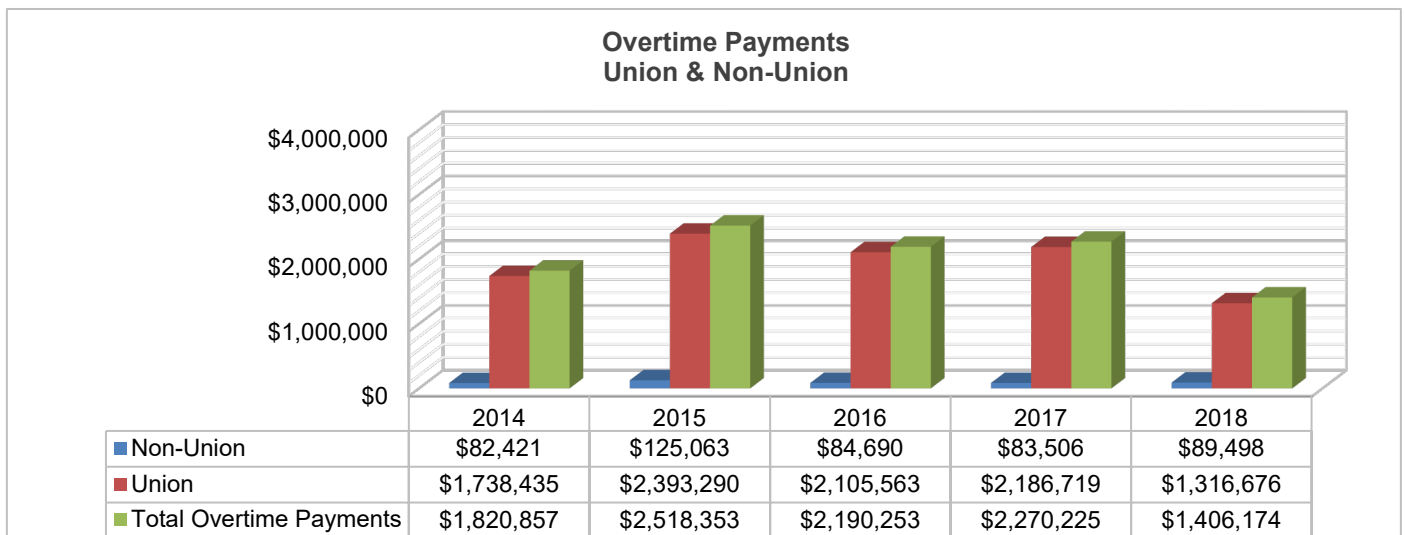
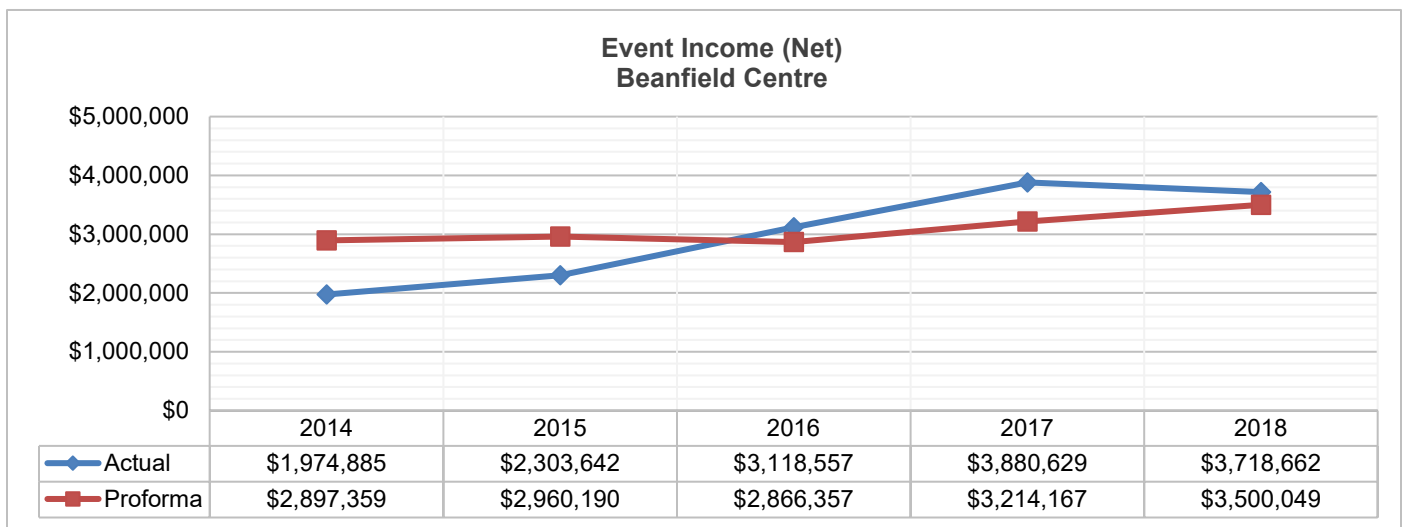
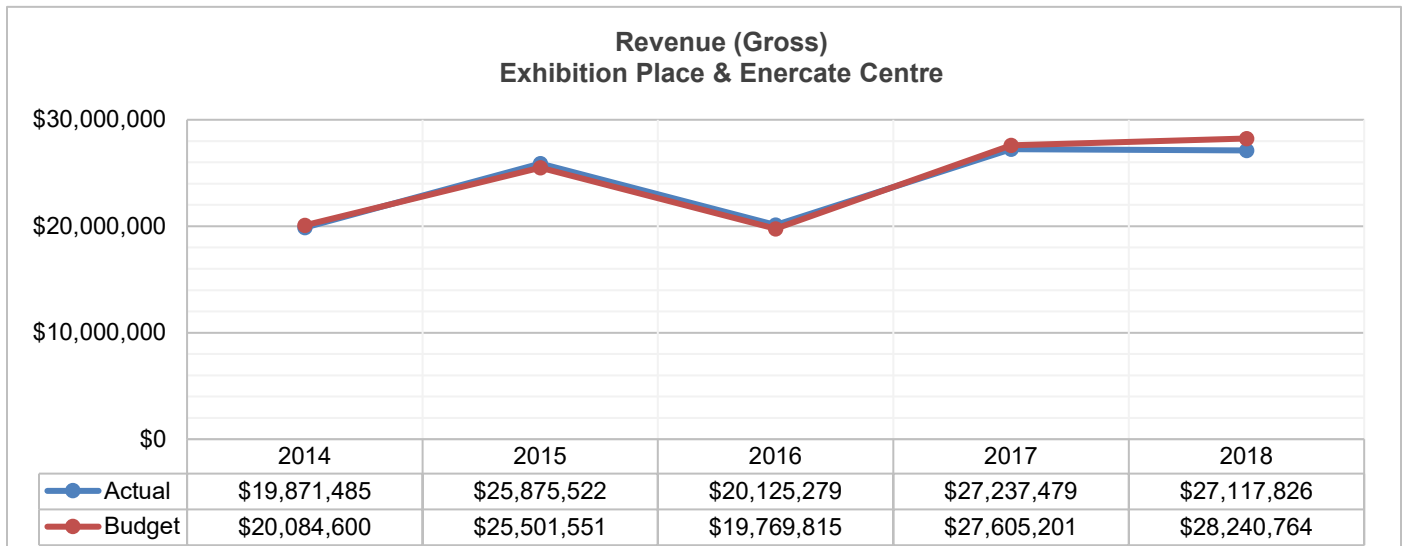
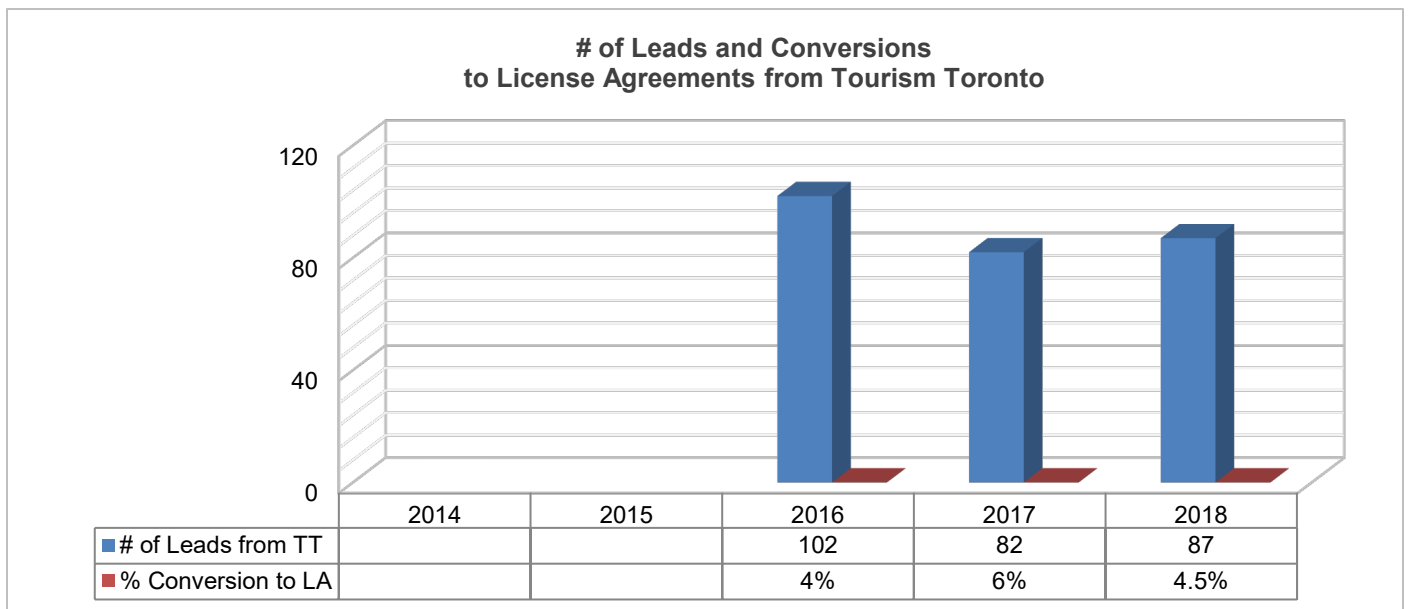
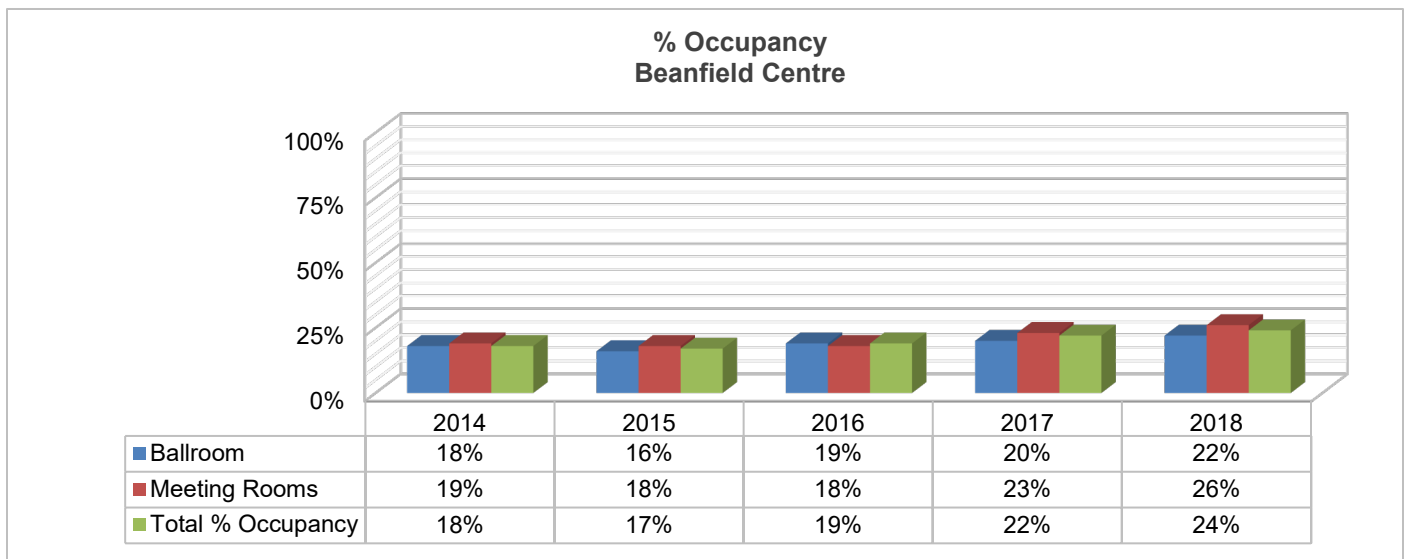
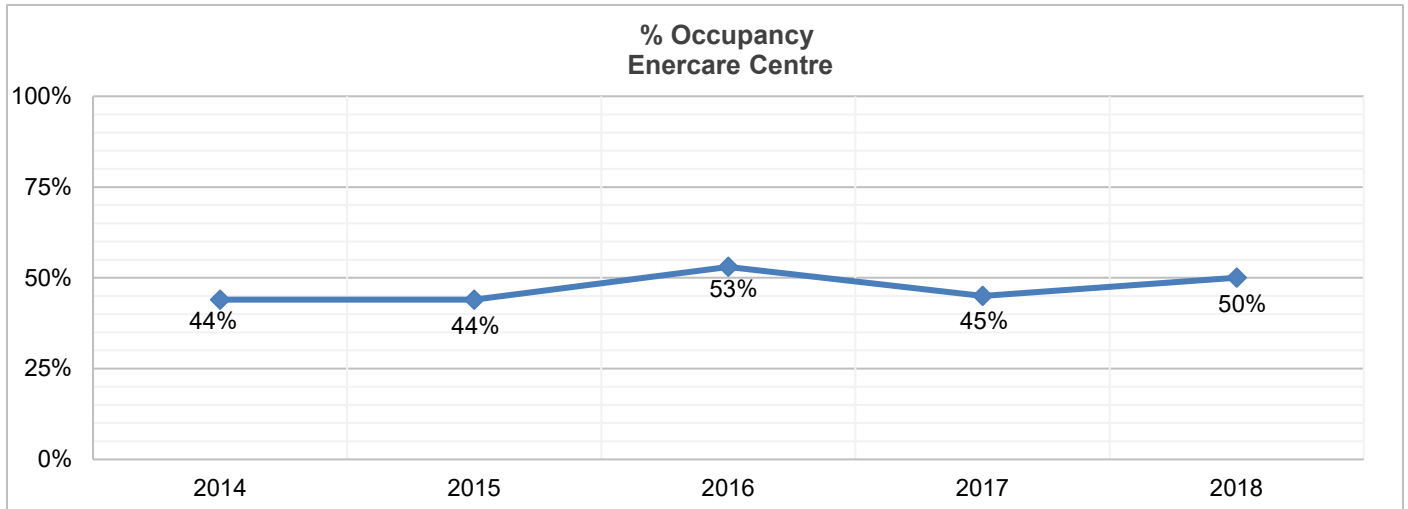


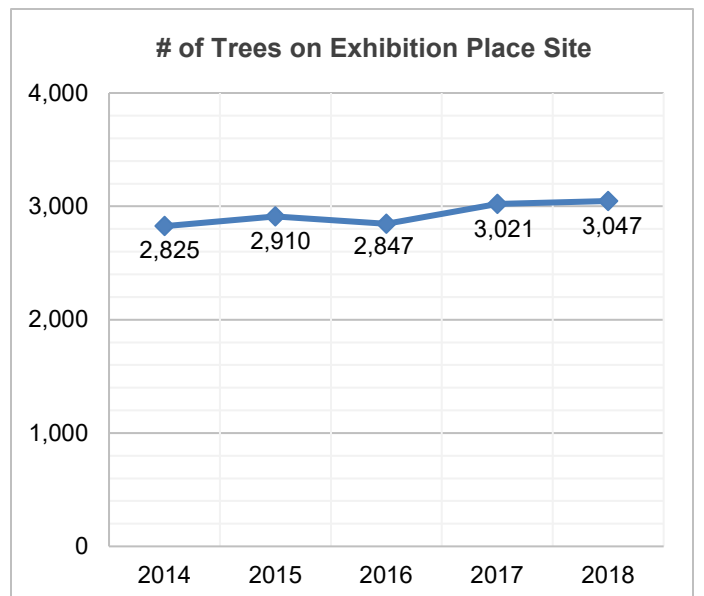
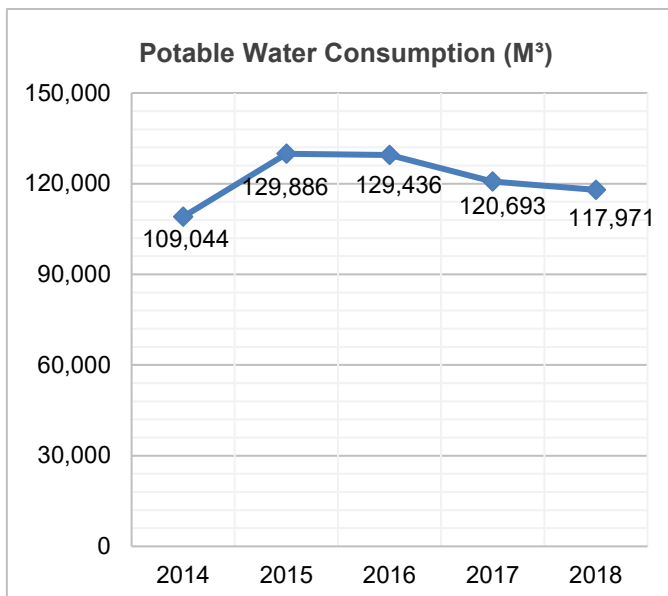
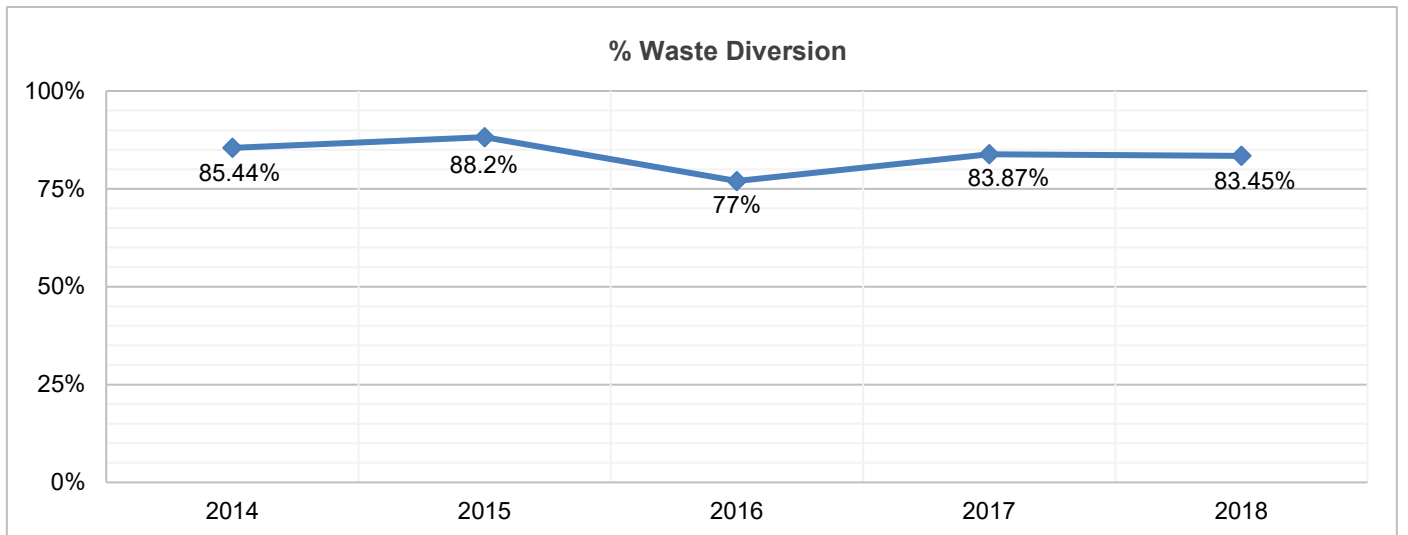
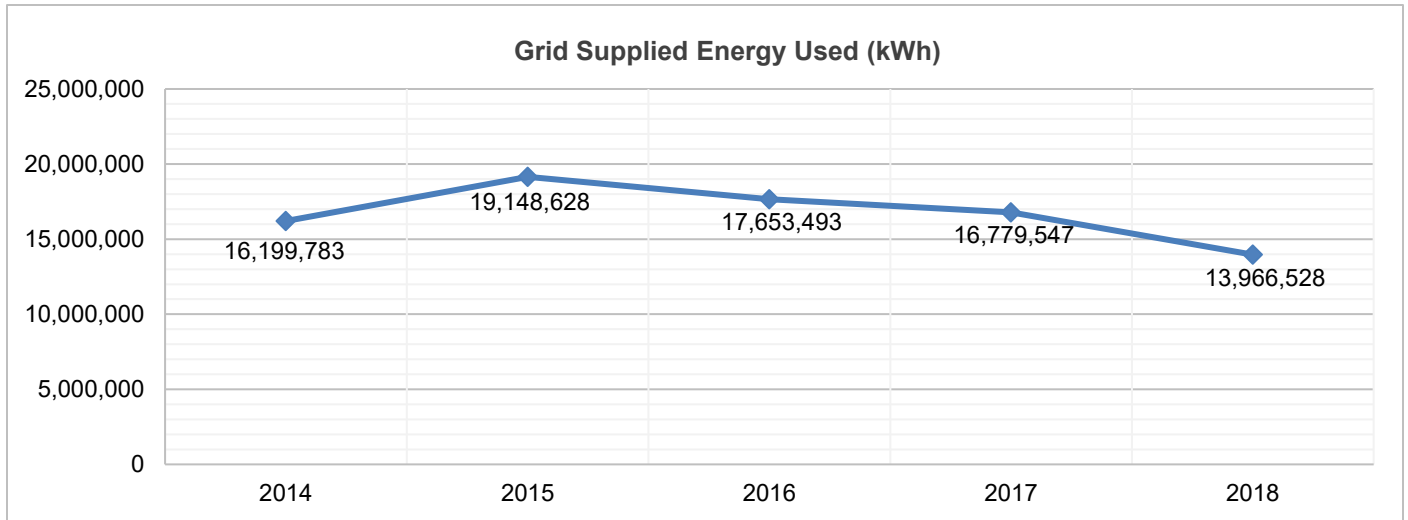
BUSINESS DEVELOPMENT GOAL

EP2.7
Appendix B

BUSINESS DEVELOPMENT GOAL

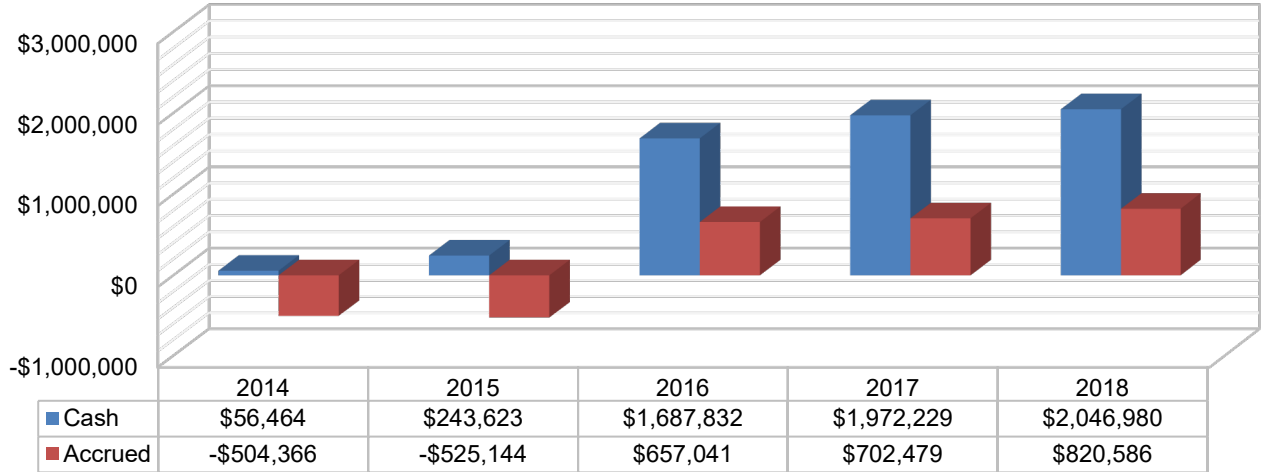


ENVIRONMENTAL GOAL

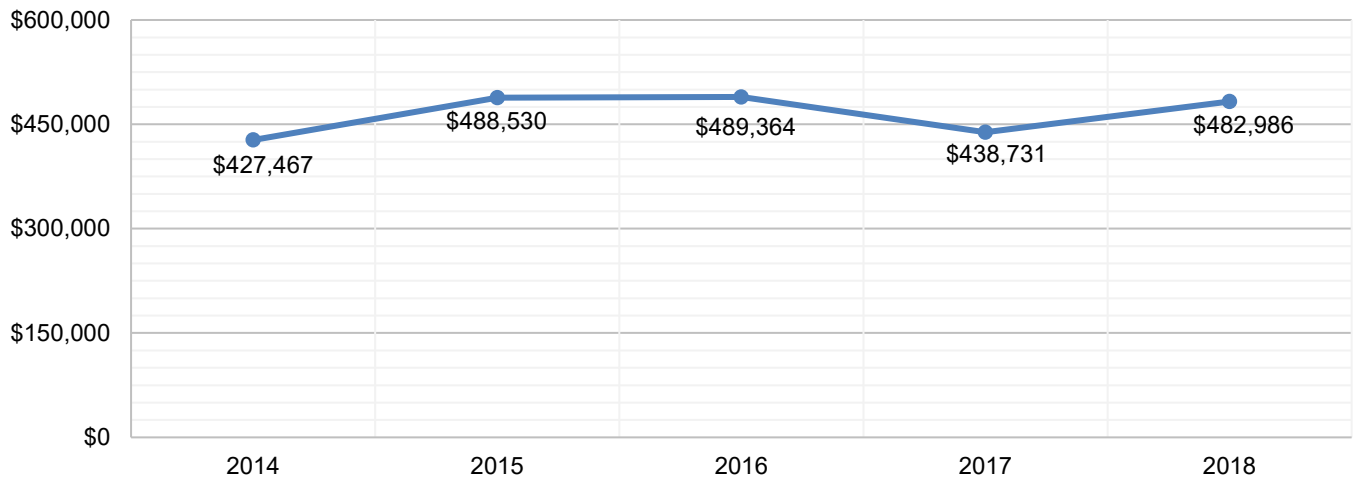


FINANCIAL GOAL

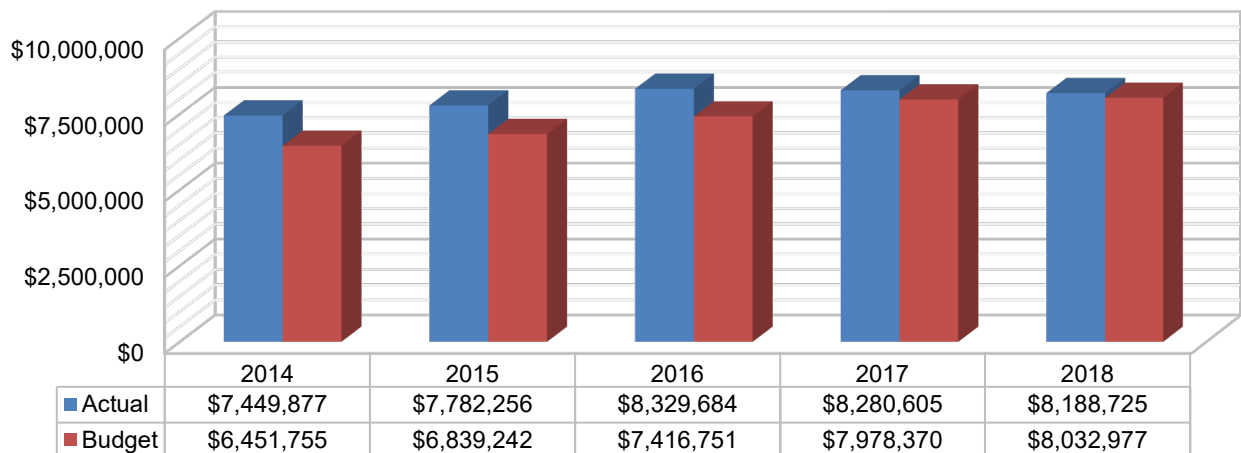
Surplus Over Budget



Ancillary \$ Benefit to City

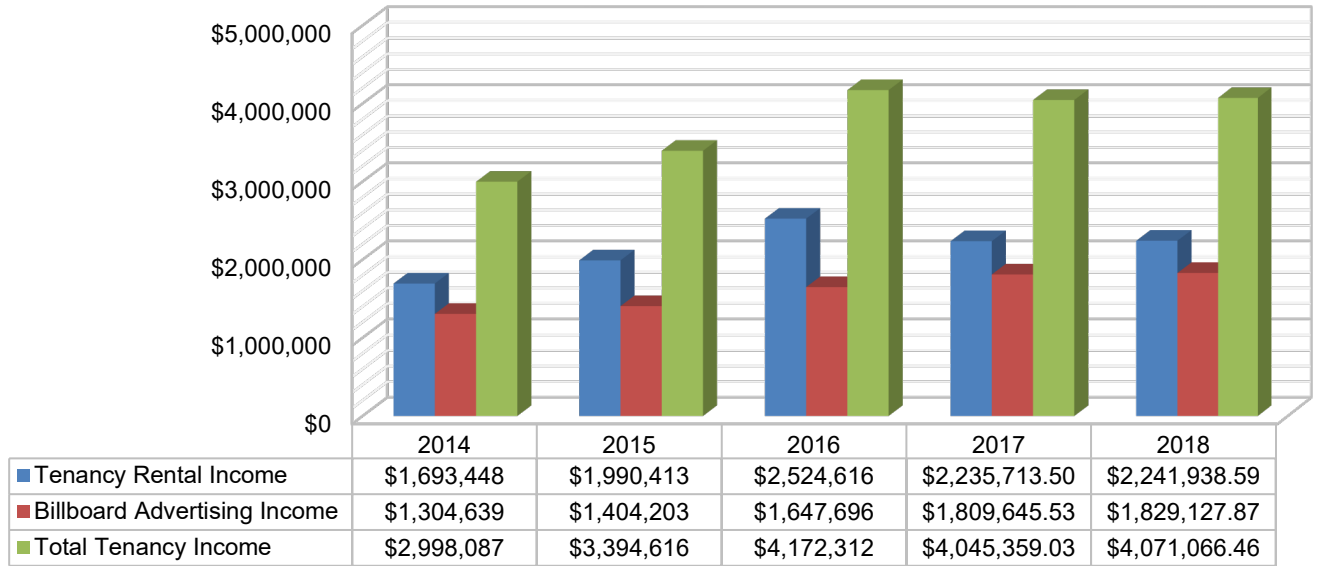


Gross Parking Revenues - Actual and Budget
Exhibition Place and Beanfield Centre

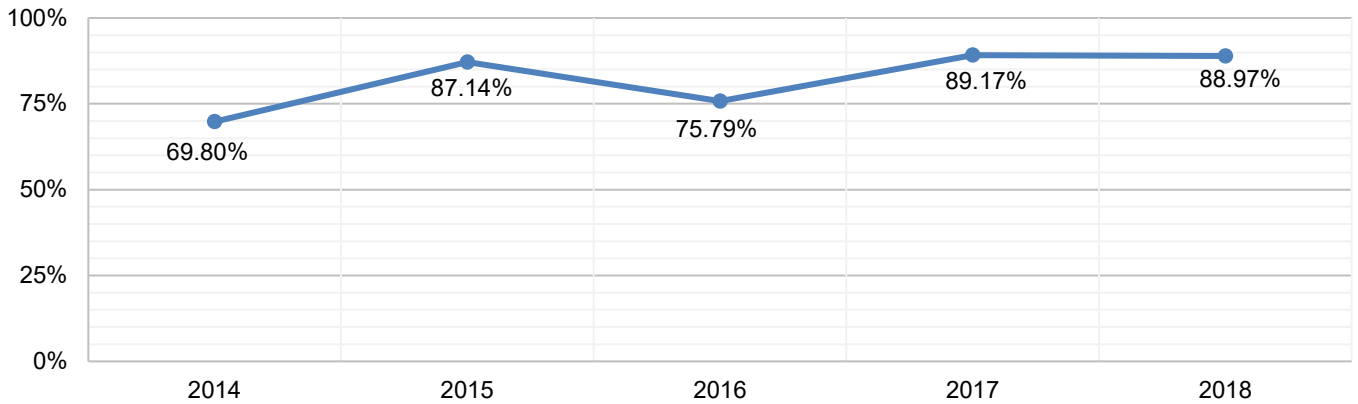


FINANCIAL GOAL

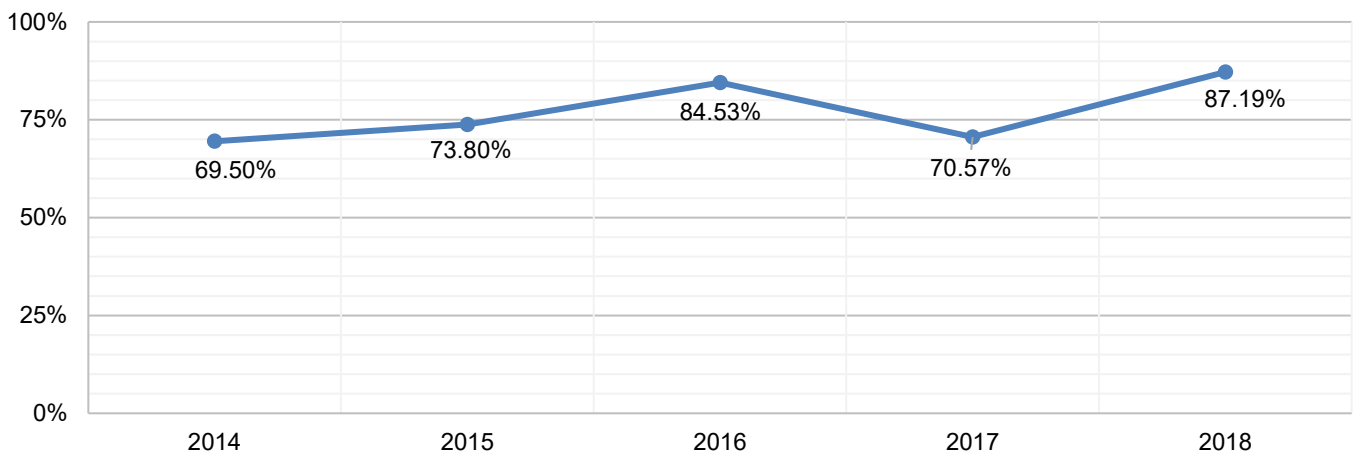
Tenancy Rental Income - Cash Basis



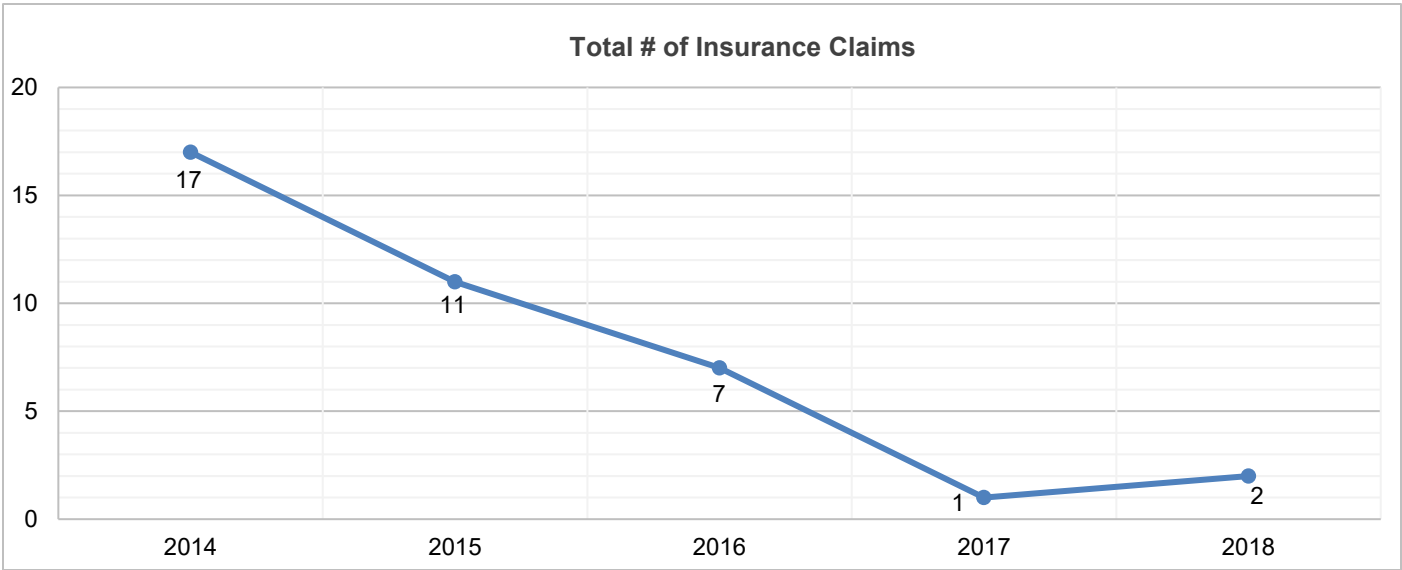
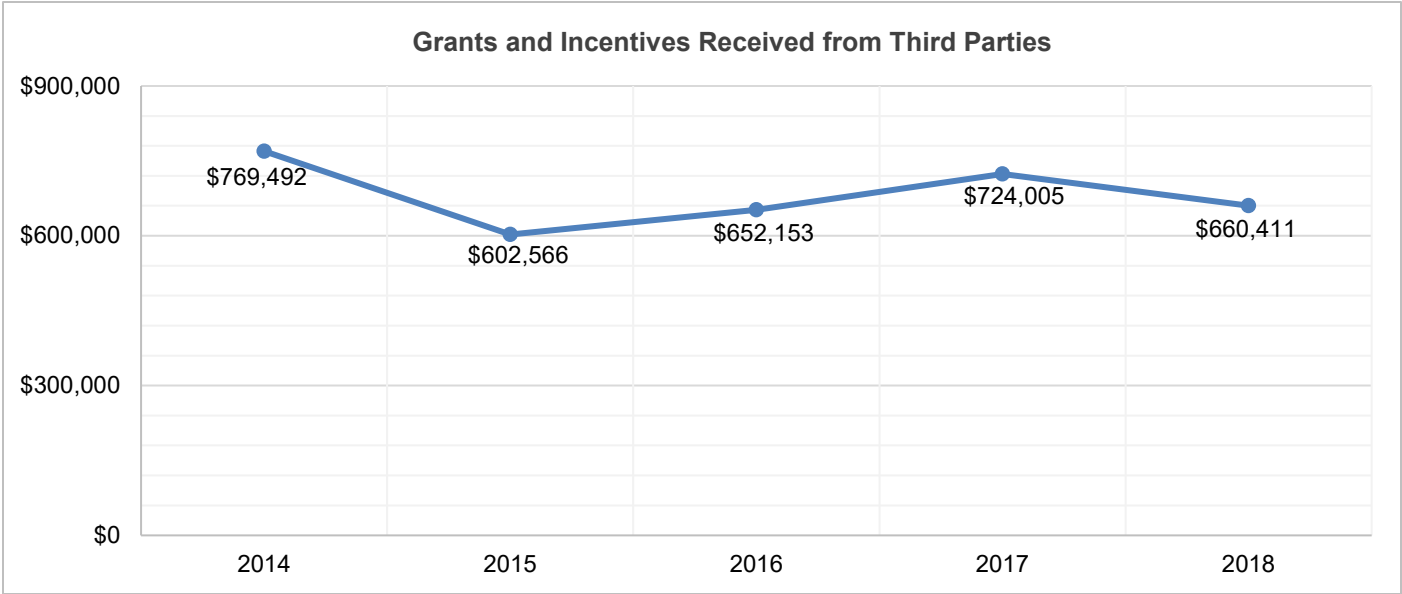
Collection Rate of Show Receivables < 90 days



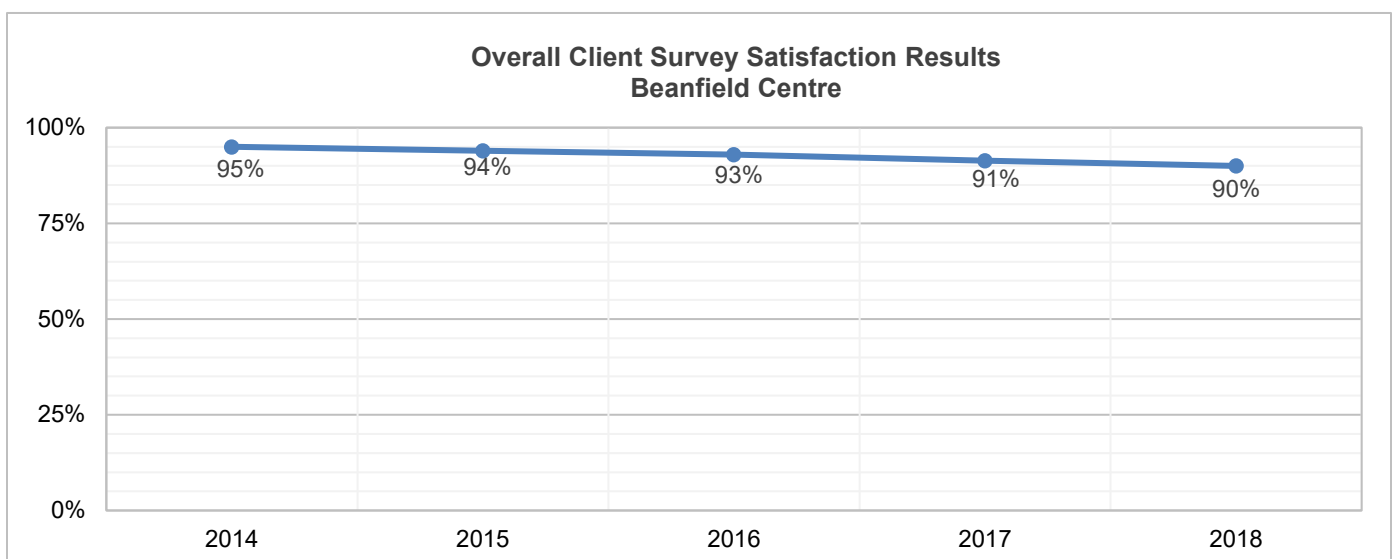
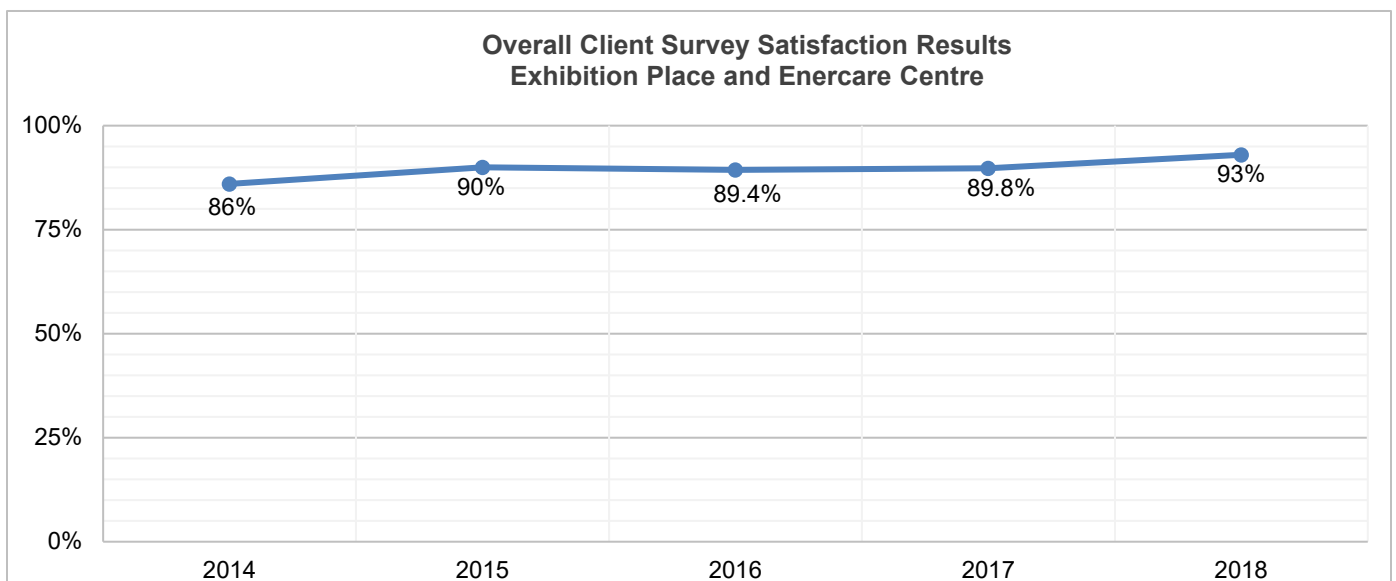
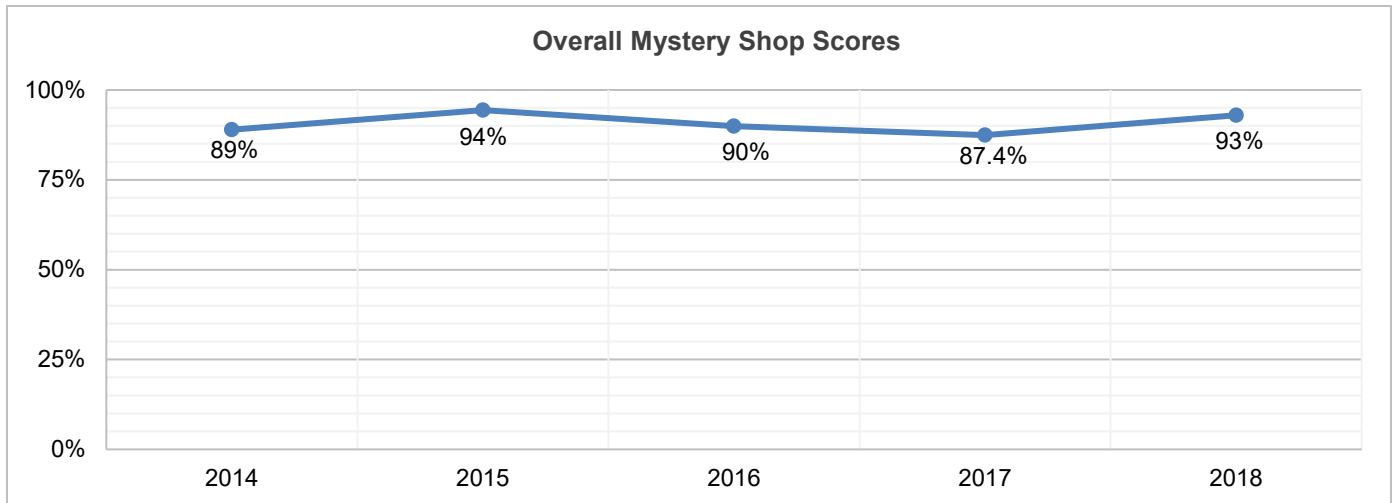
% Completion Rate for Final Show Billings 10 Days Post Event



FINANCIAL GOAL

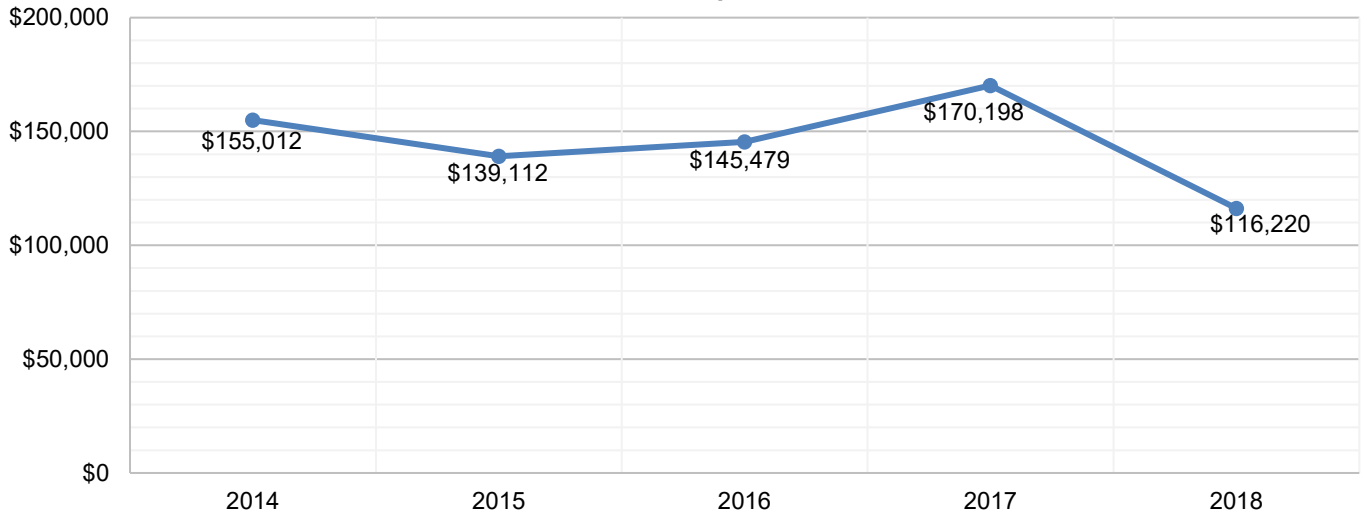


ORGANIZATION AND STAFFING GOAL

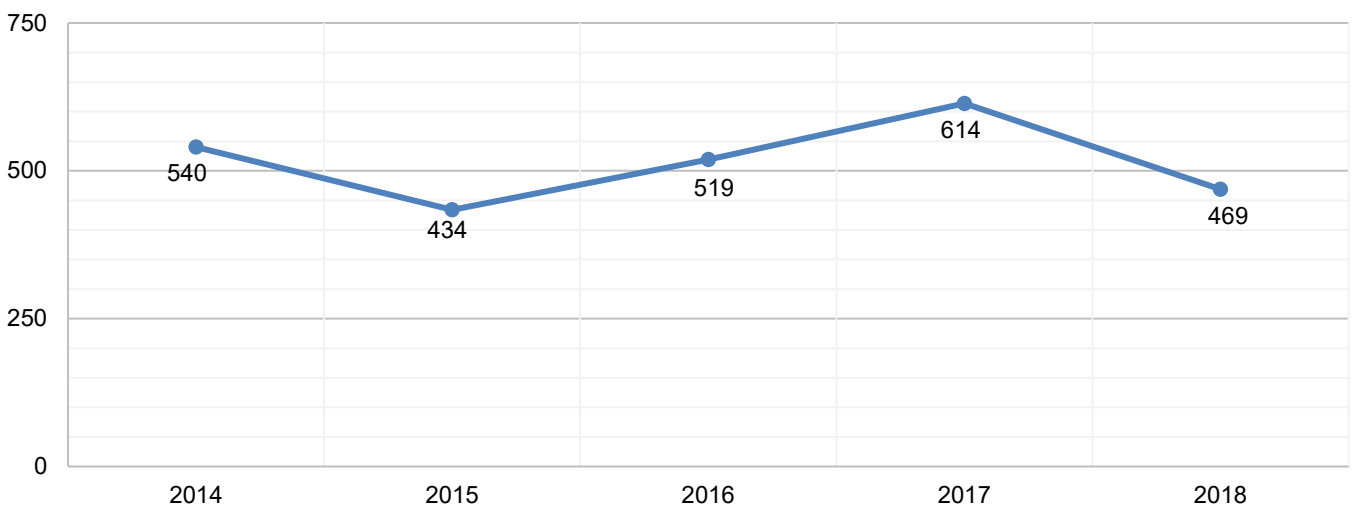


ORGANIZATION AND STAFFING GOA

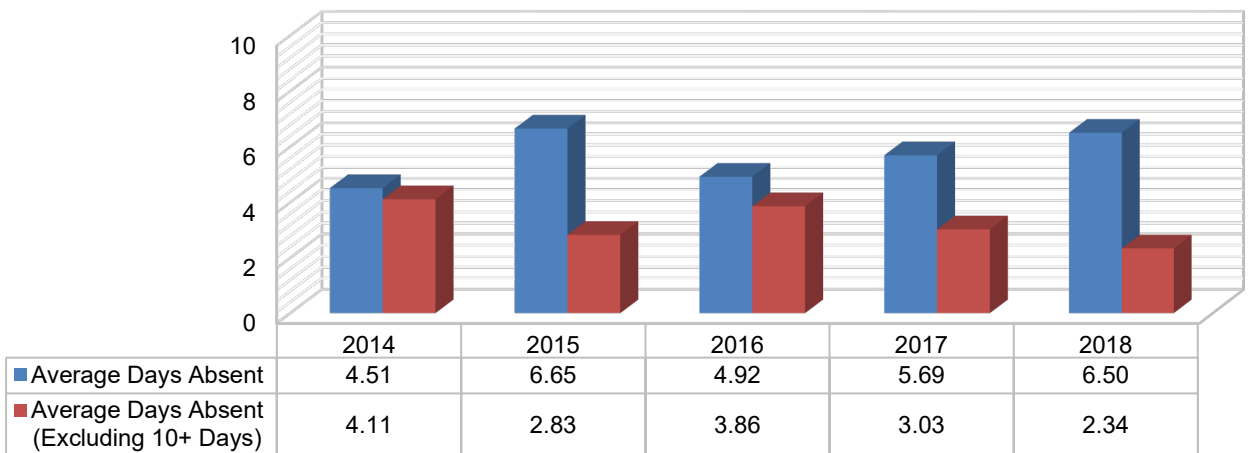
Cost of Professional Development - Union & Non-Union



of Nominations for Excellence in Action Program

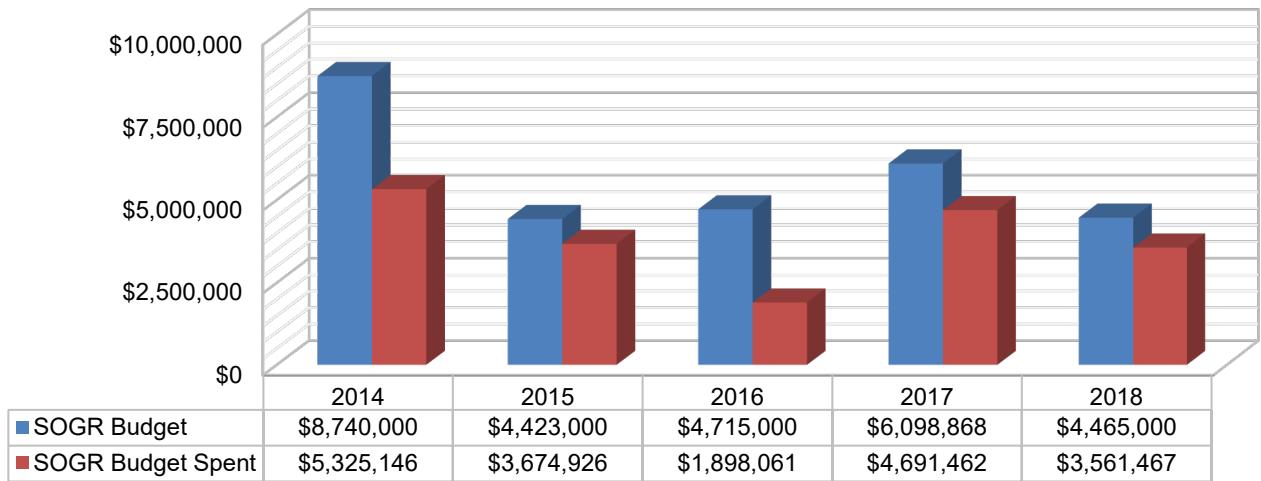


Average Days Absent - Non-Union

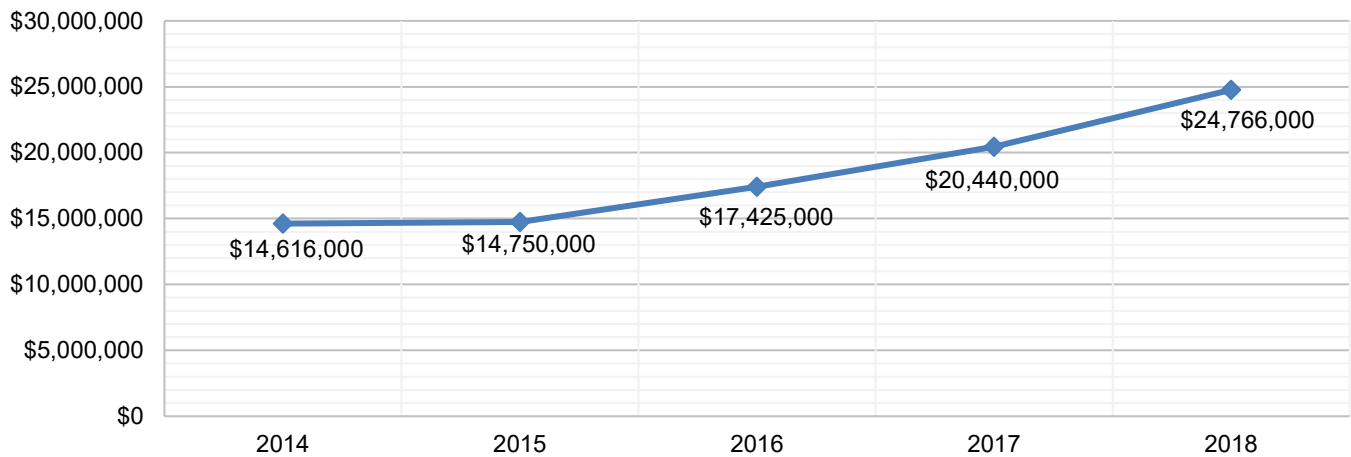


PUBLIC SPACE AND INFRASTRUCTURE GOAL

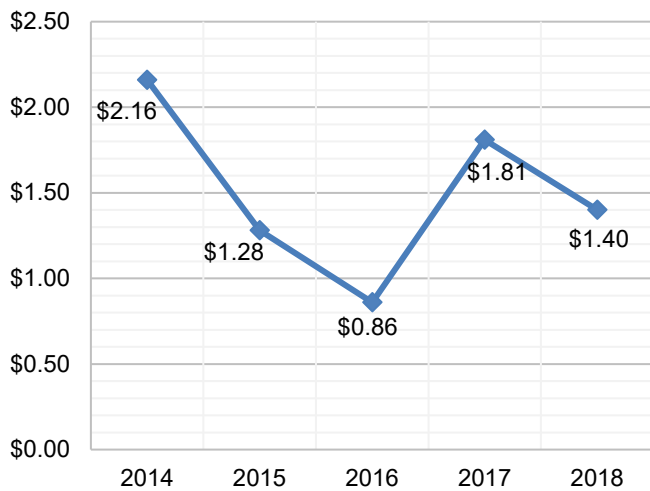
\$ Value of SOGR Budget and \$ Value of SOGR Budget Spent



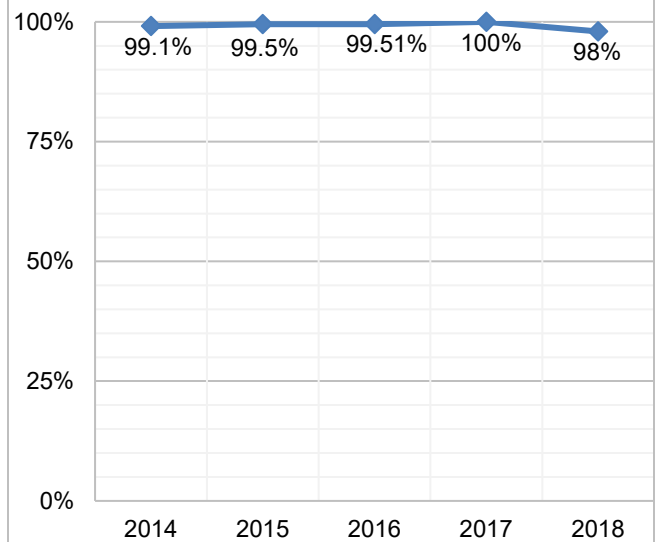
\$ Value of SOGR Backlog



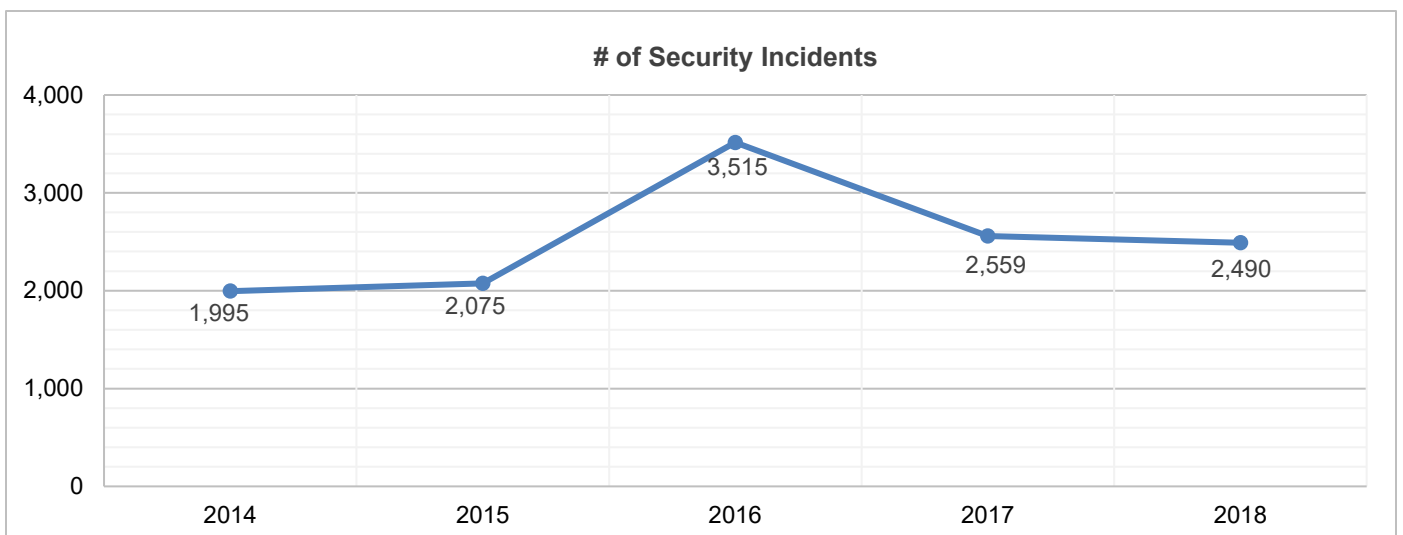
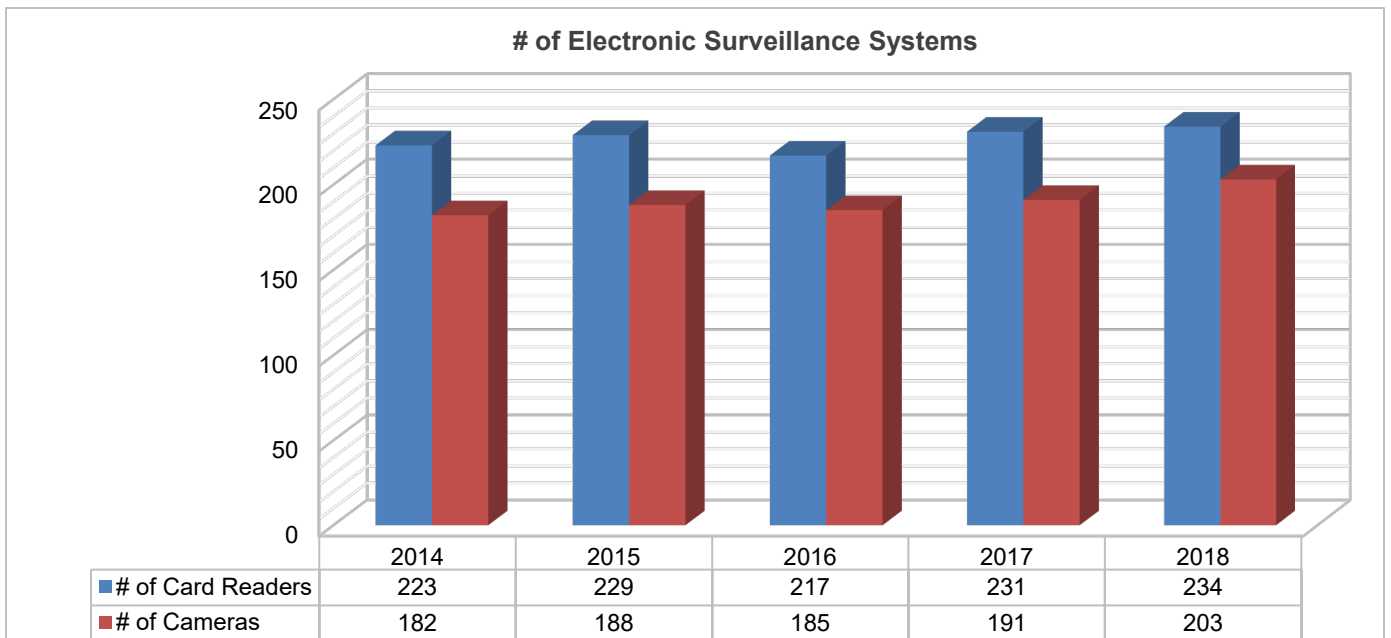
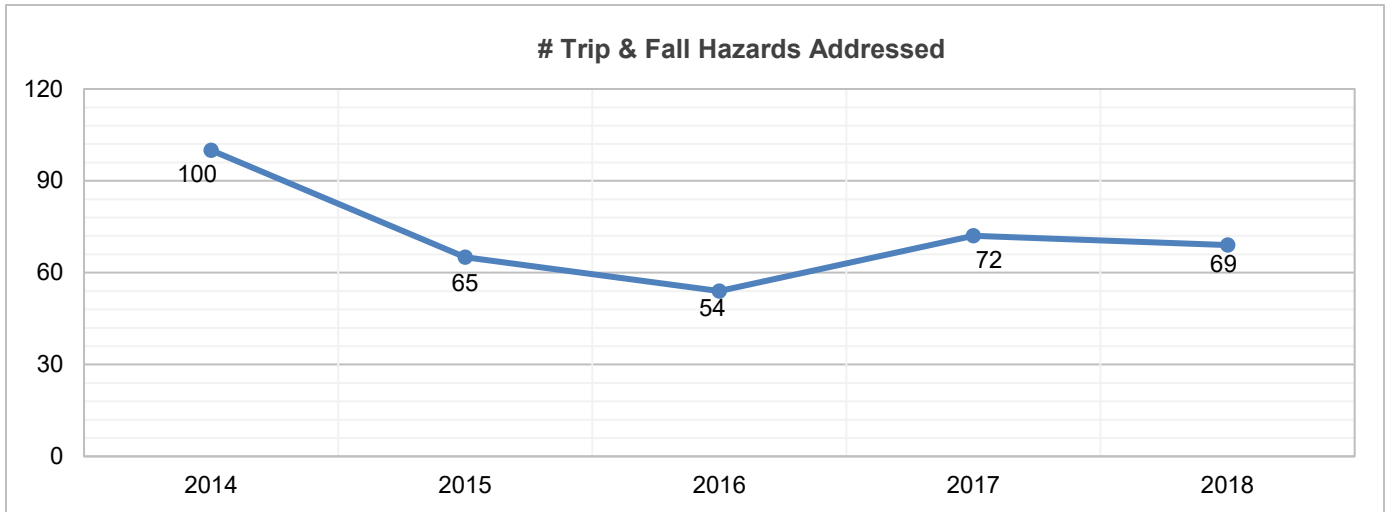
**\$ Capital Expenditures
Per Sq. Ft. Built Space**



% PMP Completion Rate (All Trades)

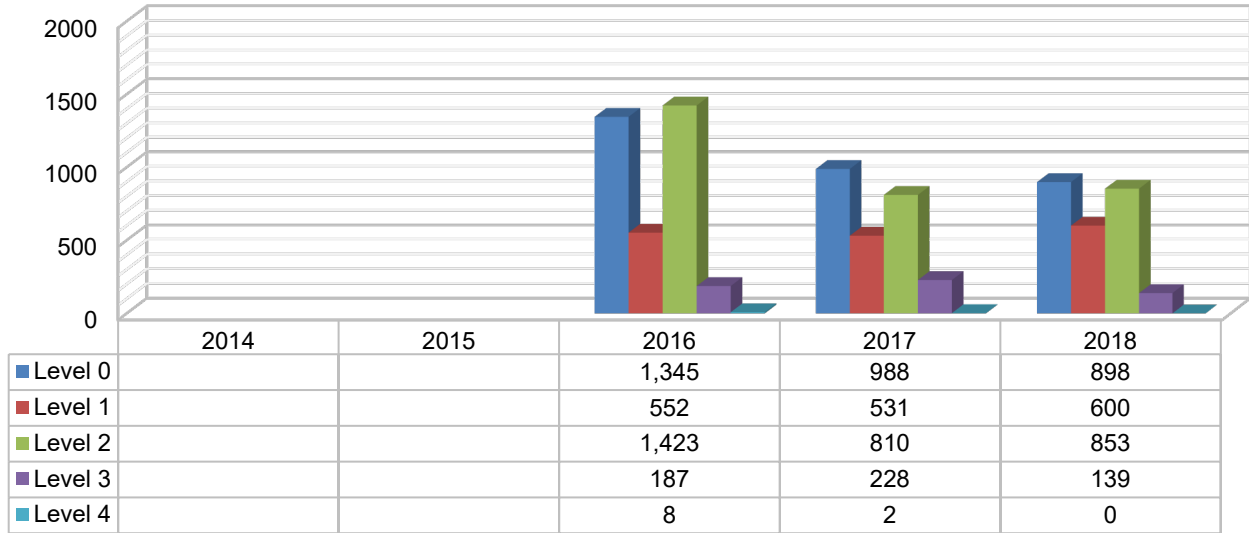


SAFETY AND SECURITY GOAL

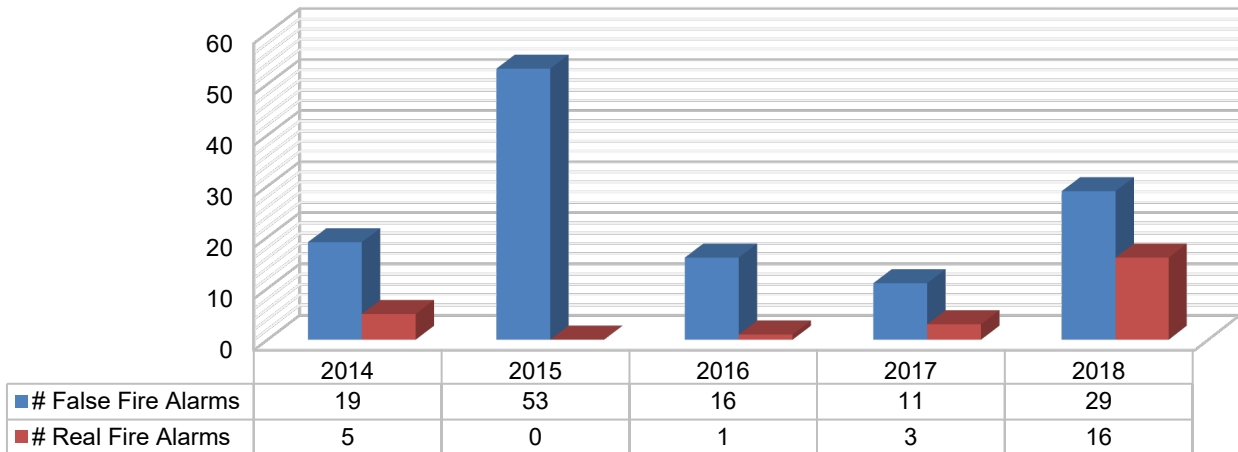


SAFETY AND SECURITY GOAL

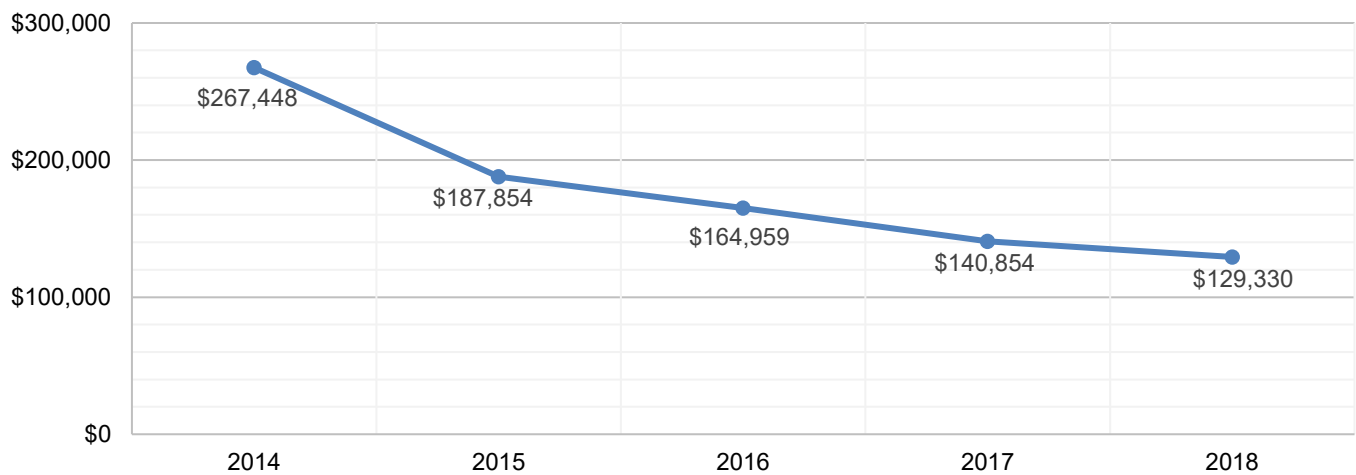
of Security Incidents by Level of Threat



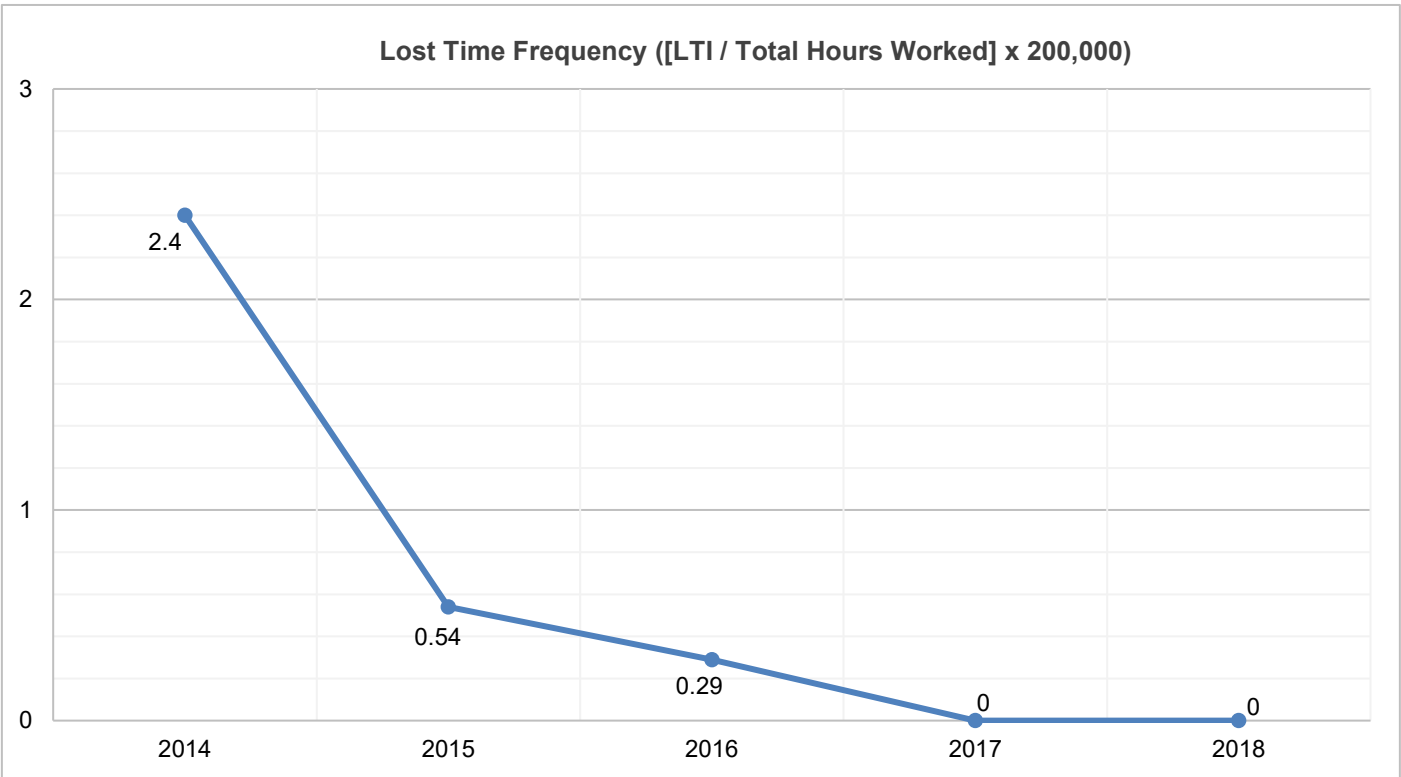
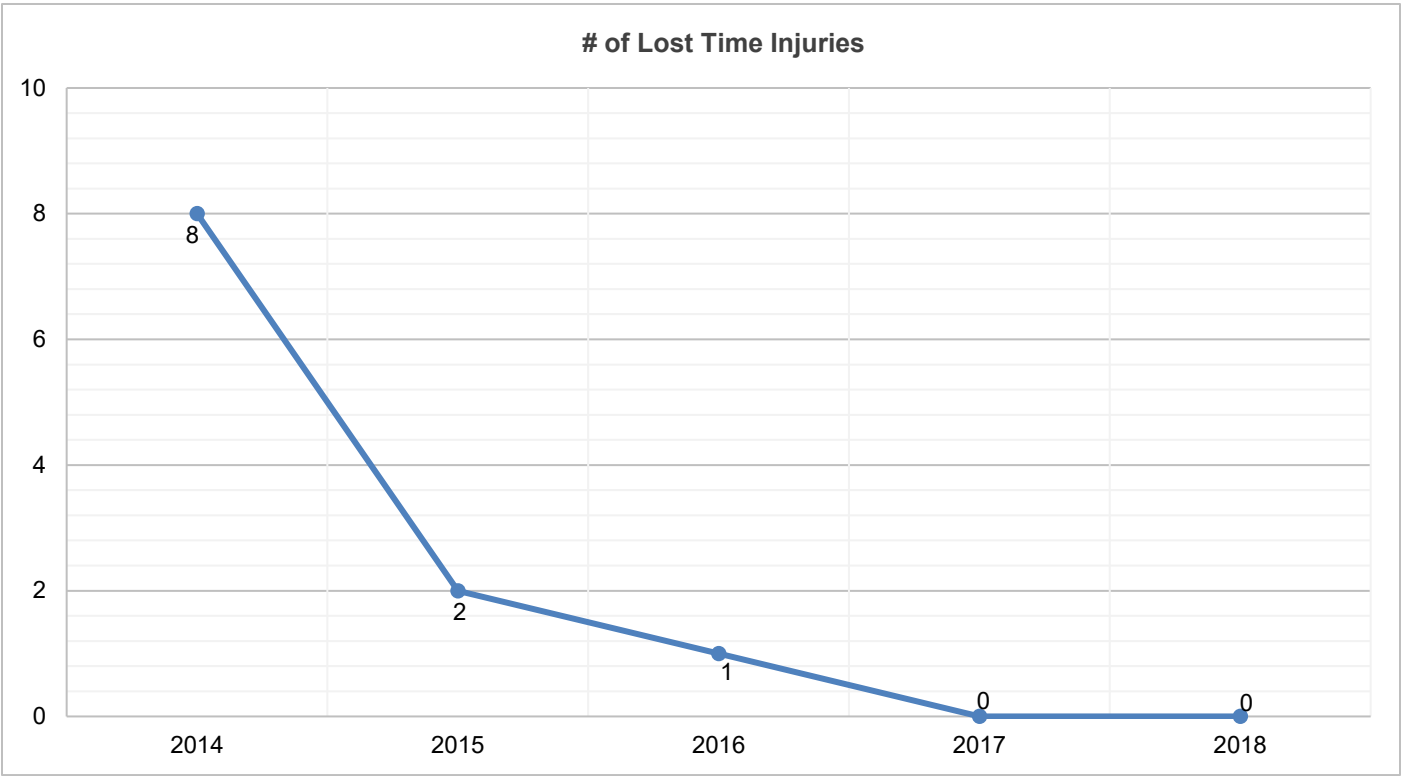
**# of Fire Alarms
Exhibition Place Buildings**



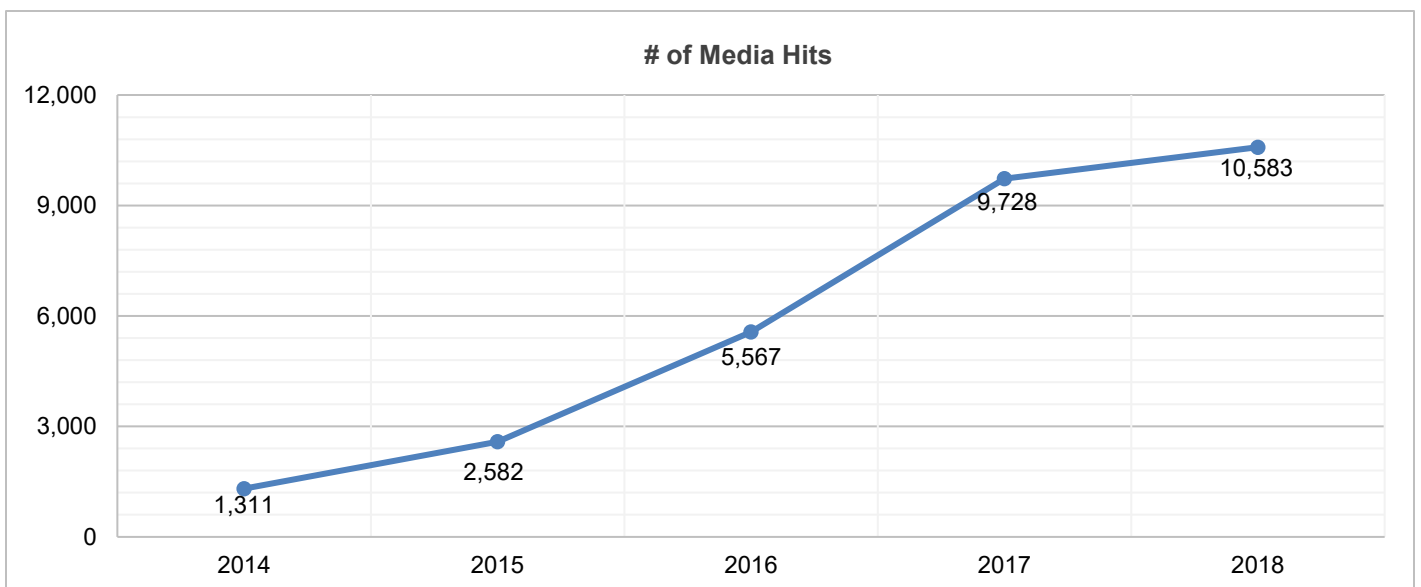
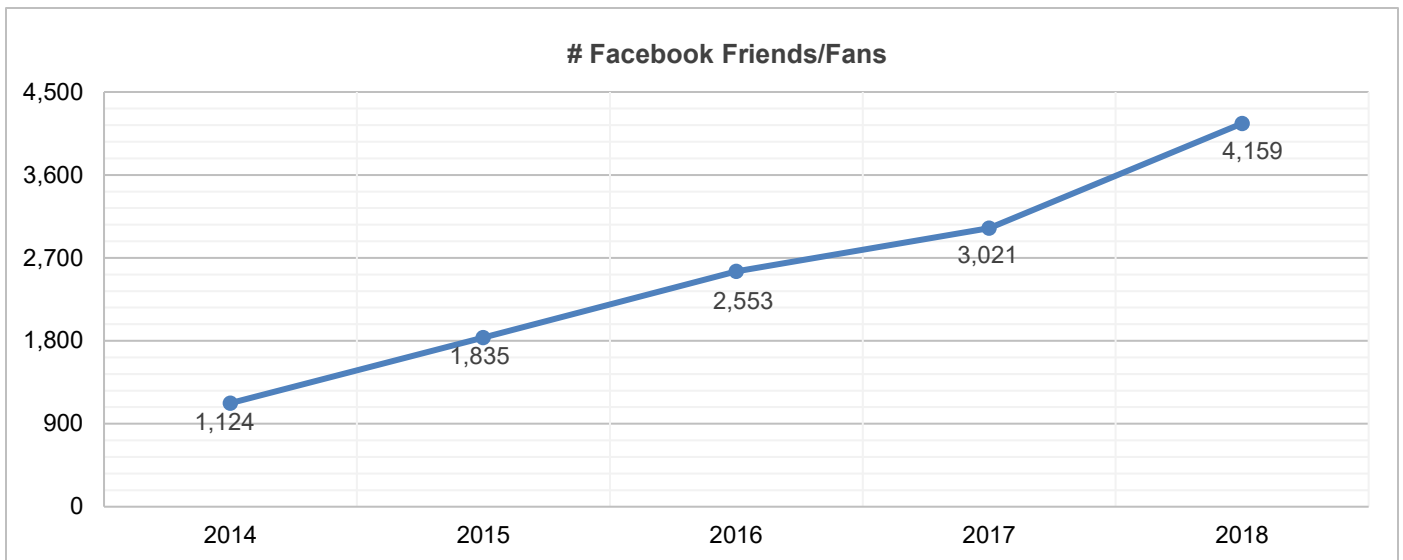
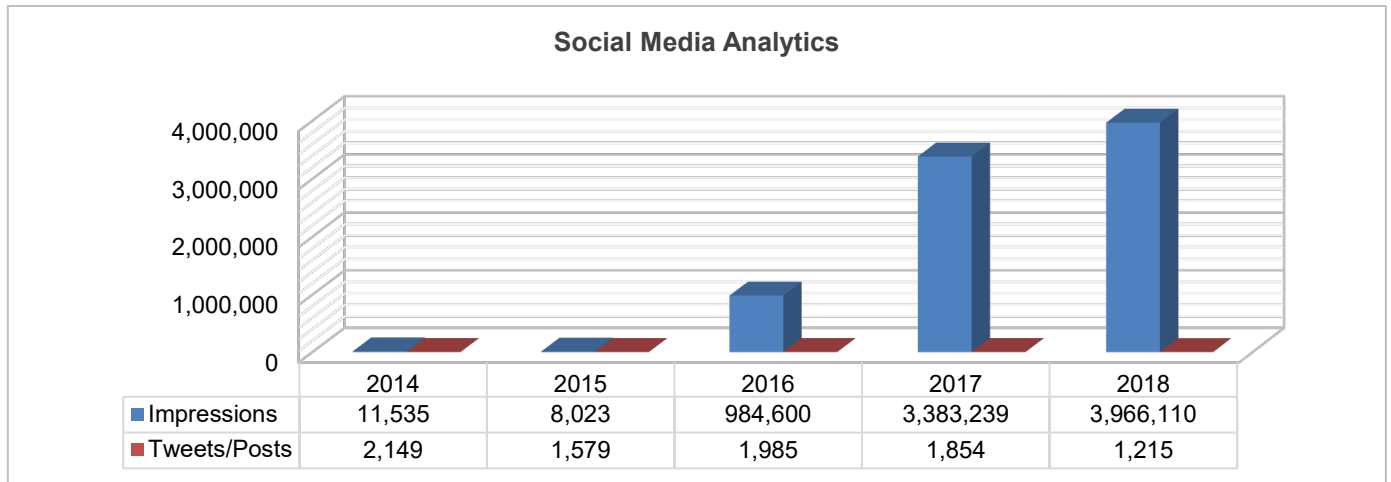
WSIB Cost



SAFETY AND SECURITY GOAL



RECOGNITION AND PUBLIC UNDERSTANDING GOAL



RECOGNITION AND PUBLIC UNDERSTANDING GOAL

