water) costs to maintain Press building are assumed by BOG during the initial terms 2013-2016 per master agreement. Hydro (approx. 440,000 kwh), consumer gas (approx 12,000 m3) , water (approx. 6,300 m3 in 2010).
- Budget provided for R&M costs to up keep the Press & Food building was subsidized by BOG during the initial terms Apr2013-Mar2017. All Press and Food building repair and maintenance costs were included with ground PMP costs and will be tracked separately starting April 1, 2017
- Per CNEA's proposal for renewal terms 2017-2020: CNEA will pay for Press & Food Building operating costs such as utilities, office cleaning, Repair and Maintenance costs (excl. SOGR cost). All these costs was subsidized by Board on the initial term 2013-2016

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

SUMMARY

PAGE	ACCOUNT NAME	2014 ACTUAL	2015 ACTUAL	2016 ACTUAL	2017 FORECAST	2017 BUDGET	2018 BUDGET	%/Increase	Notes
	<u>REVENUE</u>								
	RENTAL - SHOWS	6,173,128	9,653,819	7,101,172	6,857,064	6,812,650	7,144,677	5	1
	RENTAL - RAWF	1,093,612	1,127,121	1,127,121	1,142,936	1,187,350	1,177,224	(1)	
	SUB TOTAL	<u>7,266,740</u>	<u>10,780,940</u>	<u>8,228,293</u>	<u>8,000,000</u>	<u>8,000,000</u>	<u>8,321,901</u>	4	1
	ELECTRICAL SERVICES - NET	1,076,783	977,201	777,666	800,996	976,440	858,120	(12)	3
	CATERING CONCESSIONS	642,439	1,158,593	645,669	710,000	896,274	791,900	(12)	2
	SHOW SERVICES - NET	804,832	1,235,537	766,051	960,000	1,154,998	1,040,010	(10)	4
38	TELECOMMUNICATIONS - NET	378,019	353,671	391,186	354,722	349,722	363,433	4	
40	SPONSORSHIP - NET	215,343	61,430	67,274	153,000	153,000	153,000	0	
42	OFFICIAL SUPPLIER	26,676	74,931	23,000	70,500	70,500	27,000	(62)	
42	ABM COMMISSIONS	99,422	98,903	137,229	120,000	99,109	120,000	21	
42	INTEREST AND OTHER INCOME	204,255	189,357	163,758	57,000	80,000	57,000	(29)	
	NAMING RIGHTS REVENUE - ECC	700,000	700,000	750,000	750,000	750,000	750,000	0	
	NAMING RIGHTS EXPENSES & TSF TO RESERVE - ECC	(700,000)	(700,000)	(750,000)	(750,000)	(750,000)	(750,000)	0	
	TOTAL REVENUE	<u>10,714,509</u>	<u>14,930,560</u>	<u>11,200,126</u>	<u>11,226,218</u>	<u>11,780,043</u>	<u>11,732,365</u>	(0)	
	<u>EXPENSES</u>								
	DIRECT SHOW COSTS - PMD	610,992	1,044,535	687,945	564,712	564,712	615,138	9	
38	TELECOMMUNICATION/INFORMATION SYSTEMS	826,829	921,456	901,929	976,676	944,127	982,567	4	
41	GM OF SALES AND EVENT MANAGEMENT	339,632	345,007	349,266	358,979	358,979	367,062	2	
42	FINANCE	95,511	230,199	71,663	88,000	83,000	88,000	6	
43	MARKETING	1,474,101	1,417,829	1,516,130	1,909,724	1,910,706	1,925,700	1	
44	EVENT SERVICES	1,425,198	1,582,060	1,445,414	1,382,345	1,514,272	1,362,617	(10)	
	SUB TOTAL	<u>4,772,263</u>	<u>5,541,085</u>	<u>4,972,347</u>	<u>5,280,436</u>	<u>5,375,796</u>	<u>5,341,083</u>	(1)	
	<u>EXPENSE RECOVERIES</u>								
45	OVATIONS - UTILITIES & CLEANING	(74,890)	(107,530)	(83,150)	(77,435)	(100,633)	(85,705)	(15)	
	TOTAL EXPENSES	<u>4,697,373</u>	<u>5,433,555</u>	<u>4,889,197</u>	<u>5,203,001</u>	<u>5,275,163</u>	<u>5,255,378</u>	(0)	
	NET INCOME (LOSS)	<u>6,017,136</u>	<u>9,497,005</u>	<u>6,310,929</u>	<u>6,023,218</u>	<u>6,504,880</u>	<u>6,476,987</u>	(0)	

NOTE:

1. 2018 budget rent includes \$2.2mil from unidentified new businesses. 2015/2016 actual includes contribution from Pan Am games and NBA Jam Session
2. Minimum commission changed to \$575K in 2015. 2016 actual includes contribution from NBA Jam Session. 2018 budget adjust to reflect prior year experience
3. 2017/2018 budget adjust to reflect prior year experience. BOG out-sourced electrical/mechanical service to Showtech and received commission starting September 2015. Additional savings is reflected in overhead cost savings from various departments that previously provided electrical/HVAC/plumbing services to events.
4. 2017 forecast/2018 budget profit margin % is adjusted to reflect prior years experience

THE BOARD OF GOVERNORS OF EXHIBITION PLACE
ENERCARE CENTRE

850 - TELECOMMUNICATIONS

ACCT# ACCOUNT NAME	2014 ACTUAL	2015 ACTUAL	2016 ACTUAL	2017 FORECAST	2017 BUDGET	2018 BUDGET	%/Increase	Notes
1-60-850-60850-								
EXPENSES								
60000 SALARIES - PERMANENT	639,793	661,867	658,958	706,689	706,689	719,559	2	1
60001 BENEFITS - PERMANENT	157,490	158,359	161,301	201,766	201,766	204,181	1	1
60002 SALARY AND BENEFITS - HOURLY	25,391	51,926	42,466	44,165	30,000	46,104	54	7
60423 DUES & SUBSCRIPTION	985	1,370	5,349	600	600	600	0	0
60431 COMPUTER SUPPLIES	19,099	9,904	1,694	15,000	15,000	15,000	0	2
60441 MISCELLANEOUS EXPENSES	2,262	1,560	2,051	1,000	1,000	1,000	0	8
60456 ACCOUNTING SOFTWARE MAINTENANCE AGREEMENT	46,390	56,562	58,341	60,000	45,000	60,000	33	3
60461 TELEPHONE TRUNK & PSTN	124,605	143,731	140,087	150,000	150,000	150,000	0	6
60463 TELECOM CABLING & FIXTURES	6,974	8,134	7,996	12,000	12,000	12,000	0	0
61060 MAINTENANCE AGREEMENTS - BEANFIELD	42,617	46,811	43,625	40,000	40,000	40,000	0	9
63023 OFFICE SUPPLIES	145	471	594	400	400	400	0	10
63101 COMPUTER EQUIPMENT	12,952	33,498	43,637	32,000	12,000	32,000	167	4
63125 SMALL EQUIPMENT/SOFTWARE	6,975	13,752	7,863	6,000	6,000	6,000	0	0
63127 UNIFORMS	53	208	0	600	600	600	0	0
61020 TELECOMM RECOVERIES - ADMIN SERVICE TO CNEA	(258,900)	(266,697)	(272,031)	(293,543)	(276,928)	(304,878)	10	5
TOTAL EXPENSES	826,829	921,456	901,929	976,676	944,127	982,567	4	
REVENUE								
43004 TELECOMM - EVENTS - NET	180,030	173,597	202,995	165,609	165,609	173,950	5	1
61111 TELEPHONE RECOVERIES	197,988	180,074	188,191	189,113	184,113	189,483	3	11
TOTAL REVENUE	378,019	353,671	391,186	354,722	349,722	363,433	4	
NET PROFIT (LOSS)	(448,811)	(567,786)	(510,743)	(621,954)	(594,405)	(619,133)	4	

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

850 - TELECOMMUNICATIONS

- NOTE:**
- 1.Provision for merit increase. From 2017 budget is adjusted to reflect actual experience and costs of IT service that cannot charge to events
 2. Computer supplies for all printers, fax machines, copiers and maintenance agreements for the same.
 3. Microsoft Great Plain Dynamic annual payments; CNEA to share cost up to March 31/2013. 2017 budget includes timeclock software maintenance and service maintenance from Dell computer
 4. Annual computer replacement.
 5. For renewal terms, starting April 1, 2017, IT/Telephony service charge is \$298,900/ann plus CPI increase.
During the initial terms April 1, 2013-March 31, 2017: CNEA purchase Telecomm service from BOG. Price was computed using cost drive method of 780 units (CNEA-216 units; BOG-564 units) plus 12% admin fee.
 6. PSTN & TRUNK access for complete grounds plus additional service to Food building & BLC
 - 7.Contract staff for system support, pay phone movement, Bank Machine relocation, sign changes, WEB support, additional support for RICOH, F&B provider, Stadium, CSA, RAWF, CNEA, CCTV cameras and tenants and portion not recovered from shows. Increase offset by additional recoveries from Stadium and CSA. Includes help for the new BEANFIELD Centre.
 8. Equipment rental (Gator)
 9. New service agreement with Beanfield starting April 2017. Service agreement with MTS Allstream ended March 2017. Used to be PBX Switch maintenance agreement with Bell.
 10. Ricoh photocopier monthly rental/copies count costs transferred to department 50-103 Corp Sec in 2012
 11. Telephone recoveries as per schedule A below:

SCHEDULE A - TELEPHONE RECOVERIES	2014 ACTUAL	2015 ACTUAL	2016 ACTUAL	2017 FORECAST	2017 BUDGET	2018 BUDGET
SOCCER STADIUM/BMO FIELD	66,103	59,645	61,866	59,907	59,907	60,000
MLSE-RICOH	57,224	49,485	49,866	49,782	49,782	49,000
BIOSTEEL - NOT PROVIDED BY EXPLACE	0	0	0	0	0	0
RAWF	17,511	17,444	17,500	16,994	16,994	17,000
OVATIONS/SPECTRA	5,370	4,859	4,709	4,544	4,544	4,700
CERISE	7,458	7,358	7,358	7,358	7,358	7,400
CSA - STADIUM	10,195	5,394	5,394	5,394	5,394	5,000
LIBERTY GRAND	5,500	3,000	3,000	3,000	3,000	3,000
GES	4,320	4,320	1,080	4,320	4,320	4,320
COT-TABIA	1,335	1,435	1,435	1,435	1,435	1,435
MUZIK	4,000	4,350	4,500	4,250	4,250	4,500
MEDIEVAL TIMES	7,200	7,200	7,200	7,200	7,200	7,200
QE THEATRE & FD	7,196	7,196	7,196	7,196	7,196	7,196
STANLEY BARRACK (BROOKFIELD OCT/13-APR/16)	3,000	3,000	3,000	3,000	3,000	3,000
TORONTO FASHION INCUBATOR	625	3,000	3,000	3,000	3,000	3,000
SHOW TECH	0	2,347	5,632	5,632	5,632	5,632
PRINCES GATE HOTEL (CONSTRUCTION PERIOD)	0	0	5,454	6,000	0	6,000
RECOVERIES FROM CNEA - LD	951	41	0	100	100	100
OTHER - MISCELLANEOUS	0	0	0	0	1,000	1,000
	197,988	180,074	188,191	189,113	184,113	189,483

THE BOARD OF GOVERNORS OF EXHIBITION PLACE
ENERCARE CENTRE

830 - ADVERTISING AND SPONSORSHIP

ACCT# ACCOUNT NAME	2014 ACTUAL	2015 ACTUAL	2016 ACTUAL	2017 FORECAST	2017 BUDGET	2018 BUDGET	%/Increase	Notes
1-60-830-60830-								
<u>EXPENSES</u>								
60401 ADMINISTRATIVE	0	4,189	0	0	0	0	0	
60412 COMMISSIONS - CONTRA ACCOUNT	0	0	0	0	0	0	0	
60413 COMMISSIONS	0	8,500	228	17,000	17,000	17,000	0	1
63120 PRODUCTION	0	5,737	0	0	0	0	0	
TOTAL EXPENSES	0	18,426	228	17,000	17,000	17,000	0	
42000 REVENUE	215,343	79,855	67,502	170,000	170,000	170,000	0	2
NET PROFIT (LOSS)	215,343	61,430	67,274	153,000	153,000	153,000	0	

NOTE:

1. From 2015 forward commission budget is estimated at 10% of revenue
2. Includes deals with Pepsi Feb 2015-Feb 2019. 2017 forecast/2018 budget includes sponsorship/marketing fees and estimated rebate based on projected Pepsi sales at 52,800 cases per year
Deal with Ricoh ended March 2015

THE BOARD OF GOVERNORS OF EXHIBITION PLACE
ENERCARE CENTRE

801 - GENERAL MANAGER OF SALES AND EVENT MANAGEMENT

ACCT# ACCOUNT NAME	2014 ACTUAL	2015 ACTUAL	2016 ACTUAL	2017 FORECAST	2017 BUDGET	2018 BUDGET	%/Increase	Notes
1-60-801-60801-								
EXPENSES								
60000 SALARIES - PERMANENT	275,437	279,842	285,810	255,736	255,736	262,272	3	1
60001 BENEFITS	50,898	50,036	51,502	81,343	81,343	82,890	2	1
60416 CONFERENCE DEVELOPMENT	1,118	0	0	500	500	500	0	
60423 DUES & SUBSCRIPTIONS	5,791	7,016	6,873	8,000	8,000	8,000	0	
60437 MEALS & ENTERTAINMENT	1,686	2,351	1,308	2,000	2,000	2,000	0	2
60441 MISCELLANEOUS EXPENSES	2,135	2,687	2,892	3,500	3,500	3,500	0	
60447 PROFESSIONAL FEES	960	0	0	2,000	2,000	2,000	0	
63023 OFFICE SUPPLIES	1,273	1,298	585	4,000	4,000	4,000	0	
63118 POSTAGE & COURIER	334	281	266	600	600	600	0	
63119 PRINTING & STATIONERY	0	0	30	300	300	300	0	
63125 SMALL EQUIPMENT	0	1,496	0	1,000	1,000	1,000	0	
TOTAL EXPENSES	339,632	345,007	349,266	358,979	358,979	367,062	2	

NOTE:

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

THE BOARD OF GOVERNORS OF EXHIBITION PLACE
ENERCARE CENTRE

802 - CHIEF FINANCIAL OFFICER

ACCT# ACCOUNT NAME	2014 ACTUAL	2015 ACTUAL	2016 ACTUAL	2017 FORECAST	2017 BUDGET	2018 BUDGET	%/Increase	Notes
1-60-802-60802-								
<u>EXPENSES</u>								
60409 BANK CHARGES & CREDIT CARD DISCOUNTS	94,901	126,489	71,663	70,000	65,000	70,000	8	2
60408 BAD DEBT EXPENSE (RECOVERY)	610	103,710	0	18,000	18,000	18,000	0	
SUB-TOTAL	95,511	230,199	71,663	88,000	83,000	88,000	6	
69800 DEPRECIATION - EQUIPMENT	0	0	0	0	0	0	0	1
SUB-TOTAL	0	0	0	0	0	0	0	
TOTAL EXPENSES	95,511	230,199	71,663	88,000	83,000	88,000	(38)	
<u>REVENUE</u>								
49003 INTEREST INCOME	34,896	51,720	26,114	27,000	50,000	27,000	(46)	3
49004 MISCELLANEOUS INCOME	169,359	137,637	137,644	30,000	30,000	30,000	0	
49005 ABM COMMISSIONS	99,422	98,903	137,229	120,000	99,109	120,000	21	5
49006 OFFICIAL SUPPLIER	26,676	74,931	23,000	70,500	70,500	27,000	(62)	4
TOTAL REVENUE	330,353	363,190	323,986	247,500	249,609	204,000	(18)	
NET PROFIT (LOSS)	234,842	132,991	252,324	159,500	166,609	116,000	(30)	

- NOTE:**
1. Equipment were fully amortized as of December 31, 2011.
 2. From 2016 budget was reduced to reflect reduction in e-commerce transactions processed from exhibitors orders.
 3. Interest revenue budgeted/forecast to reflect current market trend. Includes all Board's term investment held by City.
 4. Four years agreement with GES commencing January 1, 2012 : commission on exhibitors revenue earned by GES from shows . 2015/2017 includes contribution from SIAL (bi-annual event).
 5. Contract with HM Cash starting April 2016. 2016 actual includes \$41K commission during CNE fair.

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

803 - MARKETING EXPENSES

ACCT# ACCOUNT NAME	2014 ACTUAL	2015 ACTUAL	2016 ACTUAL	2017 FORECAST	2017 BUDGET	2018 BUDGET	%/Increase	Notes
1-60-803-60803-								
EXPENSES								
60000 SALARIES - PERMANENT	705,869	719,220	787,009	885,820	885,820	898,951	1	1
60001 BENEFITS	184,047	179,327	204,980	252,107	252,107	254,450	1	1
60002 SALARIES - TEMPORARY	2,355	134,186	108,902	107,652	107,652	107,154	(0)	6
60404 ADVERTISING	14,220	11,597	11,783	15,750	11,797	15,750	34	
60416 CONVENTION DEVELOPMENT/SPECIAL EVENTS FUND	250,000	0	0	250,000	250,000	250,000	0	4
60418 MEETINGS & CONVENTIONS	77,387	93,475	85,099	118,000	109,552	119,000	9	2
60419 CORPORATE ADVERTISING	122,965	139,475	168,589	120,840	133,120	120,840	(9)	
60423 DUES & SUBSCRIPTIONS	21,992	35,920	19,787	26,855	26,858	26,855	(0)	
60438 MEDIA / PUBLIC RELATIONS	6,500	6,500	10,751	6,700	7,800	6,700	(14)	
60441 MISCELLANEOUS EXPENSES	4,110	3,477	5,245	0	0	0	0	
60453 MARKETING FEE SMG	65,000	65,000	79,000	65,000	65,000	65,000	0	3
63023 OFFICE SUPPLIES	3,102	2,481	3,660	3,000	3,000	3,000	0	
63118 POSTAGE & COURIER	1,436	1,512	493	1,000	1,000	1,000	0	
63122 RESOURCE MATERIALS	15,117	25,659	30,830	57,000	57,000	57,000	0	5
TOTAL EXPENSES	1,474,101	1,417,829	1,516,130	1,909,724	1,910,706	1,925,700	1	

NOTE:

1. Provision for Merit increase. Board approved new incentive plan starting in 2014
2. Starting from 2015 budget increase for business networking/promoting during special events & galas at BEANFIELD
3. Contractual marketing alliance arrangement with SMG.
4. TMIF (Toronto Marketing Incentive Fund) for Marketing of Conference Centre, EC and Ex Place all grounds, dollars are matched by Tourism Toronto.
5. Costs for printing materials and publications.
6. Budget provided for one fulltime contract sales staff. Cost increase is absorbed by incremental rent. 2015 actual include temporary staff for Pan Am

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

807 - EVENT SERVICES EXPENSES

ACCT# ACCOUNT NAME	2014 ACTUAL	2015 ACTUAL	2016 ACTUAL	2017 FORECAST	2017 BUDGET	2018 BUDGET	%/Increase	Notes
1-60-807-60807-								
EXPENSES								
60000 SALARIES - PERMANENT	1,077,118	1,106,656	1,015,966	967,221	1,108,138	942,954	(15)	1
60001 BENEFITS	283,735	275,438	272,122	275,983	316,694	267,262	(16)	1
60002 SALARIES & BENEFIT - HOURLY	45,934	173,668	128,005	72,240	72,240	84,661	17	2
6#### CONTRACT SERVICE - SHOW TECH	0	0	0	42,000	0	42,840	0	10
60418 CONVENTIONS & MEETINGS	1,373	4,083	4,344	4,500	3,500	4,500	29	7
60423 DUES & SUBSCRIPTIONS	1,991	874	1,919	2,100	2,100	2,100	0	3
60437 MEALS & ENTERTAINMENT	2,395	2,395	5,820	2,200	2,000	2,200	10	9
60441 MISCELLANEOUS EXPENSES	5,918	9,419	7,047	5,500	4,000	5,500	38	4
63023 OFFICE SUPPLIES - EC & EXHIBITORS GROUP	5,079	7,669	8,739	7,000	2,000	7,000	250	6
63118 POSTAGE & COURIER	241	233	197	300	300	300	0	
63119 PRINTING & STATIONERY	773	91	205	800	800	800	0	8
63125 SMALL EQUIPMENTS	0	1,308	919	1,000	1,000	1,000	0	5
63127 UNIFORMS	641	224	131	1,500	1,500	1,500	0	
TOTAL EXPENSES	1,425,198	1,582,060	1,445,414	1,382,345	1,514,272	1,362,617	(10)	

NOTE:

1. Provision for Merit increase.
2017 forecast/2018 budget decrease due to elimination of Exhibitor Service Department. Showtech is now handling the exhibitors orders; Explace's Finance is handling Food building exhibitors orders during CNE fair.
2. 2017 forecast/2018 budget includes one additional full time contract MC/EC.
Prior to 2016 cost included non-recoverable portion of admin tasks (inventory audit, general admin tasks etc..) handled by Exhibitor Service staff. 2015 actual cost included temporary hires for Pan Am games.
3. Association memberships (Director - IAAM, CAEM), (Manager - IAAM, IFMA)
4. Departmental mileage, parking etc.
5. For additional desks, computers and other equipment.
6. Supplies for Show Manager / Exhibitor Services sales kit. 2016 budget decrease due to outsourcing Electrical/Mechanical service
7. Director and Manager travel to conventions, consistent with prior year experience (SMG, IAAM, CAEM, IFMA)
8. Increase staff require, increase in stationery
9. For clients entertainment and tenants information sessions.
10. 2017 forecast/2018 budget provide for processing exhibitor service orders; now is done by Showtech plus estimated annual CPI increase of 2%

THE BOARD OF GOVERNORS OF EXHIBITION PLACE
ENERCARE CENTRE

815 - EXPENSE RECOVERY

ACCT# ACCOUNT NAME	2014 ACTUAL	2015 ACTUAL	2016 ACTUAL	2017 FORECAST	2017 BUDGET	2018 BUDGET	%/Increase	Notes
1-60-815-60815-								
<u>EXPENSES RECOVERIES</u>								
61021 HOUSEKEEPING RECOVERY - SPECTRA	(13,500)	(14,310)	(6,309)	(6,435)	(16,231)	(6,515)	(60)	1
61113 UTILITY RECOVERY	(61,390)	(93,220)	(76,841)	(71,000)	(84,402)	(79,190)	(6)	2
TOTAL EXPENSES	(74,890)	(107,530)	(83,150)	(77,435)	(100,633)	(85,705)	(15)	

NOTE:

1. From 2016 is estimated of 150 labour hours and materials per year plus 12% mark up. Prior to 2015 was cost recovery for corporate events in excess of \$15 @ .50C per head.
2. 1% utility recovery per contractual arrangements, based on F&B sales, TTC's actual consumption, RAWF's original charge adjusted by annual inflation. 2017 forecast/2018 Budget estimated at 10% of F&B commission

THE BOARD OF GOVERNORS OF EXHIBITION PLACE
BEANFIELD CENTRE

SUMMARY

PAGE	ACCOUNT NAME	2014 ACTUAL	2015 ACTUAL	2016 ACTUAL	2017 FORECAST	2017 BUDGET	2018 BUDGET	%Increase	Notes
	REVENUE								
	RENTAL	926,532	1,067,918	1,281,382	1,680,591	1,555,427	1,650,482	6	5
	HOTEL RENT	0	0	161,720	110,000	110,000	110,000	0	6
	CATERING CONCESSIONS/RENTALS	700,938	714,917	1,152,160	1,241,561	1,043,162	1,205,317	16	5
	CONCESSION PAYABLE TO CERISE - SALES > \$5MIL	0	0	0	(75,000)	0	(75,000)	0	5
	SHOW SERVICES - NET	226,894	358,041	350,965	375,000	346,310	377,154	9	5
	PARKING - NET	120,522	162,767	224,050	213,114	213,114	232,095	9	5
	TOTAL REVENUE	1,974,885	2,303,642	3,170,277	3,545,266	3,268,012	3,500,048	7	
	DEPARTMENTAL OVERHEAD EXPENSES								
	EVENTS PMD COST	420,008	422,517	503,672	512,487	403,542	500,544	24	8
48	BUILDING OPERATIONS	491,177	440,565	503,445	548,000	476,363	557,000	17	
49	HOUSEKEEPING AND DÉCOR	156,311	168,965	125,901	156,500	178,446	164,397	(8)	
50	FINANCE	102,719	87,090	66,679	81,960	81,960	84,279	3	
51	CONCIERGE SERVICE	66,984	53,363	75,085	66,140	66,140	69,622	5	
55	SALES AND MARKETING	350,201	389,706	436,614	514,474	514,474	521,731	1	
56	EVENT SERVICES	331,465	342,234	364,695	373,223	350,373	378,752	8	
57	HOUSE TECHNICIAN & EVENT PMD	81,746	48,847	114,263	119,558	119,558	122,633	3	
	TOTAL OPERATING EXPENSES	2,000,612	1,953,286	2,190,353	2,372,342	2,190,854	2,398,957	9	
	ANNUAL CASH FLOW IN (OUT) BEFORE INTEREST, AMORTIZATION EXPENSES AND TRANSFERS	(25,727)	350,356	979,924	1,172,924	1,077,158	1,101,091	2	
	LESS: INTEREST EXPENSE-FCM LOAN	39,348	37,267	35,163	32,966	32,966	30,746	(7)	4
	LESS: INTEREST EXPENSE-CITY LOAN	1,730,383	1,683,288	1,633,838	1,589,737	1,581,916	1,552,826	(2)	1
	CASH FLOW BEFORE AMORT/ PRINCIPAL REPAYMENT	(1,795,457)	(1,370,198)	(689,078)	(449,780)	(537,725)	(482,481)	(10)	
	LESS: AMORTIZATION - EQUIPMENTS AND FIXTURES	391,264	381,372	381,372	0	0	0	0	7
	LESS: AMORTIZATION - BUILDING IMPROVEMENT	1,550,592	1,550,592	1,550,592	0	0	0	0	7
	PRINCIPAL PAYMENT - CITY LOAN	0	0	0	738,221	1,090,363	775,132	(29)	
	PRINCIPAL PAYMENT - FCM LOAN	0	0	0	92,335	92,335	94,501	2	
	NET INCOME (LOSS) BEFORE NAMING FEES	(3,737,313)	(3,302,162)	(2,621,042)	(1,280,336)	(1,720,424)	(1,352,115)	(21)	
	NAMING FEES - BEANFIELD	332,208	385,857	368,590	47,379	247,500	382,500	55	2
	NAMING FEES - ENERCARE	689,400	419,619	683,944	675,000	675,000	675,000	0	2
	SUBTOTAL NET NAMING REVENUE	1,021,608	805,476	1,052,534	722,379	922,500	1,057,500	15	
	NET INCOME (LOSS)	(2,715,706)	(2,496,686)	(1,568,508)	(557,958)	(797,924)	(294,615)	(63)	
4####	CASH TSF FROM CONFERENCE RESERVE FUND	823,536	0	0	0	447,924	0	(100)	
	NET INCOME (LOSS) AFTER TSF PER FS	(1,892,169)	(2,496,686)	(1,568,508)	(557,958)	(350,000)	(294,615)	(16)	
	CASH CONVERSION:								
	NET INCOME (LOSS)	(2,715,706)	(2,496,686)	(1,568,508)	(557,958)	(797,924)	(294,615)		
	AMORTIZATION - EQUIPMENTS & FIXTURES	391,264	381,372	381,372	0	0	0		
	AMORTIZATION - BUILDING IMPROVEMENT	1,550,592	1,550,592	1,550,592	0	0	0		
	STEP UP LEASE/ASSETS ADDITION	0	0	(51,720)	0	0	0		
	PRINCIPAL PAYMENT - CITY LOAN	(941,897)	(988,992)	(1,038,441)	0	0	0		1
	PRINCIPAL PAYMENT - FCM LOAN	(85,985)	(88,039)	(90,101)	0	0	0		4
	NET INCOME (LOSS) TSF TO CITY CCRF - CASH BASIS	(1,801,731)	(1,641,753)	(816,807)	(557,958)	(797,924)	(294,615)		
	TRANSFER FROM (TO) CITY CONFERENCE CENTRE RESERVE	823,536	0	0	0	447,924	0		2
	CASH INFLOW (OUTFLOW) AFTER TRANSFERS	(978,195)	(1,641,753)	(816,807)	(557,958)	(350,000)	(294,615)		

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

SUMMARY

NOTE:

1. City debt payment to start after the first full year of operation per loan agreement with the City. Interest at 5% over 25 years. Building opened October 19, 2009. First loan monthly payment started on November 1, 2010. New annual repayment started January 2017 per Amended agreement.
2. In accordance with the decision of City Council in December 2007, any surplus over budget target will be deposited in the Exhibition Place Conference Centre Reserve Fund (CCRF) to be held by the City of Toronto to provide a source of funding for any cash shortfalls with respect to Beanfield Centre operations for the purpose of guaranteeing the loan of \$35.6M (\$38.675M with accrued interest on cash advances during construction) from the City of Toronto for the renovations of the Conference Centre which reopened in October 2009. At its meeting on September 9, 2013 City Council recommended that Exhibition Place use its funds from the CCRF to fund the cost for the disposal of pre-existing contaminated soil dating from the early 1900's which expenditures are in keeping with Board's obligation and the terms of the lease agreement between Exhibition Place and Princes Gates Hotel LLP. As well City Council recommended that Exhibition Place will arrange to replenish back this fund from any operating surplus.
Enercare agreement from June 1/2016 to May 31, 2026.
DEC naming fees recognized over ten years from Jan1/2006 to Dec31/2015;
Allstream Naming fees ended February 28/2017 (originally revenue was recognized over ten years from Oct/2009 to Sep/2018).
3. Attendees at Beanfield Centre are mostly from out of town, thus they use transit, shuttle or taxi instead of driving cars. Attendees for galas may use taxi as well.
4. FCM loan for LEED designation and capital restoration/heritage redevelopment (\$2.0M @ 2.375% semi-annually for 20 yrs.).
5. Events previously held in the Automotive Building are now using the BLC and are included in DEC's budget to be consistent with prior years. 2018 Food and beverage commission budget per Horwath's forecast; 2018 rent is budgeted per Horwath's forecast
6. 2013-2015 rent was budgeted/reported in EP program
7. FF&E budgeted at \$3.4 millions, amortized over ten years useful life. Amortization of the building improvement is recorded as per 2008 and 2009 financial audit new requirements and agreement with City. From 2010 forward, as agreed with City planning the Beanfield Centre's budget should include interest/principal repayment (cash items) and exclude amortization (non-cash item).
8. 2017 forecast/2018 budget adjust to reflect prior years experience. 2018 budget event PMD is estimated at 18% of total rent + F&B commission revenue

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

70-701 - BUILDING OPERATIONS

ACCT# ACCOUNT NAME	2014 ACTUAL	2015 ACTUAL	2016 ACTUAL	2017 FORECAST	2017 BUDGET	2018 BUDGET	%/Increase	Notes
1-70-701-70701-								
<u>EXPENSES</u>								
60255 HYDRO	197,717	212,175	266,641	285,000	216,300	285,000	32	1
60252 GAS	23,703	23,937	13,740	25,000	22,063	25,000	13	2
60281 WATER	30,479	29,144	20,832	32,000	32,000	32,000	0	3
60427 FIRE PROTECTION	33,046	30,802	4,813	15,000	15,000	15,000	0	
61010 BUILDING REPAIR & MAINTENANCE	125,327	81,298	71,014	120,000	120,000	120,000	0	
61025 ELEVATORS & ESCALATORS	17,738	28,778	40,981	26,000	26,000	30,000	15	4
61032 ELECTRICAL MAINTENANCE	49,093	43,967	40,535	50,000	50,000	50,000	0	
61077 PLUMBING REPAIR & MAINTENANCE	15,000	4,760	14,489	18,000	18,000	18,000	0	
61083 HVAC	17,047	1,772	55,038	10,000	10,000	15,000	50	5
61113 UTILITIES RECOVERIES - F&B PROVIDER	(17,973)	(16,067)	(24,640)	(33,000)	(33,000)	(33,000)	0	
TOTAL EXPENSES	491,177	440,565	503,445	548,000	476,363	557,000	17	

NOTE:

1. Actual hydro includes renewable energy consumption. Actual kwh consumed monthly as per operation. Budget increase per economic factors provided by City. 2017 forecast/2018 budget adjusted to reflect prior years experience; estimated electricity expense at 8% of total event revenue
2. Gas consumption includes meters for kitchen and boiler. Budget increase per economic factors provided by City
3. Actual monthly consumption provided by Operation. Budget adjust to reflect prior year experience
4. Budget increase to cover costs of annual contracted maintenance cost (\$20,700) and repairs required to meet TSS code.
5. Building automation system maintenance contract.

THE BOARD OF GOVERNORS OF EXHIBITION PLACE
BEANFIELD CENTRE

70-702 HOUSEKEEPING AND DÉCOR

ACCT# ACCOUNT NAME	2014 ACTUAL	2015 ACTUAL	2016 ACTUAL	2017 FORECAST	2017 BUDGET	2018 BUDGET	%/Increase	Notes
1-70-702-70702-								
EXPENSES								
60002 SALARIES & BENEFITS - HOURLY (BASE BUILDING)	124,300	145,207	101,159	120,000	133,207	124,897	(6)	1
60009 SALARIES & BENEFITS - HOURLY (RECOVERABLE)	0	0	0	0	0	0	0	1
TOTAL SALARIES & BENEFITS - HOURLY	124,300	145,207	101,159	120,000	133,207	124,897	(6)	1
61099 RECOVERIES-VARIOUS	0	0	0	0	0	0	0	1
MAINT. SALARIES AND BENEFITS - HOURLY	124,300	145,207	101,159	120,000	133,207	124,897	(6)	
60252 LANDSCAPING (INTERIOR AND EXTERIOR)	0	9,000	11,614	9,500	9,574	9,500	(1)	
60281 SNOW REMOVAL	13,554	4,004	2,678	10,000	11,845	10,000	(16)	6
60801 CONTRACTED SERVICES	6,094	3,588	2,688	6,000	8,314	6,000	(28)	3
61031 DUMPING FEES	3,520	1,299	2,264	3,000	3,404	3,000	(12)	4
61036 EQUIPMENT MAINTENANCE	388	519	0	1,000	1,065	1,000	(6)	5
63100 CLEANING SUPPLIES	8,455	5,349	5,498	7,000	11,037	10,000	(9)	2
SUBTOTAL	32,011	23,758	24,742	36,500	45,239	39,500	(13)	
TOTAL EXPENSES	156,311	168,965	125,901	156,500	178,446	164,397	(8)	

NOTE:

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

THE BOARD OF GOVERNORS OF EXHIBITION PLACE
BEANFIELD CENTRE

70-703 FINANCE

ACCT# ACCOUNT NAME	2014 ACTUAL	2015 ACTUAL	2016 ACTUAL	2017 FORECAST	2017 BUDGET	2018 BUDGET	%/Increase	Notes
1-70-703-70703-								
<u>EXPENSES</u>								
60000 SALARIES - PERMANENT	51,573	54,230	50,770	57,320	57,320	59,249	3	1
60001 BENEFITS	15,170	16,230	15,908	16,640	16,640	17,030	2	1
60408 BAD DEBT EXPENSE	35,976	16,630	0	8,000	8,000	8,000	0	
69800 AMORTIZATION EXPENSE-FF&E	391,264	381,372	381,372	381,731	381,731	381,731	0	2
49004 MISC EXPENSES (REVENUE)	0	0	0	0	0	0	0	3
TOTAL EXPENSES	493,983	468,462	448,051	463,691	463,691	466,010	1	

NOTE:

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

THE BOARD OF GOVERNORS OF EXHIBITION PLACE
BEANFIELD CENTRE

70-704 CONCIERGE SERVICE

ACCT# ACCOUNT NAME	2014 ACTUAL	2015 ACTUAL	2016 ACTUAL	2017 FORECAST	2017 BUDGET	2018 BUDGET	%/Increase	Notes
1-70-704-70704-								
<u>EXPENSES</u>								
60000 SALARIES - PERMANENT	66,984	53,363	75,085	51,203	51,203	54,028	6	1
60001 BENEFITS	0	0	0	14,936	14,936	15,594	4	1
60002 WAGES - SECURITY SERVICES	0	0	0	0	0	0	0	1
TOTAL EXPENSES	66,984	53,363	75,085	66,140	66,140	69,622	5	

NOTE:

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

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

50-304 BEANFIELD CENTRE NAMING RIGHTS - EXHIBITION PLACE

ACCT# ACCOUNT NAME	2014 ACTUAL	2015 ACTUAL	2016 ACTUAL	2017 FORECAST	2017 BUDGET	2018 BUDGET	%/Increase	Notes
1-50-304-50304-								
49041 NAMING FEE REVENUE	367,056	415,857	415,857	352,643	275,000	425,000	55	2
EXPENSE								
60205 RE-BRANDING INCLUDING BUILDING SIGNAGE	2,140	0	2,417	270,000	0	0	0	
60200 COMMISSION	14,882	30,000	24,000	35,264	27,500	42,500	55	
60201 ADMINISTRATIVE COSTS	0	0	20,850	0	0	0	0	
60202 PRODUCTION EXPENSE	17,827	0	0	0	0	0	0	
	34,848	30,000	47,267	305,264	27,500	42,500	55	
NET INCOME (LOSS)	332,208	385,857	368,590	47,379	247,500	382,500	55	
60203 TSF TO CITY CONFERENCE CENTRE OBLIGATORY RESERVE FUND	(332,208)	(385,857)	(368,590)	(47,379)	(247,500)	(382,500)	55	1
NET INCOME (LOSS) AFTER TRANSFER TO RESERVE	0	0	0	0	0	0	0	

NOTE:

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

2. Beanfield Naming fees started March 1/2017 (anticipated two months delay due to permits)
Allstream Naming fees ended February 28/2017 (originally revenue was recognized over ten years from Oct/2009 to Sep/2018).

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

60-812 NAMING RIGHTS - ENERCARE (DIRECT ENERGY CENTRE PRIOR TO 2015)

ACCT# ACCOUNT NAME	2014 ACTUAL	2015 ACTUAL	2016 ACTUAL	2017 FORECAST	2017 BUDGET	2018 BUDGET	%/Increase	Notes
1-60-812-60812-								
42300 NAMING FEE	700,000	700,000	750,000	750,000	750,000	750,000	0	2
<u>EXPENSE</u>								
60205 RE-BRANDING INCLUDING BUILDING SIGNAGE	0	249,881	10,383	0	0	0	0	
60200 COMMISSION	0	30,500	55,000	75,000	75,000	75,000	0	
60201 ADMINISTRATIVE COSTS	10,600	0	673	0	0	0	0	
60202 PRODUCTION EXPENSE	0	0	0	0	0	0	0	
	10,600	280,381	66,056	75,000	75,000	75,000	0	
NET INCOME (LOSS)	689,400	419,619	683,944	675,000	675,000	675,000	0	
60203 TSF TO CITY CONFERENCE CENTRE OBLIGATORY RESERVE FUND	(689,400)	(419,619)	(683,944)	(675,000)	(675,000)	(675,000)	0	1
NET INCOME (LOSS) AFTER TRANSFER TO RESERVE	0	0	0	0	0	0	0	

NOTE:

1. The City and the Board agree that the City shall establish an obligatory interest-bearing reserve fund to be called the "Exhibition Place Conference Centre Reserve Fund" per the Loan Agreement and the Board shall place all revenues received under any naming rights agreement Conference Centre Reserve Fund" per the Loan Agreement and the Board shall place all revenues received under any naming rights agreement for the Enercare Centre and the Conference Centre (less any activation costs or commissions payable); plus any surplus from Exhibition Place consolidated operations as approved by City Council from time to time in the Exhibition Place Conference Centre Reserve Fund, which shall be used by the City to provide a source of funding for any shortfall by the Board in respect of the loan payments as required under the Agreement.
2. Enercare agreement from June 1/2016 to May 31, 2026; revenue will be recognized from Jan 1/2016. DEC naming fees were recognized over ten years from Jan1/2006 to Dec31/2015.

THE BOARD OF GOVERNORS OF EXHIBITION PLACE
BEANFIELD CENTRE

70-708 DEBT PAYMENTS

ACCT# ACCOUNT NAME	2014 ACTUAL	2015 ACTUAL	2016 ACTUAL	2017 FORECAST	2017 BUDGET	2018 BUDGET	%/Increase	Notes
EXPENSE								
1-70-708-70801-								
69800 CITY DEBT - BUILDING AMORTIZATON	1,470,588	1,470,588	1,470,588	1,470,588	1,470,588	1,470,588	0	1
60781 CITY DEBT - INTEREST	1,730,383	1,683,288	1,633,838	1,589,737	1,581,916	1,552,826	(2)	1
SUBTOTAL CITY DEBT	3,200,971	3,153,876	3,104,426	3,060,325	3,052,504	3,023,414	(1)	
1-70-708-70802-								
69800 FCM LOAN-BUILDING AMORTIZATION	80,004	80,004	80,004	80,000	80,000	80,000	0	2
60781 FCM LOAN-INTEREST	39,348	37,267	35,163	32,966	32,966	30,746	(7)	2
SUBTOTAL FCM DEBT	119,352	117,271	115,167	112,966	112,966	110,746	(2)	
TOTAL INTEREST AND AMORTIZATION	3,320,323	3,271,147	3,219,593	3,173,292	3,165,470	3,134,160	(1)	
1-00-000-00000-								
20390 CITY DEBT - PRINCIPAL REPAYMENT	941,897	988,992	1,038,441	738,221	1,090,363	775,132	(29)	3
20370 FCM LOAN - PRINCIPAL REPAYMENT	85,985	88,039	90,101	92,335	92,335	94,501	2	3
TOTAL PRINCIPAL REPAYMENT	1,027,882	1,077,031	1,128,542	830,557	1,182,699	869,633	(26)	

- NOTE:**
1. City debt payment to start after the first full year of operation per loan agreement with the City. Interest at 5% over 25 years. Building opened October 19, 2009. First loan monthly payment started on November 1, 2010. New annual repayment started January 2017 per Amended agreement.
 2. FCM loan for LEED designation and capital restoration/heritage redevelopment (\$2.0M @ 2.375% semi-annually for 20 years). First disbursement of loan advance from FCM received in January, 2010. First loan semi-annual repayment due on July 29, 2010.
 3. Amounts are recorded on balance sheet accounts as reduction of loans payable.

THE BOARD OF GOVERNORS OF EXHIBITION PLACE
BEANFIELD CENTRE

70-709 SALES AND MARKETING

ACCT# ACCOUNT NAME	2014 ACTUAL	2015 ACTUAL	2016 ACTUAL	2017 FORECAST	2017 BUDGET	2018 BUDGET	%/Increase	Notes
1-70-709-70709-								
<u>EXPENSES</u>								
60000 SALARIES - PERMANENT	205,885	207,025	222,408	220,311	220,311	225,958	3	1
60001 BENEFITS	26,443	68,111	52,848	62,515	62,515	63,791	2	1
60404 ADVERTISING	47,910	47,474	22,600	50,000	50,000	50,000	0	
60418 MEETINGS & CONVENTIONS	0	0	0	0	0	0	0	
60438 MEDIA / PUBLIC RELATIONS	0	0	0	0	0	0	0	
60800 CONTRACT STAFF	65,906	66,407	138,585	175,649	175,649	175,982	0	2
63023 OFFICE SUPPLIES	0		0	0	0	0	0	
63118 COURIER	889	688	173	1,000	1,000	1,000	0	
63122 RESOURCE MATERIALS	3,168	0	0	5,000	5,000	5,000	0	
TOTAL EXPENSES	350,201	389,706	436,614	514,474	514,474	521,731	1	

NOTE:

1. Provision for merit increase. 2016 budget increase due to one senior position was hired at a rate higher than 2015 budget
2. Budget provided for one contract booking assistant . 2016 forecast/2017 budget includes cost for the 2nd additional contract sales staff. Incremental cost is absorbed by incremental revenue.

THE BOARD OF GOVERNORS OF EXHIBITION PLACE
BEANFIELD CENTRE

70-710 EVENT SERVICES

ACCT# ACCOUNT NAME	2014 ACTUAL	2015 ACTUAL	2016 ACTUAL	2017 FORECAST	2017 BUDGET	2018 BUDGET	%/Increase	Notes
1-70-710-70710-								
<u>EXPENSES</u>								
60000 SALARIES - PERMANENT	188,853	201,279	207,423	211,360	211,360	217,067	3	1
60001 BENEFITS	51,439	56,303	58,255	60,820	60,820	61,969	2	1
63126 SUPPLIES & GENERAL	789	755	0	300	300	300	0	
60207 ADMIN FEES - CERISE	41,020	42,242	52,025	58,443	34,765	57,116	64	3
60206 MANAGEMENT FEES - CERISE	37,463	41,055	41,400	41,400	42,228	41,400	(2)	2
60437 MEALS & ENTERTAINMENT	0	300	200	300	300	300	0	
63119 PRINTING & STATIONERY	0	0	1,544	300	300	300	0	
63127 UNIFORMS	0	300	3,848	300	300	300	0	
TOTAL EXPENSES	331,465	342,234	364,695	373,223	350,373	378,752	8	

NOTE:

1. Provision for merit increase. Budget provided for three full time MC
2. Management fee paid to Cerise
3. Admin fee paid to Cerise based on events at 15% of labour costs for water stations, washroom attendants and set up/tear down. 2017 forecast/2018 budget estimated at 2% of total rent and F&B commission

THE BOARD OF GOVERNORS OF EXHIBITION PLACE
BEANFIELD CENTRE

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

ACCT# ACCOUNT NAME	2014 ACTUAL	2015 ACTUAL	2016 ACTUAL	2017 FORECAST	2017 BUDGET	2018 BUDGET	%/Increase	Notes
1-70-711-70711-								
<u>EXPENSES</u>								
60000 SALARIES - PERMANENT	64,551	27,590	76,760	68,990	68,990	71,029	3	1
60001 BENEFITS	0	0	8,225	19,868	19,868	20,289	2	1
61036 LEASABLE AV EQUIPMENTS MAINTENANCE AND PARTS	17,195	21,258	29,278	30,700	30,700	31,315	2	2
TOTAL EXPENSES	81,746	48,847	114,263	119,558	119,558	122,633	3	

NOTE:

1. Budget provided for one full time Production Coordinator. 2016 forecast and 2017 budget adjust to reflect actual hired rate
2. Maintenance agreements for Sirius Radio , Creston Certified Agency and way finding system components. Starting from 2015 cost increases due to replacement cost for parts and components of existing installation Wall ports, audio amplifiers, video distribution projectors and components. These costs were previously covered by warranty.