THE BOARD OF GOVERNORS OF EXHIBITION PLACE
OPERATING BUDGET 2020

PAGE	PROGRAM	2016 ACTUAL	2017 ACTUAL	2018 ACTUAL	2019 FORECAST	2019 BUDGET	2020 BUDGET	%Increase	Notes
	EXHIBITION PLACE AND ENERCARE CENTRE								
	REVENUE								
3	REVENUE - EP	21,470,722	25,598,271	26,984,032	26,403,966	26,692,403	26,868,146	1	
35	REVENUE - EC	11,200,126	11,112,053	11,507,002	11,865,982	11,867,507	12,218,465	3	
		32,670,848	36,710,324	38,491,034	38,269,948	38,559,910	39,086,610	1	
	EXPENSES								
3	DIRECT EXPENSES - EP	5,501,986	8,331,979	8,028,006	8,041,968	8,439,966	8,185,272	(3)	
35	DIRECT EXPENSES - EC	4,889,197	5,191,743	5,248,043	5,332,021	5,328,263	5,324,083	(0)	
	DIRECT EXPENSES	10,391,184	13,523,722	13,276,049	13,373,989	13,768,229	13,509,355	(2)	
7	OVERHEAD EXPENSES	18,580,486	19,334,517	21,228,354	23,116,659	22,802,381	23,726,525	4	
		28,971,670	32,858,239	34,504,403	36,490,648	36,570,610	37,235,880	2	
	INCOME (LOSS) BEFORE DEBT CHARGES	3,699,178	3,852,085	3,986,631	1,779,300	1,989,300	1,850,731	(7)	
7	INTEREST AND AMORT EXPENSE - ENERGY RETROFIT ASSETS	1,132,777	1,325,364	1,524,939	1,589,300	1,589,300	1,577,731	(1)	
	NET INCOME (LOSS)	2,566,401	2,526,721	2,461,691	190,000	400,000	273,000	(32)	
	BEANFIELD CENTRE								
44	REVENUE	3,170,277	3,765,109	3,623,154	4,204,609	3,986,310	4,133,776	4	
44	EXPENSES	2,190,353	2,454,403	2,463,361	2,838,931	2,830,632	2,836,137	0	
	CASH FLOW BEFORE INTEREST, AMORT AND TRANSFERS	979,924	1,310,707	1,159,793	1,365,678	1,155,678	1,297,640	12	
52	LESS: INTEREST EXPENSES	1,669,001	1,622,704	1,583,572	1,542,530	1,542,530	1,499,517	(3)	
52	LESS: AMORTIZATION EXPENSE	1,931,964	1,931,964	1,931,964	0	0	0	0	
52	LESS: PRINCIPAL REPAYMENT - FCM LOAN	0	0	0	813,889	813,889	854,584	5	
52	LESS: PRINCIPAL REPAYMENT - CITY LOAN	0	0	0	96,758	96,758	99,039	2	
	INCOME (LOSS) BEFORE NAMING FEE	(2,621,042)	(2,243,962)	(2,355,743)	(1,087,500)	(1,297,500)	(1,155,500)	(11)	
44	NAMING FEES REVENUE (ENERCARE & BEANFIELD)	1,052,534	788,074	1,022,360	1,057,500	1,057,500	1,057,500	0	
	NET INCOME (LOSS)	(1,568,508)	(1,455,887)	(1,333,383)	(30,000)	(240,000)	(98,000)	(59)	
44	**CASH TRANSFER FROM(TO) CONFERENCE CENTRE RESERVE**	0	0	0	0	0	0	0	
	NET INCOME (LOSS) AFTER TSF PER FIN. STATEMENTS	(1,568,508)	(1,455,887)	(1,333,383)	(30,000)	(240,000)	(98,000)	(59)	
SUMMARY									
BOG									
	TOTAL REVENUE	36,893,659	41,263,508	43,136,549	43,532,057	43,603,720	44,277,887	2	
	TOTAL EXPENSE	35,895,766	40,192,674	42,008,240	43,372,057	43,443,719	44,102,887	2	
	NET INCOME (LOSS) PER FINANCIAL STATEMENTS	997,893	1,070,834	1,128,308	160,000	160,000	175,000	9	
	CASH CONVERSION:								
	EMPLOYEE BENEFITS	(117,951)	(185,660)	(224,963)					
	AMORTIZATION - EP/EC	43,316	43,332	43,332					
	AMORTIZATION - BEANFIELD CENTRE	1,931,964	1,931,964	1,931,964					
	PRINCIPAL REPAYMENT - BEANFIELD CENTRE	(1,128,542)	(830,557)	(869,633)					
	CAPITAL ASSETS SOLD/BOUGHT	58,333	108,333	0					
	NET STEP UP - LONG TERM LEASE	77,853	102,436	212,429					
	CASH PAYABLE (RECEIVABLE) FROM CITY - BOG	1,862,865	2,240,682	2,221,437	160,000	160,000	175,000	9	

THE BOARD OF GOVERNORS OF EXHIBITION PLACE
OPERATING BUDGET 2020

PAGE	DEPARTMENT	2016 ACTUAL	2017 ACTUAL	2018 ACTUAL	2019 FORECAST	2019 BUDGET	2020 BUDGET	%Increase	Notes
	EXHIBITION PLACE								
3	REVENUE	21,470,722	25,598,271	26,984,032	26,403,966	26,692,403	26,868,146	1	
3	DIRECT EXPENSES	5,501,986	8,331,979	8,028,006	8,041,968	8,439,966	8,185,272	(3)	
7	OVERHEAD EXPENSES	18,580,486	19,334,517	21,228,354	23,116,659	22,802,381	23,726,525	4	
	INCOME (LOSS) BEFORE DEBT CHARGES	(2,611,751)	(2,068,225)	(2,272,329)	(4,754,661)	(4,549,944)	(5,043,651)	11	
7	INTEREST AND AMORT EXPENSE - ENERGY RETROFIT ASSETS	1,132,777	1,325,364	1,524,939	1,589,300	1,589,300	1,577,731	(1)	
	NET INCOME (LOSS)	(3,744,528)	(3,393,589)	(3,797,268)	(6,343,960)	(6,139,243)	(6,621,382)	8	
	ENERCARE CENTRE								
37	REVENUE	11,200,126	11,112,053	11,507,002	11,865,982	11,867,507	12,218,465	3	
37	DIRECT EXPENSES	4,889,197	5,191,743	5,248,043	5,332,021	5,328,263	5,324,083	(0)	
	NET INCOME LOSS)	6,310,929	5,920,310	6,258,959	6,533,960	6,539,244	6,894,382	5	
	BEANFIELD CENTRE								
44	REVENUE	3,170,277	3,765,109	3,623,154	4,204,609	3,986,310	4,133,776	4	
44	EXPENSES	2,190,353	2,454,403	2,463,361	2,838,931	2,830,632	2,836,137	0	
	CASH FLOW BEFORE INTEREST, AMORT AND TRANSFER	979,924	1,310,707	1,159,793	1,365,678	1,155,678	1,297,640	12	
52	LESS: INTEREST EXPENSES	1,669,001	1,622,704	1,583,572	1,542,530	1,542,530	1,499,517	(3)	
52	LESS: AMORTIZATION EXPENSE	1,931,964	1,931,964	1,931,964	0	0	0	0	
52	LESS: PRINCIPAL REPAYMENT - FCM LOAN	0	0	0	813,889	813,889	854,584	5	
52	LESS: PRINCIPAL REPAYMENT - CITY LOAN	0	0	0	96,758	96,758	99,039	2	
	INCOME (LOSS) BEFORE NAMING FEE	(2,621,042)	(2,243,962)	(2,355,743)	(1,087,500)	(1,297,500)	(1,155,500)	(11)	
44	NAMING FEES REVENUE (ENERCARE & BEANFIELD)	1,052,534	788,074	1,022,360	1,057,500	1,057,500	1,057,500	0	
	NET INCOME (LOSS)	(1,568,508)	(1,455,887)	(1,333,383)	(30,000)	(240,000)	(98,000)	(59)	
44	**TRANSFER FROM (TO) CONFERENCE CENTRE RESERVE**	0	0	0	0	0	0	0	
	NET INCOME (LOSS) AFTER TSF PER FS	(1,568,508)	(1,455,887)	(1,333,383)	(30,000)	(240,000)	(98,000)	(59)	
SUMMARY									
BOG									
	TOTAL REVENUE	36,893,659	41,263,508	43,136,549	43,532,057	43,603,720	44,277,887	2	
	TOTAL EXPENSE	35,895,766	40,192,674	42,008,240	43,372,057	43,443,719	44,102,887	2	
	NET INCOME (LOSS) PER FINANCIAL STATEMENTS - BOG	997,893	1,070,834	1,128,308	160,000	160,000	175,000	9	

THE BOARD OF GOVERNORS OF EXHIBITION PLACE
EXHIBITION PLACE

REVENUE AND EXPENSE SUMMARY

PAGE	DESCRIPTION	2016 ACTUAL	2017 ACTUAL	2018 ACTUAL	2019 FORECAST	2019 BUDGET	2020 BUDGET	%Increase	Notes
	REVENUE								
	RENTAL INCOME - TENANTS	1,044,453	1,174,224	1,180,417	1,432,613	1,467,501	1,487,226	1	1
	MLSE CONTRIBUTION - COCA COLA & BIOSTEEL	1,220,583	1,090,039	1,175,772	1,116,950	1,116,950	1,116,950	0	9
	BMO FIELD GUARANTEE PAYMENT - NET	134,534	138,160	156,789	174,903	175,808	193,379	10	12
	ADDITIONAL RENT - MLSE/COCA COLA COLISEUM - NET	98,000	98,000	98,000	98,000	98,000	98,000	0	2
	SUBTOTAL	2,497,570	2,500,423	2,610,978	2,822,466	2,858,259	2,895,555	1	
	RENTAL INCOME - CNEA EVENT	3,526,480	3,632,274	3,741,242	3,853,479	3,853,479	3,969,083	3	6
	RENTAL INCOME - EVENTS	1,019,435	1,181,090	1,210,680	988,824	988,824	1,027,726	4	3
	ADVERTISING -NET	1,700,361	1,724,622	1,809,820	1,672,444	1,617,008	1,674,280	4	10
42200	CATERING CONCESSIONS	164,316	112,431	98,033	90,000	90,000	97,200	8	5
	SUBTOTAL	8,908,163	9,150,841	9,470,753	9,427,213	9,407,570	9,663,845	3	
	SHOW SERVICES								
	- TENANTS	1,341,416	1,361,206	1,307,572	926,123	1,395,449	937,700	(33)	4
	- CNEA'S WORK ORDERS BILLED	0	3,569,824	3,211,766	3,629,700	3,629,700	3,679,088	1	11
	- EVENTS	1,604,374	1,404,077	1,415,631	1,384,899	1,384,898	1,353,243	(2)	3
	SHOW SERVICES REVENUE	2,945,790	6,335,107	5,934,969	5,940,722	6,410,047	5,970,031	(7)	
5	**PARKING REVENUE**	8,084,271	7,931,563	7,939,614	8,117,000	8,117,000	8,323,000	3	
	SUBTOTAL DIRECT REVENUE	19,938,224	23,417,511	23,345,336	23,484,935	23,934,617	23,956,876	0	
12	- ADMIN MARK UP, INTEREST AND MISC REVENUE	744,634	682,751	1,119,827	636,062	503,800	508,390	1	8
16	- ERP PROJECTS - INCENTIVE RECEIVED	448,526	315,041	249,729	256,000	255,500	256,000	0	
18	- DISTRICT ENERGY SYSTEM - REVENUE	218,284	684,721	1,269,520	1,296,969	1,268,486	1,366,880	8	
19	- NAMING RIGHTS REVENUE - BEANFIELD CENTRE	415,857	352,642	425,000	425,000	425,000	425,000	0	
19	- NAMING RIGHTS EXPENSES & TSF - BEANFIELD CENTRE	(415,857)	(352,642)	(425,000)	(425,000)	(425,000)	(425,000)	0	
	SUBTOTAL OTHER REVENUE	1,411,443	1,682,513	2,639,076	2,189,031	2,027,786	2,131,270	5	
11	- CONTRIBUTION FROM CONF. RESERVE - HOTEL SOIL	0	0	0	0	0	0	0	
11	- CONTRIBUTION FROM SICK BANK/FLEET RESERVES	121,055	498,247	999,620	730,000	730,000	780,000	7	
	SUBTOTAL CONTRIBUTION FROM RESERVES	121,055	498,247	999,620	730,000	730,000	780,000	7	
	TOTAL REVENUE	21,470,722	25,598,271	26,984,032	26,403,966	26,692,403	26,868,146	1	
	EXPENSE								
5	**PARKING EXPENSES**	3,121,443	3,090,665	3,161,031	3,119,394	3,098,475	3,206,260	3	
	SHOW SERVICES EXPENSES								
	- TENANTS	1,164,413	1,221,479	1,178,260	827,019	1,245,936	837,357	(33)	4
	- CNEA'S WORK ORDERS EXPENSE	0	3,196,122	2,880,668	3,240,800	3,240,800	3,284,900	1	11
	- EVENTS	923,522	698,106	647,453	704,805	704,805	704,805	0	3
	- EVENTS PMD COSTS	292,608	125,607	160,594	149,950	149,950	151,950	1	7
	SUB TOTAL SHOW SERVICE EXPENSES	2,380,543	5,241,314	4,866,974	4,922,574	5,341,491	4,979,012	(7)	
	TOTAL DIRECT EXPENSE	5,501,986	8,331,979	8,028,006	8,041,968	8,439,966	8,185,272	(3)	
	PROFIT (LOSS) BEFORE OVERHEAD EXPENSES	15,968,736	17,266,293	18,956,026	18,361,998	18,252,438	18,682,874	2	
7	**OVERHEAD EXPENSES**	19,713,264	20,659,882	22,753,294	24,705,959	24,391,681	25,304,255	4	
	NET OPERATING PROFIT (LOSS)	(3,744,528)	(3,393,589)	(3,797,268)	(6,343,960)	(6,139,243)	(6,621,382)	8	

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

NOTE:

1. Actual/Budget includes % rent from Hotel (annual basic rent is reported in Beanfield on page 44) , QE executive office, Press and Food buildings, estimated rent for Horse Palace & QE former parking service office lease.
HP Animal shelter terminated lease in November 2017
2016 actual rent includes $35,672 for three months rent of QE office in summer.

2. Ex Place services for security monitoring and building operators coverage for night time walk through.

3. Revenue include Food building electrical & mechanical commission starting 2018

4. 2019 forecast/2020 budget decrease to reflect anticipated the use of third parties service providers by tenants. Services ordered from major tenants such as Liberty Grand, TEC, Medieval Times, COCA COLA, Gossip, QET and QE FD

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 for renewal term; first initial term 2013-2016 (4 years).

7. Budget include approx. $50K non-billable to CNE re summer staff tents, water, 3rd party direct charges etc...PMD costs includes additional concessions for Honda Indy services reduction per agreement with Green Savoree up to 2015 event. 2016 includes actual $218K standby electrician/Show tech net subsidized by BOG for 2016 CNE fair.

8. Administrative fee on MLSE for COCA COLA Coliseum, BMO Field, OVO, tenants services and interest revenue.

9. Per contractual arrangement with MLSE/BPC (Sub-lease/Lease), new rate effective July 1, 2015. Includes rent from OVO and West Annex office.

10. Outdoor billboard signage revenue after commission - Per contractual obligations with Bell Media (Gardiner Express Way Billboard-Trivision), (Strachan Billboard - Metro Media/ Astral/Cieslok Media Inc.) and Clear Channel (two billboards).
2018 forecast/2019 budget increase for additional advertising revenue from switching to digital signs.
Bell Media (Astral Media) agreement renewed for 15 years (2009 to 2023). In June 2010 Astral switched to digital retroactively from year 0.

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

12. Minimum guarantee payment from BMO Field is net of City loan repayment.

50-108 PARKING AND TRAFFIC REVENUES AND EXPENSES

ACCT#	ACCOUNT NAME	2016 ACTUAL	2017 ACTUAL	2018 ACTUAL	2019 FORECAST	2019 BUDGET	2020 BUDGET	%Increase	Notes
1-50-108-XXXXX-									
	REVENUE								
	PARKING REVENUE								
40500	ECC EVENTS	3,410,121	3,491,736	3,405,633	3,763,000	3,763,000	3,763,000	0	14
40500	EP EVENTS	839,234	817,733	913,237	673,000	673,000	748,500	11	14
40500	TENANTS, LOTS RENTAL & PERMITS	700,718	594,363	572,580	790,000	790,000	798,000	1	
40501	ONTARIO PLACE EVENTS	558,959	533,243	597,803	545,000	545,000	560,000	3	
	SUB-TOTAL PARKING REVENUE	5,509,032	5,437,075	5,489,254	5,771,000	5,771,000	5,869,500	2	10
40520	COCA COLA COLISEUM - SUBJECT TO REBATE	634,274	529,779	687,237	540,000	540,000	561,000	4	13
40521	BMO FIELD - SUBJECT TO REBATE - TFC	1,047,669	1,065,778	1,001,974	1,000,000	1,000,000	1,065,000	7	7
40522	BMO FIELD - SUBJECT TO REBATE - ARGOS	266,981	280,053	220,134	266,000	266,000	262,500	(1)	7
40599	BMO FIELD - NOT SUBJECT TO REBATE	239,067	177,309	128,582	150,000	150,000	170,000	13	16
40522	BMO FIELD - NOT SUBJECT TO REBATE - ARGOS	14,964	9,194	5,797	10,000	10,000	10,000	0	7
40500	MEDIEVAL TIMES	371,775	430,781	406,638	380,000	380,000	385,000	1	
40525	MISCELLANEOUS PARKING REVENUE	510	1,593	0	0	0	0	0	3
	TOTAL REVENUE	8,084,271	7,931,563	7,939,614	8,117,000	8,117,000	8,323,000	3	10
1-50-108-50108-									
	EXPENSE								
60000	SALARIES - PERMANENT	486,773	548,335	638,792	647,470	647,470	662,634	2	1
60001	BENEFITS - PERMANENT	133,224	139,673	161,809	184,600	184,600	189,596	3	1
60002	SALARIES AND BENEFITS - HOURLY	925,926	795,980	757,039	710,974	703,854	743,108	6	15
61020	SALARY & BENEFITS RECOVERIES FROM CNEA	(41,556)	(39,801)	(39,928)	(43,879)	(43,879)	(44,757)	2	5
60407	PARKING AUDIT	0	0	0	2,000	2,000	2,000	0	
60409	BANK & CREDIT CARD CHARGES/CASH HANDLING	80,848	88,909	115,700	105,521	91,722	108,199	18	
60424	EQUIPMENT RENTALS	2,592	0	80	15,360	15,360	15,360	0	9
60425	EXPENSE ALLOWANCE	2,143	3,097	2,961	2,000	2,000	2,000	0	4
60459	STAFF DEVELOPMENT/TRAINING - UNIONIZED	688	13,015	1,433	2,000	2,000	2,000	0	12
60801	CONTRACT SERVICES	5,914	4,560	5,421	6,000	6,000	6,000	0	8
61037	SECURITY - NET OF RECOVERIES	169,536	125,669	130,795	140,000	140,000	140,000	0	6
61072	P.M.D (SIGNAGES, COIN & CARD PROCESSING MACHINE…)	229,726	288,503	219,173	188,000	188,000	188,000	0	2
61088	ROAD MARKINGS AND SIGN REPAIRS (from 50-323)	8,044	41,082	26,874	40,000	40,000	40,000	0	17
63119	PRINTING & STATIONERY	5,106	12,189	3,864	9,000	9,000	9,000	0	
63126	SUPPLIES & GENERAL	5,176	4,734	5,104	4,000	4,000	4,000	0	
60780	INTEREST EXPENSE - TPA LOAN	0	0	0	25,086	25,086	19,108	(24)	18
69800	AMORTIZATION EXPENSE - NEW TPA SYSTEM	0	0	0	52,262	52,262	52,262	0	18
63127	UNIFORMS	11,138	4,615	5,767	12,000	12,000	12,000	0	
	SUBTOTAL EXPENSES BEFORE REBATES	2,025,279	2,030,558	2,034,884	2,102,394	2,081,475	2,150,510	3	
51000	MEDIEVAL TIMES REBATE	186,528	215,413	203,319	190,000	190,000	192,500	1	11
51004	COCA COLA COLISEUM REBATE	467,580	397,334	515,442	405,000	405,000	420,750	4	11
51005	BMO FIELD REBATE - TFC	354,022	355,223	333,999	333,333	333,333	355,000	7	11
51006	BMO FIELD REBATE - ARGOS	88,035	92,136	73,387	88,667	88,667	87,500	(1)	11
	TOTAL EXPENSES	3,121,443	3,090,665	3,161,031	3,119,394	3,098,475	3,206,260	3	
	NET PROFIT (LOSS)	4,962,828	4,840,899	4,778,583	4,997,606	5,018,525	5,116,740	2	

THE BOARD OF GOVERNORS OF EXHIBITION PLACE
EXHIBITION PLACE

50-108 PARKING AND TRAFFIC REVENUES AND EXPENSES

NOTE:

1. Provision for Merit increase. Cost increases due to increasing needs from clients and new expanded BMO Field. Budget allocated 50% of Director's to Security department 50-500.

2. PMD includes signage, cost of coin and card processing machines. 2017 actual cost was high also due to phase 1 installation of 2.5km bike lanes through ground

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 G4S 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. 2016/2017 actual was high due to there were more TFC games. Budget estimate at 18 regular TFC games

8. For Chubb Door alarm monitoring and Inkas money pick up.

9. Budget estimated maintain wireless connectivity and communication with the TPA network and cost of renting POS machines for 16 booths. Explace purchased of Pay and Display machines in 2013. 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 January 1, 2019 Special Event Rate increase to $35 maximum. Regular parking rate increase by $1

11. Parking Sources Rebates: Medieval (50%), COCA COLA (75%), Stadium (33.33%). Fleet Street (50%) was prior to 2013.

12. Budget provided for training costs for unionized parkers.

13. Budget include Marlies games, concerts and other events at COCA COLA Coliseum. 2018 actuals was higher because there were more Marlies play off games in May(4) a

14. 2016 actuals revenue includes contribution from NBA Allstars Jam Session. Loss from major events (Sportmen's show, Delicious Food Show, Green Living, CGA exams, Print Ontario etc.…)

15. Variable direct wages and benefits associated with revenue. Budget at 8% of gross parking revenue plus one additional term contract Parking Service Rep in order to service increasing needs from clients and new expanded BMO Field.

16. 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

17. Budget includes road markings/signs, bicycle lanes etc…

18. For new TPA system upgrade. Implementation expects to complete in April 2019. 2019/2020 budget estimates per MOU between TPA and BOG dated Jan30, 2019 and term sheets approved by Board December 11, 2017. Assuming to borrow from TPA $783,932 and repay over four years 2019-2022 at prime rate (est. interest rate 3.2%/ann) and the asset has an useful life of 15 years.

19. 2019 forecast/2020 budget estimated at 0.013% of gross parking revenue. 2018 actual was higher due to 2017 retro billing from TPA re mobile payment fee

THE BOARD OF GOVERNORS OF EXHIBITION PLACE
EXHIBITION PLACE

OVERHEAD EXPENSE SUMMARY

PAGE	DEPARTMENT	2016 ACTUAL	2017 ACTUAL	2018 ACTUAL	2019 FORECAST	2019 BUDGET	2020 BUDGET	%Increase	Notes
8	CHIEF EXECUTIVE OFFICER & HR	1,032,460	928,050	1,088,444	1,179,067	1,179,067	1,219,600	3	
9	ARCHIVES & COMMERCIAL RECORDS	505,682	545,680	486,936	599,150	599,150	704,194	18	
10	PURCHASING & STORES	220,904	237,264	218,524	192,470	258,506	212,634	(18)	
11	SICK BANK PAID OUT	0	126,981	206,860	130,000	130,000	180,000	38	
12	FINANCE	2,664,156	2,605,098	3,584,202	3,571,563	3,475,585	3,644,119	5	
14	COMMUNITY GRANTS - IN KIND DONATION	2,680	1,000	1,000	4,000	4,000	4,000	0	
15	OPERATIONS ADMINISTRATION	1,960,129	1,963,505	2,176,399	2,211,867	2,212,867	2,298,081	4	
20	UTILITIES	2,272,526	2,935,890	2,897,297	3,915,244	3,815,244	4,066,751	7	
16	ENERGY RETROFIT ASSETS - ENERGY SAVING BUDGET	0	0	0	(487,000)	(507,648)	(496,522)	(2)	
21	HOUSE KEEPING SERVICE	878,683	882,683	910,945	950,421	950,421	962,253	1	
22	SPECIAL APPROPRIATIONS	711,785	760,132	741,244	1,365,000	1,065,000	1,365,000	28	
23	FACILITY SERVICES	1,852,732	1,885,230	1,847,964	2,156,014	2,156,014	2,218,909	3	
24	LABOUR	382,347	386,889	350,667	467,815	467,815	457,047	(2)	
25	ELECTRICAL	1,072,768	1,188,404	1,061,367	1,127,524	1,137,524	1,147,931	1	
26	ENGINEERING	(8,775)	(12,983)	69,624	93,810	222,322	4,100	(98)	
27	CARPENTRY	702,111	703,280	744,194	722,059	722,659	734,369	2	
28	PAINTING	204,155	241,353	237,692	231,113	231,813	246,626	6	
29	MECHANICAL & GARAGE	377,096	369,527	393,361	417,100	411,800	439,000	7	
30	PLUMBING	698,318	659,815	814,830	815,857	816,657	820,551	0	
31	HVAC	867,247	796,728	924,639	933,507	933,507	939,826	1	
32	PRODUCTION SERVICE	123,491	110,252	75,175	132,460	132,460	133,879	1	
33	SECURITY & COMMUNICATIONS	1,691,513	1,632,351	1,604,231	1,787,619	1,785,619	1,824,177	2	
11	HOTEL SOIL REMOVAL/ECC WASHROOM RENOVATIN- 2013-2015	51,954	0	0	0	0	0	0	2
11	FLEET & EQUIPMENTS PURCHASES	121,055	371,266	792,760	600,000	600,000	600,000	0	
34	PRESS & FOOD BUILDINGS EXP. - NON RECOVERABLE	89,301	16,121	0	0	2,000	0	(100)	1
	WELDING	57,843	0	0	0	0	0	0	
	CREATIVE SERVICES - SIGN SHOP	48,325	0	0	0	0	0	0	
	SUBTOTAL BEFORE ERP INTEREST AND AMORT	18,580,486	19,334,517	21,228,354	23,116,659	22,802,381	23,726,525	4	
16-17	ENERGY EFFICIENCY - INTEREST & DEPRECIATION	770,515	781,216	773,828	763,148	763,148	752,522	(1)	
18	DISTRICT ENERGY SYSTEM - COSTS	362,262	544,148	751,112	826,151	826,151	825,209	(0)	
	SUBTOTAL - ERP PROJECT EXPENSE	1,132,777	1,325,364	1,524,939	1,589,300	1,589,300	1,577,731		
	TOTAL EXPENSES	19,713,264	20,659,882	22,753,294	24,705,959	24,391,681	25,304,255	4	

NOTE:

1. During the initial term 2013-2016 per agreement PMP (Labour, materials) and utilities (hydro, gas, water) costs to maintain Press building are assumed by BOG, thus not charged CNEA . Hydro (approx. 440,000 kwh), consumer gas (approx12,000 m3) , water (approx. 6,300 m3 in 2010).

2. Amounts funded from Conference Centre Reserve Fund and current year operating; in addition to capital funding

THE BOARD OF GOVERNORS OF EXHIBITION PLACE
OVERHEAD

50-100 CHIEF EXECUTIVE OFFICER

ACCT#	ACCOUNT NAME	2016 ACTUAL	2017 ACTUAL	2018 ACTUAL	2019 FORECAST	2019 BUDGET	2020 BUDGET	%Increase	Notes
1-50-100-50100-									
	EXPENSE								
60000	SALARIES - PERMANENT	544,305	564,126	546,699	611,591	611,591	641,331	5	1
60001	BENEFITS - PERM	160,827	145,926	150,795	181,190	181,190	189,896	5	1
60002	SALARY TEMPORARY - HR SUMMER OFFICE	3,119	27,062	64,614	54,036	54,036	56,123	4	9
60404	ADVERTISING -JOBS POSTING	7,071	1,721	1,846	3,000	3,000	3,000	0	8
60417	CONSULTANTS FEES	172,935	58,319	158,617	110,000	110,000	110,000	0	4
60418	MEETING CONVENTIONS & TRAVEL	8,266	7,173	8,603	18,000	18,000	18,000	0	2
60420	CORPORATE ENTERTAINMENT	0	0	0	2,000	2,000	2,000	0	
60421	CORPORATE PLANNING - BOG ONLY	48,575	43,596	40,826	62,000	62,000	62,000	0	3
60425	EXPENSE ALLOWANCES	4,101	977	3,311	5,600	5,600	5,600	0	
60439	MEMBERSHIPS	2,355	1,916	3,062	3,150	3,150	3,150	0	5
60445	PRESENTATIONS/PROMOTION	0	0		1,500	1,500	1,500	0	
60459	STAFF TRAINING AND DEVELOPMENT	78,795	75,073	109,031	123,000	123,000	123,000	0	6
63119	PRINTING	0	0	0	1,000	1,000	1,000	0	
63126	SUPPLIES & GENERAL	2,111	2,161	1,040	3,000	3,000	3,000	0	7
	TOTAL EXPENSE	1,032,460	928,050	1,088,444	1,179,067	1,179,067	1,219,600	3	

NOTE:

1. Provision for Merit increase.
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, COCA COLA, 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, Toronto Board of Trade, Composing Council, Recycling Council, Canadian Green Building Council etc...2018 cost includes Rowan Williams Davies and Irwin for ECC LEED consulting. (total $96K; splited 50-100 and 50-301).
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. 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	2016 ACTUAL	2017 ACTUAL	2018 ACTUAL	2019 FORECAST	2019 BUDGET	2020 BUDGET	%Increase	Notes
1-50-104-50104-									
	EXPENSE								
60000	SALARIES - PERMANENT	402,810	304,268	226,342	254,793	254,793	250,570	(2)	1
60001	BENEFITS - PERM	87,592	75,060	64,050	73,077	73,077	72,281	(1)	1
60002	SALARIES & BENEFITS - TEMPORARY	16,946	19,619	21,607	23,399	23,399	24,000	3	5
60422	DOORS OPEN TORONTO	0	1,000	2,061	2,000	2,000	2,000	0	2
60424	EQUIPMENT RENTAL	80,719	65,141	55,249	80,000	80,000	80,000	0	14
60425	EXPENSE ALLOWANCES	146	107	46	1,000	1,000	1,000	0	3
60428	FLOWERS	1,537	293	1,378	1,000	1,000	1,000	0	
60439	MEMBERSHIPS	934	961	789	1,200	1,200	1,200	0	4
60801	FREEDOOM OF INFORMATION & PRIVACY IMPACT ASSESSI	0	0	0	25,000	25,000	25,000	0	13
60461	TELECOMMUNICATIONS	37,717	45,562	45,710	45,000	45,000	45,000	0	11
60800	CONTRACT STAFF - CORP SEC SERVICE	0	60,000	60,750	64,771	64,771	177,396	174	15
61072	P.M.D	10,698	10,560	5,580	10,000	10,000	10,000	0	6
63118	POSTAGE & COURIER	10,949	3,741	2,460	11,000	11,000	8,000	(27)	12
63119	PRINTING & STATIONERY	34	0	33	750	750	750	0	7
63126	SUPPLIES & GENERAL	10,054	5,197	9,534	15,000	15,000	15,000	0	8
61020	RECOVERIES FROM CNEA	(154,453)	(45,830)	(8,653)	(8,840)	(8,840)	(9,003)	2	9
	TOTAL EXPENSES	505,682	545,680	486,936	599,150	599,150	704,194	18	
	REVENUE								
49033	ARCHIVES REVENUE - GHOST/BOOKS/WORKSHOP/GRANT	0	0	0	0	0	0	0	10
	TOTAL REVENUE	0	0	0	0	0	0	0	
	NET EXPENDITURES	505,682	545,680	486,936	599,150	599,150	704,194	18	

NOTE:

1. Provision for Merit increase. 2020 budget adjust to reflect lower cost for one full time Senior Archivist in exchange of one full time manager per Board approved revised org chart in Feb 2018
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 prior to 2018
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.
7. Expenses related to brochures for R&A Programs/Events.
8. Expenses re Records Program (files, boxes, main. agreement, misc.) & labour to move records to Records Centre. Budget includes annual maintenance agreement with
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 (service provided by City of Toronto) & Courier services for Corp Sec. 2017 actual cost was low because of lower volume
13. Privacy Impact Assessment and Freedom of Information service per City SLA
14. Photocopiers rental
15. 2020 budget provide one additional full time Corporate Secretary Administrator. Additional cost is absorbed by saving from department 50-106

THE BOARD OF GOVERNORS OF EXHIBITION PLACE
OVERHEAD

50-106 PURCHASING DEPARTMENT EXPENSE

ACCT#	ACCOUNT NAME	2016 ACTUAL	2017 ACTUAL	2018 ACTUAL	2019 FORECAST	2019 BUDGET	2020 BUDGET	%Increase	Notes
1-50-106-50106-									
	EXPENSE								
60000	SALARIES - PERMANENT	151,552	166,897	162,633	132,613	183,924	148,321	(19)	1
60001	BENEFITS - PERM	47,480	48,800	38,232	38,057	52,782	42,513	(19)	1
60436	MANAGEMENT FEES - "CITY"	20,000	18,564	17,128	20,000	20,000	20,000	0	2
60439	MEMBERSHIPS	0	0	0	0	0	0	0	
63119	PRINTING & STATIONERY	627	2,390	52	1,200	1,200	1,200	0	
63126	SUPPLIES & GENERAL	1,245	612	480	600	600	600	0	
	TOTAL EXPENSE	220,904	237,264	218,524	192,470	258,506	212,634	(18)	

NOTE:

1. Provision for Merit increase. 2019 forecast/2020 budget adjust to reflect the revised pay grade for the new hire and staff reorganization.
2. Fees required for "City" purchasing shared services. Anticipated additional cost for Wage Fair approx. $1,900/ann

THE BOARD OF GOVERNORS OF EXHIBITION PLACE
OVERHEAD

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

ACCT#	ACCOUNT NAME	2016 ACTUAL	2017 ACTUAL	2018 ACTUAL	2019 FORECAST	2019 BUDGET	2020 BUDGET	%Increase	Notes
1-50-109-50109-									
REVENUE									
42310	CONTRIBUTION FROM CCRF	**0**	**0**	**0**	**0**	**0**	**0**	**0**	1
	SUBTOTAL - CONTRIBUTION FROM CONF. RESERVE FUND	**0**	**0**	**0**	**0**	**0**	**0**	**0**	
42320	CONTRIBUTION FROM SICK BANK RESERVE	**0**	**126,981**	**206,860**	**130,000**	**130,000**	**180,000**	**38**	2
42330	CONTRIBUTION FROM FLEET RESERVES	**121,055**	**169,122**	**231,329**	**400,000**	**400,000**	**400,000**	**0**	4
42340	CONTRIBUTION FROM EQUIPMENT RESERVES	**0**	**202,143**	**561,431**	**200,000**	**200,000**	**200,000**	**0**	6
	CONTRIBUTE FROM ENVIRONMENTAL PROTECTION RESERVE	**83,122**	**50,000**	**25,000**	**0**	**0**	**0**	**0**	3
	SUBTOTAL - CONTRIBUTION FROM RESERVES	**204,177**	**548,247**	**1,024,620**	**730,000**	**730,000**	**780,000**	**7**	
	TOTAL CONTRIBUTION FROM RESERVES	**204,177**	**548,247**	**1,024,620**	**730,000**	**730,000**	**780,000**	**7**	
EXPENSES									
60001	SICK BANK PAID OUT EXPENSE	**0**	**126,981**	**206,860**	**130,000**	**130,000**	**180,000**	**38**	2
63010	FLEET PURCHASES	**121,055**	**169,122**	**231,329**	**400,000**	**400,000**	**400,000**	**0**	4
63101	EQUIPMENTS PURCHASES	**0**	**202,143**	**561,431**	**200,000**	**200,000**	**200,000**	**0**	6
61056	HOTEL SOIL REMOVAL /ECC WASHROOM RENOVATION	**51,954**	**0**	**0**	**0**	**0**	**0**	**0**	5
	TREE PLANTING EXPENSE - RECOVERABLE	**83,122**	**50,000**	**25,000**	**0**	**0**	**0**	**0**	3
	NET WITHDRAWALS FROM RESERVES	**(51,954)**	**0**	**0**	**0**	**0**	**0**	**0**	7

NOTE:

1. Actual expense and transfer from CCRF as per Council approvals for soil removal from hotel site (2013-2015); ECC washroom renovation (2014) for partially cover the lost of Sportsmen's Show due to City's gun policy (2010-2012)$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; Estimated cost for anticipated actual staff retirement. (City's fund account # XR1007). 100% reimbursed from Sick Bank Reserve.
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). From 2019 forward cost will be fully absorbed by Exhibition Place's operation, under department 50-310.
4. Budget per city's directive; amount was based on anticipated fleets purchase. 100% of cost is reimbursed from Fleet Reserve (City's fund account # XQ1702).
5. Costs hotel soil removal (2013-2015) and Enercare Centre washroom renovation (2014) that were funded by operating and CCRF
6. Forecasted portable equipments replacement costs, 100% will be funded from Equipment Reserve (City's fund account #XQ1902)
7. Additional hotel contaminated soil removing cost not funded by CCRF, thus paid by operating funds

THE BOARD OF GOVERNORS OF EXHIBITION PLACE
OVERHEAD

50-116 CHIEF FINANCIAL OFFICER & CORPORATE SECRETARY

ACCT#	ACCOUNT NAME	2016 ACTUAL	2017 ACTUAL	2018 ACTUAL	2019 FORECAST	2019 BUDGET	2020 BUDGET	%Increase	Notes
1-50-116-50116-									
	EXPENSE								
60000	SALARIES - PERMANENT	1,104,658	1,175,328	1,305,169	1,392,428	1,392,428	1,425,560	2	1
60001	BENEFITS - PERM	319,729	313,455	365,886	401,634	401,634	412,407	3	1
60002	SALARIES & BENEFITS - HOURLY	138,345	93,283	52,254	0	0	0	0	18
60003	BENEFITS - RETIREES & LTD EMPLOYEES	128,245	131,562	145,945	150,000	150,000	180,000	20	8
60008	STAFF GAPPING	0	0	0	0	(181,050)	(181,050)	0	2
60407	AUDIT	32,610	41,090	41,000	40,000	40,000	40,000	0	14
60408	BAD DEBTS	209,841	0	9,903	18,000	18,000	18,000	0	
60409	BANK FEES & CREDITCARD DISCOUNT	455	177	300	2,500	2,500	2,500	0	10
60418	CONVENTIONS & MEETINGS - BOG ONLY	12,954	11,309	14,369	12,000	12,000	12,000	0	16
60423	DUES AND SUBSCRIPTIONS	1,663	927	3,738	2,200	2,200	2,200	0	9
60425	EXPENSE ALLOWANCES	1,505	1,634	632	1,000	1,000	1,000	0	
60430	INSURANCE - GENERAL LIABILITY	0	0	795	11,515	11,515	11,515	0	19
60433	INSURANCE/LIABILITY - BOG	449,479	458,498	458,498	458,498	458,498	458,498	0	3
60434	LEGAL FEES	530,961	494,024	442,138	540,000	540,000	540,000	0	17
60437	MEALS AND ENTERTAINMENT	359	327	225	400	400	400	0	
60444	PAYROLL PROCESSING COSTS - ADP	84,911	88,876	81,694	195,000	195,000	195,000	0	15
60447	PROFESSIONAL FEES	4,668	5,464	3,210	5,000	5,000	5,000	0	11
60800	SALARIES & BENEFITS - CITY SHARED SERVICE	140,154	143,224	136,054	137,755	146,827	142,456	(3)	4
63001	SMALL EQUIPMENT	0	0	0	300	300	300	0	
63119	PRINTING & STATIONERY	2,145	3,657	1,941	3,000	3,000	3,000	0	
63126	SUPPLIES & GENERAL	10,063	7,113	14,397	7,000	7,000	7,000	0	
69003	LIABILITY CONTRIBUTION	(648,930)	(413,107)	(213,130)	(250,000)	(274,000)	(250,000)	(9)	
69800	AMORTIZATION EXPENSE	43,332	43,332	43,332	43,333	43,333	43,333	0	12
69902	LABOUR MATTERS	0	0	721,484	0	0	0	0	
69901	SICK BANK - CITY CONTRIBUTION	50,000	50,000	50,000	50,000	50,000	50,000	0	
69903	WSIB EXPENSE	164,959	140,584	129,330	350,000	450,000	450,000	0	
	E.I STUDY	0	0	0	0	0	75,000	0	5
	SUBTOTAL EXPENSE-BEFORE PSAB & ASSETS TRANSFERS	2,782,107	2,790,758	3,809,165	3,571,563	3,475,585	3,644,119	5	
69900	EMPLOYEE VAC/SICK/ACTUARIAL BENEFITS LIAB.	(117,951)	(185,660)	(224,963)	0	0	0	0	13
	TOTAL EXPENSE	2,664,156	2,605,098	3,584,202	3,571,563	3,475,585	3,644,119	5	
	REVENUE								
42400	DISCOUNTS & COMMISSIONS	100	684	1,128	100	100	100	0	
49033	MISCELLANEOUS REVENUE	316,298	372,093	941,085	307,262	175,000	175,590	0	6
49034	COCA COLA 12% MARKUP	216,636	142,637	101,371	151,000	151,000	153,000	1	7
49035	BMO FIELD 12% MARKUP	209,826	164,739	75,697	175,000	175,000	177,000	1	7
49035	OVO 12% MARKUP	1,774	2,598	546	2,700	2,700	2,700	0	
	SUBTOTAL REVENUE	744,634	682,751	1,119,827	636,062	503,800	508,390	1	
	NET PROFIT (LOSS)	(1,919,522)	(1,922,347)	(2,464,375)	(2,935,501)	(2,971,785)	(3,135,729)	6	

THE BOARD OF GOVERNORS OF EXHIBITION PLACE
OVERHEAD

50-116 CHIEF FINANCIAL OFFICER & CORPORATE SECRETARY

NOTE:

1. Provision for Merit increase. From 2018/2019 cost increase due to change in responsibilities of Director of Accounting Services (was Accounting Manager) and to provide for additional full time SFA and ASR in exchange of one full time manager per Board approved revised org chart in Feb 2018
2. Budgeted Gapping at $181,050 per city directive. Prior to 2012, $18,950 was budgeted under CNEA department 10-200.
3. Budget doesn't include 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. 2019 forecast/2020 budget decrease due to lower rates paid to new hire.
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, sales of Electrical assets to third party, sales of train to CNE etc…
7. Budget decrease to reflect actual experience. Forecast decrease due to use of 3rd parties for cleaning service
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.
8. Budget increase for anticipated more staff are retiring. Benefits for retirees and for employees on LTD. Also, 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 CPA professional dues for CFO & Corp Sec, Accounting Service Director, Senior Financial Analysts, 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. 2020 budget include internal + external audit fee. For external audit fee uses previous year Letter from City of Toronto dated April 10, 2015 for four years 2015-2019.
15. ADP processing costs is at $0.10 GLI plus $1.47 base per control plus per employee (189 bi-weekly; 36 weekly); $3.00 WFN HR per employee per month. 2019/2020
16. Expenses related to meetings/sessions of the Board.
17. City of Toronto Legal invoices for CNEA, unions, Raptor, hotel, events and naming sponsorship negotiations etc...
18. 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
19. Budget provide for deductible insurance per memo from City Executive Director of CFD dated June 8, 2017

50-201 COMMUNITY GRANTS

ACCT#	ACCOUNT NAME	2016 ACTUAL	2017 ACTUAL	2018 ACTUAL	2019 FORECAST	2019 BUDGET	2020 BUDGET	%Increase	Notes
1-50-201-50201-									
	EXPENSE								
69001	COMMUNITY GRANTS - IN KIND DONATION	**2,680**	**1,000**	**1,000**	**4,000**	**4,000**	**4,000**	**0**	1
	TOTAL EXPENSE	**2,680**	**1,000**	**1,000**	**4,000**	**4,000**	**4,000**	**0**	

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

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301 - OPERATIONS ADMINISTRATION EXPENSES

ACCT#	ACCOUNT NAME	2016 ACTUAL	2017 ACTUAL	2018 ACTUAL	2019 FORECAST	2019 BUDGET	2020 BUDGET	%Increase	Notes
1-50-301-50301-									
	EXPENSE								
60000	SALARIES - PERMANENT	**1,372,406**	**1,322,673**	**1,451,835**	**1,509,597**	**1,509,597**	**1,537,851**	**2**	1
60001	BENEFITS - PERM & CONTRACT	**339,551**	**332,453**	**369,462**	**433,730**	**433,730**	**443,643**	**2**	1
60002	SALARIES AND BENEFITS - HOURLY	**4,932**	**7,178**	**22,790**	**0**	**0**	**0**	**0**	
60417	CONSULTANTS FEES	**8,529**	**2,661**	**55,812**	**10,000**	**10,000**	**55,000**	**450**	6
60424	EQUIPMENT RENTAL	**97**	**3,896**	**681**	**3,000**	**4,000**	**4,000**	**0**	8
60425	EXPENSE ALLOWANCES FOR ALL TRADES	**2,339**	**2,867**	**3,986**	**3,000**	**3,000**	**3,000**	**0**	
60439	MEMBERSHIPS/DUES & SUBSCRIPTIONS	**4,853**	**5,322**	**5,680**	**6,822**	**6,822**	**6,822**	**0**	9
60451	SAFETY EQUIPMENT	**6,241**	**7,963**	**6,686**	**8,000**	**8,000**	**8,000**	**0**	5
60459	STAFF DEVELOPMENT/TRAINING - UNIONIZED	**20,850**	**17,155**	**36,228**	**20,800**	**20,800**	**20,800**	**0**	7
60800	CONTRACT STAFF	**47,367**	**48,732**	**49,835**	**43,669**	**43,669**	**45,716**	**5**	2
61046	HARD LANDSCAPING	**132,780**	**194,948**	**149,456**	**150,000**	**150,000**	**150,000**	**0**	3
61102	TREE MAINTENANCE	**83,122**	**50,000**	**0**	**0**	**0**	**0**	**0**	4
61103	CONTRIBUTE FROM ENVIRONMENTAL PROTECTION RESERVE	**(75,000)**	**(50,000)**	**0**	**0**	**0**	**0**	**0**	4
63126	SUPPLIES & GENERAL	**5,990**	**8,994**	**2,741**	**7,599**	**7,599**	**7,599**	**0**	
63127	UNIFORMS	**6,070**	**8,662**	**21,207**	**15,650**	**15,650**	**15,650**	**0**	10
	TOTAL EXPENSE	**1,960,129**	**1,963,505**	**2,176,399**	**2,211,867**	**2,212,867**	**2,298,081**	**4**	

NOTE:

1. Provision for Merit increase. Budget for one full time stand-by Operator for the District Energy System is provided under department 50-303 on page 18, additional cost is absorbed by the savings from the elimination of one full time position providing Electrical Service to clients in 2015
2. Provision for merit adjustment. Budget provided for one full time Energy Management Facilitator
3. Paving, asphalt, concrete. Increase due to emergency and safety paving repairs will no longer be provided for in Capital as done previously.
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 and funded under department 50-310
5. Includes amount transferred from HR - department 50-107 in 2013/2014
6. 2020 budget provides 10k for normal projects consultant expenses, 30k for LEED Feasibility Study for Beanfield centre and 15k for PMP Optimization. 2018 cost was high because it includes partial of Rowan Williams Davies and Irwin for ECC LEED consulting. (total $96K; splited 50-100 and 50-301).
7. Budget provided for training cost for trades, including ARC flash training for HVAC. Training cost for District Energy System is provided under department 50-303. 2019 budget includes System Optimization training.
8. Cost increase for golf carts rental
9. 2019/2020 cost increase to include FMA and one additional PMI membership
10. Uniforms for Operation staff including Electrical Arch flash uniforms and HVAC safety uniforms

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50-303 ENERGY EFFICIENCY - SELF SUFFICIENCY PROJECTS

ACCT#	ACCOUNT NAME	2016 ACTUAL	2017 ACTUAL	2018 ACTUAL	2019 FORECAST	2019 BUDGET	2020 BUDGET	%Increase	Notes
EXPENSES									
1-50-303-50303-									
	INTEREST EXPENSE								
60780	TRIGENERATION PROJECT - ECC	159,410	154,250	150,703	143,238	143,238	135,400	(5)	2
60780	PHOTOVOLTAIC - HORSE PALACE 100 KwH	13,901	13,387	12,846	12,278	12,278	11,681	(5)	3
60780	FIVE BUILDING RETROFIT- QE, GS, EA, HP, BLC	5,463	1,429	512	0	0	0	0	4
60780	ECC HALLS LIGHTING RETROFIT - ECC	3,951	305	0	0	0	0	0	1
60780	ECC HALLS LED LIGHT - 2015/2016	20,727	18,853	16,914	14,922	14,922	12,877	(14)	10
60780	BACK PRESSURE TURBINE, LED PATHWAY	25,215	23,952	22,625	21,230	21,230	19,765	(7)	5
60780	BOILERS REPLACEMENT & VARIOUS LIGHTING RETROFIT	37,276	36,625	35,945	35,235	35,235	34,492	(2)	6
60780	MULTIPLE ERP, EAST ANNEX PV(150kW) & WEST HP PV(100kW) (FIT)	22,526	19,140	15,581	11,841	11,841	7,910	(33)	8
	SUBTOTAL INTEREST EXPENSES	288,471	267,942	255,127	238,744	238,744	222,124	(7)	
1-50-303-50303-									
	AMORTIZATION EXPENSE								
69880	TRIGENERATION PROJECT - 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	53,333	0	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	26,067	52,133	52,133	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	(131,612)	(126,449)	(121,022)	(115,319)	(115,319)	(109,325)	(5)	
	SUBTOTAL PRINCIPAL/AMORTIZATION EXPENSE	482,044	513,274	518,701	524,404	524,404	530,398	1	
	TOTAL INTEREST AND AMORTIZATION EXPENSE - [A]	770,515	781,216	773,828	763,148	763,148	752,522	(1)	
REVENUE									
1-50-303-50303-									
	INCENTIVE RECEIVED								
49910	TRIGENERATION PROJECCT - ECC (DR3)	81,204	0	0	0	0	0	0	2
49920	EAST HORSE PALACE PV 100 Kw - FIT	39,306	44,431	41,836	45,000	45,000	45,000	0	3
49930	FIVE BUILDING RETROFIT - QE, GS, EA, HP, BLC	0	0	0	0	0	0	0	
49950	WEST HORSE PALACE PV(100kW) PV - FIT	93,279	84,387	85,675	85,000	85,000	85,000	0	8
49960	EAST ANNEX(150kW) PV - FIT	143,828	124,795	115,957	120,000	120,000	120,000	0	8
49970	PV - BETTER LIVING CENTRE - RENT & ROYALTIES	6,588	5,650	6,261	6,000	5,500	6,000	9	
49970	OTHER ERP PROJECTS (OPERATIONAL SAVING/ADJ)	84,320	55,778	0	0	0	0	0	
	SUBTOTAL INCENTIVE RECEIVED	448,526	315,041	249,729	256,000	255,500	256,000	0	
	PROFIT (LOSS) BEFORE ENERGY SAVING	(321,989)	(466,175)	(524,099)	(507,148)	(507,648)	(496,522)	(2)	
1-50-303-00000-									
	ENERGY SAVINGS (REFLECTED IN REDUCTION OF HYDRO/GAS EXPENSE)								
	TRIGENERATION PROJECT - ECC - NET SAVINGS	0	0	0	0	0	0	0	2
	EAST HORSE PALACE PV 100 Kw - FIT	7,728	8,283	7,868	11,000	11,000	11,000	0	3
	FIVE BUILDING RETROFIT - QE, GS, EA, HP, BLC	253,354	258,421	263,590	250,000	250,000	259,522	4	4
	LIGHTING RETROFIT - ECC (LED STARTED 2015/2016)	113,696	121,155	124,390	120,000	120,000	120,000	0	1
	LED PATHWAY LIGHTING	1,989	1,982	1,865	2,000	2,000	2,000	0	5
	BOILERS REPLACEMENT & VARIOUS LIGHTING RETROFIT	80,017	98,000	0	0	81,000	0	(100)	6
	PRESS BUILDING GEOTHERMAL	20,289	22,105	15,900	24,000	24,000	24,000	0	7
	UNDERGROUND PARKING LIGHTING CONTROL	43,199	39,441	39,188	40,000	40,000	40,000	0	
	EAST ANNEX(150kW)	27,498	22,387	19,960	24,000	24,000	24,000	0	8
	WEST HP(100kW) PV	18,786	15,589	15,658	16,000	16,000	16,000	0	8
	VARIATIONS ADJUSTMENT - PRODUCTION/TEMPERATURE	0	0	0	0	(60,352)	0	(100)	
	SUBTOTAL ENERGY SAVING	566,556	587,363	488,418	487,000	507,648	496,522	(2)	
	TOTAL ENERGY SAVING/INCENTIVE RECEIVED - [B]	1,015,081	902,404	738,147	743,000	763,148	752,522		
	SAVING RESIDUAL (DEFFICIENCY) - [B] - [A]	244,566	121,188	(35,681)	(20,148)	0	0		

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

NOTES:	Amount	Interest rate	Sources		Commence	End	YR
1. LIGHTING RETROFIT - ECC	$ 722,880	Blended	City ERP		2008	2017	10
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%).	77,120		Grant - THESL				
	800,000						
1A. LED LIGHTING RETROFIT 2015 - ECC HALLS A, B, C, D & HC							
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%.	782,000	2.70%	BBP Capital/Other		2016	2025	10
	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.	2,325,000	5.00%	CITY ERP		2008	2032	27
	744,000	6.06%	TAF		2007	2017	10
	1,075,000	2.34%	FCM		2008	2017	10
	256,000		Grant - THESL				
	4,400,000						
3. PHOTOVOLTAIC - EAST HORSE PALACE	600,000	0%	BPP - LRRF		2007	2030	25
BPP is non-interest bearing loan. In 2009 discount rate of 5% to compute present value of BPP loan as per E&Y.	250,000		Grant-FCM				
	250,000		Grant-TAF				
	1,100,000						
4. FIVE BUILDINGS RETROFIT (QE, GS, EA, HP, BLC)	1,353,692	Blended	CITY ERP		2008	2018	10
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%).	131,505		Grant - TAF				
	15,168		Grant - OTHER				
	1,500,365						
5. BACK PRESSURE TURBINE; LED PATHWAY	1,000,000	0%	TGEF		2010	2030	20
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.	345,000		Grant-FCM				
	1,005,000		Capital/Other				
	2,350,000						
6. BOILERS REPLACEMENT AND VARIOUS LIGHTING RETROFIT	716,250	4.50%	CITY ERP		2009	2037	29
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. From 2018 energy saving is reported as part of the District Energy	238,750	2.00%	City-FCM (pending)		2009	2021	13
	955,000						
7. PRESS BUILDING-GEOTHERMAL	328,000		Other /TGEF				
Originally $328,000 of the project costs was supposed to be funded by Toronto Green Energy Fund.	147,000		Grant-TAF				
	275,000		Capital/Other				
	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	890,000	0.00%	BBP		2012	2022	10
	6,060,832		Capital/Other				
	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 COCA COLA Coliseum, Coliseum Complex, Enercare Centre, and BEANFIELD Centre, in the form of a district energy system .	4,500,000	2.70%	CITY ERP		2017	2026	10
	4,500,000						
TOTAL LOANS ADVANCE RECEIVED	**14,947,572**						

50-303 ENERGY EFFICIENCY - SELF SUFFICIENCY PROJECTS - DISTRICT ENERGY SYSTEM PERFORMANCE

ACCT#	ACCOUNT NAME	2016 ACTUAL	2017 ACTUAL	2018 ACTUAL	2019 FORECAST	2019 BUDGET	2020 BUDGET	%Increase	Notes
1-50-303-50303									
	REVENUE								
49990	DISTRICT ENERGY SYSTEM - CAPACITY CHARGE	203,627	408,964	410,682	412,325	412,242	413,974	0	3
49991	ENERGY PRODUCTION - ELECTRICITY (HOTEL & ECC) - DES	14,280	71,250	530,870	643,444	643,444	662,906	3	2
49992	ENERGY SOLD - HOT WATER - DES	377	126,054	188,681	131,200	131,200	150,000	14	9
49993	ENERGY SOLD - CHILLED WATER - DES	0	78,452	139,287	110,000	81,600	140,000	72	9
	TOTAL REVENUE	218,284	684,721	1,269,520	1,296,969	1,268,486	1,366,880	8	
	EXPENSES								
60000	SALARY - PERMANENT	0	83,856	79,344	92,738	92,738	93,908	1	1
60001	BENEFITS - PERMANENT	0	23,986	22,692	26,301	26,301	26,720	2	1
60459	STAFF TRAINING	0	0	1,600	5,000	5,000	5,000	0	
60252	NET OF FUEL COST FOR ENGINE (NATURAL GAS)	2,818	43,382	134,140	216,360	216,360	223,000	3	4
60801	SERVICE CONTRACTOR - ENGINE MAINTENANCE	11,839	55,039	186,434	73,431	73,431	76,000	3	7
61036	REPAIR AND MAINTENANCE - TIME AND MATERIAL - IN HOUSE	0	0	148	89,000	89,000	89,000	0	5
63117	PETROLEUM PRODUCTS	0	0	0	8,000	8,000	8,000	0	8
60780	INTEREST EXPENSE - ACCRUAL	122,606	112,884	101,753	90,321	90,321	78,581	(13)	6
69880	ASSET AMORTIZATION	225,000	225,000	225,000	225,000	225,000	225,000	0	6
	TOTAL EXPENSE	362,262	544,148	751,112	826,151	826,151	825,209	(0)	
	NET PROFIT (LOSS) FROM PROJECT	(143,979)	140,573	518,408	470,818	442,335	541,671	22	
	PRINCIPAL REPAYMENT - CITY LOAN	0	402,332	413,195	424,351	424,351	435,809		

NOTE:

1. One full time stand-by Operator per FVB's pro forma. Budget provided for 50% of grade 6 Building Operator and 50% of Electrical Service Coordinator. Additional cost is absorbed by the savings from the elimination of one full time position providing Electrical Service to clients in 2015
2. Budget estimated electricity production that is sold to Hotel and used by ECC (net of incremental cost for equipment efficiency subsidiary) at 40% of FVB's proforma November 30, 2013. Hotel opened in April 2018
3. Capacity charge per contract.
4. Estimated cost at 40% of FVB's proforma November 30, 2013
5. Budget estimated R&M cost per FVB proforma (i.e. 2% of capital cost). In house labour and materials
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 COCA COLA Coliseum, Coliseum Complex, Enercare Centre, and BEANFIELD Centre, in the form of a district energy system .
7. 2020 estimated cost at 40% of FVB's proforma November 30, 2013. 2017/2018 Actual includes annual contract and service calls performed by Toromont
8. 2020 budget estimated for petroleum used by the Co-Gen
9. Budget adjust to reflect 2018 experience.

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	2016 ACTUAL	2017 ACTUAL	2018 ACTUAL	2019 FORECAST	2019 BUDGET	2020 BUDGET	%Increase	Notes
1-50-304-50304-									
	REVENUE								
49041	NAMING FEE	415,857	352,642	425,000	425,000	425,000	425,000	0	2
	EXPENSE								
60205	RE-BRANDING INCLUDING BUILDING SIGNAGE	2,417	209,415	32,199	0	0	0	0	
60200	COMMISSION	24,000	28,333	42,500	42,500	42,500	42,500	0	
60201	ADMINISTRATIVE COSTS	20,850	0	2,941	0	0	0	0	
60202	PRODUCTION EXPENSE	0	50	0	0	0	0	0	
		47,267	237,798	77,640	42,500	42,500	42,500	0	
	NET INCOME (LOSS)	368,590	114,844	347,360	382,500	382,500	382,500	0	
60203	TRANSFER TO CITY OBLIGATORY RESERVE FUND	(368,590)	(114,844)	(347,360)	(382,500)	(382,500)	(382,500)	0	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. In March 2017, due to the delay in installing the signage Beanfield requested an extension of the contract starting from March 1, 2017 to May 8, 2017.
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
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50-305 UTILITIES EXPENSES

ACCT#	ACCOUNT NAME	2016 ACTUAL	2017 ACTUAL	2018 ACTUAL	2019 FORECAST	2019 BUDGET	2020 BUDGET	%Increase	Notes
1-50-305-50305-									
	EXPENSE								
	HYDRO								
60255	HYDRO - ALL PROGRAMS	5,770,820	6,092,645	5,584,181	6,818,604	6,743,604	6,985,111	4	1,2
60255	HYDRO - ENERGY INITIATIVE SAVINGS - ERP	0	0					0	4
60256	HYDRO - CNEA RECOVERY-REMAINING LOCATION	(533,536)	(398,867)	(379,343)	(415,000)	(415,000)	(423,000)	2	
60257	HYDRO - CNEA RECCOVERY-ECC LOCATION	(232,898)	(238,820)	(220,606)	(248,000)	(248,000)	(253,000)	2	
60258	HYDRO - BEANFIELD RECOVERY	(250,642)	(214,910)	(236,535)	(326,000)	(326,000)	(305,000)	(6)	5
60259	HYDRO - BMO RECOVERY	(1,308,912)	(1,346,254)	(1,168,576)	(1,400,000)	(1,400,000)	(1,428,000)	2	2
60261	HYDRO - BIOSTEEL RECOVERY	(210,806)	(226,532)	(207,216)	(236,000)	(236,000)	(241,000)	2	
60262	HYDRO - HOTEL RECOVERY	(258,396)	(238,751)	(166,762)	(249,000)	(249,000)	(254,000)	2	6
60263	HYDRO - TENANTS RECOVERY	(795,001)	(730,885)	(746,311)	(761,000)	(761,000)	(776,000)	2	
60278	HYDRO - COCA COLA RECOVERY	(582,737)	(733,793)	(699,200)	(763,000)	(763,000)	(778,000)	2	
	NET OF RECOVERIES	1,597,893	1,963,835	1,759,633	2,420,604	2,345,604	2,527,111	8	2
	GAS								
60252	GAS - EXHIBITION PLACE/CNEA/ECC/BFC	510,929	745,435	1,022,035	1,423,000	1,398,000	1,440,000	3	1,8
60253	GAS - TENANTS RECOVERY	(21,244)	(25,207)	(40,677)	(27,000)	(27,000)	(35,000)	30	3
60254	GAS - CNEA RECOVERY	(8,598)	(12,067)	(14,911)	(12,000)	(12,000)	(14,000)	17	
60282	GAS - HOTEL RECOVERY (NET OF DES CONSUMPTION)	(29,450)	(13,555)	(145,882)	(216,360)	(216,360)	(216,360)	0	8
	NET OF RECOVERIES	451,637	694,606	820,566	1,167,640	1,142,640	1,174,640	3	
	WATER								
60281	WATER - ALL PROGRAMS	599,052	626,597	688,711	750,000	750,000	788,000	5	1
60251	WATER - CNEA RECOVERY	(148,868)	(120,218)	(133,542)	(158,000)	(158,000)	(158,000)	0	
60283	WATER - BMO FIELD RECOVERY	(54,426)	(33,275)	(48,007)	(58,000)	(58,000)	(58,000)	0	2
60284	WATER - TENANTS RECOVERY	(149,211)	(169,937)	(164,239)	(174,000)	(174,000)	(174,000)	0	
60285	WATER - BEANFIELD RECOVERY	(20,832)	(24,417)	(24,765)	(33,000)	(33,000)	(33,000)	0	
60286	WATER - HOTEL RECOVERY	(2,719)	(1,301)	(1,060)	0	0	0	0	7
	NET OF RECOVERIES	222,996	277,450	317,098	327,000	327,000	365,000	12	
	TOTAL UTILITIES EXPENSE - NET OF ERP SAVINGS	2,272,526	2,935,890	2,897,297	3,915,244	3,815,244	4,066,751	7	2

FOR INTERNAL INFORMATION ONLY:

	2016 ACTUAL	2017 ACTUAL	2018 ACTUAL	2019 FORECAST	2019 BUDGET	2020 BUDGET
UTILITIES EXPENSE - NET OF ERP SAVINGS	2,272,526	2,935,890	2,897,297	3,915,244	3,815,244	4,066,751
NON CASH - ENERGY SAVINGS - ERP PROJECTS (FROM 50-303)	566,556	587,363	488,418	487,000	507,648	496,522
GROSS UTILITIES EXPENSES (INCL. ERP PRODUCTION)	2,839,081	3,523,254	3,385,715	4,402,244	4,322,892	4,563,273
CASH - INCENTIVE RECEIVED FROM ERP PROJECTS (FROM 50-303)	(448,526)	(315,041)	(249,729)	(256,000)	(255,500)	(256,000)
UTILITIES EXPENSES - NET	2,390,556	3,208,212	3,135,985	4,146,244	4,067,392	4,307,273

NOTE:

1. Economic factors used for budget hydro, natural gas and water as per City's directives; anticipate increase in consumption from Hotel. 2018 actual was lower due to the credit adjustment from Toronto Hydro and prior year accrual reversal
2. 2018 actual electricity cost is lower because it is net of the $431K credit ($345K prior year accrual reversal+$86K net credit refund from Toronto Hydro) due to Toronto Hydro meters/billing errors.
3. 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.
4. 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.
5. Hydro recovery from BEANFIELD is per actual consumption from meters 200V and 600V at BEANFIELD Centre building
6. See page 19 for budget estimated net displaced electricity, heating and cooling purchased by Hotel per FVB's financial model for 3rd year. 2015-2017 recoveries are during construction period. 2018 forecast/2019 budget estimated for electricity consumed from Toronto Hydro grid.
7. Hotel has separate meters and pay water directly to suppliers. 2015-2017 actual recoveries are for Stanley Barrack's meters and during construction only
8. Cost includes natural gas consumed by District Energy System (see DES project revenue and direct cost on page 19). Hotel has separate meters and pays consumer gas directly to suppliers. 2015-2017 actual recoveries are for Stanley Barrack's meters and during construction only

THE BOARD OF GOVERNORS OF EXHIBITION PLACE
OVERHEAD

50-306 HOUSEKEEPING SERVICES EXPENSES

ACCT#	ACCOUNT NAME	2016 ACTUAL	2017 ACTUAL	2018 ACTUAL	2019 FORECAST	2019 BUDGET	2020 BUDGET	%Increase	Notes
1-50-306-50306-									
	EXPENSE								
60002	SALARIES & BENEFITS - HOURLY (MAINTENANCE)	740,069	740,409	763,556	792,445	792,445	802,312	1	1
60009	SALARIES & BENEFITS - HOURLY (RECOVERABLE)	3,646,620	3,160,067	3,652,664	3,239,600	3,239,600	3,280,123	1	2
	TOTAL SALARIES & BENEFITS - HOURLY	4,386,689	3,900,476	4,416,221	4,032,045	4,032,045	4,082,435	1	
61107	BOG RECOVERIES	(444,612)	(352,909)	(431,674)	(361,800)	(361,800)	(366,323)	1	2
61108	ECC RECCOVERIES	(1,060,572)	(928,895)	(1,041,347)	(952,300)	(952,300)	(964,200)	1	2
61020	CNEA RECOVERIES	(1,127,509)	(1,104,204)	(1,323,349)	(1,132,000)	(1,132,000)	(1,146,200)	1	2
61086	COCA COLA RECOVERIES	(440,336)	(344,593)	(360,234)	(353,300)	(353,300)	(357,700)	1	2
61097	BMO FIELD	(388,296)	(237,649)	(250,231)	(243,600)	(243,600)	(246,600)	1	2
61110	BFC RECOVERIES	(185,296)	(191,818)	(245,829)	(196,600)	(196,600)	(199,100)	1	2
	MAINT. SALARIES AND BENEFITS - HOURLY	740,069	740,409	763,556	792,445	792,445	802,312	1	1
60801	CONTRACTED SERVICES	60,406	46,013	34,660	70,800	70,800	71,402	1	3
61031	DUMPING FEES - CITY & CO-MINGLE BINS	45,210	42,615	74,959	43,000	43,000	43,858	2	5
61036	EQUIPMENT MAINTENANCE	18,230	13,043	12,411	19,000	19,000	19,000	0	
63100	MATERIAL & SUPPLIES	14,768	40,603	25,359	25,176	25,176	25,681	2	4
	SUBTOTAL	138,614	142,274	147,388	157,976	157,976	159,941	1	
	TOTAL EXPENSE	878,683	882,683	910,945	950,421	950,421	962,253	1	

NOTE:

1. Provision for anticipated wages increase.
2. Provision for COLA increase, budget adjust to reflect prior year experience.
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.

THE BOARD OF GOVERNORS OF EXHIBITION PLACE
OVERHEAD

50-308 SPECIAL APPROPRIATIONS

ACCT#	ACCOUNT NAME	2016 ACTUAL	2017 ACTUAL	2018 ACTUAL	2019 FORECAST	2019 BUDGET	2020 BUDGET	%Increase	Notes
1-50-308-50308-									
	EXPENSE								
61027	CONTRIBUTION TO CITY FLEET REPLACEMENT RESERVE	350,000	350,000	350,000	375,000	375,000	375,000	0	
61027	CONTRIBUTION TO RESERVE - EQUIPMENTS	200,000	200,000	200,000	200,000	200,000	200,000	0	1
63128	SPECIAL APPROPRIATION	0	0	0	600,000	300,000	550,000	83	2
60411	AODA COMPLIANCE	0	0	0	0	0	50,000	0	3
63010	GENERAL APPROPRIATION	161,785	210,132	191,244	190,000	190,000	190,000	0	
	TOTAL EXPENSES	711,785	760,132	741,244	1,365,000	1,065,000	1,365,000	28	

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. 2019/2020 budget provide for replacement cost for aging AV equipments at Beanfield Centre; and estimated cost for utility analysis software from PWC. Previous years costs include way finding cost and parking lots rental, shuttle bus and other costs during BMO Field construction, moving Executive office to Enercare Centre etc...

3. AODA compliance costs that are not funded by Capital budget. 2020 budget provides for one time modification of websites (3) in order to meet AODA requirements

THE BOARD OF GOVERNORS OF EXHIBITION PLACE
OVERHEAD

50-310 FACILITY SERVICES

ACCT#	ACCOUNT NAME	2016 ACTUAL	2017 ACTUAL	2018 ACTUAL	2019 FORECAST	2019 BUDGET	2020 BUDGET	%Increase	Notes
1-50-310-50310-									
	EXPENSE								
60000	SALARIES - PERMANENT	898,244	972,455	986,642	1,195,052	1,195,052	1,191,487	(0)	1
60001	BENEFITS - PERM	242,934	277,239	261,469	340,237	340,237	340,682	0	1
60002	SALARIES & BENEFIT- HOURLY (SCHEDULERS)	294,545	175,100	222,237	0	0	57,600	0	2
60424	EQUIPMENT RENTAL	35,066	52,167	53,692	63,774	63,774	63,774	0	11
60425	EXPENSE ALLOWANCE	2,069	1,622	3,918	3,000	3,000	3,200	7	
60439	MEMBERSHIP, DUES & SUBSCRIPTIONS	0	0	4,153	700	700	700	0	5
60451	SAFETY ENGINEERING	67,742	63,745	72,688	76,950	76,950	78,492	2	13
60459	TRAINING & DEVELOPMENT - UNIONIZED	38,584	42,160	10,997	53,095	53,095	54,174	2	4
60800	SALARIES - CONTRACT (PC II/FC II)	0	0	16,703	105,938	105,938	106,562	1	3
61108	SALARIES - CONTRACT RECOVERED FROM EVENTS	0	0	0	(41,696)	(41,696)	(41,222)	(1)	3
61056	LANDSCAPING EXTERIOR	148,879	168,982	119,841	157,816	157,816	159,782	1	9
61057	LANDSCAPING INTERIOR	21,029	35,455	14,504	21,780	21,780	22,869	5	8
61058	LEASABLE F.F.E.-FURNITURE REPAIRS	24,084	19,010	13,062	20,000	20,000	20,250	1	
61094	SOFT LANDSCAPING	20,537	23,437	16,417	20,832	20,832	21,092	1	12
61102	TREE MAINTENANCE	450	23,018	18,955	59,550	59,550	60,000	1	14
61103	CONTRIBUTE FROM ENVIRONMENTAL PROTECTION RESERVE	0	0	(25,000)	0	0	0	0	14
63105	EQUIPMENT FUEL	21,139	11,645	25,213	24,000	24,000	24,480	2	10
63126	SUPPLIES & GENERAL	8,286	3,841	11,555	22,000	22,000	22,000	0	7
63127	UNIFORMS	29,144	15,354	20,919	32,987	32,987	32,987	0	6
	TOTAL EXPENSES	1,852,732	1,885,230	1,847,964	2,156,014	2,156,014	2,218,909	3	

NOTE:

1. Provision for Merit increase. 2019/2020 cost decrease due to new hires are paid at lower rates than senior staff who retired in 2017/2018
2. Additional scheduler for production service in order to meet CBA requirements and anticipated higher volume (4th scheduler for Production Service was added to HR Org Chart May 2019). Budget for three full time schedulers (cleaning and general labour) are merged with permanent salary budget account 60000 in 2019.
3. 2018 forecast/2019 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. And 25% share of one full time PC 25%; 75% of cost is provided in BFC department 70-711, pending additional events booked in BFC.
4. Awareness in Health and Safety for Trades. Supervisor training, WHMIS, material handling tractors, forklift, high reach equip, IATSE.
5. Three senior coordinators require affiliation with RCO/CAEM/IAAM.
6. Increase in prior years due to improving appearance of all staff
7. 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)
8. Budget provided for interior plant revitalization, Living Wall maintenance, service agreement for maintenance of approx. 80 flowers pots, two wall upgrades per year, and new plants upgrade.
9. 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
10. 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)
11. Rental of farm equipment: tractors, 9 golf carts for three months and snow removal equipment.
12. For sod replacement & tree pruning, new upgrades of planters and flowers, red and natural mulch.
13. For safety compliance and training and annual grounds safety audit service provided by 2122654 Ontario Inc.(D.Yamashita @ approx. 650 hrs/ann). 2019/2020 budget includes additional $10K for safety and compliance training and BFC audit. Events safety audit cost is charged directly to events PMD (GL#61017)
14. Funding for this have been provided by the City Environmental Protection Reserve Fund up to 2018. The Board will maintain same level of tree planting/tree care service and provide fund under Facility Service starting from 2018 (previously was under department 50-301)

THE BOARD OF GOVERNORS OF EXHIBITION PLACE
OVERHEAD

50-316 LABOUR

ACCT#	ACCOUNT NAME	2016 ACTUAL	2017 ACTUAL	2018 ACTUAL	2019 FORECAST	2019 BUDGET	2020 BUDGET	%Increase	Notes
1-50-316-50316-									
	EXPENSE								
60002	SALARIES & BENEFITS - HOURLY (MAINTENANCE)	**318,489**	**320,702**	**282,132**	**328,800**	**328,800**	**317,182**	**(4)**	1,5
60009	SALARIES & BENEFITS - HOURLY (RECOVERABLE)	**1,091,941**	**1,159,020**	**1,079,997**	**1,188,200**	**1,188,200**	**1,203,100**	**1**	2
	TOTAL SALARIES & BENEFITS - HOURLY	**1,410,430**	**1,479,722**	**1,362,129**	**1,517,000**	**1,517,000**	**1,520,282**	**0**	
61107	BOG RECOVERIES	**(272,561)**	**(279,211)**	**(224,988)**	**(286,200)**	**(286,200)**	**(289,800)**	**1**	2
61108	ECC RECCOVERIES	**(339,465)**	**(412,691)**	**(432,844)**	**(423,000)**	**(423,000)**	**(428,300)**	**1**	2
61020	CNEA RECOVERIES	**(384,871)**	**(375,298)**	**(397,423)**	**(384,800)**	**(384,800)**	**(389,600)**	**1**	2
61086	COCA COLA RECOVERIES	**(86,061)**	**(24,357)**	**(9,559)**	**(25,000)**	**(25,000)**	**(25,300)**	**1**	2
61097	BMO FIELD	**(1,968)**	**(31,030)**	**42**	**(31,800)**	**(31,800)**	**(32,200)**	**1**	
61110	BEANFIELD RECOVERY	**(7,015)**	**(36,434)**	**(15,225)**	**(37,400)**	**(37,400)**	**(37,900)**	**1**	
	MAINTENANCE SALARIES AND BENEFITS - HOURLY	**318,489**	**320,702**	**282,132**	**328,800**	**328,800**	**317,182**	**(4)**	1
60801	CONTRACT SERVICE - SNOW REMOVAL	**0**	**0**	**0**	**66,500**	**66,500**	**66,500**	**0**	5
61093	SNOW REMOVAL - SUPPLIES	**33,116**	**33,614**	**35,223**	**42,500**	**42,500**	**43,350**	**2**	4
63126	TOOLS, SUPPLIES AND EQUIPMENTS	**30,742**	**32,572**	**33,312**	**30,015**	**30,015**	**30,015**	**0**	3
	SUBTOTAL	**63,858**	**66,187**	**68,535**	**139,015**	**139,015**	**139,865**	**1**	
	TOTAL EXPENSE	**382,347**	**386,889**	**350,667**	**467,815**	**467,815**	**457,047**	**(2)**	

NOTE:
1. Provision for anticipated wages increase
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. Cost includes salt spreaders, blowers, LEED salt, shovels, road salt, Increase due to the increase in price of road and LEED salt and snow removing supplies
5. 2019/2020 budget includes costs of 3rd party contractor to provide snow removal services to parking lots & reduction of account 50316-60002 (in-house labour) by a similar amount

THE BOARD OF GOVERNORS OF EXHIBITION PLACE
OVERHEAD

50-321 ELECTRICAL EXPENSES

ACCT#	ACCOUNT NAME	2016 ACTUAL	2017 ACTUAL	2018 ACTUAL	2019 FORECAST	2019 BUDGET	2020 BUDGET	%Increase	Notes
1-50-321-50321-									
	EXPENSE								
60002	SALARIES & BENEFITS - HOURLY (MAINTENANCE)	775,046	956,380	842,666	832,524	832,524	842,931	1	1,3
60009	SALARIES & BENEFITS - HOURLY (RECOVERABLE)	683,367	488,523	405,688	453,300	500,700	346,400	(31)	8
	TOTAL SALARIES & BENEFITS - HOURLY	1,458,413	1,444,904	1,248,354	1,285,824	1,333,224	1,189,331	(11)	
61107	BOG RECOVERIES	(271,417)	(103,795)	(148,791)	(106,400)	(106,400)	(106,400)	0	10
61020	CNEA RECOVERIES	(273,595)	(226,287)	(145,440)	(232,000)	(232,000)	(235,000)	1	9
61086	COCA COLA RECOVERIES	(2,230)	(359)	0	(400)	(400)	0	(100)	8
61108	ECC ELECCTRICAL/SHOW RECCOVERIES	(15,201)	(51,185)	(6,339)	(5,000)	(52,400)	(5,000)	(90)	8
61097	BMO FIELD RECOVERIES	(1,891)	(1,470)	0	(1,500)	(1,500)	0	(100)	8
61110	BFC RECOVERIES	(119,033)	(105,426)	(105,118)	(108,000)	(108,000)	0	(100)	11
	MAINTENANCE SALARIES AND BENEFITS - HOURLY	775,046	956,380	842,666	832,524	832,524	842,931	1	1
60424	EQUIPMENT RENTAL	2,642	0	1,595	3,000	3,000	3,000	0	2
60801	CONTRACTED SERVICES	26,852	17,390	16,199	30,000	30,000	30,000	0	3,8
61010	BUILDING MAINTENANCE	30,512	19,514	962	26,500	26,500	26,500	0	5
61028	CONTROL MAINTENANCE	8,874	11,338	10,847	15,000	15,000	15,000	0	7
61032	ELECTRICAL MAINTENANT SUPPLIES AND EQUIPMENT	192,588	143,363	138,964	180,000	200,000	190,000	(5)	4
61099	STREET LIGHTING	36,189	39,913	49,849	40,000	30,000	40,000	33	6
63126	SUPPLIES & GENERAL	64	506	285	500	500	500	0	8
	SUBTOTAL	297,722	232,024	218,701	295,000	305,000	305,000	0	
	TOTAL EXPENSE	1,072,768	1,188,404	1,061,367	1,127,524	1,137,524	1,147,931	1	

NOTE:

1. Provision for COLA increase
Full time operator for District Energy System salary and benefits is provided under department 50-301, on page 18
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. Materials, equipment, emergency generator annual load bank testing, electrical motor repairs, emergency transfer switch annual maintenance, high voltage glove testing, safety equipment
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. No budget provided for electrical show service for Beanfield Centre events in 2020 due to service will be delivered by 3rd party; offset by reduction in recoverable wages - account 60009

THE BOARD OF GOVERNORS OF EXHIBITION PLACE
OVERHEAD

50-323 ENGINEERING EXPENSES

ACCT#	ACCOUNT NAME	2016 ACTUAL	2017 ACTUAL	2018 ACTUAL	2019 FORECAST	2019 BUDGET	2020 BUDGET	%Increase	Notes
1-50-323-50323-									
	EXPENSE								
60000	SALARIES - PERMANENT	371,724	408,559	420,629	430,423	430,423	435,547	1	1
60001	EMPLOYEE BENEFITS - PERMANENT	99,039	99,253	96,574	122,299	122,299	124,197	2	1
60425	EXPENSE ALLOWANCES	0	0	0	400	400	400	0	
60800	CONTRACT PERSONNEL - TEMPORARY HELP	37,447	0	0	3,000	3,000	3,000	0	3
60800	CONTRACT PERSONNEL - PROJECT MANAGEMENT - HIGH	0	0	0	71,488	0	126,752	0	4
60801	CONTRACTED SERVICE - HIGH VOLTAGE	0	0	0	0	200,000	0	(100)	4
61999	RECOVERIES CADD & MISC. PRINTING	(1,467)	(1,684)	(1,405)	(1,200)	(1,200)	(1,200)	0	
63119	PRINTING	715	271	169	1,200	1,200	1,200	0	
63126	SUPPLIES & GENERAL	1,199	129	156	700	700	700	0	
	SUBTOTAL	508,657	506,528	516,124	628,310	756,822	690,596	(9)	
61109	RECOVERIES FROM CITY CAPITAL PROGRAM	(517,432)	(519,511)	(446,500)	(534,500)	(534,500)	(686,496)	28	2,1
	TOTAL EXPENSE	(8,775)	(12,983)	69,624	93,810	222,322	4,100	(98)	

NOTE:

1. Provision for Merit increase
2. Recoveries from Capital budget include salaries and benefits; up to 10% of approved regular Capital expenditures.
3. 2016-2017 actuals includes cost for covering staff on maternity leave
4. 2019 forecast at 7/12months; 2020 budget provided for additional project manager cost for high voltage system upgrade.

THE BOARD OF GOVERNORS OF EXHIBITION PLACE
OVERHEAD

50-325 CARPENTRY EXPENSES

ACCT#	ACCOUNT NAME	2016 ACTUAL	2017 ACTUAL	2018 ACTUAL	2019 FORECAST	2019 BUDGET	2020 BUDGET	%Increase	Notes
1-50-325-50325-									
	EXPENSE								
60002	SALARIES & BENEFITS - HOURLY (MAINTENANCE)	413,615	380,764	406,439	390,339	390,339	402,049	3	1
60009	SALARIES & BENEFITS - HOURLY (RECOVERABLE)	454,234	433,202	282,486	286,100	444,093	304,500	(31)	
	TOTAL SALARIES & BENEFITS - HOURLY	867,849	813,966	688,925	676,439	834,432	706,549	(15)	
61107	BOG RECOVERIES	(225,164)	(229,917)	(109,509)	(111,000)	(235,700)	(112,500)	(52)	1
61108	ECC RECCOVERIES	(83,940)	(48,641)	(60,625)	(61,400)	(49,866)	(62,200)	25	1
61020	CNEA RECOVERIES	(99,823)	(85,652)	(72,413)	(73,300)	(87,804)	(88,900)	1	1
61086	COCA COLA RECOVERIES	(9,345)	0		0	0	0	0	4
61097	BMO FIELD RECOVERIES	(580)	0		0	0	0	0	4
61110	BFC RECOVERIES	(35,382)	(68,991)	(39,939)	(40,400)	(70,723)	(40,900)	(42)	
	MAINTENANCE SALARIES AND BENEFITS - HOURLY	413,615	380,764	406,439	390,339	390,339	402,049	3	1
60424	EQUIPMENT RENTAL	1,028	5,031	812	2,000	2,600	2,600	0	3
60801	CONTRACTED SERVICES	151,126	132,709	151,141	126,500	126,500	126,500	0	2
61010	BUILDING MAINT. AND REPAIRS	106,810	150,625	172,731	159,420	159,420	159,420	0	5
61011	CARILLON MAINTENANCE	500	2,260	0	1,500	1,500	1,500	0	
61085	RENTAL OF EQUIPMENT FOR MAINTENANCE	26,405	21,991	8,044	30,800	30,800	30,800	0	3
63111	LOCKSMITH SUPPLIES	2,628	9,901	5,029	11,500	11,500	11,500	0	6
	SUBTOTAL	288,496	322,515	337,756	331,720	332,320	332,320	0	
	TOTAL EXPENSE	702,111	703,280	744,194	722,059	722,659	734,369	2	

NOTE:
1. Provision for increase per collective agreement, plus adjustment to reflect prior years experience.
2. Budget provided for contract services provided by CEE Elevator, TSSA, HELP Safety Service
3. Rental of equipment to do maintenance work i.e. high reach equip etc.
4. Reduced maintenance expected in COCA COLA and BMO
5. Budget includes costs to repair & maintenance the overhead doors, fire and superior doors etc.
6. Budget includes cost paid to BG distribution and CityWide Locksmiths

THE BOARD OF GOVERNORS OF EXHIBITION PLACE
OVERHEAD

50-326 PAINTING EXPENSES

ACCT#	ACCOUNT NAME	2016 ACTUAL	2017 ACTUAL	2018 ACTUAL	2019 FORECAST	2019 BUDGET	2020 BUDGET	%Increase	Notes
1-50-326-50326-									
	EXPENSE								
60002	SALARIES & BENEFITS - HOURLY (MAINTENANCE)	195,623	232,548	231,417	211,613	211,613	226,426	7	1
60009	SALARIES & BENEFITS - HOURLY (RECOVERABLE)	123,698	156,958	137,165	160,907	160,907	155,943	(3)	1
	TOTAL SALARIES & BENEFITS - HOURLY	319,321	389,507	368,582	372,520	372,520	382,369	3	
61107	BOG RECOVERIES	(74,592)	(88,708)	(75,814)	(90,943)	(90,943)	(90,943)	0	1
61108	ECC RECCOVERIES	(13,846)	(14,471)	(9,944)	(14,833)	(14,833)	(10,000)	(33)	1
61020	CNEA RECOVERIES	(31,623)	(33,903)	(37,432)	(34,759)	(34,759)	(35,000)	1	1
61086	COCA COLA RECOVERIES	0	0	(360)	0	0	0	0	1
61097	BMO FIELD RECOVERIES	0	0	0	0	0	0	0	1
61110	BFC RECOVERIES	(3,637)	(19,876)	(13,615)	(20,372)	(20,372)	(20,000)	(2)	
	MAINTENANCE SALARIES AND BENEFITS - HOURLY	195,623	232,548	231,417	211,613	211,613	226,426	7	1
60424	EQUIPMENT RENTAL	0	903	393	500	1,200	1,200	0	2
60801	CONTRACTED SERVICES	1,000	0	0	1,000	1,000	1,000	0	
61010	BUILDING MAINTENANT	7,532	7,902	5,882	18,000	18,000	18,000	0	3
	SUBTOTAL	8,532	8,805	6,275	19,500	20,200	20,200	0	
	TOTAL EXPENSE	204,155	241,353	237,692	231,113	231,813	246,626	6	

NOTE:
1. Provision for COLA increase, plus adjustment to reflect prior years experience.
2. Golf carts rental
3. Budget includes Dulux and ICD paints costs

THE BOARD OF GOVERNORS OF EXHIBITION PLACE
OVERHEAD

50-327 MECHANICAL & GARAGE EXPENSES

ACCT#	ACCOUNT NAME	2016 ACTUAL	2017 ACTUAL	2018 ACTUAL	2019 FORECAST	2019 BUDGET	2020 BUDGET	%Increase	Notes
1-50-327-50327-									
	EXPENSE								
60002	SALARIES & BENEFITS - HOURLY (MAINTENANCE)	**138,732**	**140,350**	**139,383**	**144,000**	**144,000**	**149,400**	**4**	1
60009	SALARIES & BENEFITS - HOURLY (RECOVERABLE)	**22,827**	**31,871**	**21,258**	**32,000**	**32,000**	**32,000**	**0**	1
	TOTAL SALARIES & BENEFITS - HOURLY	**161,559**	**172,221**	**160,641**	**176,000**	**176,000**	**181,400**	**3**	
61107	BOG RECOVERIES	**(1,227)**	**(8,134)**	**0**	**(8,000)**	**(8,000)**	**(8,000)**	**0**	3
61108	ECC RECCOVERIES	**(295)**	**(3,381)**	**(679)**	**(3,000)**	**(3,000)**	**(3,000)**	**0**	3
61020	CNEA RECOVERIES	**(21,305)**	**(19,319)**	**(20,578)**	**(20,000)**	**(20,000)**	**(20,000)**	**0**	4
61110	BFC RECOVERIES	**0**	**(1,037)**	**0**	**(1,000)**	**(1,000)**	**(1,000)**	**0**	3
61097	BMO FIELD	**0**	**0**	**0**	**0**	**0**	**0**	**0**	3
61086	COCA COLA RECOVERY	**0**	**0**	**0**	**0**	**0**	**0**	**0**	3
	MAINTENANCE SALARIES AND BENEFITS - HOURLY	138,732	140,350	139,383	144,000	144,000	149,400	**4**	1
60424	EQUIPMENT RENTAL	**2,786**	**2,797**	**4,612**	**2,500**	**3,000**	**3,000**	**0**	2
60466	VEHICLE LICENSES	**15,833**	**13,984**	**9,929**	**16,000**	**16,000**	**16,000**	**0**	
61036	EQUIPMENT MAINTENANCE (INCL. WELDING SUPPLIES)	**85,067**	**127,560**	**115,825**	**105,000**	**105,000**	**115,000**	**10**	5
61105	VEHICLE MAINTENANCE	**50,210**	**17,571**	**56,904**	**48,000**	**42,200**	**54,000**	**28**	6
63102	DIESEL FUEL	**36,996**	**39,786**	**38,346**	**40,000**	**40,000**	**40,000**	**0**	
63107	PROPANE & GASOLINE	**47,473**	**27,479**	**28,362**	**59,100**	**59,100**	**59,100**	**0**	
63117	PETROLEUM PRODUCTS	**0**	**0**	**0**	**2,500**	**2,500**	**2,500**	**0**	
	SUBTOTAL	238,364	229,177	253,978	273,100	267,800	289,600	**8**	
	TOTAL EXPENSE	377,096	369,527	393,361	417,100	411,800	439,000	**7**	

NOTE:

1. Provision for COLA increase.
2. Golf carts one extra month rental; oxy/acetylene, argon now required for welding services which used to be in the Welding budget from Camcarb
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). 2019 budget includes $70K for major BPST maintenance repair required every 2nd 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	2016 ACTUAL	2017 ACTUAL	2018 ACTUAL	2019 FORECAST	2019 BUDGET	2020 BUDGET	%Increase	Notes
1-50-328-50328-									
	EXPENSE								
60002	SALARIES & BENEFITS - HOURLY (MAINTENANCE)	**302,569**	**325,941**	**271,955**	**311,507**	**311,507**	**315,401**	**1**	1
60009	SALARIES & BENEFITS - HOURLY (RECOVERABLE)	**157,255**	**159,772**	**171,330**	**163,800**	**163,800**	**164,000**	**0**	1
	TOTAL SALARIES & BENEFITS - HOURLY	**459,824**	**485,713**	**443,284**	**475,307**	**475,307**	**479,401**	**1**	
61107	BOG RECOVERIES	**(28,888)**	**(17,649)**	**(23,167)**	**(18,090)**	**(18,090)**	**(18,000)**	**(0)**	1
61108	ECC RECCOVERIES	**(14,273)**	**(10,668)**	**(8,298)**	**(10,940)**	**(10,940)**	**(11,000)**	**1**	1
61020	CNEA RECOVERIES	**(102,989)**	**(118,479)**	**(127,838)**	**(121,460)**	**(121,460)**	**(122,000)**	**0**	7
61086	COCA COLA RECOVERIES	**(135)**	**0**	**(387)**	**0**	**0**	**0**	**0**	1
61097	BMO FIELD	**0**	**(519)**	**0**	**(540)**	**(540)**	**0**	**(100)**	1
61110	BFC RECOVERIES	**(10,970)**	**(12,458)**	**(11,640)**	**(12,770)**	**(12,770)**	**(13,000)**	**2**	1
	MAINTENANCE SALARIES AND BENEFITS - HOURLY	**302,569**	**325,941**	**271,955**	**311,507**	**311,507**	**315,401**	**1**	1
60424	EQUIPMENT RENTAL	**1,491**	**1,610**	**2,606**	**1,000**	**1,800**	**1,800**	**0**	9
60427	FIRE PROTECTION EQUIPMENT	**220,308**	**264,382**	**357,101**	**257,000**	**257,000**	**257,000**	**0**	8
60801	CONTRACTED SERVICE	**98,238**	**22,616**	**52,664**	**111,500**	**111,500**	**111,500**	**0**	5
61010	BUILDING MAINTENANCE	**12,176**	**2,499**	**1,110**	**15,350**	**15,350**	**15,350**	**0**	2
61077	PLUMBING MAINTENANCE	**35,535**	**45,680**	**42,768**	**42,500**	**42,500**	**42,500**	**0**	4
61104	UNDERGROUND SERVICES	**25,234**	**(2,913)**	**86,627**	**75,000**	**75,000**	**75,000**	**0**	10, 5
61109	WASHROOM TRAILERS	**2,767**	**0**	**0**	**0**	**0**	**0**	**0**	6
63128	KITCHEN EQUIPMENT	**0**	**0**	**0**	**2,000**	**2,000**	**2,000**	**0**	3
	SUBTOTAL	**395,749**	**333,874**	**542,875**	**504,350**	**505,150**	**505,150**	**0**	
	TOTAL EXPENSE	**698,318**	**659,815**	**814,830**	**815,857**	**816,657**	**820,551**	**0**	

NOTE:

1. Provision for COLA increase.
2. Preventative maintenance. In prior years cost was lower because works were done by building operators.
3. Kitchen equipment repairs includes items such as drains, faucets, hot water tanks and filters.
4. Primarily includes repairs parts and service calls
5. Due to OLRB decision we are now required to use ICI union construction contractor with higher labour rates (used to be civil non-union contractors) for large roadway asphalt repairs, concrete sidewalk repairs. This work could also include any maintenance work on ground level storm catch basins, water supply curb stop valves, removal/replacement of light poles, any above ground work that is deemed maintenance work. Includes contractors to clean and vacuum out pipes and ready for use.
6. Cost for maintenance of washroom trailers; merged with 50328-61104 in 2018/2019
7. 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
8. Repairs required to upgrade fire alarm system and sprinklers to code. 2015/2016 cost was high due to NOA.
9. Budget provides for one extra month golf cart rental
10. 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.

THE BOARD OF GOVERNORS OF EXHIBITION PLACE
OVERHEAD

50-329 HVAC EXPENSES

ACCT#	ACCOUNT NAME	2016 ACTUAL	2017 ACTUAL	2018 ACTUAL	2019 FORECAST	2019 BUDGET	2020 BUDGET	%Increase	Notes
1-50-329-50329-									
	EXPENSE								
60002	SALARIES & BENEFITS - HOURLY (MAINTENANCE)	401,344	454,082	430,631	465,507	465,507	471,326	1	1
60009	SALARIES & BENEFITS - HOURLY (RECOVERABLE)	97,684	91,202	48,113	93,504	93,504	93,693	0	1
	TOTAL SALARIES & BENEFITS - HOURLY	499,028	545,285	478,743	559,011	559,011	565,019	1	
61107	BOG RECOVERIES	(69,006)	(35,008)	(1,089)	(35,893)	(35,893)	(35,893)	0	1
61108	ECC RECCOVERIES	(2,116)	(2,781)	(3,441)	(2,855)	(2,855)	(2,900)	2	1
61020	CNEA RECOVERIES	(10,137)	(20,325)	(3,703)	(20,837)	(20,837)	(20,900)	0	1
61086	COCA COLA RECOVERIES	0	0	(1,453)	0	0	0	0	1
61097	BMO FIELD	0	0	0	0	0	0	0	1
61110	BFC RECOVERIES	(16,425)	(33,088)	(38,427)	(33,919)	(33,919)	(34,000)	0	
	MAINTENANCE SALARIES AND BENEFITS - HOURLY	401,344	454,082	430,631	465,507	465,507	471,326	1	1
60424	EQUIPMENT RENTAL	1,595	4,126	2,816	3,000	3,000	3,000	0	
60801	CONTRACTED SERVICES	120,485	99,133	128,384	138,500	138,500	138,500	0	3,4
61010	BUILDING MAINTENANCE	55,097	48,348	39,650	49,500	49,500	49,500	0	3
61028	CONTROLS & BUILDING AUTOMATION	131,316	103,437	123,020	119,500	119,500	119,500	0	2
61036	EQUIPMENT MAINTENANCE	146,573	79,861	182,050	126,500	126,500	127,000	0	4
61083	REFRIGERATION & AIR CONDITIONING	10,838	7,741	16,975	30,000	30,000	30,000	0	
63128	KITCHEN EQUIPMENT	0	0	1,114	1,000	1,000	1,000	0	
	SUBTOTAL	465,903	342,646	494,008	468,000	468,000	468,500	0	
	TOTAL EXPENSE	867,247	796,728	924,639	933,507	933,507	939,826	1	

NOTE:
1. Provision for COLA increase.
2. Cost increases due to the need of controls/automation for District Energy System
3. Anticipated cost increase from RFQ
4. Excludes cost to maintain District Energy System. Budget for DES is provided separately in department 50-303, page 18

THE BOARD OF GOVERNORS OF EXHIBITION PLACE
OVERHEAD

50-330 PRODUCTION SERVICE EXPENSES

ACCT#	ACCOUNT NAME	2016 ACTUAL	2017 ACTUAL	2018 ACTUAL	2019 FORECAST	2019 BUDGET	2020 BUDGET	%Increase	Notes
1-50-330-50330-									
	EXPENSE								
60002	SALARIES & BENEFITS - HOURLY (MAINTENANCE)	118,933	103,467	63,090	113,490	113,490	114,909	1	1
60009	SALARIES & BENEFITS - HOURLY (RECOVERABLE)	6,077,435	5,939,950	2,804,738	6,089,400	6,089,400	6,165,500	1	2
	TOTAL SALARIES & BENEFITS - HOURLY	6,196,367	6,043,418	2,867,828	6,202,890	6,202,890	6,280,409	1	
61107	BOG RECOVERIES - IATSE	(1,302,224)	(1,249,077)	(748,203)	(1,280,500)	(1,280,500)	(1,296,500)	1	2
61108	ECC RECCOVERIES - IATSE	(1,041,600)	(1,052,960)	(536,687)	(1,079,400)	(1,079,400)	(1,092,900)	1	2
61020	CNEA RECOVERIES - IATSE	(501,752)	(527,852)	(20,633)	(541,200)	(541,200)	(548,000)	1	2
61086	COCA COLA RECOVERIES	(820,592)	(789,044)	(414,997)	(808,900)	(808,900)	(819,000)	1	2
61097	BMO FIELD	(1,279,717)	(815,234)	(289,375)	(835,700)	(835,700)	(846,100)	1	2
61110	BFC RECOVERIES	(1,131,549)	(1,505,783)	(794,843)	(1,543,700)	(1,543,700)	(1,563,000)	1	
	MAINTENANCE SALARIES AND BENEFITS - HOURLY	118,933	103,467	63,090	113,490	113,490	114,909	1	1
60424	EQUIPMENT RENTAL	0	0	0	0	0	0	0	
60425	EXPENSE ALLOWANCES	0	0	0	200	200	200	0	
61036	EQUIPMENT MAINTENANCE	3,277	6,744	12,086	18,770	18,770	18,770	0	3
63126	SUPPLIES & GENERAL	1,281	41	0	0	0	0	0	4
	SUBTOTAL	4,558	6,785	12,086	18,970	18,970	18,970	0	
	TOTAL EXPENSE	123,491	110,252	75,175	132,460	132,460	133,879	1	

NOTE:

1. Provision for increase per collective agreement.
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. Budget increase due to anticipated repair cost increase
4. From 2018 cost is transferred to Facility Service department 50-310

THE BOARD OF GOVERNORS OF EXHIBITION PLACE
OVERHEAD

50-500 SECURITY SERVICE & COMMUNICATIONS

ACCT#	ACCOUNT NAME	2016 ACTUAL	2017 ACTUAL	2018 ACTUAL	2019 FORECAST	2019 BUDGET	2020 BUDGET	%Increase	Notes
1-50-500-50500-									
	EXPENSE								
60000	SALARIES - PERMANENT	606,197	560,537	552,941	583,403	583,403	600,213	3	1
60001	BENEFITS - PERM	135,407	139,248	136,232	157,225	157,225	162,394	3	1
	SUB TOTAL SALARIES AND BENEFITS - PERMANENT	741,604	699,785	689,173	740,628	740,628	762,607	3	
60002	SALARIES AND BENEFITS - HOURLY	830,020	847,033	782,907	926,341	926,341	937,920	1	2
60009	SALARIES & BENEFITS - HOURLY (RECOVERABLE)	130,987	108,200	86,445	104,700	111,000	76,000	(32)	3
	TOTAL SALARIES & BENEFITS - HOURLY	961,008	955,232	869,352	1,031,041	1,037,341	1,013,920	(2)	
61107	BOG RECOVERIES	(13,230)	(11,173)	(9,600)	(11,400)	(11,400)	(10,000)	(12)	3
61108	ECC RECCOVERIES	(30,374)	(21,091)	(5,597)	(21,700)	(21,700)	(7,000)	(68)	3
61020	CNEA RECOVERIES	(16,924)	0	0	0	0	0	0	6
61086	COCA COLA RECOVERIES	(6,378)	(5,703)	(6,475)	(5,900)	(5,900)	(4,000)	(32)	
61097	BMO FIELD	(6,965)	(6,144)	(192)	0	(6,300)	0	(100)	
61110	BFC RECOVERIES	(57,117)	(64,088)	(64,580)	(65,700)	(65,700)	(55,000)	(16)	
	SUB TOTAL - HOURLY SALARIES AND BENEFITS	830,020	847,033	782,907	926,341	926,341	937,920	1	
60424	EQUIPMENT RENTALS	7,377	5,878	9,957	4,000	4,000	4,000	0	
60439	MEMBERSHIPS	0	923	339	650	650	650	0	
60459	STAFF DEVELOPMENT/TRAINING - UNIONIZED	6,562	7,620	9,627	7,000	7,000	7,000	0	5
61036	EQUIPMENT MAINTENANCE	90,040	56,784	94,923	96,000	96,000	99,000	3	4
63126	SUPPLIES & GENERAL	1,931	2,069	2,123	3,000	3,000	3,000	0	
63127	UNIFORMS	13,978	12,259	15,182	10,000	8,000	10,000	25	7
	SUB TOTAL - OTHER EXPENSES	119,889	85,534	132,150	120,650	118,650	123,650	4	
	TOTAL EXPENSE	1,691,513	1,632,351	1,604,231	1,787,619	1,785,619	1,824,177	2	

NOTE:

1. Provision for merit increase. Starting from 2014, cost includes 50% of Director. Budget for one full time security guard retired in 2015 is now provided under GL#60002
2. Budget provides for COLA increase and one additional full time temporary security guard for the purpose of implementing the new parking enforcement program.
3. EP/EC 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
7. 2019 forecast/2020 budget adjust to reflect actual experience

THE BOARD OF GOVERNORS OF EXHIBITION PLACE
OVERHEAD

50-600 - PRESS & FOOD BUILDINGS MAINTENANCE

ACCT#	ACCOUNT NAME	2016 ACTUAL	2017 ACTUAL	2018 ACTUAL	2019 FORECAST	2019 BUDGET	2020 BUDGET	%Increase	Notes
1-50-600-50600-									
	EXPENSE								
60255	PRESS & FOOD BUILDINGS - HYDRO	**63,616**	**56,793**	**73,382**	**74,000**	**64,400**	**74,000**	**15**	2
60252	PRESS & FOOD BUILDINGS - GAS	**1,223**	**1,780**	**1,772**	**2,000**	**2,000**	**2,000**	**0**	2
60281	PRESS & FOOD BUILDINGS - WATER	**24,462**	**2,487**	**8,791**	**8,500**	**8,200**	**8,500**	**4**	2
61061	PRESS BUILDING - MAINTENANCE - R&M ((NON SOGR)	**0**	**40,737**	**0**	**0**	**103,000**	**0**	**(100)**	3
61036	FOOD BUILDING - REPAIR & MAINTENANCE (NON SOGR)	**0**	**0**	**0**	**0**	**199,900**	**0**	**(100)**	3
64009	MANAGEMENT FEE - BEANFIELD CENTRE - CERISE	**0**	**0**	**0**	**0**	**2,000**	**0**	**(100)**	1
64009	2012 CNEA ASSETS PURCHASE DISPUTE - 2013	**0**	**0**	**0**	**0**	**0**	**0**	**0**	
61113	UTILITIES RECOVERIES - PRESS & FOOD BUILDING	**0**	**(44,938)**	**(83,945)**	**(84,500)**	**(74,600)**	**(84,500)**	**13**	4
43007	R&M RECOVERIES - PRESS BUILDING	**0**	**(40,737)**	**0**	**0**	**(103,000)**	**0**	**(100)**	4
43007	R&M RECOVERIES - FOOD BUILDING	**0**	**0**	**0**	**0**	**(199,900)**	**0**	**(100)**	4
	TOTAL EXPENSE	**89,301**	**16,121**	**0**	**0**	**2,000**	**0**	**(100)**	

NOTE:

1. Actuals include BEANFIELD management fee paid to Cerise for the use of the building during the CNE fair

2.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 (approx12,000 m3) , water (approx. 6,300 m3 in 2010).

3. 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

4. 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	2016 ACTUAL	2017 ACTUAL	2018 ACTUAL	2019 FORECAST	2019 BUDGET	2020 BUDGET	%Increase	Notes
	REVENUE								
	RENTAL - SHOWS	7,101,172	6,434,189	7,040,349	7,137,381	7,137,381	7,343,396	3	1
	RENTAL - RAWF	1,127,121	1,173,537	1,195,187	1,217,951	1,217,951	1,241,878	2	5
	SUB TOTAL	8,228,293	7,607,727	8,235,536	8,355,332	8,355,332	8,585,274	3	1
	ELECTRICAL SERVICES - NET	777,666	1,014,899	990,671	966,000	966,000	981,650	2	3
	CATERING CONCESSIONS	645,669	818,318	803,546	870,500	870,500	872,500	0	2
	SHOW SERVICES - NET	766,051	693,672	560,332	846,159	938,470	863,082	(8)	4
36	TELECOMMUNICATIONS - NET	391,186	440,902	374,841	473,591	374,705	627,559	67	
38	SPONSORSHIP - NET	67,274	68,000	89,125	86,400	94,500	86,400	(9)	
40	OFFICIAL SUPPLIER	23,000	86,040	22,599	91,000	91,000	25,000	(73)	
40	ABM COMMISSIONS	137,229	118,960	108,256	120,000	120,000	120,000	0	
40	INTEREST AND OTHER INCOME	163,758	263,536	322,096	57,000	57,000	57,000	0	
	NAMING RIGHTS REVENUE - ECC	750,000	750,000	750,000	750,000	750,000	750,000	0	
	NAMING RIGHTS EXPENSES & TSF TO RESERVE - ECC	(750,000)	(750,000)	(750,000)	(750,000)	(750,000)	(750,000)	0	
	TOTAL REVENUE	11,200,126	11,112,053	11,507,002	11,865,982	11,867,507	12,218,465	3	
	EXPENSES								
	DIRECT SHOW COSTS - PMD	687,945	757,516	653,919	697,150	697,150	705,650	1	4
36	TELECOMMUNICATION/INFORMATION SYSTEMS	901,929	1,021,370	1,015,181	1,069,263	1,073,763	1,121,023	4	
39	GM OF SALES AND EVENT MANAGEMENT	349,266	359,756	408,693	384,922	401,709	398,231	(1)	
40	FINANCE	71,663	56,030	154,582	88,000	88,000	88,000	0	
41	MARKETING	1,516,130	1,794,155	1,777,310	1,909,038	1,884,038	1,827,044	(3)	
42	EVENT SERVICES	1,445,414	1,296,920	1,337,062	1,285,999	1,285,999	1,286,788	0	
	SUB TOTAL	4,972,347	5,285,748	5,346,748	5,434,372	5,430,659	5,426,736	(0)	
	EXPENSE RECOVERIES								
43	OVATIONS - UTILITIES & CLEANING	(83,150)	(94,005)	(98,705)	(102,351)	(102,396)	(102,653)	0	
	TOTAL EXPENSES	4,889,197	5,191,743	5,248,043	5,332,021	5,328,263	5,324,083	(0)	
	NET INCOME (LOSS)	6,310,929	5,920,310	6,258,959	6,533,960	6,539,244	6,894,382	5	

NOTE:

1. 2020 budget rent includes $1.53 mil from unidentified new businesses. 2016 actual includes contribution from NBA Jam Session
2. Minimum commission changed to $575K in 2015.
3. 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. 2019 forecast/2020 budget profit margin % and PMD expense is adjusted to reflect concession given to events per prior years experience
5. Budget per City Council approved EX35.41 on June 26, 2018 re Multi-Year Agreement with Royal Agricultural Winter Fair and Use of Office Space; 2019/2020 budget includes $969,110 transfer from City of Toronto Art and Cultures Service to support the RAWF plus net license fee paid by RAWF to the Board

THE BOARD OF GOVERNORS OF EXHIBITION PLACE
ENERCARE CENTRE

850 - IT & TELECOMMUNICATIONS

ACCT#	ACCOUNT NAME	2016 ACTUAL	2017 ACTUAL	2018 ACTUAL	2019 FORECAST	2019 BUDGET	2020 BUDGET	%Increase	Notes
1-60-850-60850-									
	EXPENSES								
60000	SALARIES - PERMANENT	658,958	691,764	823,055	750,517	750,517	744,324	(1)	1
60001	BENEFITS - PERMANENT	161,301	169,170	161,831	212,787	212,787	211,839	(0)	1
60002	SALARY AND BENEFITS - HOURLY	42,466	57,238	47,986	53,859	53,859	68,760	28	7
60423	DUES & SUBSCRIPTION	5,349	1,554	5,709	600	600	600	0	
60431	COMPUTER SUPPLIES	1,694	4,809	1,470	15,000	15,000	15,000	0	2
60441	MISCELLANEOUS EXPENSES	2,051	3,522	13,311	1,000	1,000	1,000	0	8
60456	ACCOUNTING SOFTWARE MAINTENANCE AGREEMENT	58,341	79,180	51,824	60,000	90,000	110,000	22	3
60456	EBMS SOFTWARE MAINTENANCE	0	0	0	45,000	20,000	45,000	125	11
60461	TELEPHONE TRUNK & PSTN	140,087	177,476	148,283	150,000	150,000	150,000	0	6
60462	TELECOMMUNICATIONS FROM THIRD PARTY	0	0	0	0	0	0	0	
60463	TELECOM CABLING & FIXTURES	7,996	18,484	11,796	12,000	12,000	12,000	0	
61060	MAINTENANCE AGREEMENTS - BEANFIELD	43,625	23,152	17,080	40,000	40,000	40,000	0	9
63023	OFFICE SUPPLIES	594	452	102	400	400	400	0	10
63101	COMPUTER EQUIPMENT	43,637	62,739	32,904	32,000	32,000	32,000	0	4
63125	SMALL EQUIPMENT/SOFTWARE	7,863	25,294	2,503	6,000	6,000	6,000	0	
63127	UNIFORMS	0	204	1,607	600	600	600	0	
61020	TELECOMM RECOVERIES - ADMIN SERVICE TO CNEA	(272,031)	(293,667)	(304,280)	(310,500)	(311,000)	(316,500)	2	5
	TOTAL EXPENSES	901,929	1,021,370	1,015,181	1,069,263	1,073,763	1,121,023	4	
	REVENUE								
43004	TELECOMM - EVENTS - NET	202,995	246,529	188,732	301,382	181,382	455,350	151	12
61111	TELEPHONE RECOVERIES	188,191	194,373	186,109	172,209	193,323	172,209	(11)	13
	TOTAL REVENUE	391,186	440,902	374,841	473,591	374,705	627,559	67	
	NET PROFIT (LOSS)	(510,743)	(580,468)	(640,341)	(595,672)	(699,058)	(493,464)	(29)	

THE BOARD OF GOVERNORS OF EXHIBITION PLACE
ENERCARE CENTRE

850 - IT & TELECOMMUNICATIONS

NOTE:

1.Provision for merit increase. Changes in responsibilities of IT Manager (now become Director of IT, Archive and Records) and one additional IT Manager as per Board approved revised org chart in Feb 2018. 2018 actual was high due to termination cost.

2. Computer supplies for all printers, fax machines, copiers and maintenance agreements for the same.

3. Microsoft Great Plain Dynamic annual payments; prior to 2013 CNEA shared part of cost. 2020 budget provide for Great Plain system upgrade.
Budget for the time and attendance & HR Information System module is provided under department 50-116.

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 (PBX telephony, ISDN lines for MLSE - recoverable, Internet service etc....). 2017 actual was high because it includes $39K for Aug-Dec service from Allstream Business Inc.

7.Contract staff for system support, pay phone movement, Bank Machine relocation, sign changes, WEB support, additional support for COCA COLA, 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. Budget is adjusted to reflect actual experience and costs of IT service that cannot charge to events

8. Equipment rental (Gator)

9. New service agreement with Beanfield starting April 2017. Service agreement with MTS Allstream ended Mar 2017. Used to be PBX Switch maintenance agreement with

10. Ricoh photocopier monthly rental/copies count costs transferred to department 50-103 Corp Sec in 2012

11. Approx. US$31,920 annual base fee for EBMS system (service provided by Ungerboeck) for all group users starting May 2019. During previous term the system was only used by Marketing and Event Service groups and cost are budgeted/charged to departments 60-803 and 60-807.

12. 2019 forecast/2020 budget increase to reflect additional service order from Collision event.

13. Telephone recoveries as per schedule A below:

SCHEDULE A - TELEPHONE RECOVERIES	**2016 ACTUAL**	**2017 ACTUAL**	**2018 ACTUAL**	**2019 FORECAST**	**2019 BUDGET**	**2020 BUDGET**
SOCCER STADIUM/BMO FIELD	61,866	62,305	57,768	54,624	60,625	54,624
MLSE-COCA COLA	49,866	51,766	46,417	43,836	49,837	43,836
RAWF	17,500	17,443	17,422	16,994	16,994	16,994
OVATIONS/SPECTRA	4,709	4,694	4,607	4,544	4,544	4,544
CERISE	7,358	7,358	7,358	7,358	7,358	7,358
CSA - STADIUM	5,394	5,394	5,394	5,394	5,394	5,394
LIBERTY GRAND	3,000	3,000	3,000	3,000	3,000	3,000
COT-TABIA	1,435	1,435	1,435	1,435	1,435	1,435
TEC (FORMERLY MUZIK)	4,500	4,200	4,200	4,200	4,200	4,200
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
TORONTO FASHON INCUBATOR	3,000	3,000	3,000	3,000	3,000	3,000
SHOW TECH	5,632	5,632	5,632	5,632	5,632	5,632
CNEA	0	4,707	8,126	7,796	7,796	7,796
PRINCES GATE HOTEL (DISCONTINUED IN 2019)	5,454	6,042	5,603	0	6,112	0
STANLEY BARRACK (DISCONTINUED IN 2019)	3,000	3,000	1,750	0	3,000	0
OTHER - MISCELLANEOUS	0	0	0	0	0	0
BIOSTEEL - NOT PROVIDED BY EXPLACE	0	0	0	0	0	0
GES - DISCONTINUED	1,080	0	0	0	0	0
	188,191	**194,373**	**186,109**	**172,209**	**193,323**	**172,209**

THE BOARD OF GOVERNORS OF EXHIBITION PLACE
ENERCARE CENTRE

830 - ADVERTISING, MARKETING AND SPONSORSHIP

ACCT#	ACCOUNT NAME	2016 ACTUAL	2017 ACTUAL	2018 ACTUAL	2019 FORECAST	2019 BUDGET	2020 BUDGET	%Increase	Notes
1-60-830-60830-									
	EXPENSES								
60401	ADMINISTRATIVE	0	0	0	0	0	0	0	
60412	COMMISSIONS - CONTRA ACCOUNT	0	0	0	0	0	0	0	
60413	COMMISSIONS	228	7,000	7,500	9,600	10,500	9,600	(9)	1
63120	PRODUCTION	0	0	0	0	0	0	0	
	TOTAL EXPENSES	228	7,000	7,500	9,600	10,500	9,600	(9)	
42000	**REVENUE**	67,502	75,000	96,625	96,000	105,000	96,000	(9)	2
	NET PROFIT (LOSS)	67,274	68,000	89,125	86,400	94,500	86,400	(9)	

NOTE:

1. From 2015 forward commission budget is estimated at 10% of revenue
2. Deal with Pepsi Feb 2015-Feb 2020. Revenue includes sponsorship/marketing fees; actuals rebate per cases sold and FSV commission; 2019 forecast/2020 budget is estimated using prior years experiences.

THE BOARD OF GOVERNORS OF EXHIBITION PLACE
ENERCARE CENTRE

801 - GENERAL MANAGER OF SALES AND EVENT MANAGEMENT

ACCT#	ACCOUNT NAME	2016 ACTUAL	2017 ACTUAL	2018 ACTUAL	2019 FORECAST	2019 BUDGET	2020 BUDGET	%Increase	Notes
1-60-801-60801-									
	EXPENSES								
60000	SALARIES - PERMANENT	**285,810**	**291,367**	**318,163**	**279,514**	**290,957**	**289,532**	**(0)**	1
60001	BENEFITS	**51,502**	**54,042**	**73,197**	**85,358**	**88,852**	**88,649**	**(0)**	1
60416	CONFERENCE DEVELOPMENT	**0**	**0**	**0**	**1,600**	**500**	**1,600**	**220**	3
60423	DUES & SUBSCRIPTIONS	**6,873**	**6,971**	**7,454**	**6,000**	**8,000**	**6,000**	**(25)**	
60437	MEALS & ENTERTAINMENT	**1,308**	**2,100**	**1,714**	**2,200**	**2,200**	**2,200**	**0**	2
60441	MISCELLANEOUS EXPENSES	**2,892**	**2,702**	**2,387**	**3,300**	**3,300**	**3,300**	**0**	
60447	PROFESSIONAL FEES	**0**	**0**		**1,000**	**2,000**	**1,000**	**(50)**	
63023	OFFICE SUPPLIES	**585**	**2,014**	**4,486**	**4,400**	**4,000**	**4,400**	**10**	
63118	POSTAGE & COURIER	**266**	**168**	**16**	**250**	**600**	**250**	**(58)**	
63119	PRINTING & STATIONERY	**30**	**0**	**328**	**300**	**300**	**300**	**0**	
63125	SMALL EQUIPMENT	**0**	**393**	**949**	**1,000**	**1,000**	**1,000**	**0**	
	TOTAL EXPENSES	**349,266**	**359,756**	**408,693**	**384,922**	**401,709**	**398,231**	**(1)**	

NOTE:

1. Provision for Merit increase. 2019 forecast/2020 budget adjusted to reflect lower cost

2. Board related and local sales entertainment

3. 2020 budget provides for SMG annual meeting.

THE BOARD OF GOVERNORS OF EXHIBITION PLACE
ENERCARE CENTRE

802 - CHIEF FINANCIAL OFFICER

ACCT#	ACCOUNT NAME	2016 ACTUAL	2017 ACTUAL	2018 ACTUAL	2019 FORECAST	2019 BUDGET	2020 BUDGET	%Increase	Notes
1-60-802-60802-									
	EXPENSES								
60408	BAD DEBT EXPENSE (RECOVERY)	**0**	**0**	**88,227**	**18,000**	**18,000**	**18,000**	**0**	
60409	BANK CHARGES &CREDIT CARD DISCOUNTS	**71,663**	**56,030**	**66,355**	**70,000**	**70,000**	**70,000**	**0**	2
	SUB-TOTAL	**71,663**	**56,030**	**154,582**	**88,000**	**88,000**	**88,000**	**0**	
69800	DEPRECIATION - EQUIPMENT	**0**	**0**	**0**	**0**	**0**	**0**	**0**	1
	SUB-TOTAL	**0**	**0**	**0**	**0**	**0**	**0**	**0**	
	TOTAL EXPENSES	**71,663**	**56,030**	**154,582**	**88,000**	**88,000**	**88,000**	**0**	
	REVENUE								
49003	INTEREST INCOME	**26,114**	**16,731**	**90,728**	**27,000**	**27,000**	**27,000**	**0**	3
49004	MISCELLANEOUS INCOME	**137,644**	**246,805**	**231,368**	**30,000**	**30,000**	**30,000**	**0**	6
49005	ABM COMMISSIONS	**137,229**	**118,960**	**108,256**	**120,000**	**120,000**	**120,000**	**0**	5
49006	OFFICIAL SUPPLIER	**23,000**	**86,040**	**22,599**	**91,000**	**91,000**	**25,000**	**(73)**	4
	TOTAL REVENUE	**323,986**	**468,535**	**452,951**	**268,000**	**268,000**	**202,000**	**(25)**	
	NET PROFIT (LOSS)	**252,324**	**412,505**	**298,369**	**180,000**	**180,000**	**114,000**	**(37)**	

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. Agreement with GES commencing January 1, 2012 : commission on exhibitors revenue earned by GES from shows . 2015/2017/2019 includes contribution from SIAL (bi-annual event).
5. Contract with HM Cash starting April 2016. 2016 actual includes $41K commission during CNE fair.
6. Includes items such as retro billings, bad debt recovery, and other miscellaneous credits

THE BOARD OF GOVERNORS OF EXHIBITION PLACE
ENERCARE CENTRE

803 - SALES

ACCT#	ACCOUNT NAME	2016 ACTUAL	2017 ACTUAL	2018 ACTUAL	2019 FORECAST	2019 BUDGET	2020 BUDGET	%Increase	Notes
1-60-803-60803-									
	EXPENSES								
60000	SALARIES - PERMANENT	787,009	830,117	817,996	903,204	903,204	842,000	(7)	1
60001	BENEFITS	204,980	213,370	197,325	255,675	255,675	239,617	(6)	1
60002	SALARIES - TEMPORARY	108,902	95,138	110,404	108,474	108,474	108,742	0	6
60404	ADVERTISING	11,783	9,408	34,071	5,300	5,300	5,300	0	
60416	CONVENTION DEVELOPMENT/SPECIAL EVENTS FUND	0	250,000	250,000	250,000	250,000	250,000	0	4
60418	MEETINGS & CONVENTIONS	85,099	110,045	111,299	119,000	119,000	125,000	5	2
60419	CORPORATE ADVERTISING	168,589	87,141	75,112	118,460	93,460	105,000	12	7
60423	DUES & SUBSCRIPTIONS	19,787	35,504	31,976	32,385	32,385	34,385	6	
60438	MEDIA / PUBLIC RELATIONS	10,751	6,700	0	4,000	4,000	4,000	0	8
60441	MISCELLANEOUS EXPENSES	5,245	0	0	0	0	0	0	
60453	MARKETING FEE - SMG CANADA	79,000	72,000	72,000	72,000	72,000	72,000	0	3
63023	OFFICE SUPPLIES	3,660	3,934	5,702	3,000	3,000	3,000	0	
63118	POSTAGE & COURIER	493	568	488	1,000	1,000	1,000	0	
63122	RESOURCE MATERIALS	30,830	80,230	70,937	36,540	36,540	37,000	1	5
	TOTAL EXPENSES	1,516,130	1,794,155	1,777,310	1,909,038	1,884,038	1,827,044	(3)	

NOTE:

1. Provision for Merit increase. Board approved new incentive plan starting in 2014
2. Cost increase for market development, client activities, marketing initiatives and lead generation, business networking/promoting during special events & galas at BEANFIEL
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; EBMS system maintenance fee for Marketing users group (approx. $8,000/ann) is merged to IT department 60-850 in 2019
6. Budget provided for one fulltime contract sales staff. Cost increase is absorbed by incremental rent
7. Cost increase for market development, client activities, marketing initiatives and lead generation. 2019 forecast/2020 budget provide for approx. $25,000 annual payment to Fourwinds. From 2018 cost is splitted 50/50 ECC/BFC of consolidated total cost per department request.
8. From 2018 cost is splitted 50/50 ECC/BFC of consolidated total cost per department request

THE BOARD OF GOVERNORS OF EXHIBITION PLACE
ENERCARE CENTRE

807 - EVENT SERVICES EXPENSES

ACCT#	ACCOUNT NAME	2016 ACTUAL	2017 ACTUAL	2018 ACTUAL	2019 FORECAST	2019 BUDGET	2020 BUDGET	%Increase	Notes
1-60-807-60807-									
	EXPENSES								
60000	SALARIES - PERMANENT	1,015,966	897,508	937,401	939,215	939,215	926,788	(1)	1
60001	BENEFITS	272,122	235,415	225,476	266,283	266,283	263,800	(1)	1
60002	SALARIES & BENEFIT - HOURLY	128,005	90,177	90,180	0	0	0	0	2
60418	CONVENTIONS & MEETINGS	4,344	5,986	10,785	6,000	6,000	6,000	0	7
60423	DUES & SUBSCRIPTIONS	1,919	1,390	3,377	2,150	2,150	3,000	40	3
60437	MEALS & ENTERTAINMENT	5,820	4,426	5,496	4,500	4,500	4,500	0	9
60441	MISCELLANEOUS EXPENSES	7,047	8,616	4,904	5,600	5,600	5,600	0	4
60801	CONTRACT SERVICE - SHOW TECH	0	41,919	52,489	50,251	50,251	65,000	29	10
61108	RECOVERIES FROM EVENTS - EC/MC WAGES & BENEFITS	0	0	0	0	0	0	0	
63023	OFFICE SUPPLIES - EC & EXHIBITORS GROUP	8,739	10,394	5,764	9,200	9,200	9,200	0	6
63118	POSTAGE & COURIER	197	103	69	200	200	200	0	
63119	PRINTING & STATIONERY	205	0	195	500	500	600	20	8
63125	SMALL EQUIPMENTS	919	365	0	1,000	1,000	1,000	0	5
63127	UNIFORMS	131	622	926	1,100	1,100	1,100	0	
	TOTAL EXPENSES	1,445,414	1,296,920	1,337,062	1,285,999	1,285,999	1,286,788	0	

NOTE:

1. Provision for Merit increase.
From 2017 cost 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. 2019/2020 budget provided in Beanfield centre department 70-710 for one additional full time MC
Prior to 2016 cost included non-recoverable portion of admin tasks (inventory audit, general admin tasks etc..) handled by Exhibitor Service staff and temporary staff for one-off large events

3. Association memberships (Director - IAAM, CAEM), (Manager - IAAM, IFMA)

4. Departmental mileage, parking etc. 2019/2020 budget for EBMS system annual maintenant fee for Event Service users group is merged to IT department 60-850. Prior years cost includes approx. $2,000 EBMS annual fee

5. For additional desks, computers and other equipment.

6. Supplies for Show Manager / Exhibitor Services sales kit. Exhibitor Services sales kit cost is now paid by Showtech and reimbursed by Exhibition Place.

7. Director travels 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. Budget provides for processing exhibitor service orders; now is done by Showtech plus estimated annual CPI increase of 2%. 2019 forecast/2020 budget increase due to EP has added Parking Services pass distribution to SPL's scope of work to be invoiced on an hourly basis

THE BOARD OF GOVERNORS OF EXHIBITION PLACE
ENERCARE CENTRE

815 - EXPENSE RECOVERY

ACCT#	ACCOUNT NAME	2016 ACTUAL	2017 ACTUAL	2018 ACTUAL	2019 FORECAST	2019 BUDGET	2020 BUDGET	%Increase	Notes
1-60-815-60815-									
	EXPENSES RECOVERIES								
61021	HOUSEKEEPING RECOVERY - SPECTRA	(6,309)	(6,435)	(7,442)	(6,596)	(6,596)	(6,678)	1	1
61113	UTILITY RECOVERY	(76,841)	(87,570)	(91,263)	(95,755)	(95,800)	(95,975)	0	2
	TOTAL EXPENSES	(83,150)	(94,005)	(98,705)	(102,351)	(102,396)	(102,653)	0	

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
2.1% utility recovery per contractual arrangements, based on F&B sales, TTC's actual consumption, RAWF's original charge adjusted by annual inflation. 2019 forecast/2020 Budget estimated at 11% of F&B commission

THE BOARD OF GOVERNORS OF EXHIBITION PLACE
BEANFIELD CENTRE

SUMMARY

PAGE	ACCOUNT NAME	2016 ACTUAL	2017 ACTUAL	2018 ACTUAL	2019 FORECAST	2019 BUDGET	2020 BUDGET	%Increase	Notes
	REVENUE								
	RENTAL	1,281,382	1,762,898	1,811,045	2,166,556	2,084,556	2,150,000	3	5
	HOTEL RENT - BASE RENT	161,720	161,720	161,720	121,000	110,000	121,000	10	6
	CATERING CONCESSIONS/RENTALS	1,152,160	1,159,794	1,140,851	1,339,026	1,239,226	1,274,153	3	9
	CONCESSION PAYABLE TO CERISE - SALES > $5MIL	0	(75,000)	(75,000)	(75,000)	(75,000)	(75,000)	0	9
	SHOW SERVICES - NET	350,965	476,386	357,847	413,969	388,469	400,123	3	9
	PARKING - NET	224,050	279,311	226,691	239,058	239,058	263,500	10	9
	TOTAL REVENUE	3,170,277	3,765,109	3,623,154	4,204,609	3,986,310	4,133,776	4	
	DEPARTMENTAL OVERHEAD EXPENSES								
	EVENTS PMD COST	503,672	713,444	724,238	616,635	598,522	616,890	3	8
46	BUILDING OPERATIONS	503,445	549,996	537,569	631,488	647,488	625,500	(3)	
47	HOUSEKEEPING AND DÉCOR	125,901	127,252	101,535	165,951	165,951	168,301	1	
48	FINANCE	66,679	75,060	81,311	83,663	83,663	85,331	2	
49	CONCIERGE SERVICE	75,085	66,691	63,771	72,309	72,309	75,199	4	
53	SALES AND MARKETING	436,614	427,162	417,797	578,458	578,458	563,177	(3)	
54	EVENT SERVICES	364,695	388,042	383,678	484,720	478,534	492,991	3	
55	HOUSE TECHNICIAN & EVENT PMD	114,263	106,755	153,461	205,707	205,707	208,748	1	
	TOTAL OPERATING EXPENSES	2,190,353	2,454,403	2,463,361	2,838,931	2,830,632	2,836,137	0	
	ANNUAL CASH FLOW IN (OUT) BEFORE INTEREST, AMORTIZATION EXPENSES AND TRANSFERS	979,924	1,310,707	1,159,793	1,365,678	1,155,678	1,297,640	12	
52	LESS: INTEREST EXPENSE-FCM LOAN	35,163	32,967	30,746	28,461	28,461	26,142	(8)	4
52	LESS: INTEREST EXPENSE-CITY LOAN	1,633,838	1,589,737	1,552,826	1,514,070	1,514,070	1,473,375	(3)	1
	CASH FLOW BEFORE AMORT/ PRINCIPAL REPAYMENT	(689,078)	(311,998)	(423,779)	(176,852)	(386,852)	(201,877)	(48)	
48	LESS: AMORTIZATION - EQUIPMENTS AND FIXTURES	381,372	381,372	381,372	0	0	0	0	7
48	LESS: AMORTIZATION - BUILDING IMPROVEMENT	1,550,592	1,550,592	1,550,592	0	0	0	0	7
52	PRINCIPAL PAYMENT - CITY LOAN	0	0	0	813,889	813,889	854,584	5	
52	PRINCIPAL PAYMENT - FCM LOAN	0	0	0	96,758	96,758	99,039	2	
	NET INCOME (LOSS) BEFORE NAMING FEES	(2,621,042)	(2,243,962)	(2,355,743)	(1,087,500)	(1,297,500)	(1,155,500)	(11)	
50	NAMING FEES - BEANFIELD	368,590	114,844	347,360	382,500	382,500	382,500	0	2
51	NAMING FEES - ENERCARE	683,944	673,231	675,000	675,000	675,000	675,000	0	2
	SUBTOTAL NET NAMING REVENUE	1,052,534	788,074	1,022,360	1,057,500	1,057,500	1,057,500	0	
	NET INCOME (LOSS)	(1,568,508)	(1,455,887)	(1,333,383)	(30,000)	(240,000)	(98,000)	(59)	
4####	CASH TSF FROM CONFERENCE RESERVE FUND	0	0	0	0	0	0	0	
	NET INCOME (LOSS) AFTER TSF PER FS	(1,568,508)	(1,455,887)	(1,333,383)	(30,000)	(240,000)	(98,000)	(59)	
	CASH CONVERSION:								
	NET INCOME (LOSS)	(1,568,508)	(1,455,887)	(1,333,383)	(30,000)	(240,000)	(98,000)		
	AMORTIZATION - EQUIPMENTS & FIXTURES	381,372	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	(51,720)	(51,720)	(51,720)	0	0	0		
	PRINCIPAL PAYMENT - CITY LOAN	(1,038,441)	(738,221)	(775,132)	0	0	0		1
	PRINCIPAL PAYMENT - FCM LOAN	(90,101)	(92,335)	(94,501)	0	0	0		4
	NET INCOME (LOSS) TSF TO CITY CCRF - CASH BASIS	(816,807)	(406,200)	(322,772)	(30,000)	(240,000)	(98,000)		
	TRANSFER FROM (TO) CITY CONFERENCE CENTRE RESERVE	0	0	0	0	0	0		2
	CASH INFLOW (OUTFLOW) AFTER TRANSFERS	(816,807)	(406,200)	(322,772)	(30,000)	(240,000)	(98,000)		

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. Some events previously held in the Automotive Building are now using the BLC and are included in EC/EP's budget to be consistent with prior years. 2019 budget rent include additional sales to cover cost of once full time PC

6.Budget for basic rent from hotel on cash basis, actual recorded is accrued at straight line over lease term (was budgeted/reported in EP program 2013-2015). Participation rent expects to starts in 2018/2019 is budgeted in EP program on page 3

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. 2019 forecast/2020 budget event PMD is estimated at 18% of total rent + F&B commission revenue

9. Budget per Horwath's forecast

10. Annual Basic rent per LOI proforma financial assuming over 49 years term. Hotel opened in April 2018.

THE BOARD OF GOVERNORS OF EXHIBITION PLACE
BEANFIELD CENTRE

70-701 - BUILDING OPERATIONS

ACCT#	ACCOUNT NAME	2016 ACTUAL	2017 ACTUAL	2018 ACTUAL	2019 FORECAST	2019 BUDGET	2020 BUDGET	%Increase	Notes
1-70-701-70701-									
	EXPENSES								
60255	HYDRO	**266,641**	**230,911**	**252,535**	**294,000**	**310,000**	**289,000**	**(7)**	1
60252	GAS	**13,740**	**15,416**	**16,473**	**26,000**	**26,000**	**26,000**	**0**	2
60281	WATER	**20,832**	**24,417**	**24,765**	**33,000**	**33,000**	**33,000**	**0**	3
60427	FIRE PROTECTION	**4,813**	**16,309**	**32,838**	**15,488**	**15,488**	**15,500**	**0**	
61010	BUILDING REPAIR & MAINTENANCE	**71,014**	**109,440**	**83,915**	**120,000**	**120,000**	**120,000**	**0**	
61025	ELEVATORS & ESCALATORS	**40,981**	**36,803**	**37,793**	**40,000**	**40,000**	**40,000**	**0**	4
61032	ELECTRICAL MAINTENANCE	**40,535**	**63,371**	**52,836**	**50,000**	**50,000**	**50,000**	**0**	
61077	PLUMBING REPAIR & MAINTENANCE	**14,489**	**19,191**	**16,708**	**24,000**	**24,000**	**24,000**	**0**	6
61083	HVAC	**55,038**	**62,354**	**50,031**	**60,000**	**60,000**	**60,000**	**0**	5
61113	UTILITIES RECOVERIES - F&B PROVIDER	**(24,640)**	**(28,216)**	**(30,325)**	**(31,000)**	**(31,000)**	**(32,000)**	**3**	
	TOTAL EXPENSES	**503,445**	**549,996**	**537,569**	**631,488**	**647,488**	**625,500**	**(3)**	

NOTE:

1. Actual hydro includes renewable energy consumption. Actual kwh consumed monthly as per operation. Budget is estimated at 7% of total BFC events 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 for anticipated increase from service contractor. Contracted maintenance cost and repairs required to meet TSS code.
5. Building automation system maintenance contract. Starting in 2018 cost was transferred from various accounts of HVAC department 50-329
6. Budget increase for anticipated cost to change electronics for washroom flushometers

THE BOARD OF GOVERNORS OF EXHIBITION PLACE
BEANFIELD CENTRE

70-702 HOUSEKEEPING AND DÉCOR

ACCT#	ACCOUNT NAME	2016 ACTUAL	2017 ACTUAL	2018 ACTUAL	2019 FORECAST	2019 BUDGET	2020 BUDGET	%Increase	Notes
1-70-702-70702-									
	EXPENSES								
60002	SALARIES & BENEFITS - HOURLY (BASE BUILDING)	101,159	95,575	90,815	126,257	126,257	128,414	2	1
60009	SALARIES & BENEFITS - HOURLY (RECOVERABLE)	0	0	0	0	0	0	0	1
	MAINT. SALARIES AND BENEFITS - HOURLY	101,159	95,575	90,815	126,257	126,257	128,414	2	
60252	LANDSCAPING (INTERIOR AND EXTERIOR)	11,614	19,746	5,988	9,694	9,694	9,887	2	
60281	SNOW REMOVAL	2,678	2,767	4,118	10,000	10,000	10,000	0	6
60801	CONTRACTED SERVICES	2,688	2,688	0	6,000	6,000	6,000	0	3
61031	DUMPING FEES	2,264	0	0	3,000	3,000	3,000	0	4
61036	EQUIPMENT MAINTENANCE	0	365	0	1,000	1,000	1,000	0	5
63100	CLEANING SUPPLIES	5,498	6,110	614	10,000	10,000	10,000	0	2
	SUBTOTAL	24,742	31,676	10,719	39,694	39,694	39,887	0	
	TOTAL EXPENSES	125,901	127,252	101,535	165,951	165,951	168,301	1	

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	2016 ACTUAL	2017 ACTUAL	2018 ACTUAL	2019 FORECAST	2019 BUDGET	2020 BUDGET	%Increase	Notes
1-70-703-70703-									
	EXPENSES								
60000	SALARIES - PERMANENT	50,770	54,340	66,920	58,762	58,762	59,994	2	1
60001	BENEFITS	15,908	13,213	14,391	16,901	16,901	17,337	3	1
60002	SALARIES & BENEFITS - TEMPORARY	0	0	0	0	0	0	0	
60408	BAD DEBT EXPENSE	0	7,508	0	8,000	8,000	8,000	0	
69800	AMORTIZATION EXPENSE-FF&E	381,372	381,372	381,372	381,731	381,731	381,731	0	2
	TOTAL EXPENSES	448,051	456,432	462,683	465,394	465,394	467,062	0	

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

THE BOARD OF GOVERNORS OF EXHIBITION PLACE
BEANFIELD CENTRE

70-704 CONCIERGE SERVICE

ACCT#	ACCOUNT NAME	2016 ACTUAL	2017 ACTUAL	2018 ACTUAL	2019 FORECAST	2019 BUDGET	2020 BUDGET	%Increase	Notes
1-70-704-70704-									
	EXPENSES								
60000	SALARIES - PERMANENT	**75,085**	**66,691**	**63,771**	**56,135**	**56,135**	**58,324**	**4**	1
60001	BENEFITS	**0**	**0**	**0**	**16,174**	**16,174**	**16,875**	**4**	1
60002	WAGES - SECURITY SERVICES	**0**	**0**	**0**	**0**	**0**	**0**	**0**	1
	TOTAL EXPENSES	**75,085**	**66,691**	**63,771**	**72,309**	**72,309**	**75,199**	**4**	

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

50-304 BEANFIELD CENTRE NAMING RIGHTS - EXHIBITION PLACE

ACCT#	ACCOUNT NAME	2016 ACTUAL	2017 ACTUAL	2018 ACTUAL	2019 FORECAST	2019 BUDGET	2020 BUDGET	%Increase	Notes
1-50-304-50304-									
49041	NAMING FEE REVENUE	415,857	352,642	425,000	425,000	425,000	425,000	0	2
	EXPENSE								
60205	RE-BRANDING INCLUDING BUILDING SIGNAGE	2,417	209,415	32,199	0	0	0	0	
60200	COMMISSION	24,000	28,333	42,500	42,500	42,500	42,500	0	
60201	ADMINISTRATIVE COSTS	20,850	0	2,941	0	0	0	0	
60202	PRODUCTION EXPENSE	0	50	0	0	0	0	0	
		47,267	237,798	77,640	42,500	42,500	42,500	0	
	NET INCOME (LOSS)	368,590	114,844	347,360	382,500	382,500	382,500	0	
60203	TSF TO CITY CONFERENCE CENTRE OBLIGATORY RESERVE FUND	(368,590)	(114,844)	(347,360)	(382,500)	(382,500)	(382,500)	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. 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	2016 ACTUAL	2017 ACTUAL	2018 ACTUAL	2019 FORECAST	2019 BUDGET	2020 BUDGET	%Increase	Notes
1-60-812-60812-									
42300	NAMING FEE	750,000	750,000	750,000	750,000	750,000	750,000	0	2
	EXPENSE								
60205	RE-BRANDING INCLUDING BUILDING SIGNAGE	10,383	1,347	0	0	0	0	0	
60200	COMMISSION	55,000	75,000	75,000	75,000	75,000	75,000	0	
60201	ADMINISTRATIVE COSTS	673	422	0	0	0	0	0	
60202	PRODUCTION EXPENSE	0	0	0	0	0	0	0	
		66,056	76,769	75,000	75,000	75,000	75,000	0	
	NET INCOME (LOSS)	683,944	673,231	675,000	675,000	675,000	675,000	0	
60203	TSF TO CITY CONFERENCE CENTRE OBLIGATORY RESERVE FUND	(683,944)	(673,231)	(675,000)	(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	2016 ACTUAL	2017 ACTUAL	2018 ACTUAL	2019 FORECAST	2019 BUDGET	2020 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	**1,633,838**	**1,589,737**	**1,552,826**	**1,514,070**	**1,514,070**	**1,473,375**	**(3)**	1
	SUBTOTAL CITY DEBT	**3,104,426**	**3,060,325**	**3,023,414**	**2,984,658**	**2,984,658**	**2,943,963**	**(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	**35,163**	**32,967**	**30,746**	**28,461**	**28,461**	**26,142**	**(8)**	2
	SUBTOTAL FCM DEBT	**115,167**	**112,971**	**110,750**	**108,461**	**108,461**	**106,142**	**(2)**	
	TOTAL INTEREST AND AMORTIZATION	**3,219,593**	**3,173,296**	**3,134,164**	**3,093,118**	**3,093,118**	**3,050,105**	**(1)**	
1-00-000-00000-									
20390	CITY DEBT - PRINCIPAL REPAYMENT	**1,038,441**	**738,221**	**775,132**	**813,889**	**813,889**	**854,584**	**5**	3
20370	FCM LOAN - PRINCIPAL REPAYMENT	**90,101**	**92,335**	**94,501**	**96,758**	**96,758**	**99,039**	**2**	3
	TOTAL PRINCIPAL REPAYMENT	**1,128,542**	**830,557**	**869,633**	**910,648**	**910,648**	**953,623**	**5**	

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

ACCT#	ACCOUNT NAME	2016 ACTUAL	2017 ACTUAL	2018 ACTUAL	2019 FORECAST	2019 BUDGET	2020 BUDGET	%Increase	Notes
1-70-709-70709-									
	EXPENSES								
60000	SALARIES - PERMANENT	**222,408**	**219,082**	**208,384**	**231,820**	**231,820**	**223,975**	**(3)**	1
60001	BENEFITS	**52,848**	**49,612**	**56,416**	**65,423**	**65,423**	**63,444**	**(3)**	1
60404	ADVERTISING	**0**	**0**	**0**	**0**	**0**	**0**	**0**	3
60418	MEETINGS & CONVENTIONS	**0**	**0**	**0**	**0**	**0**	**0**	**0**	
60419	CORPORATE ADVERTISING	**22,600**	**32,897**	**16,463**	**93,460**	**93,460**	**93,460**	**0**	3
60438	MEDIA / PUBLIC RELATIONS	**0**	**0**	**0**	**4,000**	**4,000**	**4,000**	**0**	4
60800	CONTRACT STAFF	**138,585**	**125,536**	**136,279**	**183,755**	**183,755**	**178,298**	**(3)**	2
63023	OFFICE SUPPLIES	**0**	**0**	**0**	**0**	**0**	**0**	**0**	
63118	COURIER	**173**	**36**	**255**	**0**	**0**	**0**	**0**	
63122	RESOURCE MATERIALS	**0**	**0**	**0**	**0**	**0**	**0**	**0**	
	TOTAL EXPENSES	**436,614**	**427,162**	**417,797**	**578,458**	**578,458**	**563,177**	**(3)**	

NOTE:

1. Provision for merit increase.
2. Budget provided for one contract booking assistant and the 2nd additional contract sales staff. Incremental cost is absorbed by incremental revenue.

3.Change account coding in 2018/2019. From 2018 cost is split 50/50 ECC/BFC of consolidated total cost per department request

4. From 2018 cost was split 50/50 ECC/BFC of consolidated total cost per department request

THE BOARD OF GOVERNORS OF EXHIBITION PLACE
BEANFIELD CENTRE

70-710 EVENT SERVICES

ACCT#	ACCOUNT NAME	2016 ACTUAL	2017 ACTUAL	2018 ACTUAL	2019 FORECAST	2019 BUDGET	2020 BUDGET	%Increase	Notes
1-70-710-70710-									
	EXPENSES								
60000	SALARIES - PERMANENT	207,423	219,705	215,697	221,840	221,840	226,749	2	1
60001	BENEFITS	58,255	58,796	60,155	63,305	63,305	64,949	3	1
60800	CONTRACT STAFF	0	0	0	82,963	82,963	86,210	4	4
63126	SUPPLIES & GENERAL	0	746	3,494	3,600	1,050	3,700	252	5
60207	ADMIN FEES - CERISE	52,025	66,449	62,806	70,112	66,476	68,483	3	3
60206	MANAGEMENT FEES - CERISE	41,400	41,400	41,400	41,400	41,400	41,400	0	2
60437	MEALS & ENTERTAINMENT	200	275	85	300	300	300	0	
63119	PRINTING & STATIONERY	1,544	671	41	900	900	900	0	5
63127	UNIFORMS	3,848	0	0	300	300	300	0	
	TOTAL EXPENSES	364,695	388,042	383,678	484,720	478,534	492,991	3	

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. Budget estimated at 2% of total rent and F&B commission

4. 2019/2020 budget provided for one additional full time contracted MC; pending additional events booked in BFC. Budget was provided under event service department 60-807 prior to 2018

5. Cost increase for anticipated more events and activities at Beanfield and to reflect prior year experience

THE BOARD OF GOVERNORS OF EXHIBITION PLACE
BEANFIELD CENTRE

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

ACCT#	ACCOUNT NAME	2016 ACTUAL	2017 ACTUAL	2018 ACTUAL	2019 FORECAST	2019 BUDGET	2020 BUDGET	%Increase	Notes
1-70-711-70711-									
	EXPENSES								
60000	SALARIES - PERMANENT	**76,760**	**86,736**	**76,600**	**82,018**	**82,018**	**80,634**	**(2)**	1
60001	BENEFITS	**8,225**	**11,137**	**18,519**	**23,335**	**23,335**	**23,047**	**(1)**	1
60800	CONTRACT STAFF	**0**	**0**	**50,108**	**67,639**	**67,639**	**72,352**	**7**	3
61036	LEASABLE AV EQUIPMENTS MAINTENANCE AND PARTS	**29,278**	**8,882**	**8,235**	**32,715**	**32,715**	**32,715**	**0**	2
	TOTAL EXPENSES	**114,263**	**106,755**	**153,461**	**205,707**	**205,707**	**208,748**	**1**	

NOTE:

1. Budget provided for one full time Production Coordinator.
2. 2020 budget provided for replacement cost of audios AMPs on 1st and 2nd floors and aging Podium/Microphone/Cables/FI covers, annual subscription for Sirius Radio , Creston Certified Agency and way finding system components. Actuals includes replacement cost for parts and components of existing installation Wall ports, audio amplifiers, video distribution projectors and components.
3. Budget provided for one contract PC; cost splitted 25% in EP department 50-310 and 75% in BFC department 70-711, pending additional events booked in BFC