

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

**EP5.**  
**Appendix A**

PAGE	PROGRAM	2014 ACTUAL	2015 ACTUAL	2016 ACTUAL	2017 FORECAST	2017 BUDGET	2018 BUDGET	%Increase	Notes
<b>EXHIBITION PLACE AND ENERCARE CENTRE</b>									
<b>REVENUE</b>									
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	
<b>EXPENSES</b>									
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)	
	<b>DIRECT EXPENSES</b>	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	
<b>INCOME ( LOSS ) BEFORE DEBT CHARGES</b>									
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)	
	<b>NET INCOME (LOSS)</b>	1,037,803	2,223,832	2,566,406	737,958	473,502	494,615	4	
<b>BEANFIELD CENTRE</b>									
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	
	<b>CASH FLOW BEFORE INTEREST, AMORT AND TRANSFERS</b>	(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	
	<b>INCOME (LOSS) BEFORE NAMING FEE</b>	(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	
	<b>NET INCOME (LOSS)</b>	(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)	
	<b>NET INCOME (LOSS) AFTER TSF PER FIN. STATEMENTS</b>	(1,892,169)	(2,496,686)	(1,568,508)	(557,958)	(350,000)	(294,615)	(16)	
<b>NATIONAL SOCCER STADIUM</b>									
	REVENUES	450,000	0	0	0	0	0	0	
	EXPENSES	0	0	0	0	0	0	0	
	<b>NET INCOME (LOSS) BEFORE SHARING</b>	450,000	0	0	0	0	0	0	
	LESS PRIMARY INCENTIVE FEE	0	0	0	0	0	0	0	
	<b>NET INCOME ( LOSS )</b>	450,000	0	0	0	0	0	0	
<b>SUMMARY</b>									
<b>BOG</b>									
	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	
	<b>NET INCOME ( LOSS ) PER FINANCIAL STATEMENTS</b>	(404,366)	(272,854)	997,898	180,000	123,502	200,000		
	<b>CASH CONVERSION:</b>								
	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
<b>EXHIBITION PLACE</b>									
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	
<b>INCOME ( LOSS ) BEFORE DEBT CHARGES</b>		<b>(4,199,975)</b>	<b>(6,515,509)</b>	<b>(2,611,746)</b>	<b>(3,681,269)</b>	<b>(4,427,404)</b>	<b>(4,442,631)</b>	<b>0</b>	
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)	
<b>NET INCOME ( LOSS )</b>		<b>(4,979,333)</b>	<b>(7,273,173)</b>	<b>(3,744,523)</b>	<b>(5,285,260)</b>	<b>(6,031,378)</b>	<b>(5,982,372)</b>	<b>(1)</b>	
<b>0</b>									
<b>ENERCARE CENTRE</b>									
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)	
<b>NET INCOME LOSS)</b>		<b>6,017,136</b>	<b>9,497,005</b>	<b>6,310,929</b>	<b>6,023,218</b>	<b>6,504,880</b>	<b>6,476,987</b>	<b>(0)</b>	
<b>BEANFIELD CENTRE</b>									
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	
<b>CASH FLOW BEFORE INTEREST, AMORT AND TRANSFER</b>		<b>(25,727)</b>	<b>350,356</b>	<b>979,924</b>	<b>1,172,924</b>	<b>1,077,158</b>	<b>1,101,091</b>	<b>2</b>	
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	
<b>INCOME (LOSS) BEFORE NAMING FEE</b>		<b>(3,737,313)</b>	<b>(3,302,162)</b>	<b>(2,621,042)</b>	<b>(1,280,336)</b>	<b>(1,720,424)</b>	<b>(1,352,115)</b>	<b>(21)</b>	
46	NAMING FEES REVENUE (ENERCARE & BEANFIELD)	1,021,608	805,476	1,052,534	722,379	922,500	1,057,500	15	
<b>NET INCOME (LOSS)</b>		<b>(2,715,706)</b>	<b>(2,496,686)</b>	<b>(1,568,508)</b>	<b>(557,958)</b>	<b>(797,924)</b>	<b>(294,615)</b>	<b>(63)</b>	
46	TRANSFER FROM (TO) CONFERENCE CENTRE RESERVE	823,536	0	0	0	447,924	0	(100)	
<b>NET INCOME (LOSS) AFTER TSF PER FS</b>		<b>(1,892,169)</b>	<b>(2,496,686)</b>	<b>(1,568,508)</b>	<b>(557,958)</b>	<b>(350,000)</b>	<b>(294,615)</b>	<b>(16)</b>	
<b>NATIONAL SOCCER STADIUM</b>									
	REVENUES	450,000	0	0	0	0	0	0	
	EXPENSES	0	0	0	0	0	0	0	
<b>NET INCOME (LOSS) BEFORE SHARING</b>		<b>450,000</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	
	LESS PRIMARY INCENTIVE FEE	0	0	0	0	0	0	0	
<b>NET INCOME (LOSS) AFTER SHARING</b>		<b>450,000</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	
<b>SUMMARY</b>									
<b>BOG</b>									
	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	
<b>NET INCOME (LOSS) PER FINANCIAL STATEMENTS - BOG</b>		<b>(404,366)</b>	<b>(272,854)</b>	<b>997,898</b>	<b>180,000</b>	<b>123,502</b>	<b>200,000</b>	<b>62</b>	

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
	<b>REVENUE</b>								
	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
	<b>SUBTOTAL</b>	<b>1,950,785</b>	<b>2,081,140</b>	<b>2,497,570</b>	<b>2,551,480</b>	<b>2,391,290</b>	<b>2,573,791</b>	<b>8</b>	
	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
	<b>SUBTOTAL</b>	<b>7,786,712</b>	<b>7,971,719</b>	<b>8,908,163</b>	<b>8,486,612</b>	<b>8,258,339</b>	<b>8,787,883</b>	<b>6</b>	
	<b>SHOW SERVICES</b>								
	- 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
	<b>SHOW SERVICES REVENUE</b>	<b>2,768,224</b>	<b>2,861,268</b>	<b>2,945,790</b>	<b>6,425,428</b>	<b>2,735,288</b>	<b>6,507,398</b>	<b>138</b>	
5	<b>PARKING REVENUE</b>	<b>7,300,697</b>	<b>7,603,391</b>	<b>8,084,271</b>	<b>7,754,225</b>	<b>7,746,725</b>	<b>7,780,700</b>	<b>0</b>	
	<b>SUBTOTAL DIRECT REVENUE</b>	<b>17,855,634</b>	<b>18,436,378</b>	<b>19,938,224</b>	<b>22,666,265</b>	<b>18,740,353</b>	<b>23,075,980</b>	<b>23</b>	
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	
	<b>SUBTOTAL OTHER REVENUE</b>	<b>1,030,770</b>	<b>1,599,832</b>	<b>1,411,443</b>	<b>2,656,179</b>	<b>2,376,803</b>	<b>2,377,371</b>	<b>0</b>	
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	
	<b>SUBTOTAL CONTRIBUTION FROM RESERVES</b>	<b>1,958,933</b>	<b>529,293</b>	<b>121,055</b>	<b>850,000</b>	<b>650,000</b>	<b>650,000</b>	<b>0</b>	
	<b>TOTAL REVENUE</b>	<b>20,845,337</b>	<b>20,565,503</b>	<b>21,470,722</b>	<b>26,172,444</b>	<b>21,767,156</b>	<b>26,103,351</b>	<b>20</b>	
	<b>EXPENSE</b>								
5	<b>PARKING EXPENSES</b>	<b>2,631,430</b>	<b>2,788,556</b>	<b>3,121,443</b>	<b>2,724,078</b>	<b>2,586,037</b>	<b>2,811,635</b>	<b>9</b>	
	<b>SHOW SERVICES EXPENSES</b>								
	- 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
	<b>SUB TOTAL SHOW SERVICE EXPENSES</b>	<b>2,389,365</b>	<b>2,545,885</b>	<b>2,380,543</b>	<b>5,533,918</b>	<b>2,239,150</b>	<b>5,556,756</b>	<b>148</b>	
	<b>TOTAL DIRECT EXPENSE</b>	<b>5,020,794</b>	<b>5,334,441</b>	<b>5,501,986</b>	<b>8,257,997</b>	<b>4,825,186</b>	<b>8,368,392</b>	<b>73</b>	
	<b>PROFIT (LOSS) BEFORE OVERHEAD EXPENSES</b>	<b>15,824,542</b>	<b>15,231,062</b>	<b>15,968,736</b>	<b>17,914,448</b>	<b>16,941,970</b>	<b>17,734,959</b>	<b>5</b>	
7	<b>OVERHEAD EXPENSES</b>	<b>20,803,876</b>	<b>22,504,235</b>	<b>19,713,259</b>	<b>23,199,708</b>	<b>22,973,347</b>	<b>23,717,332</b>	<b>3</b>	
	<b>NET OPERATING PROFIT (LOSS)</b>	<b>(4,979,333)</b>	<b>(7,273,173)</b>	<b>(3,744,523)</b>	<b>(5,285,260)</b>	<b>(6,031,378)</b>	<b>(5,982,372)</b>	<b>(1)</b>	

**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
<b>1-50-108-XXXX-</b>								
<u>REVENUE</u>								
<u>PARKING REVENUE</u>								
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
<b>TOTAL REVENUE</b>	<b>7,300,697</b>	<b>7,603,391</b>	<b>8,084,271</b>	<b>7,754,225</b>	<b>7,746,725</b>	<b>7,780,700</b>	<b>0</b>	<b>10</b>
<b>1-50-108-50108-</b>								
<u>EXPENSE</u>								
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	
<b>SUBTOTAL EXPENSES BEFORE REBATES</b>	<b>1,888,830</b>	<b>1,989,533</b>	<b>2,025,279</b>	<b>1,836,828</b>	<b>1,709,870</b>	<b>1,891,219</b>	<b>11</b>	
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
<b>TOTAL EXPENSES</b>	<b>2,631,430</b>	<b>2,788,556</b>	<b>3,121,443</b>	<b>2,724,078</b>	<b>2,586,037</b>	<b>2,811,635</b>	<b>9</b>	
<b>NET PROFIT (LOSS)</b>	<b>4,669,267</b>	<b>4,814,836</b>	<b>4,962,828</b>	<b>5,030,147</b>	<b>5,160,688</b>	<b>4,969,065</b>	<b>(4)</b>	

**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
	<b>SUBTOTAL BEFORE ERP INTEREST AND AMORT</b>	<b>20,024,517</b>	<b>21,746,571</b>	<b>18,580,481</b>	<b>21,595,717</b>	<b>21,369,374</b>	<b>22,177,590</b>	<b>4</b>	
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)	
	<b>TOTAL EXPENSES</b>	<b>20,803,876</b>	<b>22,504,235</b>	<b>19,713,259</b>	<b>23,199,708</b>	<b>22,973,347</b>	<b>23,717,332</b>	<b>3</b>	

- 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
<b>1-50-100-50100-</b>								
<b>EXPENSE</b>								
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
<b>TOTAL EXPENSE</b>	<b>838,664</b>	<b>953,833</b>	<b>1,032,460</b>	<b>1,080,664</b>	<b>1,049,608</b>	<b>1,141,553</b>	<b>9</b>	

**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  
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**50-104 ARCHIVES & COMMERCIAL RECORDS CENTRE**

ACCT# ACCOUNT NAME	2014 ACTUAL	2015 ACTUAL	2016 ACTUAL	2017 FORECAST	2017 BUDGET	2018 BUDGET	% Increase	Notes
<b>1-50-104-50104-</b>								
<b>EXPENSE</b>								
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	<b>493,663</b>	<b>559,135</b>	<b>505,682</b>	<b>558,630</b>	<b>551,763</b>	<b>611,749</b>	<b>11</b>	
<b>REVENUE</b>								
49033 ARCHIVES REVENUE - GHOST/BOOKS/WORKSHOP/GRANT	5	0	5	0	0	0	0	10
TOTAL REVENUE	<b>5</b>	<b>0</b>	<b>5</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	
NET EXPENDITURES	<b>493,658</b>	<b>559,135</b>	<b>505,677</b>	<b>558,630</b>	<b>551,763</b>	<b>611,749</b>	<b>11</b>	

**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  
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**50-106 PURCHASING & STORES EXPENSES**

ACCT# ACCOUNT NAME	2014 ACTUAL	2015 ACTUAL	2016 ACTUAL	2017 FORECAST	2017 BUDGET	2018 BUDGET	%/Increase	Notes
<b>1-50-106-50106-</b>								
<b>EXPENSE</b>								
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	<b>215,005</b>	<b>198,798</b>	<b>220,904</b>	<b>264,819</b>	<b>264,819</b>	<b>265,517</b>	<b>0</b>	

**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
<b>1-50-109-50109-</b>								
<b>REVENUE</b>								
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
<b>SUBTOTAL - CONTRIBUTION FROM CONF. RESERVE FUND</b>	<b>1,094,688</b>	<b>345,129</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	
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
<b>SUBTOTAL - CONTRIBUTION FROM RESERVES</b>	<b>939,245</b>	<b>259,164</b>	<b>204,177</b>	<b>900,000</b>	<b>700,000</b>	<b>700,000</b>	<b>0</b>	
<b>TOTAL CONTRIBUTION FROM RESERVES</b>	<b>2,033,933</b>	<b>604,293</b>	<b>204,177</b>	<b>900,000</b>	<b>700,000</b>	<b>700,000</b>	<b>0</b>	
<b>EXPENSES</b>								
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
<b>NET WITHDRAWALS FROM RESERVES</b>	<b>0</b>	<b>(1,114,110)</b>	<b>(51,954)</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>7</b>

- 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
<b>1-50-116-50116-</b>								
<b>EXPENSE</b>								
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>	
<b>REVENUE</b>								
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  
ENERCARE CENTRE**

**807 - EVENT SERVICES EXPENSES**

ACCT# ACCOUNT NAME	2014 ACTUAL	2015 ACTUAL	2016 ACTUAL	2017 FORECAST	2017 BUDGET	2018 BUDGET	%/Increase	Notes
<b>1-60-807-60807-</b>								
<b>EXPENSES</b>								
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	<b>1,425,198</b>	<b>1,582,060</b>	<b>1,445,414</b>	<b>1,382,345</b>	<b>1,514,272</b>	<b>1,362,617</b>	<b>(10)</b>	

**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
<b>1-60-815-60815-</b>								
<u><b>EXPENSES RECOVERIES</b></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
<b>TOTAL EXPENSES</b>	<b>(74,890)</b>	<b>(107,530)</b>	<b>(83,150)</b>	<b>(77,435)</b>	<b>(100,633)</b>	<b>(85,705)</b>	<b>(15)</b>	

**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
	<b>REVENUE</b>								
	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
	<b>TOTAL REVENUE</b>	<b>1,974,885</b>	<b>2,303,642</b>	<b>3,170,277</b>	<b>3,545,266</b>	<b>3,268,012</b>	<b>3,500,048</b>	<b>7</b>	
	<b>DEPARTMENTAL OVERHEAD EXPENSES</b>								
	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	
	<b>TOTAL OPERATING EXPENSES</b>	<b>2,000,612</b>	<b>1,953,286</b>	<b>2,190,353</b>	<b>2,372,342</b>	<b>2,190,854</b>	<b>2,398,957</b>	<b>9</b>	
	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	
	<b>LESS: INTEREST EXPENSE-FCM LOAN</b>	<b>39,348</b>	<b>37,267</b>	<b>35,163</b>	<b>32,966</b>	<b>32,966</b>	<b>30,746</b>	<b>(7)</b>	<b>4</b>
54	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
	<b>CASH FLOW BEFORE AMORT/ PRINCIPAL REPAYMENT</b>	<b>(1,795,457)</b>	<b>(1,370,198)</b>	<b>(689,078)</b>	<b>(449,780)</b>	<b>(537,725)</b>	<b>(482,481)</b>	<b>(10)</b>	
50	LESS: AMORTIZATION - EQUIPMENTS AND FIXTURES	391,264	381,372	381,372	0	0	0	0	7
50	LESS: AMORTIZATION - BUILDING IMPROVEMENT	1,550,592	1,550,592	1,550,592	0	0	0	0	7
54	PRINCIPAL PAYMENT - CITY LOAN	0	0	0	738,221	1,090,363	775,132	(29)	
54	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)	
52	NAMING FEES - BEANFIELD	332,208	385,857	368,590	47,379	247,500	382,500	55	2
53	NAMING FEES - ENERCARE	689,400	419,619	683,944	675,000	675,000	675,000	0	2
	<b>SUBTOTAL NET NAMING REVENUE</b>	<b>1,021,608</b>	<b>805,476</b>	<b>1,052,534</b>	<b>722,379</b>	<b>922,500</b>	<b>1,057,500</b>	<b>15</b>	
	<b>NET INCOME (LOSS)</b>	<b>(2,715,706)</b>	<b>(2,496,686)</b>	<b>(1,568,508)</b>	<b>(557,958)</b>	<b>(797,924)</b>	<b>(294,615)</b>	<b>(63)</b>	
4####	CASH TSF FROM CONFERENCE RESERVE FUND	823,536	0	0	0	447,924	0	(100)	
	<b>NET INCOME (LOSS) AFTER TSF PER FS</b>	<b>(1,892,169)</b>	<b>(2,496,686)</b>	<b>(1,568,508)</b>	<b>(557,958)</b>	<b>(350,000)</b>	<b>(294,615)</b>	<b>(16)</b>	
	<b>CASH CONVERSION:</b>								
	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
	<b>NET INCOME (LOSS) TSF TO CITY CCRF - CASH BASIS</b>	<b>(1,801,731)</b>	<b>(1,641,753)</b>	<b>(816,807)</b>	<b>(557,958)</b>	<b>(797,924)</b>	<b>(294,615)</b>		
	TRANSFER FROM (TO) CITY CONFERENCE CENTRE RESERVE	823,536	0	0	0	447,924	0		2
	<b>CASH INFLOW (OUTFLOW) AFTER TRANSFERS</b>	<b>(978,195)</b>	<b>(1,641,753)</b>	<b>(816,807)</b>	<b>(557,958)</b>	<b>(350,000)</b>	<b>(294,615)</b>		

**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
<b>1-70-701-70701-</b>								
<u><b>EXPENSES</b></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	
<b>TOTAL EXPENSES</b>	<b>491,177</b>	<b>440,565</b>	<b>503,445</b>	<b>548,000</b>	<b>476,363</b>	<b>557,000</b>	<b>17</b>	

**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
<b>1-70-702-70702-</b>								
<b>EXPENSES</b>								
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)	
<b>TOTAL EXPENSES</b>	<b>156,311</b>	<b>168,965</b>	<b>125,901</b>	<b>156,500</b>	<b>178,446</b>	<b>164,397</b>	<b>(8)</b>	

**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
<b>1-70-703-70703-</b>								
<b><u>EXPENSES</u></b>								
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
<b>TOTAL EXPENSES</b>	<b>493,983</b>	<b>468,462</b>	<b>448,051</b>	<b>463,691</b>	<b>463,691</b>	<b>466,010</b>	<b>1</b>	

**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
<b>1-70-704-70704-</b>								
<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
<b>TOTAL EXPENSES</b>	<b>66,984</b>	<b>53,363</b>	<b>75,085</b>	<b>66,140</b>	<b>66,140</b>	<b>69,622</b>	<b>5</b>	

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

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

**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
<b>EXPENSE</b>								
<b>1-70-708-70801-</b>								
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
<b>SUBTOTAL CITY DEBT</b>	<b>3,200,971</b>	<b>3,153,876</b>	<b>3,104,426</b>	<b>3,060,325</b>	<b>3,052,504</b>	<b>3,023,414</b>	<b>(1)</b>	
<b>1-70-708-70802-</b>								
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
<b>SUBTOTAL FCM DEBT</b>	<b>119,352</b>	<b>117,271</b>	<b>115,167</b>	<b>112,966</b>	<b>112,966</b>	<b>110,746</b>	<b>(2)</b>	
<b>TOTAL INTEREST AND AMORTIZATION</b>	<b>3,320,323</b>	<b>3,271,147</b>	<b>3,219,593</b>	<b>3,173,292</b>	<b>3,165,470</b>	<b>3,134,160</b>	<b>(1)</b>	
<b>1-00-000-00000-</b>								
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
<b>TOTAL PRINCIPAL REPAYMENT</b>	<b>1,027,882</b>	<b>1,077,031</b>	<b>1,128,542</b>	<b>830,557</b>	<b>1,182,699</b>	<b>869,633</b>	<b>(26)</b>	

- 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
<b>1-70-709-70709-</b>								
<b><u>EXPENSES</u></b>								
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	
<b>TOTAL EXPENSES</b>	<b>350,201</b>	<b>389,706</b>	<b>436,614</b>	<b>514,474</b>	<b>514,474</b>	<b>521,731</b>	<b>1</b>	

**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
<b>1-70-710-70710-</b>								
<b><u>EXPENSES</u></b>								
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	
<b>TOTAL EXPENSES</b>	<b>331,465</b>	<b>342,234</b>	<b>364,695</b>	<b>373,223</b>	<b>350,373</b>	<b>378,752</b>	<b>8</b>	

**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
<b>1-70-711-70711-</b>								
<b><u>EXPENSES</u></b>								
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
<b>TOTAL EXPENSES</b>	<b>81,746</b>	<b>48,847</b>	<b>114,263</b>	<b>119,558</b>	<b>119,558</b>	<b>122,633</b>	<b>3</b>	

**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.