

Appendix A
THE BOARD OF GOVERNORS OF EXHIBITION PLACE
OPERATING BUDGET 2021

BU22.2j

PAGE	PROGRAM	2017 ACTUAL	2018 ACTUAL	2019 ACTUAL	2020 FORECAST	2020 BUDGET	2021 BUDGET	%Increase	Notes
EXHIBITION PLACE AND ENERCARE CENTRE									
REVENUE									
3	REVENUE - EP	25,598,271	26,984,032	29,524,070	9,805,798	27,400,327	28,085,202	2	
35	REVENUE - EC	11,112,053	11,507,002	13,656,475	3,694,709	12,218,465	12,058,558	(1)	
		36,710,324	38,491,034	43,180,544	13,500,507	39,618,792	40,143,760	1	
EXPENSES									
3	DIRECT EXPENSES - EP	8,331,979	8,028,006	8,821,544	1,834,403	8,185,272	8,208,582	0	
35	DIRECT EXPENSES - EC	5,191,743	5,248,043	6,925,481	4,583,147	5,324,083	5,151,861	(3)	
	DIRECT EXPENSES	13,523,722	13,276,049	15,747,025	6,417,550	13,509,355	13,360,443	(1)	
7	OVERHEAD EXPENSES	19,334,517	21,228,354	23,226,066	20,946,230	23,972,706	24,691,933	3	
		32,858,239	34,504,403	38,973,091	27,363,780	37,482,061	38,052,376	2	
INCOME (LOSS) BEFORE DEBT CHARGES									
7	INTEREST AND AMORT EXPENSE - ENERGY RETROFIT ASSETS	3,852,085	3,986,631	4,207,454	(13,863,273)	2,136,731	2,091,383	(2)	
		1,325,364	1,524,939	1,619,331	1,614,103	1,688,731	1,669,384	(1)	
	NET INCOME (LOSS)	2,526,721	2,461,692	2,588,123	(15,477,376)	448,000	422,000	(6)	
BEANFIELD CENTRE									
44	REVENUE	3,765,109	3,623,154	5,069,016	411,794	4,283,776	4,387,642	2	
44	EXPENSES	2,454,403	2,463,361	2,864,088	1,610,408	2,836,137	2,913,982	3	
	CASH FLOW BEFORE INTEREST, AMORT AND TRANSFERS	1,310,707	1,159,793	2,204,928	(1,198,613)	1,447,640	1,473,660	2	
52	LESS: INTEREST EXPENSES	1,622,704	1,583,572	1,542,530	1,499,517	1,499,517	1,454,381	(3)	
52	LESS: AMORTIZATION EXPENSE	1,931,964	1,931,964	1,851,814	1,647,205	0	0	0	
52	LESS: PRINCIPAL REPAYMENT - FCM LOAN	0	0	0	0	854,584	897,313	5	
52	LESS: PRINCIPAL REPAYMENT - CITY LOAN	0	0	0	0	99,039	101,466	2	
	INCOME (LOSS) BEFORE NAMING FEE	(2,243,962)	(2,355,743)	(1,189,417)	(4,345,335)	(1,005,500)	(979,500)	(3)	
44	NAMING FEES REVENUE (ENERCARE & BEANFIELD)	788,074	1,022,360	1,057,500	1,057,500	1,057,500	1,057,500	0	
	NET INCOME (LOSS)	(1,455,887)	(1,333,383)	(131,917)	(3,287,835)	52,000	78,000	50	
44	CASH TRANSFER FROM(TO) CONFERENCE CENTRE RESERVE	0	0	0	0	0	0	0	
	NET INCOME (LOSS) AFTER TSF PER FIN. STATEMENTS	(1,455,887)	(1,333,383)	(131,917)	(3,287,835)	52,000	78,000	50	
SUMMARY									
BOG									
	TOTAL REVENUE	41,263,508	43,136,549	49,307,061	14,969,801	44,960,068	45,588,902	1	
	TOTAL EXPENSE	40,192,674	42,008,240	46,850,855	33,735,012	44,460,068	45,088,902	1	
	NET INCOME (LOSS) PER FINANCIAL STATEMENTS	1,070,834	1,128,309	2,456,206	(18,765,211)	500,000	500,000	(0)	
CASH CONVERSION:									
	EMPLOYEE BENEFITS	(185,660)	(224,963)	1,850	0				
	AMORTIZATION - EP/EC	43,332	43,332	66,613	89,933				
	AMORTIZATION - BEANFIELD CENTRE	1,931,964	1,931,964	1,851,814	1,647,205				
	PRINCIPAL REPAYMENT - BEANFIELD CENTRE	(830,557)	(869,633)	(910,648)	(953,623)				
	CAPITAL ASSETS SOLD/BOUGHT	108,333	0	(1,431,768)	0				
	NET STEP UP - LONG TERM LEASE	102,436	212,429	210,233	176,066				
	CASH PAYABLE (RECEIVABLE) FROM CITY (NOTE *)	2,240,682	2,221,438	2,244,300	(17,805,630)	500,000	500,000		

Note *: The financial impact (net expenditures) for 2020 projected actual will result in an operating deficit will be fully covered by the City and included as revenue in the year end operating results.

**THE BOARD OF GOVERNORS OF EXHIBITION PLACE
OPERATING BUDGET 2021**

PAGE	DEPARTMENT	2017 ACTUAL	2018 ACTUAL	2019 ACTUAL	2020 FORECAST	2020 BUDGET	2021 BUDGET	% Increase	Notes
EXHIBITION PLACE									
3	REVENUE	25,598,271	26,984,032	29,524,070	9,805,798	27,400,327	28,085,202	2	
3	DIRECT EXPENSES	8,331,979	8,028,006	8,821,544	1,834,403	8,185,272	8,208,582	0	
7	OVERHEAD EXPENSES	19,334,517	21,228,354	23,226,066	20,946,230	23,972,706	24,691,933	3	
INCOME (LOSS) BEFORE DEBT CHARGES		(2,068,225)	(2,272,328)	(2,523,540)	(12,974,835)	(4,757,651)	(4,815,314)	1	
7	INTEREST AND AMORT EXPENSE - ENERGY RETROFIT ASSETS	1,325,364	1,524,939	1,619,331	1,614,103	1,688,731	1,669,384	(1)	
NET INCOME (LOSS)		(3,393,589)	(3,797,268)	(4,142,871)	(14,588,938)	(6,446,381)	(6,484,697)	1	
ENERCARE CENTRE									
37	REVENUE	11,112,053	11,507,002	13,656,475	3,694,709	12,218,465	12,058,558	(1)	
37	DIRECT EXPENSES	5,191,743	5,248,043	6,925,481	4,583,147	5,324,083	5,151,861	(3)	
NET INCOME LOSS)		5,920,310	6,258,959	6,730,994	(888,438)	6,894,382	6,906,697	0	
BEANFIELD CENTRE									
44	REVENUE	3,765,109	3,623,154	5,069,016	411,794	4,283,776	4,387,642	2	
44	EXPENSES	2,454,403	2,463,361	2,864,088	1,610,408	2,836,137	2,913,982	3	
CASH FLOW BEFORE INTEREST, AMORT AND TRANSFER		1,310,707	1,159,793	2,204,928	(1,198,613)	1,447,640	1,473,660	2	
52	LESS: INTEREST EXPENSES	1,622,704	1,583,572	1,542,530	1,499,517	1,499,517	1,454,381	(3)	
52	LESS: AMORTIZATION EXPENSE	1,931,964	1,931,964	1,851,814	1,647,205	0	0	0	
52	LESS: PRINCIPAL REPAYMENT - FCM LOAN	0	0	0	0	854,584	897,313	5	
52	LESS: PRINCIPAL REPAYMENT - CITY LOAN	0	0	0	0	99,039	101,466	2	
INCOME (LOSS) BEFORE NAMING FEE		(2,243,962)	(2,355,743)	(1,189,417)	(4,345,335)	(1,005,500)	(979,500)	(3)	
44	NAMING FEES REVENUE (ENERCARE & BEANFIELD)	788,074	1,022,360	1,057,500	1,057,500	1,057,500	1,057,500	0	
NET INCOME (LOSS)		(1,455,887)	(1,333,383)	(131,917)	(3,287,835)	52,000	78,000	50	
44	TRANSFER FROM (TO) CONFERENCE CENTRE RESERVE	0	0	0	0	0	0	0	
NET INCOME (LOSS) AFTER TSF PER FS		(1,455,887)	(1,333,383)	(131,917)	(3,287,835)	52,000	78,000	50	
SUMMARY									
BOG									
TOTAL REVENUE		41,263,508	43,136,549	49,307,061	14,969,801	44,960,068	45,588,902	1	
TOTAL EXPENSE		40,192,674	42,008,240	46,850,855	33,735,012	44,460,068	45,088,902	1	
NET INCOME (LOSS) PER FINANCIAL STATEMENTS - BOG		1,070,834	1,128,309	2,456,206	(18,765,211)	500,000	500,000	(0)	

THE BOARD OF GOVERNORS OF EXHIBITION PLACE
EXHIBITION PLACE

REVENUE AND EXPENSE SUMMARY

PAGE	DESCRIPTION	2017 ACTUAL	2018 ACTUAL	2019 ACTUAL	2020 FORECAST	2020 BUDGET	2021 BUDGET	%Increase	Notes
	REVENUE								
	RENTAL INCOME - TENANTS	1,174,224	1,180,417	1,493,277	1,198,021	1,487,226	1,893,581	27	1
	MLSE CONTRIBUTION - COCA COLA & OVO CENTRE	1,090,039	1,175,772	1,244,901	1,184,543	1,116,950	1,185,824	6	9
	BMO FIELD GUARANTEE PAYMENT - NET	138,160	156,789	179,431	197,998	193,379	197,998	2	12
	ADDITIONAL RENT - MLSE/COCA COLA COLISEUM - NET	98,000	98,000	98,005	98,000	98,000	98,000	0	2
	SUBTOTAL	2,500,423	2,610,978	3,015,614	2,678,562	2,895,555	3,375,403	17	
	RENTAL INCOME - CNEA EVENT	3,632,274	3,741,242	3,853,480	0	3,969,083	4,088,155	3	6
	RENTAL INCOME - EVENTS	1,181,090	1,210,680	1,128,559	231,930	1,027,726	1,094,610	7	3
	BILBOARD ADVERTISING -NET	1,724,622	1,809,820	2,224,229	1,749,280	1,749,280	1,751,209	0	10
42200	CATERING CONCESSIONS	112,431	98,033	95,929	20,000	97,200	97,700	1	5
	SUBTOTAL	9,150,841	9,470,753	10,317,810	4,679,772	9,738,845	10,407,077	7	
	SHOW SERVICES								
	- TENANTS	1,361,206	1,307,572	1,481,227	210,000	937,700	956,500	2	4
	- CNEA'S WORK ORDERS BILLED	3,569,824	3,211,766	3,570,548	25,000	3,679,088	3,687,500	0	11
	- EVENTS	1,404,077	1,415,631	1,611,133	95,000	1,353,243	1,455,520	8	3
	SHOW SERVICES REVENUE	6,335,107	5,934,969	6,662,909	330,000	5,970,031	6,099,520	2	
5	PARKING REVENUE	7,931,563	7,939,614	8,828,987	1,653,300	8,323,000	8,273,100	(1)	
	SUBTOTAL DIRECT REVENUE	23,417,511	23,345,336	25,809,706	6,663,072	24,031,876	24,779,697	3	
12	- ADMIN MARK UP, INTEREST AND MISC REVENUE	682,751	1,119,827	706,842	140,400	537,572	522,804	(3)	8
16	- ERP PROJECTS - INCENTIVE RECEIVED	315,041	249,729	240,925	256,000	256,000	256,000	0	
18	- DISTRICT ENERGY SYSTEM - REVENUE	684,721	1,269,520	2,022,850	2,188,287	1,614,880	1,676,700	4	
19	- NAMING RIGHTS REVENUE - BEANFIELD CENTRE	352,642	425,000	425,000	425,000	425,000	425,000	0	
19	- NAMING RIGHTS EXPENSES & TSF - BEANFIELD CENTRE	(352,642)	(425,000)	(425,000)	(425,000)	(425,000)	(425,000)	0	
	SUBTOTAL OTHER REVENUE	1,682,513	2,639,076	2,970,617	2,584,687	2,408,452	2,455,505	2	
11	- CONTRIBUTION FROM CONF. RESERVE - HOTEL SOIL	0	0	0	0	0	0	0	
11	- CONTRIBUTION FROM SICK BANK/FLEET RESERVES	498,247	999,620	743,747	558,040	960,000	850,000	(11)	
	SUBTOTAL CONTRIBUTION FROM RESERVES	498,247	999,620	743,747	558,040	960,000	850,000	(11)	
	TOTAL REVENUE	25,598,271	26,984,032	29,524,070	9,805,798	27,400,327	28,085,202	2	
	EXPENSE								
5	PARKING EXPENSES	3,090,665	3,161,031	3,277,142	1,584,403	3,206,260	3,174,930	(1)	
	SHOW SERVICES EXPENSES								
	- TENANTS	1,221,479	1,178,260	1,346,262	187,500	837,357	854,100	2	4
	- CNEA'S WORK ORDERS EXPENSE	3,196,122	2,880,668	3,188,584	22,500	3,284,900	3,292,400	0	11
	- EVENTS	698,106	647,453	859,235	20,000	704,805	732,852	4	3
	- EVENTS PMD COSTS	125,607	160,594	150,321	20,000	151,950	154,300	2	7
	SUB TOTAL SHOW SERVICE EXPENSES	5,241,314	4,866,974	5,544,402	250,000	4,979,012	5,033,652	1	
	TOTAL DIRECT EXPENSE	8,331,979	8,028,006	8,821,544	1,834,403	8,185,272	8,208,582	0	
	PROFIT (LOSS) BEFORE OVERHEAD EXPENSES	17,266,293	18,956,026	20,702,526	7,971,395	19,215,055	19,876,620	3	
7	OVERHEAD EXPENSES	20,659,881	22,753,294	24,845,397	22,560,333	25,661,437	26,361,317	3	
	NET OPERATING PROFIT (LOSS)	(3,393,589)	(3,797,268)	(4,142,871)	(14,588,938)	(6,446,381)	(6,484,697)	1	

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

NOTE:

1. 2020 forecast rent is lower due to anticipated no % from Hotel and tenants. 2021 budget is higher due to additional revenue from leases renewal for Liberty Grand, QE theater and Fountain Blu.
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.
Horse Palace 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. Starting in 2019 amount 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 April 1, 2017-March 30, 2022; first initial term was 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 Centre, 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 Centre and West Annex office.
10. Outdoor billboard signage revenue after commission - Per contractual obligations with Bell Media (formerly Astra Media) for Gardiner Express Way Billboard and 2 Strachan Billboard, and Branded Cities (formerly Clear Channel). From 2019 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 \$10 million loan repayment.

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

50-108 PARKING AND TRAFFIC REVENUES AND EXPENSES

ACCT# ACCOUNT NAME	2017 ACTUAL	2018 ACTUAL	2019 ACTUAL	2020 FORECAST	2020 BUDGET	2021 BUDGET	%/Increase	Notes
1-50-108-XXXXX-								
REVENUE								
PARKING REVENUE								
40500 ECC EVENTS	3,491,736	3,405,633	4,117,507	731,400	3,763,000	3,755,000	(0)	14
40500 EP EVENTS	817,733	913,237	1,007,870	346,800	748,500	710,000	(5)	14
40500 TENANTS, LOTS RENTAL & PERMITS	594,363	572,580	792,892	151,700	798,000	815,600	2	
40501 ONTARIO PLACE EVENTS	533,243	597,803	730,031	20,000	560,000	560,000	0	
SUB-TOTAL PARKING REVENUE	<u>5,437,075</u>	<u>5,489,254</u>	<u>6,648,299</u>	<u>1,249,900</u>	<u>5,869,500</u>	<u>5,840,600</u>	<u>(0)</u>	<u>10</u>
							0	
40520 COCA COLA COLISEUM - SUBJECT TO REBATE	529,779	687,237	646,231	170,000	561,000	600,000	7	13
40521 BMO FIELD - SUBJECT TO REBATE - TFC	1,065,778	1,001,974	742,428	70,000	1,065,000	1,000,000	(6)	7
40522 BMO FIELD - SUBJECT TO REBATE - ARGOS	280,053	220,134	156,786	0	262,500	262,500	0	7
40599 BMO FIELD - NOT SUBJECT TO REBATE	177,309	128,582	216,291	86,100	170,000	170,000	0	16
40522 BMO FIELD - NOT SUBJECT TO REBATE - ARGOS	9,194	5,797	4,207	0	10,000	10,000	0	7
40500 MEDIEVAL TIMES	430,781	406,638	414,746	77,300	385,000	390,000	1	
40525 MISCELLANEOUS PARKING REVENUE	1,593	0	0	0	0	0	0	3
TOTAL REVENUE	<u>7,931,563</u>	<u>7,939,614</u>	<u>8,828,987</u>	<u>1,653,300</u>	<u>8,323,000</u>	<u>8,273,100</u>	<u>(1)</u>	<u>10</u>
1-50-108-50108-								
EXPENSE								
60000 SALARIES - PERMANENT	548,335	638,792	654,441	667,600	662,634	658,798	(1)	1
60001 BENEFITS - PERMANENT	139,673	161,809	170,458	185,600	189,596	189,139	(0)	1
60002 SALARIES AND BENEFITS - HOURLY	795,980	757,039	791,396	249,300	743,108	723,838	(3)	15
61020 SALARY & BENEFITS RECOVERIES FROM CNEA	(39,801)	(39,928)	(41,859)	0	(44,757)	(42,900)	(4)	5
60407 PARKING AUDIT	0	0	0	0	2,000	2,000	0	
60409 BANK & CREDIT CARD CHARGES/CASH HANDLING	88,909	115,700	120,377	22,200	108,199	107,600	(1)	19
60424 EQUIPMENT RENTALS	0	80	7,134	5,120	15,360	15,360	0	9
60425 EXPENSE ALLOWANCE	3,097	2,961	1,101	500	2,000	2,000	0	4
60459 STAFF DEVELOPMENT/TRAINING - UNIONIZED	13,015	1,433	512	0	2,000	2,000	0	12
60801 CONTRACT SERVICES	4,560	5,421	5,459	5,000	6,000	6,000	0	8
61037 SECURITY - NET OF RECOVERIES	125,669	130,795	193,865	30,000	140,000	140,000	0	6
61072 P.M.D (SIGNAGES, COIN & CARD PROCESSING MACHINE...	288,503	219,173	278,571	150,000	188,000	188,000	0	2
61088 ROAD MARKINGS AND SIGN REPAIRS (from 50-323)	41,082	26,874	43,858	20,000	40,000	40,000	0	17
63119 PRINTING & STATIONERY	12,189	3,864	8,597	1,000	9,000	9,000	0	
63126 SUPPLIES & GENERAL	4,734	5,104	10,482	4,000	4,000	4,000	0	
60780 INTEREST EXPENSE - TPA LOAN	0	0	14,005	5,000	19,108	0	(100)	18
69800 AMORTIZATION EXPENSE - NEW TPA SYSTEM	0	0	23,281	46,600	52,262	52,262	0	18
63127 UNIFORMS	4,615	5,767	3,705	3,000	12,000	12,000	0	
SUBTOTAL EXPENSES BEFORE REBATES	<u>2,030,558</u>	<u>2,034,884</u>	<u>2,285,381</u>	<u>1,394,920</u>	<u>2,150,510</u>	<u>2,109,097</u>	<u>(2)</u>	
51000 MEDIEVAL TIMES REBATE	215,413	203,319	207,379	38,650	192,500	195,000	1	11
51004 COCA COLA COLISEUM REBATE	397,334	515,442	484,673	127,500	420,750	450,000	7	11
51005 BMO FIELD REBATE - TFC	355,223	333,999	247,452	23,333	355,000	333,333	(6)	11
51006 BMO FIELD REBATE - ARGOS	92,136	73,387	52,257	0	87,500	87,500	0	11
TOTAL EXPENSES	<u>3,090,665</u>	<u>3,161,031</u>	<u>3,277,142</u>	<u>1,584,403</u>	<u>3,206,260</u>	<u>3,174,930</u>	<u>(1)</u>	
NET PROFIT (LOSS)	<u>4,840,899</u>	<u>4,778,583</u>	<u>5,551,845</u>	<u>68,897</u>	<u>5,116,740</u>	<u>5,098,170</u>	<u>(0)</u>	

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

50-108 PARKING AND TRAFFIC REVENUES AND EXPENSES

NOTE:

1. 2021 budget provided at 0% cost of living adjustments increase and 0% Pay for Performance increases or re-earnable performance-based lump-sum payments (based on 2020 performance) per City Staff Report CC23.3. 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. 2021 budget decrease to reflect prior years experience due to lower number of attendants and less car park, more use of taxi/Uber. 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 #Sixty (formerly Inkas) for 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%), BMO Field (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) and June (4)
14. 2019 actuals revenue includes contribution Collision, Jehovah's Witnesses Convention, Canadian Open Volleyball. Loss from major events (International Bicycle Show, 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
17. Budget includes road markings/signs, bicycle lanes etc...
18. For new TPA system upgrade in I 2019. 2020 budget estimated per MOU between TPA and BOG dated Jan30, 2019 and term sheets approved by Board December 11, 2017; was 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. Exhibition Place has decided to pay off the cost in 2019-2020, thus only owe small amount of interest on the advance.
19. 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	2017 ACTUAL	2018 ACTUAL	2019 ACTUAL	2020 FORECAST	2020 BUDGET	2021 BUDGET	%Increase	Notes
8	CHIEF EXECUTIVE OFFICER & HR	1,071,275	1,224,498	1,359,667	1,117,966	1,529,756	1,566,713	2	
9	ARCHIVES & COMMERCIAL RECORDS	545,680	486,936	491,073	456,200	704,194	558,065	(21)	
10	PURCHASING & STORES	237,264	218,524	196,199	207,100	212,634	210,156	(1)	
11	SICK BANK PAID OUT	126,981	206,860	212,457	251,737	360,000	250,000	(31)	
12	FINANCE	2,461,874	3,448,148	3,638,649	3,747,423	3,715,145	3,749,927	1	
14	COMMUNITY GRANTS - IN KIND DONATION	1,000	1,000	1,000	0	4,000	4,000	0	
15	OPERATIONS ADMINISTRATION	1,963,505	2,176,399	2,073,159	1,959,700	2,298,081	2,221,554	(3)	
20	UTILITIES	2,935,890	2,897,297	4,024,535	4,056,700	4,001,751	4,746,700	19	2
16	ENERGY RETROFIT ASSETS - ENERGY SAVING BUDGET	0	0	0	0	(496,522)	(459,396)	(7)	
21	HOUSE KEEPING SERVICE	882,683	910,945	979,267	705,881	962,253	997,752	4	
22	SPECIAL APPROPRIATIONS	760,132	741,244	1,016,231	1,325,000	1,115,000	1,265,000	13	
23	FACILITY SERVICES	1,674,786	1,637,308	1,763,870	1,475,857	1,911,075	1,887,703	(1)	
24	LABOUR	386,889	350,667	658,762	401,100	457,047	469,039	3	
25	ELECTRICAL	1,188,404	1,061,367	1,036,383	656,700	1,147,931	1,137,931	(1)	
26	ENGINEERING	(12,983)	69,624	(3,935)	1,100	4,100	4,100	0	
27	CARPENTRY	703,280	744,194	699,287	589,000	734,369	758,977	3	
28	PAINTING	241,353	237,692	214,612	89,900	246,626	253,419	3	
29	MECHANICAL & GARAGE	369,527	393,361	393,494	305,300	439,000	439,000	0	
30	PLUMBING	659,815	814,830	792,359	608,200	820,551	822,632	0	
31	HVAC	796,728	924,639	901,626	623,900	939,826	963,966	3	
32	PRODUCTION SERVICE	320,697	285,830	404,224	672,617	441,713	410,255	(7)	
33	SECURITY & COMMUNICATIONS	1,632,351	1,604,231	1,735,552	1,494,850	1,824,177	1,834,441	1	
11	FLEET & EQUIPMENTS PURCHASES	371,266	792,760	637,593	200,000	600,000	600,000	0	
34	PRESS & FOOD BUILDINGS EXP. - NON RECOVERABLE	16,121	0	0	0	0	0	0	1
	SUBTOTAL BEFORE ERP INTEREST AND AMORT	19,334,517	21,228,354	23,226,066	20,946,230	23,972,706	24,691,933	3	
16-17	ENERGY EFFICIENCY - INTEREST & DEPRECIATION	781,216	773,828	763,148	752,522	752,522	715,396	(5)	
18	DISTRICT ENERGY SYSTEM - COSTS	544,148	751,112	856,183	861,581	936,209	953,988	2	
	SUBTOTAL - ERP PROJECT EXPENSE	1,325,364	1,524,939	1,619,331	1,614,103	1,688,731	1,669,384	(1)	
	TOTAL EXPENSES	20,659,881	22,753,294	24,845,397	22,560,333	25,661,437	26,361,317	3	

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 (approx 12,000 m3) , water (approx. 6,300 m3 in 2010).

2. 2021 budget electricity, gas, water increase to reflect economic factor per City directives, additional 7.83% carbon tax imposed on Enbridge gas by Fed. 2021 budget increase also increase to reflect additional electricity produced by District Energy System(DES); additional gas consumed by the DES to generated energy for sales; The energy revenue and saving from the DES is reported on page 18.

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

50-100 CHIEF EXECUTIVE OFFICER

ACCT# ACCOUNT NAME	2017 ACTUAL	2018 ACTUAL	2019 ACTUAL	2020 FORECAST	2020 BUDGET	2021 BUDGET	%/Increase	Notes
1-50-100-50100-								
EXPENSE								
60000 SALARIES - PERMANENT	564,126	546,699	699,541	790,000	814,829	817,767	0	1
60001 BENEFITS - PERM	145,926	150,795	181,701	167,000	240,221	240,696	0	1
60002 SALARY TEMPORARY - HR SUMMER OFFICE	27,062	64,614	48,989	0	0	0	0	9
60404 ADVERTISING -JOBS POSTING	1,721	1,846	5,323	3,000	3,000	3,000	0	8
60417 CONSULTANTS FEES	58,319	158,617	112,808	30,000	110,000	110,000	0	4
60418 MEETING CONVENTIONS & TRAVEL	7,173	8,603	7,075	5,000	18,000	15,000	(17)	2
60420 CORPORATE ENTERTAINMENT	0	0	2,000	0	2,000	2,000	0	
60421 CORPORATE PLANNING - BOG ONLY	43,596	40,826	62,541	12,000	62,000	62,000	0	3
60425 EXPENSE ALLOWANCES	977	3,311	5,612	1,000	5,600	5,600	0	
60439 MEMBERSHIPS	1,916	3,062	1,991	2,500	3,150	3,150	0	5
60445 PRESENTATIONS/PROMOTION	0	0	0	0	1,500	1,500	0	
60459 STAFF TRAINING AND DEVELOPMENT	75,073	109,031	84,538	23,000	123,000	150,000	22	6
60800 SALARIES & BENEFITS - CITY SHARED SERVICE	143,224	136,054	146,882	83,466	142,456	152,000	7	10
63119 PRINTING	0	0	0	0	1,000	1,000	0	
63126 SUPPLIES & GENERAL	2,161	1,040	667	1,000	3,000	3,000	0	7
TOTAL EXPENSE	1,071,275	1,224,498	1,359,667	1,117,966	1,529,756	1,566,713	2	

NOTE:

1. 2021 budget provided at 0% cost of living adjustments increase and 0% Pay for Performance increases or re-earnable performance-based lump-sum payments (based on 2020 performance) per City Staff Report CC23.3
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. Cost 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 between 50-100 and 50-301).
5. Professional membership
6. 2021 budget increase to reflect anticipated additional training cost for non-unionized security staff who were decertified from union in October 2019. 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.
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. 2020/2021 budget is merged with permanent staff salary GL account#60000. Prior to 2020 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.
10. Includes City's share service billing for Employee and Labour Relation. 2020 forecast is lower due to 50% service reduction during COVID 19 shutdown months from March to December.

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

50-104 ARCHIVES & COMMERCIAL RECORDS CENTRE

ACCT# ACCOUNT NAME	2017 ACTUAL	2018 ACTUAL	2019 ACTUAL	2020 FORECAST	2020 BUDGET	2021 BUDGET	%/Increase	Notes
1-50-104-50104-								
EXPENSE								
60000 SALARIES - PERMANENT	304,268	226,342	244,940	247,200	250,570	242,983	(3)	1
60001 BENEFITS - PERM	75,060	64,050	59,946	60,100	72,281	70,415	(3)	1
60002 SALARIES & BENEFITS - TEMPORARY	19,619	21,607	2,298	600	24,000	23,887	(0)	5
60422 DOORS OPEN TORONTO	1,000	2,061	1,000	0	2,000	2,000	0	2
60424 EQUIPMENT RENTAL	65,141	55,249	58,028	40,000	80,000	70,000	(13)	14
60425 EXPENSE ALLOWANCES	107	46	46	200	1,000	1,000	0	3
60428 FLOWERS	293	1,378	275	1,000	1,000	1,000	0	
60439 MEMBERSHIPS	961	789	183	800	1,200	1,200	0	4
60801 FREEDOM OF INFORMATION & PIA - CITY SERVICE	0	0	1,500	1,500	25,000	15,000	(40)	13
60461 TELECOMMUNICATIONS	45,562	45,710	48,486	45,000	45,000	45,000	0	11
60800 CONTRACT STAFF - CORP SEC SERVICE	60,000	60,750	61,509	62,700	177,396	63,908	(64)	15
61072 P.M.D	10,560	5,580	5,489	1,000	10,000	10,000	0	6
63118 POSTAGE & COURIER	3,741	2,460	3,468	3,000	8,000	7,000	(13)	12
63119 PRINTING & STATIONERY	0	33	33	0	750	750	0	7
63126 SUPPLIES & GENERAL	5,197	9,534	12,693	2,000	15,000	13,000	(13)	8
61020 RECOVERIES FROM CNEA	(45,830)	(8,653)	(8,821)	(8,900)	(9,003)	(9,078)	1	9
TOTAL EXPENSES	545,680	486,936	491,073	456,200	704,194	558,065	(21)	
REVENUE								
49033 ARCHIVES REVENUE - GHOST/BOOKS/WORKSHOP/GRANT	0	0	0	0	0	0	####	10
TOTAL REVENUE	0	0	0	0	0	0	####	
NET EXPENDITURES	545,680	486,936	491,073	456,200	704,194	558,065	####	

NOTE:

1. 2021 budget provided at 0% cost of living adjustments increase and 0% Pay for Performance increases or re-earnable performance-based lump-sum payments (based on 2020 performance) per City Staff Report CC23.3.
From 2018 cost was lower because one full time Senior Archivist was hire in exchange for 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.
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 InMagic.
9. Service will discontinue for renewal term. Starting April 1, 2017 CNEA will pay \$8,500/ann + CPI increase for software portion. Purchase of R&A Services - April 1, 2013- March 31, 2017. Price was computed using cost drive method of 5,000 units (CNEA-2,950 units; BOG-2,050 units) plus 12% admin fee. 2013 charged CNEA for 9/12 months.
10. Revenue raised re annual Exhibition Place Haunted Walking Tours. From 2014/2015 reported as misc. finance revenue department 50-116
11. Expenses related to Bell Canada & Bell Mobility for Exhibition Place.
12. Expenses related to Postage for Exhibition Place (service provided by City of Toronto) & Courier services for Corp Sec. 2017 actual cost was low because of lower volume of paper mails counts
13. Privacy Impact Assessment and Freedom of Information service per City SLA
14. Photocopiers rental
15. 2020 forecast/2021 budget provide for one full time position City Shared Service for City Clerk support service. 2020 budget includes one Corporate Secretary Administrator, budget no longer required in 2021.

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

50-106 PURCHASING DEPARTMENT EXPENSE

ACCT# ACCOUNT NAME	2017 ACTUAL	2018 ACTUAL	2019 ACTUAL	2020 FORECAST	2020 BUDGET	2021 BUDGET	%/Increase	Notes
1-50-106-50106-								
EXPENSE								
60000 SALARIES - PERMANENT	166,897	162,633	140,547	146,300	148,321	146,268	(1)	1
60001 BENEFITS - PERM	48,800	38,232	34,677	39,900	42,513	42,088	(1)	1
60436 MANAGEMENT FEES - "CITY"	18,564	17,128	20,000	20,000	20,000	20,000	0	2
60439 MEMBERSHIPS	0	0	0	0	0	0	0	
63119 PRINTING & STATIONERY	2,390	52	861	600	1,200	1,200	0	
63126 SUPPLIES & GENERAL	612	480	113	300	600	600	0	
TOTAL EXPENSE	237,264	218,524	196,199	207,100	212,634	210,156	(1)	

NOTE:

1. 2021 budget provided at 0% cost of living adjustments increase and 0% Pay for Performance increases or re-earnable performance-based lump-sum payments (based on 2020 performance) per City Staff Report CC23.3.

2. Fees required for "City" purchasing shared services. Anticipated additional cost for Wage Fair office support service approx. \$1,900/year.

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

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

ACCT# ACCOUNT NAME	2017 ACTUAL	2018 ACTUAL	2019 ACTUAL	2020 FORECAST	2020 BUDGET	2021 BUDGET	%/Increase	Notes
1-50-109-50109-								
REVENUE								
42320 CONTRIBUTION FROM SICK BANK RESERVE	126,981	206,860	106,154	358,040	360,000	250,000	(31)	2
42330 CONTRIBUTION FROM FLEET RESERVES	169,122	231,329	401,593	0	400,000	400,000	0	4
42340 CONTRIBUTION FROM EQUIPMENT RESERVES	202,143	561,431	236,000	200,000	200,000	200,000	0	6
CONTRIBUTION FROM ENVIRONMENTAL PROTECTION RESERVE	50,000	25,000	0	0	0	0	0	3
SUBTOTAL - CONTRIBUTION FROM RESERVES	548,247	1,024,620	743,747	558,040	960,000	850,000	(11)	
TOTAL CONTRIBUTION FROM RESERVES	548,247	1,024,620	743,747	558,040	960,000	850,000	(11)	
EXPENSES								
60001 SICK BANK PAID OUT EXPENSE	126,981	206,860	212,457	251,737	360,000	250,000	(31)	2
63010 FLEET PURCHASES	169,122	231,329	401,593	0	400,000	400,000	0	4
63101 EQUIPMENTS PURCHASES	202,143	561,431	236,000	200,000	200,000	200,000	0	6
61056 HOTEL SOIL REMOVAL /ECC WASHROOM RENOVATION	0	0	0	0	0	0	0	5
TREE PLANTING EXPENSE - RECOVERABLE	50,000	25,000	0	0	0	0	0	3
NET WITHDRAWALS FROM RESERVES	0	0	(106,303)	106,303	0	0	0	1

- NOTE:**
1. Additional hotel contaminated soil removing cost not funded by CCRF, thus paid by operating funds
 2. 2020 forecast revenue is higher because it includes \$106K expense that was not reimbured by City in 2019 and deferred to 2020.. 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 equipment replacement costs, 100% will be funded from Equipment Reserve (City's fund account #XQ1902)

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

50-116 CHIEF FINANCIAL OFFICER & CORPORATE SECRETARY

ACCT# ACCOUNT NAME	2017 ACTUAL	2018 ACTUAL	2019 ACTUAL	2020 FORECAST	2020 BUDGET	2021 BUDGET	%/Increase	Notes
1-50-116-50116-								
EXPENSE								
60000 SALARIES - PERMANENT	1,175,328	1,305,169	1,408,873	1,425,560	1,425,560	1,378,365	(3)	1
60001 BENEFITS - PERM	313,455	365,886	380,141	353,000	412,407	399,605	(3)	1
60002 SALARIES & BENEFITS - HOURLY	93,283	52,254	8,225	0	0	0	0	18
60003 BENEFITS - RETIREES & LTD EMPLOYEES	131,562	145,945	186,427	220,000	180,000	220,000	22	8
60008 STAFF GAPPING - CITY BUDGET	0	0	0	0	0	0	0	2
60203 CONTRIBUTION TO RESERVE - CONFERENCE CENTRE RESERVE	0	0	0	0	300,000	300,000	0	
60407 AUDIT	41,090	41,000	46,499	65,000	40,000	65,000	63	14
60408 BAD DEBTS	0	9,903	643,677	18,000	18,000	18,000	0	
60409 BANK FEES & CREDITCARD DISCOUNT	177	300	280	400	2,500	2,500	0	10
60418 CONVENTIONS & MEETINGS - BOG ONLY	11,309	14,369	11,277	2,000	12,000	12,000	0	16
60423 DUES AND SUBSCRIPTIONS	927	3,738	2,029	2,200	2,200	2,200	0	9
60425 EXPENSE ALLOWANCES	1,634	632	634	500	1,000	1,000	0	
60430 INSURANCE - GENERAL LIABILITY	0	795	1,650	1,500	9,015	9,015	0	19
60433 CONTRIBUTION TO INSURANCE RESERVE - CITY	458,498	458,498	448,430	448,430	448,430	423,209	(6)	3
60434 LEGAL FEES	494,024	442,138	454,426	450,000	540,000	540,000	0	17
60437 MEALS AND ENTERTAINMENT	327	225	525	0	400	400	0	
60444 PAYROLL PROCESSING COSTS - ADP	88,876	81,694	96,426	140,000	195,000	250,000	28	15
60447 PROFESSIONAL FEES	5,464	3,210	4,195	5,000	5,000	5,000	0	11
63001 SMALL EQUIPMENT	0	0	0	0	300	300	0	
63119 PRINTING & STATIONERY	3,657	1,941	3,533	0	3,000	3,000	0	
63126 SUPPLIES & GENERAL	7,113	14,397	8,079	2,500	7,000	7,000	0	
69003 LIABILITY CONTRIBUTION	(413,107)	(213,130)	(283,462)	(50,000)	(325,000)	(325,000)	0	
69800 AMORTIZATION EXPENSE	43,332	43,332	43,332	43,333	43,333	43,333	0	12
69902 COVID19 EXPENSE (2020); LABOUR MATTERS (2018)	0	721,484	0	450,000	0	0	0	21
69901 CONTRIBUTION TO SICK BANK RESERVE - CITY	50,000	50,000	50,000	50,000	50,000	50,000	0	
69903 WSIB EXPENSE	140,584	129,330	121,604	120,000	270,000	270,000	0	20
E.I STUDY	0	0	0	0	75,000	75,000	0	5
SUBTOTAL EXPENSE-BEFORE PSAB & ASSETS TRANSFERS	<u>2,647,534</u>	<u>3,673,111</u>	<u>3,636,799</u>	<u>3,747,423</u>	<u>3,715,145</u>	<u>3,749,927</u>	<u>1</u>	
69900 EMPLOYEE VAC/SICK/ACTUARIAL BENEFITS LIAB.	(185,660)	(224,963)	1,850	0	0	0	0	13
TOTAL EXPENSE	<u>2,461,874</u>	<u>3,448,148</u>	<u>3,638,649</u>	<u>3,747,423</u>	<u>3,715,145</u>	<u>3,749,927</u>	<u>1</u>	
REVENUE								
42400 DISCOUNTS & COMMISSIONS	684	1,128	583	100	100	100	0	
49033 MISCELLANEOUS REVENUE	372,093	941,085	409,758	50,000	204,772	205,000	0	6
49034 COCA COLA 12% MARKUP	142,637	101,371	182,249	60,000	153,000	156,800	2	7
49035 BMO FIELD 12% MARKUP	164,739	75,697	114,076	30,000	177,000	160,204	(9)	7
49032 OVO CENTRE 12% MARKUP	2,598	546	176	300	2,700	700	(74)	
SUBTOTAL REVENUE	<u>682,751</u>	<u>1,119,827</u>	<u>706,842</u>	<u>140,400</u>	<u>537,572</u>	<u>522,804</u>	<u>(3)</u>	
NET PROFIT (LOSS)	<u>(1,779,122)</u>	<u>(2,328,321)</u>	<u>(2,931,807)</u>	<u>(3,607,023)</u>	<u>(3,177,573)</u>	<u>(3,227,123)</u>	<u>2</u>	

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

50-116 CHIEF FINANCIAL OFFICER & CORPORATE SECRETARY

NOTE:

1. 2021 budget provided at 0% cost of living adjustments increase and 0% Pay for Performance increases or re-earnable performance-based lump-sum payments (based on 2020 performance) per City Staff Report CC23.3.
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 Sr. Financial Analyst and one Financial Analyst in exchange of one full time manager per Board approved revised org chart in Feb 2018
2. Budgeted Gapping of \$181,050 was removed from 2020 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. 2020 forecast/2021 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, HFTP, CPA handbook etc.
10. Monthly bank service charges transferred from Parking department in 2009.
11. Annual CPA professional dues for accounting staff.
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 forecast/2021 budget for estimated external audit fee per City Proposal No. 9119-19-7141 (Doc2038917448) to KPMG for 2020-2024 plus City internal audit fee
15. 2021 budget include new time and attendance & HR Information System module; per user fee and rental cost of 23 clocks.
16. Expenses related to meetings/sessions of the Board.
17. City of Toronto Legal invoices for CNEA, unions, tenants, 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 City Corporate Finance Division dated June 8, 2017
20. Exhibition Place is a schedule B filer. WSIB costs are actual as required.
21. 2020 forecast costs (labour, materials and direct charges) for COVID19 related such as sanitizing and operating Exhibition Place ground etc.

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

50-201 COMMUNITY GRANTS

ACCT# ACCOUNT NAME	2017 ACTUAL	2018 ACTUAL	2019 ACTUAL	2020 FORECAST	2020 BUDGET	2021 BUDGET	%Increase	Notes
1-50-201-50201-								
<u>EXPENSE</u>								
69001 COMMUNITY GRANTS - IN KIND DONATION	1,000	1,000	1,000	0	4,000	4,000	0	1
TOTAL EXPENSE	1,000	1,000	1,000	0	4,000	4,000	0	

NOTE:

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

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

301 - OPERATIONS ADMINISTRATION EXPENSES

ACCT# ACCOUNT NAME	2017 ACTUAL	2018 ACTUAL	2019 ACTUAL	2020 FORECAST	2020 BUDGET	2021 BUDGET	%Increase	Notes
1-50-301-50301-								
EXPENSE								
60000 SALARIES - PERMANENT	1,322,673	1,451,835	1,490,074	1,418,100	1,537,851	1,500,958	(2)	1
60001 BENEFITS - PERM & CONTRACT	332,453	369,462	377,094	386,100	430,365	421,326	(2)	1
60002 SALARIES AND BENEFITS - HOURLY	7,178	22,790	15,801	0	0	0	0	
60417 CONSULTANTS FEES	2,661	55,812	25,093	45,000	55,000	25,000	(55)	6
60424 EQUIPMENT RENTAL	3,896	681	5,749	500	4,000	3,000	(25)	8
60425 EXPENSE ALLOWANCES FOR ALL TRADES	2,867	3,986	3,650	2,000	3,000	3,000	0	
60439 MEMBERSHIPS/DUES & SUBSCRIPTIONS	5,322	5,680	6,389	5,000	6,822	6,822	0	9
60451 SAFETY EQUIPMENT	7,963	6,686	4,957	8,000	8,000	8,000	0	5
60459 STAFF DEVELOPMENT/TRAINING - UNIONIZED	17,155	36,228	28,974	8,000	20,800	20,800	0	7
60800 CONTRACT STAFF	48,732	49,835	1,626	0	58,994	59,399	1	2
61046 HARD LANDSCAPING	194,948	149,456	102,740	75,000	150,000	150,000	0	3
61102 TREE MAINTENANCE	50,000	0	0	0	0	0	0	4
61103 CONTRIBUTION FROM ENVIRONMENTAL PROTECTION RESERVE	(50,000)	0	0	0	0	0	0	4
63126 SUPPLIES & GENERAL	8,994	2,741	2,332	2,000	7,599	7,599	(0)	
63127 UNIFORMS	8,662	21,207	8,680	10,000	15,650	15,650	0	10
TOTAL EXPENSE	1,963,505	2,176,399	2,073,159	1,959,700	2,298,081	2,221,554	(3)	

NOTE:

1. 2021 budget provided at 0% cost of living adjustments increase and 0% Pay for Performance increases or re-earnable performance-based lump-sum payments (based on 2020 performance) per City Staff Report CC23.3.
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. 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 includes 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. Cost increase to include FMA and one additional PMI membership
10. Uniforms for Operation staff including Electrical Arch flash uniforms and HVAC safety uniforms

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

50-303 ENERGY EFFICIENCY - SELF SUFFICIENCY PROJECTS

ACCT# ACCOUNT NAME	2017 ACTUAL	2018 ACTUAL	2019 ACTUAL	2020 FORECAST	2020 BUDGET	2021 BUDGET	%/Increase	Notes
EXPENSES								
1-50-303-50303-								
INTEREST EXPENSE								
60780 TRIGENERATION PROJECT - ECC	154,250	150,703	143,238	135,400	135,400	127,170	(6)	2
60780 PHOTOVOLTAIC - HORSE PALACE 100 KwH	13,387	12,846	12,278	11,681	11,681	10,997	(6)	3
60780 FIVE BUILDING RETROFIT- QE, GS, EA, HP, BLC	1,429	512	0	0	0	0	0	4
60780 ECC HALLS LIGHTING RETROFIT - ECC	305	0	0	0	0	0	0	1
60780 ECC HALLS LED LIGHT - 2015/2016	18,853	16,914	14,922	12,877	12,877	10,776	(16)	10
60780 BACK PRESSURE TURBINE, LED PATHWAY	23,952	22,625	21,230	19,765	19,765	18,224	(8)	5
60780 BOILERS REPLACEMENT & VARIOUS LIGHTING RETROFIT	36,625	35,945	35,235	34,492	34,492	33,716	(2)	6
60780 MULTIPLE ERP, EAST ANNEX PV(150kW) & WEST HP PV(100kW)	19,140	15,581	11,841	7,910	7,910	3,778	(52)	8
SUBTOTAL INTEREST EXPENSES	267,942	255,127	238,744	222,124	222,124	204,661	(8)	
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 LIGHTING RETROFIT - ECC (FULLY AMORTIZED JUN 2021)	53,333	53,333	53,333	53,333	53,333	24,538	(54)	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	52,133	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	(126,449)	(121,022)	(115,319)	(109,325)	(109,325)	(100,193)	(8)	
SUBTOTAL PRINCIPAL/AMORTIZATION EXPENSE	513,274	518,701	524,404	530,398	530,398	510,734	(4)	
TOTAL INTEREST AND AMORTIZATION EXPENSE - [A]	781,216	773,828	763,148	752,522	752,522	715,396	(5)	
REVENUE								
1-50-303-50303-								
INCENTIVE RECEIVED								
49910 TRIGENERATION PROJECCT - ECC (DR3)	0	0	0	0	0	0	0	2
49920 EAST HORSE PALACE PV 100 Kw - FIT	44,431	41,836	42,959	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	84,387	85,675	81,728	85,000	85,000	85,000	0	8
49960 EAST ANNEX(150kW) PV - FIT	124,795	115,957	104,300	120,000	120,000	120,000	0	8
49970 PV - BETTER LIVING CENTRE - RENT & ROYALTIES	5,650	6,261	5,498	6,000	6,000	6,000	0	
49970 OTHER ERP PROJECTS (OPERATIONAL SAVING/ADJ)	55,778	0	6,440	0	0	0	0	
SUBTOTAL INCENTIVE RECEIVED	315,041	249,729	240,925	256,000	256,000	256,000	0	
PROFIT (LOSS) BEFORE ENERGY SAVING	(466,175)	(524,099)	(522,223)	(496,522)	(496,522)	(459,396)	(7)	
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	8,283	7,868	10,177	11,000	11,000	10,000	(9)	3
FIVE BUILDING RETROFIT - QE, GS, EA, HP, BLC	258,421	263,590	268,861	259,522	259,522	227,396	(12)	4
LIGHTING RETROFIT - ECC (LED START IN 2015)	121,155	124,390	147,022	120,000	120,000	120,000	0	1
LED PATHWAY LIGHTING	1,982	1,865	2,090	2,000	2,000	2,000	0	5
BOILERS REPLACEMENT & VARIOUS LIGHTING RETROFIT	98,000	0	0	0	0	0	0	6
PRESS BUILDING GEOTHERMAL	22,105	15,900	19,286	24,000	24,000	20,000	(17)	7
UNDERGROUND PARKING LIGHTING CONTROL	39,441	39,188	46,762	40,000	40,000	40,000	0	
EAST ANNEX(150kW)	22,387	19,960	23,006	24,000	24,000	24,000	0	8
WEST HP(100kW) PV	15,589	15,658	18,344	16,000	16,000	16,000	0	8
VARIATIONS ADJUSTMENT - PRODUCTION/TEMPERATURE	0	0	0	0	0	0	0	
SUBTOTAL ENERGY SAVING	587,363	488,419	535,548	496,522	496,522	459,396	(7)	
TOTAL ENERGY SAVING/INCENTIVE RECEIVED - [B]	902,404	738,148	776,473	752,522	752,522	715,396		
SAVING RESIDUAL (DEFFICIENCY) - [B] - [A]	121,188	(35,680)	13,325	0	0	0		

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

50-303 ENERGY EFFICIENCY - SELF SUFFICIENCY PROJECTS

NOTES:	Amount	Interest rate	Sources	Commence		End	YR
1. LIGHTING RETROFIT - ECC ExPlace Loan is directly with City ERP. Interest rate is a blended rate as City has financed this loan in part with funds from FCM (\$178,455 @ 2.51%) and City ERP (\$544,425 @ 5.0%).	\$ 722,880 77,120 800,000	Blended	City ERP Grant - THESL	2008		2017	10
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%.	782,000 782,000	2.70%	BBP Capital/Other	2016		2025	10
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.	2,325,000 744,000 1,075,000 256,000 4,400,000	5.00% 6.06% 2.34%	CITY ERP TAF FCM Grant - THESL	2008 2007 2008		2032 2017 2017	27 10 10
3. PHOTOVOLTAIC - EAST HORSE PALACE BPP is non-interest bearing loan. In 2009 discount rate of 5% to compute present value of BPP loan as per E&Y.	600,000 250,000 250,000 1,100,000	0%	BPP - LRRF Grant-FCM Grant-TAF	2007		2030	25
4. FIVE BUILDINGS RETROFIT (QE, GS, EA, HP, BLC) Loan is payable to City. Interest rate is a blended rate as City has financed this loan in part with funds from FCM (\$132,035 @ 2.51%; \$393,797 @ 2.58%) and City ERP (\$937,495 @ 5.0%).	1,353,692 131,505 15,168 1,500,365	Blended	CITY ERP Grant - TAF Grant - OTHER	2008		2018	10
5. BACK PRESSURE TURBINE; LED PATHWAY Loan is payable to City. Toronto Energy Conservation Fund is non-interest bearing loan. Discount rate of 5% is used to compute present value of TECF loan.	1,000,000 345,000 1,005,000 2,350,000	0%	TGEF Grant-FCM Capital/Other	2010		2030	20
6. BOILERS REPLACEMENT AND VARIOUS LIGHTING RETROFIT Loan is payable to City. Interest rate is a blended rate as City has financed this loan in part with funds from FCM (\$238,750 - Pending City application to FCM in 2010) and City ERP \$716,250. From 2018 energy	716,250 238,750 955,000	4.50% 2.00%	CITY ERP City-FCM (pending)	2009 2009		2037 2021	29 13
7. PRESS BUILDING-GEOTHERMAL Originally \$328,000 of the project costs was supposed to be funded by Toronto Green Energy Fund.	328,000 147,000 275,000 750,000		Other /TGEF Grant-TAF Capital/Other				
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 6,060,832 6,950,832	0.00%	BBP Capital/Other	2012		2022	10
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	4,500,000 4,500,000 14,947,572	2.70%	CITY ERP	2017		2026	10
TOTAL LOANS ADVANCE RECEIVED	14,947,572						

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

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

ACCT# ACCOUNT NAME	2017 ACTUAL	2018 ACTUAL	2019 ACTUAL	2020 FORECAST	2020 BUDGET	2021 BUDGET	%Increase	Notes
1-50-303-50303								
REVENUE								
49990 DISTRICT ENERGY SYSTEM - CAPACITY CHARGE	408,964	410,682	412,736	414,387	413,974	416,000	0	3
49991 ENERGY PRODUCTION - ELECTRICITY (HOTEL & ECC) - DES	71,250	530,870	1,227,509	1,533,900	910,906	955,700	5	2
49992 ENERGY SOLD - HOT WATER - DES	126,054	188,681	207,133	130,000	150,000	158,000	5	9
49993 ENERGY SOLD - CHILLED WATER - DES	78,452	139,287	175,472	110,000	140,000	147,000	5	9
TOTAL REVENUE	684,721	1,269,520	2,022,850	2,188,287	1,614,880	1,676,700	4	
EXPENSES								
60000 SALARY - PERMANENT	83,856	79,344	82,413	83,400	93,908	83,369	(11)	1
60001 BENEFITS - PERMANENT	23,986	22,692	23,421	23,600	26,720	23,875	(11)	1
60459 STAFF TRAINING	0	1,600	4,900	5,000	5,000	5,000	0	
60252 NET OF FUEL COST FOR ENGINE (NATURAL GAS)	43,382	134,140	213,463	307,000	306,000	320,000	5	4
60801 SERVICE CONTRACTOR - ENGINE MAINTENANCE	55,039	186,434	199,169	104,000	104,000	132,221	27	7
61036 REPAIR AND MAINTENANCE - TIME AND MATERIAL - IN HOUSE	0	148	17,496	35,000	89,000	90,000	1	5
63117 PETROLEUM PRODUCTS	0	0	0	0	8,000	8,000	0	8
60780 INTEREST EXPENSE - ACCRUAL	112,884	101,753	90,321	78,581	78,581	66,523	(15)	6
69880 ASSET AMORTIZATION	225,000	225,000	225,000	225,000	225,000	225,000	0	6
TOTAL EXPENSE	544,148	751,112	856,183	861,581	936,209	953,988	2	
NET PROFIT (LOSS) FROM PROJECT	140,573	518,408	1,166,668	1,326,706	678,671	722,712	6	
PRINCIPAL REPAYMENT - CITY LOAN	402,332	413,195	424,351	#REF!	435,809	447,576		

NOTE:

1. Budget provided for One full time stand-by Operator per financial proforma provided by Board's District Energy System consultant - FVB. Actual cost includes 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. 2020 forecast at higher because we were able to run the DES at full load. Budget estimated electricity production that is sold to Hotel and used by ECC (net of incremental cost for equipment efficiency subsidiary) at 55% of FVB's proforma November 30, 2013. Hotel opened in April 2018
3. Capacity charge per contract.
4. Estimated cost at 56% 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. 2021 budget estimated cost at 55% of FVB's proforma November 30, 2013. 2017/2018/2019 Actual includes annual contract and service calls performed by Toromont
8. 2020/2021 budget estimated for petroleum used by the Co-Gen
9. Budget adjust to reflect prior year experience

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

50-304 BEANFIELD CENTRE NAMING RIGHTS - CONFERENCE AND CONVENTION CENTRE AT EXHIBITION PLACE

ACCT# ACCOUNT NAME	2017 ACTUAL	2018 ACTUAL	2019 ACTUAL	2020 FORECAST	2020 BUDGET	2021 BUDGET	%/Increase	Notes
1-50-304-50304-								
<u>REVENUE</u>								
49041 NAMING FEE	352,642	425,000	425,000	425,000	425,000	425,000	0	2
<u>EXPENSE</u>								
60205 RE-BRANDING INCLUDING BUILDING SIGNAGE	209,415	32,199	0	0	0	0	0	
60200 COMMISSION	28,333	42,500	42,500	42,500	42,500	42,500	0	
60201 ADMINISTRATIVE COSTS	0	2,941	0	0	0	0	0	
60202 PRODUCTION EXPENSE	50	0	0	0	0	0	0	
	<u>237,798</u>	<u>77,640</u>	<u>42,500</u>	<u>42,500</u>	<u>42,500</u>	<u>42,500</u>	<u>0</u>	
NET INCOME (LOSS)	114,844	347,360	382,500	382,500	382,500	382,500	0	
60203 TRANSFER TO CITY OBLIGATORY RESERVE FUND	(114,844)	(347,360)	(382,500)	(382,500)	(382,500)	(382,500)	0	1
	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	

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 Enecare 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
OVERHEAD**

50-305 UTILITIES EXPENSES

ACCT# ACCOUNT NAME	2017 ACTUAL	2018 ACTUAL	2019 ACTUAL	2020 FORECAST	2020 BUDGET	2021 BUDGET	%/Increase	Notes
1-50-305-50305-								
EXPENSE								
HYDRO								
60255 HYDRO - ALL PROGRAMS - GRID PURCHASE	6,092,645	5,584,181	6,453,513	5,356,000	6,710,111	6,846,500	2	1,2
60256 HYDRO - CNEA RECOVERY-REMAINING LOCATION	(398,867)	(379,343)	(423,424)	(141,600)	(423,000)	(449,200)	6	
60257 HYDRO - CNEA RECOVERY-ECC LOCATION	(238,820)	(220,606)	(279,618)	0	(253,000)	(296,600)	17	
60258 HYDRO - BEANFIELD RECOVERY	(214,910)	(236,535)	(312,892)	(195,900)	(305,000)	(290,000)	(5)	5
60259 HYDRO - BMO RECOVERY	(1,346,254)	(1,168,576)	(1,246,685)	(1,099,400)	(1,328,000)	(1,322,600)	(0)	
60261 HYDRO - OVO RECOVERY	(226,532)	(207,216)	(224,446)	(244,500)	(241,000)	(238,100)	(1)	
60262 HYDRO - IN HOUSE PRODUCTION - DISTRICT ENERGY SYSTEM	0	0	434,300	630,000	245,000	550,000	124	4
60262 HYDRO - HOTEL RECOVERY - GRID	(238,751)	(166,762)	(177,923)	0	(249,000)	0	(100)	6
60263 HYDRO - TENANTS RECOVERY	(730,885)	(746,311)	(795,838)	(685,600)	(776,000)	(844,300)	9	
60278 HYDRO - COCA COLA RECOVERY	(733,793)	(699,200)	(675,014)	(665,200)	(778,000)	(716,100)	(8)	
NET OF RECOVERIES	1,963,835	1,759,633	2,751,974	2,953,800	2,602,111	3,239,600	24	2
GAS								
60252 GAS - EXHIBITION PLACE/CNEA/ECC/BFC	745,435	1,022,035	1,256,995	1,300,000	1,300,000	1,455,300	12	1,8
60253 GAS - TENANTS RECOVERY	(25,207)	(40,677)	(43,389)	(40,200)	(35,000)	(38,000)	9	3
60254 GAS - CNEA RECOVERY	(12,067)	(14,911)	(39,304)	(1,500)	(14,000)	(14,500)	4	
60282 GAS - HOTEL RECOVERY (NET OF DES CONSUMPTION)	(13,555)	(145,882)	(229,851)	(307,000)	(216,360)	(320,000)	48	8
NET OF RECOVERIES	694,606	820,566	944,452	951,300	1,034,640	1,082,800	5	2
WATER								
60281 WATER - ALL PROGRAMS	626,597	688,711	673,229	285,000	788,000	815,000	3	1
60251 WATER - CNEA RECOVERY	(120,218)	(133,542)	(120,635)	(1,500)	(158,000)	(140,000)	(11)	
60283 WATER - BMO FIELD RECOVERY	(33,275)	(48,007)	(21,936)	(12,200)	(58,000)	(40,000)	(31)	
60284 WATER - TENANTS RECOVERY	(169,937)	(164,239)	(162,100)	(103,500)	(174,000)	(176,200)	1	
60285 WATER - BEANFIELD RECOVERY	(24,417)	(24,765)	(39,965)	(16,100)	(33,000)	(34,000)	3	
60286 WATER - HOTEL RECOVERY	(1,301)	(1,060)	(484)	(100)	0	(500)	0	7
NET OF RECOVERIES	277,450	317,098	328,109	151,600	365,000	424,300	16	
TOTAL UTILITIES EXPENSE - NET OF ERP SAVINGS	2,935,890	2,897,297	4,024,535	4,056,700	4,001,751	4,746,700	19	2
FOR INTERNAL INFORMATION ONLY:								
UTILITIES EXPENSE - NET OF ERP SAVINGS	2,935,890	2,897,297	4,024,535	4,056,700	4,001,751	4,746,700		
NON CASH - ENERGY SAVINGS - ERP PROJECTS (FROM 50-303)	587,363	488,419	535,548	496,522	496,522	459,396		
GROSS UTILITIES EXPENSES (INCL. ERP PRODUCTION)	3,523,253	3,385,716	4,560,083	4,553,222	4,498,273	5,206,096		
CASH - INCENTIVE RECEIVED FROM ERP PROJECTS (FROM 50-303)	(315,041)	(249,729)	(240,925)	(256,000)	(256,000)	(256,000)		
UTILITIES EXPENSES - NET	3,208,212	3,135,987	4,319,159	4,297,222	4,242,273	4,950,096		

- NOTE:**
- Economic factors used for budget hydro, natural gas and water as per City's directives. Budget is adjusted to reflect anticipated volume change. 2018 actual was lower due to the credit adjustment from Toronto Hydro and prior year accrual reversal
 - 2021 budget electricity, gas, water increase to reflect economic factor per City directives, additional 7.83% carbon tax imposed on Enbridge gas by the Federal government, and additional Enbridge gas used by the District Energy System to generate revenue on page 18. 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.
 - 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.
 - 2020 forecast/2021budget increase to reflect actual experience re increase of District Energy System (DES) run time thus generates more electricity production in addition to energy purchase from grid. Energy Efficiency Initiatives are not budgeted as reduction of utilities cost. See page 18 department 50-303 for revenue from sales of energy and savings from ERP projects. Savings are set aside as a reserve to fund debt payment.
 - Hydro recovery from BEANFIELD is per actual consumption from meters 200V and 600V at BEANFIELD Centre building
 - Energy used from grid; 2020 forecast/2021 budget decreases to reflect anticipated less purchase from grid and use more energy from DES. See page 18 for budget estimated net displaced electricity, heating and cooling purchased by Hotel and used by Exhibition Place. 2015-2017 recoveries are during construction period.
 - Hotel has separate meters and pay water directly to suppliers. 2015-2017 actual recoveries are for Stanley Barrack's meters and during construction only
 - 2020 forecast/2021 budget increase due to federal carbon tax rates and additional gas consumed by District Energy System (see 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
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50-306 HOUSEKEEPING SERVICES EXPENSES

ACCT# ACCOUNT NAME	2017 ACTUAL	2018 ACTUAL	2019 ACTUAL	2020 FORECAST	2020 BUDGET	2021 BUDGET	%/Increase	Notes
1-50-306-50306-								
EXPENSE								
60002 SALARIES & BENEFITS - HOURLY (MAINTENANCE)	740,409	763,556	795,152	584,500	802,312	829,889	3	1
60009 SALARIES & BENEFITS - HOURLY (RECOVERABLE)	3,160,067	3,652,664	3,666,665	768,900	3,280,123	3,518,400	7	2
TOTAL SALARIES & BENEFITS - HOURLY	3,900,476	4,416,221	4,461,817	1,353,400	4,082,435	4,348,289	7	
61107 BOG RECOVERIES	(352,909)	(431,674)	(468,226)	(190,600)	(366,323)	(450,000)	23	2
61108 ECC RECOVERIES	(928,895)	(1,041,347)	(1,186,154)	(301,300)	(964,200)	(1,100,000)	14	2
61020 CNEA RECOVERIES	(1,104,204)	(1,323,349)	(1,173,766)	(13,000)	(1,146,200)	(1,203,300)	5	2
61086 COCA COLA RECOVERIES	(344,593)	(360,234)	(286,919)	(126,600)	(357,700)	(294,100)	(18)	2
61097 BMO FIELD	(237,649)	(250,231)	(210,518)	(66,200)	(246,600)	(215,800)	(12)	2
61110 BFC RECOVERIES	(191,818)	(245,829)	(341,083)	(71,200)	(199,100)	(255,200)	28	2
MAINT. SALARIES AND BENEFITS - HOURLY	740,409	763,556	795,152	584,500	802,312	829,889	3	1
60801 CONTRACTED SERVICES	46,013	34,660	32,819	35,000	71,402	74,288	4	3
61031 DUMPING FEES - CITY & CO-MINGLE BINS	42,615	74,959	100,793	55,700	43,858	48,000	9	5
61036 EQUIPMENT MAINTENANCE	13,043	12,411	474	5,000	19,000	19,380	2	
63100 MATERIAL & SUPPLIES	40,603	25,359	50,030	25,681	25,681	26,195	2	4
SUBTOTAL	142,274	147,388	184,116	121,381	159,941	167,863	5	
TOTAL EXPENSE	882,683	910,945	979,267	705,881	962,253	997,752	4	

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	2017 ACTUAL	2018 ACTUAL	2019 ACTUAL	2020 FORECAST	2020 BUDGET	2021 BUDGET	%/Increase	Notes
1-50-308-50308-								
EXPENSE								
61027 CONTRIBUTION TO CITY FLEET REPLACEMENT RESERVE	350,000	350,000	375,000	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	131,987	510,000	300,000	400,000	33	2
60411 AODA COMPLIANCE	0	0	0	50,000	50,000	100,000	100	3
63010 GENERAL APPROPRIATION	210,132	191,244	309,243	190,000	190,000	190,000	0	
TOTAL EXPENSES	760,132	741,244	1,016,231	1,325,000	1,115,000	1,265,000	13	

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 actual/2020 forecast includes office renovation. 2021 budget provide for replacement cost for aging equipments 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 and for project that cost greater than \$10,000. Project that cost \$10,000 or less are absorbed in various departments overhead expenses. 2020 budget provides for one time modification of websites (3) in order to meet AODA requirements.

**THE BOARD OF GOVERNORS OF EXHIBITION PLACE
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50-310 FACILITY SERVICES

ACCT# ACCOUNT NAME	2017 ACTUAL	2018 ACTUAL	2019 ACTUAL	2020 FORECAST	2020 BUDGET	2021 BUDGET	%Increase	Notes
1-50-310-50310-								
<u>EXPENSE</u>								
60000 SALARIES - PERMANENT	808,698	820,116	904,226	912,809	1,015,529	988,622	(3)	1
60001 BENEFITS - PERM	230,552	217,340	245,371	258,474	290,523	283,930	(2)	1
60002 SALARIES & BENEFIT- HOURLY (SCHEDULERS)	175,100	238,939	100,016	0	0	0	0	2
60424 EQUIPMENT RENTAL	52,167	53,692	16,643	63,774	63,774	63,774	0	11
60425 EXPENSE ALLOWANCE	1,622	3,918	3,958	1,600	3,200	3,200	0	
60439 MEMBERSHIP, DUES & SUBSCRIPTIONS	0	4,153	150	700	700	1,000	43	5
60451 SAFETY ENGINEERING	63,745	72,688	96,597	60,000	78,492	78,492	0	13
60459 TRAINING & DEVELOPMENT - UNIONIZED	42,160	10,997	16,167	8,500	54,174	54,174	0	4
60800 SALARIES - CONTRACT (PC II/FC II)	0	0	0	0	82,445	81,318	(1)	3
61108 SALARIES - CONTRACT RECOVERED FROM EVENTS	0	0	0	0	(41,222)	(40,659)	(1)	3
61056 LANDSCAPING EXTERIOR	168,982	119,841	188,822	80,000	159,782	161,779	1	9
61057 LANDSCAPING INTERIOR	35,455	14,504	39,704	20,000	22,869	25,327	11	8
61058 LEASABLE F.F.E.-FURNITURE REPAIRS	19,010	13,062	2,699	5,000	20,250	20,756	2	
61094 SOFT LANDSCAPING	23,437	16,417	68,741	5,000	21,092	25,521	21	12
61102 TREE MAINTENANCE	23,018	18,955	13,315	20,000	60,000	60,000	0	14
61103 CONTRIBUTE FROM ENVIRONMENTAL PROTECTION RESERVE	0	(25,000)	0	0	0	0	0	14
63105 EQUIPMENT FUEL	11,645	25,213	19,866	20,000	24,480	25,469	4	10
63126 SUPPLIES & GENERAL	3,841	11,555	27,390	15,000	22,000	22,000	0	7
63127 UNIFORMS	15,354	20,919	20,205	5,000	32,987	33,000	0	6
TOTAL EXPENSES	1,674,786	1,637,308	1,763,870	1,475,857	1,911,075	1,887,703	-1	

NOTE:

1. 2021 budget provided at 0% cost of living adjustments increase and 0% Pay for Performance increases or re-earnable performance-based lump-sum payments (based on 2020 performance) per City Staff Report CC23.3.
2020/2021 budget for Production Service staff (1 Manager, 2 PC and 1 Contract Scheduler) is moved to Facility department 50-330
2. Budget for three full time schedulers (cleaning and general labour) are merged with permanent salary budget account 60000 in 2019.
3. 2020/2021 budget merged with permanent staff GL account # 60000. Prior to 2020 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 managers require affiliation with RCO/CAEM/IAAM. 2021 budget request include compost council AGM expenses and conference
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
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. 2019 includes cost for living wall installation
13. For safety compliance and training and annual grounds safety audit service provided by 2122654 Ontario Inc.(D.Yamashita @ approx. 650 hrs/ann). From 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
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50-316 LABOUR

ACCT# ACCOUNT NAME	2017 ACTUAL	2018 ACTUAL	2019 ACTUAL	2020 FORECAST	2020 BUDGET	2021 BUDGET	%/Increase	Notes
1-50-316-50316-								
EXPENSE								
60002 SALARIES & BENEFITS - HOURLY (MAINTENANCE)	320,702	282,132	400,469	289,600	317,182	321,921	1	1,5
60009 SALARIES & BENEFITS - HOURLY (RECOVERABLE)	1,159,020	1,079,997	1,178,414	154,600	1,203,100	1,208,000	0	2
TOTAL SALARIES & BENEFITS - HOURLY	1,479,722	1,362,129	1,578,883	444,200	1,520,282	1,529,921	1	
61107 BOG RECOVERIES	(279,211)	(224,988)	(236,772)	(40,500)	(289,800)	(242,700)	(16)	2
61108 ECC RECOVERIES	(412,691)	(432,844)	(531,726)	(107,200)	(428,300)	(545,100)	27	2
61020 CNEA RECOVERIES	(375,298)	(397,423)	(382,349)	(1,600)	(389,600)	(392,000)	1	2
61086 COCA COLA RECOVERIES	(24,357)	(9,559)	(4,712)	(1,000)	(25,300)	(4,800)	(81)	2
61097 BMO FIELD	(31,030)	42	(586)	0	(32,200)	(600)	(98)	
61110 BEANFIELD RECOVERY	(36,434)	(15,225)	(22,270)	(4,300)	(37,900)	(22,800)	(40)	
MAINTENANCE SALARIES AND BENEFITS - HOURLY	320,702	282,132	400,469	289,600	317,182	321,921	1	1
60801 CONTRACT SERVICE - SNOW REMOVAL	0	0	158,909	66,500	66,500	66,500	0	5
61093 SNOW REMOVAL - SUPPLIES	33,614	35,223	60,070	35,000	43,350	50,000	15	4
63126 TOOLS, SUPPLIES AND EQUIPMENTS	32,572	33,312	39,314	10,000	30,015	30,618	2	3
SUBTOTAL	66,187	68,535	258,293	111,500	139,865	147,118	5	
TOTAL EXPENSE	386,889	350,667	658,762	401,100	457,047	469,039	3	

- 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. From 2019 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	2017 ACTUAL	2018 ACTUAL	2019 ACTUAL	2020 FORECAST	2020 BUDGET	2021 BUDGET	%/Increase	Notes
1-50-321-50321-								
EXPENSE								
60002 SALARIES & BENEFITS - HOURLY (MAINTENANCE)	956,380	842,666	785,357	472,700	842,931	842,931	0	1,3
60009 SALARIES & BENEFITS - HOURLY (RECOVERABLE)	488,523	405,688	480,104	156,000	346,400	492,100	42	8
TOTAL SALARIES & BENEFITS - HOURLY	<u>1,444,904</u>	<u>1,248,354</u>	<u>1,265,461</u>	<u>628,700</u>	<u>1,189,331</u>	<u>1,335,031</u>	<u>12</u>	
61107 BOG RECOVERIES	(103,795)	(148,791)	(219,709)	(123,900)	(106,400)	(225,200)	112	10
61020 CNEA RECOVERIES	(226,287)	(145,440)	(155,141)	0	(235,000)	(159,000)	(32)	9
61086 COCA COLA RECOVERIES	(359)	0	0	0	0	0	0	8
61108 ECC ELECCTRICAL/SHOW RECOVERIES	(51,185)	(6,339)	(8,003)	(3,200)	(5,000)	(8,200)	64	8
61097 BMO FIELD RECOVERIES	(1,470)	0	0	0	0	0	0	8
61110 BFC RECOVERIES	(105,426)	(105,118)	(97,252)	(28,900)	0	(99,700)	0	11
MAINTENANCE SALARIES AND BENEFITS - HOURLY	<u>956,380</u>	<u>842,666</u>	<u>785,357</u>	<u>472,700</u>	<u>842,931</u>	<u>842,931</u>	<u>0</u>	<u>1</u>
60424 EQUIPMENT RENTAL	0	1,595	2,116		3,000	3,000	0	2
60801 CONTRACTED SERVICES	17,390	16,199	18,003	17,600	30,000	30,000	0	3,8
61010 BUILDING MAINTENANCE	19,514	962	12,343	15,900	26,500	26,500	0	5
61028 CONTROL MAINTENANCE	11,338	10,847	8,100	10,000	15,000	15,000	0	7
61032 ELECTRICAL MAINTENANCE SUPPLIES AND EQUIPMENT	143,363	138,964	159,906	100,000	190,000	170,000	(11)	4
61099 STREET LIGHTING	39,913	49,849	50,377	40,000	40,000	50,000	25	6
63126 SUPPLIES & GENERAL	506	285	181	500	500	500	0	8
SUBTOTAL	<u>232,024</u>	<u>218,701</u>	<u>251,026</u>	<u>184,000</u>	<u>305,000</u>	<u>295,000</u>	<u>(3)</u>	
TOTAL EXPENSE	<u>1,188,404</u>	<u>1,061,367</u>	<u>1,036,383</u>	<u>656,700</u>	<u>1,147,931</u>	<u>1,137,931</u>	<u>(1)</u>	

NOTE:

1. Provision for COLA increase
Full time operator for District Energy System salary and benefits is provided under department 50-303, 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, sa
5. Annual maintenance of all electrical equipment and fixtures for all buildings.
6. 2021 budget includes costs for new upgrades for fixture lenses & Inspections and replacing 6 poles. 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	2017 ACTUAL	2018 ACTUAL	2019 ACTUAL	2020 FORECAST	2020 BUDGET	2021 BUDGET	%/Increase	Notes
1-50-323-50323-								
<u>EXPENSE</u>								
60000 SALARIES - PERMANENT	408,559	420,629	431,313	380,000	435,547	397,045	(9)	1
60001 EMPLOYEE BENEFITS - PERMANENT	99,253	96,574	102,105	104,600	124,197	113,911	(8)	1
60425 EXPENSE ALLOWANCES	0	0	75	400	400	400	0	
60800 CONTRACT STAFF- TEMPORARY HELP	0	0	0	0	3,000	3,000	0	3
60800 CONTRACT STAFF - PROJECT MANAGEMENT - HIGH VOLT/	0	0	0	0	126,752	127,200	0	4
61999 RECOVERIES CADD & MISC. PRINTING	(1,684)	(1,405)	(1,266)	(1,200)	(1,200)	(1,200)	0	
63119 PRINTING	271	169	821	1,200	1,200	1,200	0	
63126 SUPPLIES & GENERAL	129	156	18	700	700	700	0	
SUBTOTAL	506,528	516,124	533,065	485,700	690,596	642,256	(7)	
							0	
61109 RECOVERIES FROM CITY CAPITAL PROGRAM	(519,511)	(446,500)	(537,000)	(484,600)	(686,496)	(638,156)	(7)	2,1
							0	
TOTAL EXPENSE	(12,983)	69,624	(3,935)	1,100	4,100	4,100	0	

- NOTE:**
- 2021 budget provided at 0% cost of living adjustments increase and 0% Pay for Performance increases or re-earnable performance-based lump-sum payments (based on 2020 performance) per City Staff Report CC23.3.
2020 forecast/2021 budget decreases due to manager retired in 2019 and anticipated lower rate for new hire in 2021
 - Recoveries from Capital budget include salaries and benefits; up to 10% of approved regular Capital expenditures.
 - 2016-2017 actuals includes cost for covering staff on maternity leave
 - 2020/2021 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	2017 ACTUAL	2018 ACTUAL	2019 ACTUAL	2020 FORECAST	2020 BUDGET	2021 BUDGET	%/Increase	Notes
1-50-325-50325-								
EXPENSE								
60002 SALARIES & BENEFITS - HOURLY (MAINTENANCE)	380,764	406,439	361,791	367,100	402,049	414,111	3	1
60009 SALARIES & BENEFITS - HOURLY (RECOVERABLE)	433,202	282,486	324,386	118,200	304,500	332,500	9	
TOTAL SALARIES & BENEFITS - HOURLY	813,966	688,925	686,178	485,300	706,549	746,611	6	
61107 BOG RECOVERIES	(229,917)	(109,509)	(148,382)	(93,400)	(112,500)	(152,100)	35	1
61108 ECC RECOVERIES	(48,641)	(60,625)	(61,035)	(3,600)	(62,200)	(62,600)	1	1
61020 CNEA RECOVERIES	(85,652)	(72,413)	(80,780)	0	(88,900)	(82,800)	(7)	1
61086 COCA COLA RECOVERIES	0	0	(430)	0	0	(400)	0	4
61097 BMO FIELD RECOVERIES	0	0	0	0	0	0	0	4
61110 BFC RECOVERIES	(68,991)	(39,939)	(33,759)	(21,200)	(40,900)	(34,600)	(15)	
MAINTENANCE SALARIES AND BENEFITS - HOURLY	380,764	406,439	361,791	367,100	402,049	414,111	3	1
60424 EQUIPMENT RENTAL	5,031	812	2,021	0	2,600	2,600	0	3
60801 CONTRACTED SERVICES	132,709	151,141	171,982	96,900	126,500	146,500	16	2
61010 BUILDING MAINT. AND REPAIRS	150,625	172,731	139,888	120,000	159,420	150,966	(5)	5
61011 CARILLON MAINTENANCE	2,260	0	0	0	1,500	2,500	67	
61085 RENTAL OF EQUIPMENT FOR MAINTENANCE	21,991	8,044	19,666	2,000	30,800	30,800	0	3
63111 LOCKSMITH SUPPLIES	9,901	5,029	3,939	3,000	11,500	11,500	0	6
SUBTOTAL	322,515	337,756	337,496	221,900	332,320	344,866	4	
							0	
TOTAL EXPENSE	703,280	744,194	699,287	589,000	734,369	758,977	3	

- NOTE:**
1. Provision for increase per collective agreement, plus adjustment to reflect prior years experience.
 2. 2021 budget requires an extra 20k to complete legislative flush sprinkler piping which happens every 7 years. 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	2017 ACTUAL	2018 ACTUAL	2019 ACTUAL	2020 FORECAST	2020 BUDGET	2021 BUDGET	%Increase	Notes
1-50-326-50326-								
EXPENSE								
60002 SALARIES & BENEFITS - HOURLY (MAINTENANCE)	232,548	231,417	199,958	84,900	226,426	233,219	3	1
60009 SALARIES & BENEFITS - HOURLY (RECOVERABLE)	156,958	137,165	124,681	62,000	155,943	127,800	(18)	1
TOTAL SALARIES & BENEFITS - HOURLY	389,507	368,582	324,639	146,900	382,369	361,019	(6)	
61107 BOG RECOVERIES	(88,708)	(75,814)	(52,889)	(50,300)	(90,943)	(54,200)	(40)	1
61108 ECC RECOVERIES	(14,471)	(9,944)	(11,801)	(1,200)	(10,000)	(12,100)	21	1
61020 CNEA RECOVERIES	(33,903)	(37,432)	(45,823)	(1,000)	(35,000)	(47,000)	34	1
61086 COCA COLA RECOVERIES	0	(360)	0	0	0	0	0	1
61097 BMO FIELD RECOVERIES	0	0	0	0	0	0	0	1
61110 BFC RECOVERIES	(19,876)	(13,615)	(14,168)	(9,500)	(20,000)	(14,500)	(28)	
MAINTENANCE SALARIES AND BENEFITS - HOURLY	232,548	231,417	199,958	84,900	226,426	233,219	3	1
							0	
60424 EQUIPMENT RENTAL	903	393	890	0	1,200	1,200	0	2
60801 CONTRACTED SERVICES	0	0	0	0	1,000	1,000	0	
61010 BUILDING MAINTENANCE	7,902	5,882	13,765	5,000	18,000	18,000	0	3
SUBTOTAL	8,805	6,275	14,655	5,000	20,200	20,200	0	
							0	
TOTAL EXPENSE	241,353	237,692	214,612	89,900	246,626	253,419	3	

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	2017 ACTUAL	2018 ACTUAL	2019 ACTUAL	2020 FORECAST	2020 BUDGET	2021 BUDGET	%/Increase	Notes
1-50-327-50327-								
EXPENSE								
60002 SALARIES & BENEFITS - HOURLY (MAINTENANCE)	140,350	139,383	111,743	108,500	149,400	149,400	0	1
60009 SALARIES & BENEFITS - HOURLY (RECOVERABLE)	31,871	21,258	34,070	17,600	32,000	34,900	9	1
TOTAL SALARIES & BENEFITS - HOURLY	172,221	160,641	145,813	126,100	181,400	184,300	2	
61107 BOG RECOVERIES	(8,134)	0	(13,272)	(17,600)	(8,000)	(13,600)	70	3
61108 ECC RECOVERIES	(3,381)	(679)	0	0	(3,000)	0	(100)	3
61020 CNEA RECOVERIES	(19,319)	(20,578)	(20,798)	0	(20,000)	(21,300)	7	4
61110 BFC RECOVERIES	(1,037)	0	0	0	(1,000)	0	(100)	3
61097 BMO FIELD	0	0	0	0	0	0	0	3
61086 COCA COLA RECOVERY	0	0	0		0	0	0	3
MAINTENANCE SALARIES AND BENEFITS - HOURLY	140,350	139,383	111,743	108,500	149,400	149,400	0	1
60424 EQUIPMENT RENTAL	2,797	4,612	2,997	3,000	3,000	3,000	0	2
60466 VEHICLE LICENSES	13,984	9,929	10,618	13,000	16,000	16,000	0	
61036 EQUIPMENT MAINTENANCE (INCL. WELDING SUPPLIES)	127,560	115,825	145,070	100,000	115,000	115,000	0	5
61105 VEHICLE MAINTENANCE	17,571	56,904	45,855	30,000	54,000	54,000	0	6
63102 DIESEL FUEL	39,786	38,346	42,701	20,000	40,000	40,000	0	
63107 PROPANE & GASOLINE	27,479	28,362	31,362	29,600	59,100	59,100	0	
63117 PETROLEUM PRODUCTS	0	0	3,148	1,200	2,500	2,500	0	
SUBTOTAL	229,177	253,978	281,751	196,800	289,600	289,600	0	
TOTAL EXPENSE	369,527	393,361	393,494	305,300	439,000	439,000	0	

- 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. From 2017 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	2017 ACTUAL	2018 ACTUAL	2019 ACTUAL	2020 FORECAST	2020 BUDGET	2021 BUDGET	%/Increase	Notes
1-50-328-50328-								
EXPENSE								
60002 SALARIES & BENEFITS - HOURLY (MAINTENANCE)	325,941	271,955	320,686	237,400	315,401	342,482	9	1
60009 SALARIES & BENEFITS - HOURLY (RECOVERABLE)	159,772	171,330	206,880	31,200	164,000	212,200	29	1
TOTAL SALARIES & BENEFITS - HOURLY	485,713	443,284	527,565	268,600	479,401	554,682	16	
61107 BOG RECOVERIES	(17,649)	(23,167)	(15,203)	(15,600)	(18,000)	(15,600)	(13)	1
61108 ECC RECOVERIES	(10,668)	(8,298)	(17,820)	(1,800)	(11,000)	(18,300)	66	1
61020 CNEA RECOVERIES	(118,479)	(127,838)	(145,545)	0	(122,000)	(149,200)	22	7
61086 COCA COLA RECOVERIES	0	(387)	(948)	0	0	(1,000)	0	1
61097 BMO FIELD	(519)	0	0	0	0	0	0	1
61110 BFC RECOVERIES	(12,458)	(11,640)	(27,364)	(13,800)	(13,000)	(28,100)	116	1
MAINTENANCE SALARIES AND BENEFITS - HOURLY	325,941	271,955	320,686	237,400	315,401	342,482	9	1
60424 EQUIPMENT RENTAL	1,610	2,606	4,834	500	1,800	1,800	0	9
60427 FIRE PROTECTION EQUIPMENT	264,382	357,101	291,048	257,000	257,000	257,000	0	8
60801 CONTRACTED SERVICE	22,616	52,664	101,488	82,300	111,500	111,500	0	5
61010 BUILDING MAINTENANCE	2,499	1,110	14,681	1,000	15,350	15,350	0	2
61077 PLUMBING MAINTENANCE	45,680	42,768	41,131	20,000	42,500	42,500	0	4
61104 UNDERGROUND SERVICES	(2,913)	86,627	18,490	10,000	75,000	50,000	(33)	10, 5
61109 WASHROOM TRAILERS	0	0	0	0	0	0	0	6
63128 KITCHEN EQUIPMENT	0	0	0	0	2,000	2,000	0	3
SUBTOTAL	333,874	542,875	471,673	370,800	505,150	480,150	(5)	
TOTAL EXPENSE	659,815	814,830	792,359	608,200	820,551	822,632	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. From 2017 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.
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	2017 ACTUAL	2018 ACTUAL	2019 ACTUAL	2020 FORECAST	2020 BUDGET	2021 BUDGET	%/increase	Notes
1-50-329-50329-								
EXPENSE								
60002 SALARIES & BENEFITS - HOURLY (MAINTENANCE)	454,082	430,631	364,263	266,400	471,326	485,466	3	1
60009 SALARIES & BENEFITS - HOURLY (RECOVERABLE)	91,202	48,113	67,550	17,500	93,693	69,300	(26)	1
TOTAL SALARIES & BENEFITS - HOURLY	545,285	478,743	431,813	283,900	565,019	554,766	(2)	
61107 BOG RECOVERIES	(35,008)	(1,089)	(1,974)	(5,000)	(35,893)	(2,000)	(94)	1
61108 ECC RECOVERIES	(2,781)	(3,441)	(12,067)	(1,100)	(2,900)	(12,400)	328	1
61020 CNEA RECOVERIES	(20,325)	(3,703)	(4,011)	0	(20,900)	(4,100)	(80)	1
61086 COCA COLA RECOVERIES	0	(1,453)	(2,403)	(1,000)	0	(2,500)	0	1
61097 BMO FIELD	0	0	(1,295)	0	0	(1,300)	0	1
61110 BFC RECOVERIES	(33,088)	(38,427)	(45,800)	(10,400)	(34,000)	(47,000)	38	
MAINTENANCE SALARIES AND BENEFITS - HOURLY	454,082	430,631	364,263	266,400	471,326	485,466	3	1
60424 EQUIPMENT RENTAL	4,126	2,816	4,924	500	3,000	3,000	0	
60801 CONTRACTED SERVICES	99,133	128,384	102,992	110,000	138,500	138,500	0	3,4
61010 BUILDING MAINTENANCE	48,348	39,650	66,791	30,000	49,500	50,000	1	3
61028 CONTROLS & BUILDING AUTOMATION	103,437	123,020	109,838	100,000	119,500	120,000	0	2
61036 EQUIPMENT MAINTENANCE	79,861	182,050	213,888	100,000	127,000	130,000	2	4
61083 REFRIGERATION & AIR CONDITIONING	7,741	16,975	30,289	15,000	30,000	32,000	7	
63128 KITCHEN EQUIPMENT	0	1,114	8,642	2,000	1,000	5,000	400	
SUBTOTAL	342,646	494,008	537,363	357,500	468,500	478,500	2	
TOTAL EXPENSE	796,728	924,639	901,626	623,900	939,826	963,966	3	

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	2017 ACTUAL	2018 ACTUAL	2019 ACTUAL	2020 FORECAST	2020 BUDGET	2021 BUDGET	%/Increase	Notes
1-50-330-50330-								
EXPENSE								
60000 SALARIES - PERMANENT	163,757	166,526	230,831	224,791	243,537	213,547	(12)	1
60001 BENEFITS - PERM	46,687	44,129	62,647	58,926	64,297	61,393	(5)	1
SUB TOTAL SALARIES AND BENEFITS - PERMANENT	210,444	210,655	293,478	283,717	307,834	274,940		
60002 SALARIES & BENEFITS - HOURLY (MAINTENANCE)	103,467	63,090	102,905	379,900	114,909	116,345	1	2
60009 SALARIES & BENEFITS - HOURLY (RECOVERABLE)	5,939,950	2,804,738	6,498,243	645,500	6,165,500	6,661,700	8	3
TOTAL SALARIES & BENEFITS - HOURLY	6,043,418	2,867,828	6,601,147	1,025,400	6,280,409	6,778,045	8	
61107 BOG RECOVERIES - IATSE	(1,249,077)	(748,203)	(1,105,639)	(159,900)	(1,296,500)	(1,133,500)	(13)	3
61108 ECC RECOVERIES - IATSE	(1,052,960)	(536,687)	(1,797,104)	(161,400)	(1,092,900)	(1,842,300)	69	3
61020 CNEA RECOVERIES - IATSE	(527,852)	(20,633)	(527,501)	(2,700)	(548,000)	(540,800)	(1)	3
61086 COCA COLA RECOVERIES	(789,044)	(414,997)	(1,085,321)	(221,500)	(819,000)	(1,112,600)	36	3
61097 BMO FIELD	(815,234)	(289,375)	(436,158)	(20,100)	(846,100)	(447,100)	(47)	3
61110 BFC RECOVERIES	(1,505,783)	(794,843)	(1,546,520)	(79,900)	(1,563,000)	(1,585,400)	1	
MAINTENANCE SALARIES AND BENEFITS - HOURLY	103,467	63,090	102,905	379,900	114,909	116,345	1	
60424 EQUIPMENT RENTAL	0	0	0	0	0	0	0	
60425 EXPENSE ALLOWANCES	0	0	39	0	200	200	0	
61036 EQUIPMENT MAINTENANCE	6,744	12,086	5,891	9,000	18,770	18,770	0	4
63126 SUPPLIES & GENERAL	41	0	1,912	0	0	0	0	5
SUBTOTAL	6,785	12,086	7,842	9,000	18,970	18,970	0	
							0	
TOTAL EXPENSE	320,697	285,830	404,224	672,617	441,713	410,255	(7)	

NOTE:

1. 2021 budget provided at 0% cost of living adjustments increase and 0% Pay for Performance increases or re-earnable performance-based lump-sum payments (based on 2020 performance) per City Staff Report CC23.3.
2020/2021 budget transferred from Facility Department 50-310. Budget provided for three full time staff (1 Manager, 1 PC and 1 Contract Scheduler). 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).
2. 2020 forecast cost increase due to non recoverable wages/benefits paid to full time scheduled unionized staff during COVID 19 pandemic. Provision for increase per collective agreement. Budget provided for unionized staff wages and benefits
3. Anticipated volume increase in wages and recoveries.
4. 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
5. 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	2017 ACTUAL	2018 ACTUAL	2019 ACTUAL	2020 FORECAST	2020 BUDGET	2021 BUDGET	%Increase	Notes
1-50-500-50500-								
EXPENSE								
60000 SALARIES - PERMANENT	560,537	552,941	584,938	599,200	600,213	587,858	(2)	1
60001 BENEFITS - PERM	139,248	136,232	146,644	157,800	162,394	159,438	(2)	1
SUB TOTAL SALARIES AND BENEFITS - PERMANENT	699,785	689,173	731,581	757,000	762,607	747,296	(2)	
60002 SALARIES AND BENEFITS - HOURLY	847,033	782,907	855,901	622,700	937,920	965,495	3	2
60009 SALARIES & BENEFITS - HOURLY (RECOVERABLE)	108,200	86,445	108,520	13,900	76,000	111,300	46	3
TOTAL SALARIES & BENEFITS - HOURLY	955,232	869,352	964,422	636,600	1,013,920	1,076,795	6	
61107 BOG RECOVERIES	(11,173)	(9,600)	(10,311)	(3,700)	(10,000)	(10,600)	6	3
61108 ECC RECOVERIES	(21,091)	(5,597)	(11,550)	(1,300)	(7,000)	(11,800)	69	3
61020 CNEA RECOVERIES	0	0	0	0	0	0	0	6
61086 COCA COLA RECOVERIES	(5,703)	(6,475)	(4,348)	(2,100)	(4,000)	(4,500)	13	
61097 BMO FIELD	(6,144)	(192)	0	0	0	0	0	
61110 BFC RECOVERIES	(64,088)	(64,580)	(82,311)	(6,800)	(55,000)	(84,400)	53	
SUB TOTAL - HOURLY SALARIES AND BENEFITS	847,033	782,907	855,901	622,700	937,920	965,495	3	
							0	
60424 EQUIPMENT RENTALS	5,878	9,957	14,386	4,000	4,000	4,000	0	
60439 MEMBERSHIPS	923	339	80	650	650	650	0	
60459 STAFF DEVELOPMENT/TRAINING - UNIONIZED	7,620	9,627	7,314	0	7,000	0	(100)	5
61036 EQUIPMENT MAINTENANCE	56,784	94,923	86,599	99,000	99,000	99,000	0	4
63126 SUPPLIES & GENERAL	2,069	2,123	7,338	1,500	3,000	3,000	0	
63127 UNIFORMS	12,259	15,182	32,352	10,000	10,000	15,000	50	7
SUB TOTAL - OTHER EXPENSES	85,534	132,150	148,069	115,150	123,650	121,650	(2)	
TOTAL EXPENSE	1,632,351	1,604,231	1,735,552	1,494,850	1,824,177	1,834,441	1	

NOTE:

1. 2021 budget provided at 0% cost of living adjustments increase and 0% Pay for Performance increases or re-earnable performance-based lump-sum payments (based on 2020 performance) per City Staff Report CC23.3.
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. Unionized security guards were decertified in October 2019.2021 budget estimated per existing CBA rates; new proposed rates is being submitted to Board for approval. Budget includes 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 budget for EP/DEC/BFC Management staff is provided under CEO department 50-100. Prior to 2020 budget provided for training to unionized staff.
6. From 2017 the CNEA will pay for third party security service cost. This cost was subsidized by Board on the initial term 2013-2016
7. 2021 budget adjust to reflect actual experience

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

50-600 - PRESS & FOOD BUILDINGS MAINTENANCE

ACCT# ACCOUNT NAME	2017 ACTUAL	2018 ACTUAL	2019 ACTUAL	2020 FORECAST	2020 BUDGET	2021 BUDGET	%/Increase	Notes
1-50-600-50600-								
EXPENSE								
60255 PRESS & FOOD BUILDINGS - HYDRO	56,793	73,382	67,446	74,000	74,000	69,100	(7)	2
60252 PRESS & FOOD BUILDINGS - GAS	1,780	1,772	1,240	1,800	2,000	1,300	(35)	2
60281 PRESS & FOOD BUILDINGS - WATER	2,487	8,791	2,761	1,600	8,500	2,800	(67)	2
61061 PRESS BUILDING - MAINTENANCE - R&M ((NON SOGR)	40,737	0	0	0	0	0	0	3
61036 FOOD BUILDING - REPAIR & MAINTENANCE (NON SOGR)	0	0	0	0	0	0	0	3
64009 MANAGEMENT FEE - BEANFIELD CENTRE - CERISE	0	0	0	0	0	0	0	1
64009 2012 CNEA ASSETS PURCHASE DISPUTE - 2013	0	0	0	0	0	0	0	0
61113 UTILITIES RECOVERIES - PRESS & FOOD BUILDING	(44,938)	(83,945)	(71,446)	(77,400)	(84,500)	(73,200)	(13)	4
43007 R&M RECOVERIES - PRESS BUILDING	(40,737)	0	0	0	0	0	0	4
43007 R&M RECOVERIES - FOOD BUILDING	0	0	0	0	0	0	0	4
TOTAL EXPENSE	16,121	0	0	0	0	0	0	0

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 (approx 12,000 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	2017 ACTUAL	2018 ACTUAL	2019 ACTUAL	2020 FORECAST	2020 BUDGET	2021 BUDGET	%Increase	Notes
	REVENUE								
	RENTAL - SHOWS	6,434,189	7,040,349	8,410,589	2,700,000	7,343,396	7,141,811	(3)	1
	RENTAL - RAWF	1,173,537	1,195,187	1,217,951	0	1,241,878	1,267,016	2	5
	SUB TOTAL	7,607,727	8,235,536	9,628,540	2,700,000	8,585,274	8,408,827	(2)	1
	ELECTRICAL SERVICES - NET	1,014,899	990,671	1,290,569	334,000	981,650	989,564	1	3
	CATERING CONCESSIONS	818,318	803,546	1,040,840	200,000	872,500	839,230	(4)	2
	SHOW SERVICES - NET	693,672	560,332	974,133	150,000	863,082	837,745	(3)	4
36	TELECOMMUNICATIONS - NET	440,902	374,841	255,378	216,609	627,559	623,092	(1)	
38	SPONSORSHIP - NET	68,000	89,125	88,024	66,700	86,400	87,100	1	
40	OFFICIAL SUPPLIER	86,040	22,599	125,743	12,000	25,000	106,000	324	
40	ABM COMMISSIONS	118,960	108,256	85,388	10,000	120,000	112,000	(7)	
40	INTEREST AND OTHER INCOME	263,536	322,096	167,859	5,400	57,000	55,000	(4)	
	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	11,112,053	11,507,002	13,656,475	3,694,709	12,218,465	12,058,558	(1)	
	EXPENSES								
	DIRECT SHOW COSTS - PMD	757,516	653,919	2,572,858	239,000	705,650	671,250	(5)	4
36	TELECOMMUNICATION/INFORMATION SYSTEMS	1,021,370	1,015,181	996,724	1,072,000	1,121,023	1,092,407	(3)	
39	GM OF SALES AND EVENT MANAGEMENT	359,756	408,693	343,141	369,800	398,231	391,644	(2)	
40	FINANCE	56,030	154,582	171,014	51,700	88,000	88,000	0	
41	SALES	1,794,155	1,777,310	1,701,535	1,770,900	1,827,044	1,891,073	4	
42	EVENT SERVICES	1,296,920	1,337,062	1,188,688	1,155,300	1,286,788	1,167,088	(9)	
	SUB TOTAL	5,285,748	5,346,748	6,973,960	4,658,700	5,426,736	5,301,462	(2)	
	EXPENSE RECOVERIES								
43	OVATIONS - UTILITIES & CLEANING	(94,005)	(98,705)	(48,479)	(75,553)	(102,653)	(149,601)	46	
								0	
	TOTAL EXPENSES	5,191,743	5,248,043	6,925,481	4,583,147	5,324,083	5,151,861	(3)	
	NET INCOME (LOSS)	5,920,310	6,258,959	6,730,994	(888,438)	6,894,382	6,906,697	0	

NOTE:

- 2021 budget rent includes \$1.46 mil from unidentified new businesses. 2019 actual revenue was high due to contribution from Collision, Jehovah's Witnesses Convention, Canadian Open Volleyball etc..
- Minimum commission changed to \$575K in 2015.
2016 actual includes contribution from NBA Jam Session. 2018 budget adjust to reflect prior year experience
2015-2017 actual includes FSV and Pepsi cases sold commission now reported in department 60-830 on page 40
- 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.
- Budget profit margin % and PMD expense is adjusted to reflect concession given to events per prior years experience
- 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; 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	2017 ACTUAL	2018 ACTUAL	2019 ACTUAL	2020 FORECAST	2020 BUDGET	2021 BUDGET	%/Increase	Notes
1-60-850-60850-								
EXPENSES								
60000 SALARIES - PERMANENT	691,764	823,055	663,101	738,600	744,324	720,664	(3)	1
60001 BENEFITS - PERMANENT	169,170	161,831	170,156	194,500	211,839	205,862	(3)	1
60002 SALARY AND BENEFITS - HOURLY	57,238	47,986	80,811	100,000	68,760	71,081	3	7
60423 DUES & SUBSCRIPTION	1,554	5,709	2,202	10,000	600	600	0	
60431 COMPUTER SUPPLIES	4,809	1,470	2,560	5,000	15,000	15,000	0	2
60441 MISCELLANEOUS EXPENSES	3,522	13,311	2,543	7,900	1,000	1,000	0	8
60456 ACCOUNTING SOFTWARE MAINTENANCE AGREEMENT	79,180	51,824	75,428	60,000	110,000	110,000	0	3
60456 EBMS SOFTWARE MAINTENANCE	0	0	25,800	45,000	45,000	45,000	0	11
60461 TELEPHONE TRUNK & PSTN	177,476	148,283	149,243	150,000	150,000	150,000	0	6
60463 TELECOM CABLING & FIXTURES	18,484	11,796	14,163	5,000	12,000	12,000	0	
61020 TELECOMM RECOVERIES - ADMIN SERVICE TO CNEA	(293,667)	(304,280)	(310,206)	(311,600)	(316,500)	(317,800)	0	5
61060 MAINTENANCE AGREEMENTS - BEANFIELD	23,152	17,080	22,925	25,000	40,000	40,000	0	9
63023 OFFICE SUPPLIES	452	102	906	200	400	400	0	10
63101 COMPUTER EQUIPMENT	62,739	32,904	93,335	36,000	32,000	32,000	0	4
63125 SMALL EQUIPMENT/SOFTWARE	25,294	2,503	3,381	6,100	6,000	6,000	0	
63127 UNIFORMS	204	1,607	375	300	600	600	0	
60457 RECOVERIES - FINANCIAL REPORTING- CNEA	0	0	0	0	0	0	0	
TOTAL EXPENSES	1,021,370	1,015,181	996,724	1,072,000	1,121,023	1,092,407	(3)	
REVENUE								
43004 TELECOMM - EVENTS - NET	246,529	188,732	81,846	45,000	455,350	451,483	(1)	12
61111 TELEPHONE RECOVERIES	194,373	186,109	173,532	171,609	172,209	171,609	(0)	13
TOTAL REVENUE	440,902	374,841	255,378	216,609	627,559	623,092	(1)	
NET PROFIT (LOSS)	(580,468)	(640,341)	(741,346)	(855,391)	(493,464)	(469,315)	(5)	

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

850 - IT & TELECOMMUNICATIONS

NOTE:

1. 2021 budget provided at 0% cost of living adjustments increase and 0% Pay for Performance increases or re-earnable performance-based lump-sum payments (based on 2020 performance) per City Staff Report CC23.3. 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. 2020 forecast is lower due to deferral of Great Plain system upgrade. Budget provided for Microsoft Great Plain Dynamic annual payments; prior to 2013 CNEA shared part of cost. 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. 2020 /2021 budget for two temporary contract staff for events are provided in events direct cost. Temporary contract IT 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 Be
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	2017 ACTUAL	2018 ACTUAL	2019 ACTUAL	2020 FORECAST	2020 BUDGET	2021 BUDGET
SOCCER STADIUM/BMO FIELD	62,305	57,768	54,970	54,624	54,624	54,624
COCA COLA COLISEUM (MLSE)	51,766	46,417	43,904	43,836	43,836	43,836
RAWF	17,443	17,422	17,401	16,994	16,994	16,994
SPECTRA/OVATIONS	4,694	4,607	4,605	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	1,443	1,435	1,435	1,435
TEC (FORMERLY MUZIK)	4,200	4,200	4,150	3,600	4,200	3,600
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 FASHION INCUBATOR	3,000	3,000	3,000	3,000	3,000	3,000
SHOW TECH	5,632	5,632	5,667	5,632	5,632	5,632
CNEA	4,707	8,126	8,242	7,796	7,796	7,796
PRINCES GATE HOTEL (DISCONTINUED IN 2019)	6,042	5,603	0	0	0	0
STANLEY BARRACK (DISCONTINUED IN 2019)	3,000	1,750	0	0	0	0
OTHER - MISCELLANEOUS	0	0	0	0	0	0
OVO CENTRE - NOT PROVIDED BY EXPLACE	0	0	0	0	0	0
GES - DISCONTINUED	0	0	0	0	0	0
	194,373	186,109	173,532	171,609	172,209	171,609

THE BOARD OF GOVERNORS OF EXHIBITION PLACE
ENERCARE CENTRE

830 - ADVERTISING, MARKETING AND SPONSORSHIP

ACCT# ACCOUNT NAME	2017 ACTUAL	2018 ACTUAL	2019 ACTUAL	2020 FORECAST	2020 BUDGET	2021 BUDGET	%Increase	Notes
1-60-830-60830-								
<u>EXPENSES</u>								
60401 ADMINISTRATIVE	0	0	0	0	0	0	0	
60412 COMMISSIONS - CONTRA ACCOUNT	0	0	0	0	0	0	0	
60413 COMMISSIONS	7,000	7,500	7,500	7,400	9,600	9,700	1	1
63120 PRODUCTION	0	0	0	0	0	0	0	
TOTAL EXPENSES	7,000	7,500	7,500	7,400	9,600	9,700	1	
42000 REVENUE	75,000	96,625	95,524	74,100	96,000	96,800	1	2
NET PROFIT (LOSS)	68,000	89,125	88,024	66,700	86,400	87,100	1	

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; 2020 forecast/2021 budget is estimated assuming the contract is renewed

THE BOARD OF GOVERNORS OF EXHIBITION PLACE
ENERCARE CENTRE

801 - GENERAL MANAGER OF SALES AND EVENT MANAGEMENT

ACCT# ACCOUNT NAME	2017 ACTUAL	2018 ACTUAL	2019 ACTUAL	2020 FORECAST	2020 BUDGET	2021 BUDGET	%/Increase	Notes
1-60-801-60801-								
<u>EXPENSES</u>								
60000 SALARIES - PERMANENT	291,367	318,163	281,276	295,900	289,532	284,418	(2)	1
60001 BENEFITS	54,042	73,197	54,805	64,400	88,649	87,376	(1)	1
60416 CONFERENCE DEVELOPMENT	0	0	0	500	1,600	5,000	213	3
60423 DUES & SUBSCRIPTIONS	6,971	7,454	2,337	7,500	6,000	8,000	33	
60437 MEALS & ENTERTAINMENT	2,100	1,714	354	0	2,200	1,200	(45)	2
60441 MISCELLANEOUS EXPENSES	2,702	2,387	4,196	1,000	3,300	3,300	0	
60447 PROFESSIONAL FEES	0	0	0	0	1,000	1,000	0	
63023 OFFICE SUPPLIES	2,014	4,486	138	500	4,400	300	(93)	
63118 POSTAGE & COURIER	168	16	34	0	250	250	0	
63119 PRINTING & STATIONERY	0	328	0	0	300	300	0	
63125 SMALL EQUIPMENT	393	949	0	0	1,000	500	(50)	
TOTAL EXPENSES	359,756	408,693	343,141	369,800	398,231	391,644	(2)	

- NOTE:**
1. 2021 budget provided at 0% cost of living adjustments increase and 0% Pay for Performance increases or re-earnable performance-based lump-sum payments (based on 2020 performance) per City Staff Report CC23.3
 2. Board related and local sales entertainment
 3. 2020/2021 budget provides for SMG annual meeting.

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

802 - CHIEF FINANCIAL OFFICER

ACCT# ACCOUNT NAME	2017 ACTUAL	2018 ACTUAL	2019 ACTUAL	2020 FORECAST	2020 BUDGET	2021 BUDGET	%/Increase	Notes
1-60-802-60802-								
<u>EXPENSES</u>								
60408 BAD DEBT EXPENSE (RECOVERY)	0	88,227	87,766	18,000	18,000	18,000	0	
60409 BANK CHARGES & CREDIT CARD DISCOUNTS	56,030	66,355	83,248	33,700	70,000	70,000	0	2
SUB-TOTAL	56,030	154,582	171,014	51,700	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	56,030	154,582	171,014	51,700	88,000	88,000	0	
<u>REVENUE</u>								
49003 INTEREST INCOME	16,731	90,728	88,515	5,400	27,000	25,000	(7)	3
49004 MISCELLANEOUS INCOME	246,805	231,368	79,344	0	30,000	30,000	0	6
49005 ABM COMMISSIONS	118,960	108,256	85,388	10,000	120,000	112,000	(7)	5
49006 OFFICIAL SUPPLIER	86,040	22,599	125,743	12,000	25,000	106,000	324	4
TOTAL REVENUE	468,535	452,951	378,990	27,400	202,000	273,000	35	
NET PROFIT (LOSS)	412,505	298,369	207,976	(24,300)	114,000	185,000	62	

NOTE:

1. Equipment were fully amortized as of December 31, 2011.
2. From 2016 cost 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	2017 ACTUAL	2018 ACTUAL	2019 ACTUAL	2020 FORECAST	2020 BUDGET	2021 BUDGET	%/Increase	Notes
1-60-803-60803-								
EXPENSES								
60000 SALARIES - PERMANENT	830,117	817,996	681,025	930,200	926,598	963,055	4	1
60001 BENEFITS	213,370	197,325	197,760	266,900	263,761	274,518	4	1
60002 SALARIES - TEMPORARY	95,138	110,404	178,125	0	0	0	0	6
60404 ADVERTISING	9,408	34,071	7,785	3,000	5,300	5,400	2	
60416 CONVENTION DEVELOPMENT/SPECIAL EVENTS FUND	250,000	250,000	250,000	250,000	250,000	250,000	0	4
60418 MEETINGS & CONVENTIONS	110,045	111,299	102,578	87,500	125,000	125,000	0	2
60419 CORPORATE ADVERTISING	83,922	75,112	80,003	60,000	80,000	80,000	0	7
60419 WAYFINDING MONITORS MAINTENANT - FWI FOUR WINDS	31,765	30,963	35,335	40,000	25,000	40,000	60	
60423 DUES & SUBSCRIPTIONS	35,504	31,976	44,841	25,000	34,385	35,000	2	
60438 MEDIA / PUBLIC RELATIONS	6,700	0	7,250	4,000	4,000	4,100	3	8
60453 MARKETING FEE - SMG CANADA	72,000	72,000	72,000	72,000	72,000	72,000	0	3
63023 OFFICE SUPPLIES	3,934	5,702	4,590	2,000	3,000	3,000	0	
63118 POSTAGE & COURIER	568	488	1,144	300	1,000	1,000	0	
63122 RESOURCE MATERIALS	51,684	39,974	39,099	30,000	37,000	38,000	3	5
TOTAL EXPENSES	1,794,155	1,777,310	1,701,535	1,770,900	1,827,044	1,891,073	4	

NOTE:

1. 2021 budget provided at 0% cost of living adjustments increase and 0% Pay for Performance increases or re-earnable performance-based lump-sum payments (based on 2020 performance) per City Staff Report CC23.3. 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 BEANFIELD. 2020 budget cost increase \$50K is offset by additional budget rent revenue at EC
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. Prior to 2020 budget provided for one fulltime contract sales staff who became permanent in 2019. 2020/2021 budget is merged with permanent full time account 60000
7. Cost increase for market development, client activities, marketing initiatives and lead generation. Budget provide for approx. \$45,000 annual payment to Fourwinds.
8. From 2018 cost is splitted 50/50 between 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	2017 ACTUAL	2018 ACTUAL	2019 ACTUAL	2020 FORECAST	2020 BUDGET	2021 BUDGET	%/Increase	Notes
1-60-807-60807-								
EXPENSES								
60000 SALARIES - PERMANENT	897,508	937,401	870,270	889,400	926,788	825,033	(11)	1
60001 BENEFITS	235,415	225,476	219,509	230,300	263,800	236,355	(10)	1
60002 SALARIES & BENEFIT - HOURLY	90,177	90,180	0	0	0	0	0	2
60418 CONVENTIONS & MEETINGS	5,986	10,785	11,701	5,000	6,000	8,000	33	7
60423 DUES & SUBSCRIPTIONS	1,390	3,377	501	500	3,000	3,300	10	3
60437 MEALS & ENTERTAINMENT	4,426	5,496	5,275	2,000	4,500	4,500	0	9
60441 MISCELLANEOUS EXPENSES	8,616	4,904	4,600	1,000	5,600	5,800	4	4
60801 CONTRACT SERVICE - SHOW TECH	41,919	52,489	71,296	20,000	65,000	72,000	11	10
63023 OFFICE SUPPLIES - EC & EXHIBITORS GROUP	10,394	5,764	3,775	6,000	9,200	9,200	0	6
63118 POSTAGE & COURIER	103	69	53	100	200	200	0	
63119 PRINTING & STATIONERY	0	195	296	300	600	600	0	8
63125 SMALL EQUIPMENTS	365	0	313	0	1,000	1,000	0	5
63127 UNIFORMS	622	926	1,101	700	1,100	1,100	0	
TOTAL EXPENSES	1,296,920	1,337,062	1,188,688	1,155,300	1,286,788	1,167,088	(9)	

NOTE:

1. 2021 budget provided at 0% cost of living adjustments increase and 0% Pay for Performance increases or re-earnable performance-based lump-sum payments (based on 2020 performance) per City Staff Report CC23.3.

2020 forecast/2021 budget decrease because new hires were paid at lower rates vs retired Senior Event Coordinators.

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. From 2019 budget was moved to Beanfield centre department 70-710 for one additional full time contract EC/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. Starting from 2019 budget for EBMS system annual maintenance 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%. From 2019 cost 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	2017 ACTUAL	2018 ACTUAL	2019 ACTUAL	2020 FORECAST	2020 BUDGET	2021 BUDGET	%Increase	Notes
1-60-815-60815-								
<u>EXPENSES RECOVERIES</u>								
61021 HOUSEKEEPING RECOVERY - SPECTRA	(6,435)	(7,442)	(7,323)	(6,853)	(6,678)	(7,001)	5	1
61113 UTILITY RECOVERY	(87,570)	(91,263)	(41,156)	(68,700)	(95,975)	(142,600)	49	2
TOTAL EXPENSES	(94,005)	(98,705)	(48,479)	(75,553)	(102,653)	(149,601)	46	

NOTE:
1. From 2016 is estimated at 150 labour hours and materials per year plus 12% mark up. Prior to 2015 was cost recovery for corporate events in excess of \$15 @ .50C per head.
2. 1% utility recovery per contractual arrangements, based on F&B sales, TTC's actual consumption, RAWF's original charge adjusted by annual inflation. 2019 forecast/2020 Budget estimated at 11% of F&B commission

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

SUMMARY

PAGE	ACCOUNT NAME	2017 ACTUAL	2018 ACTUAL	2019 ACTUAL	2020 FORECAST	2020 BUDGET	2021 BUDGET	%Increase	Notes
	REVENUE								
	RENTAL	1,762,898	1,811,045	2,419,620	63,552	2,300,000	2,338,673	2	5
	HOTEL RENT - BASE RENT	161,720	161,720	161,720	161,720	121,000	121,000	0	6
	CATERING CONCESSIONS/RENTALS	1,159,794	1,140,851	1,680,782	140,679	1,274,153	1,310,128	3	9
	CONCESSION PAYABLE TO CERISE - SALES > \$5MIL	(75,000)	(75,000)	(100,000)	0	(75,000)	(75,000)	0	9
	SHOW SERVICES - NET	476,386	357,847	647,998	31,924	400,123	401,400	0	9
	PARKING - NET	279,311	226,691	258,896	13,919	263,500	291,441	11	9
	TOTAL REVENUE	3,765,109	3,623,154	5,069,016	411,794	4,283,776	4,387,642	2	
	DEPARTMENTAL OVERHEAD EXPENSES								
	EVENTS PMD COST	713,444	724,238	776,518	67,408	616,889	621,174	1	8
46	BUILDING OPERATIONS	549,996	537,569	607,953	397,200	625,500	650,000		4
47	HOUSEKEEPING AND DÉCOR	127,252	101,535	161,217	61,300	168,301	176,412		5
48	FINANCE	75,060	81,311	109,069	57,400	85,331	85,410		0
49	CONCIERGE SERVICE	66,691	63,771	82,311	4,900	75,199	75,271		0
53	SALES AND MARKETING	427,162	417,797	502,443	409,600	563,177	573,003		2
54	EVENT SERVICES	388,042	383,678	461,271	427,600	492,991	519,252		5
55	HOUSE TECHNICIAN & EVENT PMD	106,755	153,461	163,306	185,000	208,749	213,460		2
	TOTAL OPERATING EXPENSES	2,454,403	2,463,361	2,864,088	1,610,408	2,836,137	2,913,982	3	
	ANNUAL CASH FLOW IN (OUT) BEFORE INTEREST, AMORTIZATION EXPENSES AND TRANSFERS	1,310,707	1,159,793	2,204,928	(1,198,613)	1,447,640	1,473,660		2
	LESS: INTEREST EXPENSE-FCM LOAN	32,967	30,746	28,461	26,142	26,142	23,735	(9)	4
52	LESS: INTEREST EXPENSE-CITY LOAN	1,589,737	1,552,826	1,514,070	1,473,375	1,473,375	1,430,646	(3)	1
	CASH FLOW BEFORE AMORT/ PRINCIPAL REPAYMENT	(311,998)	(423,779)	662,397	(2,698,130)	(51,877)	19,279	(137)	
48	LESS: AMORTIZATION - EQUIPMENTS AND FIXTURES	381,372	381,372	301,222	96,617	0	0	0	7
48	LESS: AMORTIZATION - BUILDING IMPROVEMENT	1,550,592	1,550,592	1,550,592	1,550,588	0	0	0	7
52	PRINCIPAL PAYMENT - CITY LOAN	0	0	0	0	854,584	897,313		5
52	PRINCIPAL PAYMENT - FCM LOAN	0	0	0	0	99,039	101,466		2
	NET INCOME (LOSS) BEFORE NAMING FEES	(2,243,962)	(2,355,743)	(1,189,417)	(4,345,335)	(1,005,500)	(979,500)	(3)	
50	NAMING FEES - BEANFIELD	114,844	347,360	382,500	382,500	382,500	382,500	0	2
51	NAMING FEES - ENERCARE	673,231	675,000	675,000	675,000	675,000	675,000	0	2
	SUBTOTAL NET NAMING REVENUE	788,074	1,022,360	1,057,500	1,057,500	1,057,500	1,057,500	0	
	NET INCOME (LOSS)	(1,455,887)	(1,333,383)	(131,917)	(3,287,835)	52,000	78,000	50	
4####	CASH TSF FROM CONFERENCE RESERVE FUND	0	0	0	0	0	0	0	
	NET INCOME (LOSS) AFTER TSF PER FS	(1,455,887)	(1,333,383)	(131,917)	(3,287,835)	52,000	78,000	50	
	CASH CONVERSION:								
	NET INCOME (LOSS)	(1,455,887)	(1,333,383)	(131,917)	(3,287,835)	52,000	78,000		
	AMORTIZATION - EQUIPMENTS & FIXTURES	381,372	381,372	301,222	96,617	0	0		
	AMORTIZATION - BUILDING IMPROVEMENT	1,550,592	1,550,592	1,550,592	1,550,588	0	0		
	STEP UP LEASE/ASSETS ADDITION	(51,720)	(51,720)	(40,720)	0	0	0		
	PRINCIPAL PAYMENT - CITY LOAN	(738,221)	(775,132)	(813,889)	(854,584)	0	0		1
	PRINCIPAL PAYMENT - FCM LOAN	(92,335)	(94,501)	(96,758)	(99,039)	0	0		4
	NET INCOME (LOSS) TSF TO CITY CCRF - CASH BASIS	(406,200)	(322,772)	768,530	(2,594,253)	52,000	78,000		
	TRANSFER FROM (TO) CITY CONFERENCE CENTRE RESERVE	0	0	0	0	0	0		2
	CASH INFLOW (OUTFLOW) AFTER TRANSFERS	(406,200)	(322,772)	768,530	(2,594,253)	52,000	78,000		

**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. Amortization for AV equipment at \$0.92 millions, estimated 10 years useful life. FF&E budgeted at \$3.4 millions, ten years useful life; fully amortized in 2019. 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. 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	2017 ACTUAL	2018 ACTUAL	2019 ACTUAL	2020 FORECAST	2020 BUDGET	2021 BUDGET	%/Increase	Notes
1-70-701-70701-								
<u>EXPENSES</u>								
60255 HYDRO	230,911	252,535	329,392	212,900	289,000	307,000	6	1
60252 GAS	15,416	16,473	17,042	12,300	26,000	26,000	0	2
60281 WATER	24,417	24,765	39,965	16,100	33,000	34,000	3	3
60427 FIRE PROTECTION	16,309	32,838	9,316	8,600	15,500	50,000	223	
61010 BUILDING REPAIR & MAINTENANCE	109,440	83,915	86,545	40,700	120,000	95,000	(21)	
61025 ELEVATORS & ESCALATORS	36,803	37,793	41,059	14,200	40,000	40,000	0	4
61032 ELECTRICAL MAINTENANCE	63,371	52,836	34,743	35,800	50,000	50,000	0	
61077 PLUMBING REPAIR & MAINTENANCE	19,191	16,708	27,733	13,200	24,000	20,000	(17)	6
61083 HVAC	62,354	50,031	64,934	47,400	60,000	60,000	0	5
61113 UTILITIES RECOVERIES - F&B PROVIDER	(28,216)	(30,325)	(42,774)	(4,000)	(32,000)	(32,000)	0	
TOTAL EXPENSES	549,996	537,569	607,953	397,200	625,500	650,000	4	

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 and adjust to reflect prior year experience
3. Actual monthly consumption provided by Operation. Budget increase per economic factors provided by City and 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	2017 ACTUAL	2018 ACTUAL	2019 ACTUAL	2020 FORECAST	2020 BUDGET	2021 BUDGET	%/Increase	Notes
1-70-702-70702-								
EXPENSES								
60002 SALARIES & BENEFITS - HOURLY (BASE BUILDING)	95,575	90,815	108,961	46,500	128,414	131,644	3	1
60009 SALARIES & BENEFITS - HOURLY (RECOVERABLE)	0	0	0	0	0	0	0	1
MAINT. SALARIES AND BENEFITS - HOURLY	<u>95,575</u>	<u>90,815</u>	<u>108,961</u>	<u>46,500</u>	<u>128,414</u>	<u>131,644</u>	<u>3</u>	
60252 LANDSCAPING (INTERIOR AND EXTERIOR)	19,746	5,988	7,092	4,200	9,887	10,266	4	
60281 SNOW REMOVAL	2,767	4,118	5,764	6,000	10,000	11,756	18	6
60801 CONTRACTED SERVICES	2,688	0	0	0	6,000	8,544	42	3
61031 DUMPING FEES	0	0	0	0	3,000	3,038	1	4
61036 EQUIPMENT MAINTENANCE	365	0	0	0	1,000	1,164	16	5
63100 CLEANING SUPPLIES	6,110	614	39,400	4,600	10,000	10,000	0	2
SUBTOTAL	<u>31,676</u>	<u>10,719</u>	<u>52,256</u>	<u>14,800</u>	<u>39,887</u>	<u>44,768</u>	<u>12</u>	
TOTAL EXPENSES	<u>127,252</u>	<u>101,535</u>	<u>161,217</u>	<u>61,300</u>	<u>168,301</u>	<u>176,412</u>	<u>5</u>	

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	2017 ACTUAL	2018 ACTUAL	2019 ACTUAL	2020 FORECAST	2020 BUDGET	2021 BUDGET	%Increase	Notes
1-70-703-70703-								
<u>EXPENSES</u>								
60000 SALARIES - PERMANENT	54,340	66,920	86,127	42,300	59,994	60,000	0	1
60001 BENEFITS	13,213	14,391	22,459	7,100	17,337	17,410	0	1
60002 SALARIES & BENEFITS - TEMPORARY	0	0	0	0	0	0	0	
60408 BAD DEBT EXPENSE	7,508	0	483	8,000	8,000	8,000	0	
69800 AMORTIZATION EXPENSE-FF&E	381,372	381,372	301,222	96,617	381,731	96,617	(75)	2
TOTAL EXPENSES	456,432	462,683	410,291	154,017	467,062	182,027	(61)	

- NOTE:**
- 2021 budget provided at 0% cost of living adjustments increase and 0% Pay for Performance increases or re-earnable performance-based lump-sum payments (based on 2020 performance) per City Staff Report CC23.3. 2020 actual cost is lower due to staff gapping
 - 2020 forecast/2021 budget for AV equipment at \$0.92 millions, estimated 10 years useful life. FF&E budgeted at \$3.4 millions, ten years useful life; fully amortized in 2019. Electrical equipment were fully amortized in 2014

THE BOARD OF GOVERNORS OF EXHIBITION PLACE
BEANFIELD CENTRE

70-704 CONCIERGE SERVICE

ACCT# ACCOUNT NAME	2017 ACTUAL	2018 ACTUAL	2019 ACTUAL	2020 FORECAST	2020 BUDGET	2021 BUDGET	%Increase	Notes
1-70-704-70704-								
<u>EXPENSES</u>								
60000 SALARIES - PERMANENT	66,691	63,771	82,311	4,900	58,324	58,324	0	1
60001 BENEFITS	0	0	0	0	16,875	16,947	0	1
60002 WAGES - SECURITY SERVICES	0	0	0	0	0	0	0	1
TOTAL EXPENSES	66,691	63,771	82,311	4,900	75,199	75,271	0	

NOTE:
1. 2021 budget provided at 0% cost of living adjustments increase and 0% Pay for Performance increases or re-earnable performance-based lump-sum payments (based on

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

50-304 BEANFIELD CENTRE NAMING RIGHTS - EXHIBITION PLACE

ACCT# ACCOUNT NAME	2017 ACTUAL	2018 ACTUAL	2019 ACTUAL	2020 FORECAST	2020 BUDGET	2021 BUDGET	%/Increase	Notes
1-50-304-50304-								
49041 NAMING FEE REVENUE	352,642	425,000	425,000	425,000	425,000	425,000	0	2
EXPENSE								
60205 RE-BRANDING INCLUDING BUILDING SIGNAGE	209,415	32,199	0	0	0	0	0	
60200 COMMISSION	28,333	42,500	42,500	42,500	42,500	42,500	0	
60201 ADMINISTRATIVE COSTS	0	2,941	0	0	0	0	0	
60202 PRODUCTION EXPENSE	50	0	0	0	0	0	0	
	237,798	77,640	42,500	42,500	42,500	42,500	0	
NET INCOME (LOSS)	114,844	347,360	382,500	382,500	382,500	382,500	0	
60203 TSF TO CITY CONFERENCE CENTRE OBLIGATORY RESERVE FUND	(114,844)	(347,360)	(382,500)	(382,500)	(382,500)	(382,500)	0	1
NET INCOME (LOSS) AFTER TRANSFER TO RESERVE	0	0	0	0	0	0	0	

NOTE:

- 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.
- 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	2017 ACTUAL	2018 ACTUAL	2019 ACTUAL	2020 FORECAST	2020 BUDGET	2021 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	1,347	0	0	0	0	0	0	
60200 COMMISSION	75,000	75,000	75,000	75,000	75,000	75,000	0	
60201 ADMINISTRATIVE COSTS	422	0	0	0	0	0	0	
60202 PRODUCTION EXPENSE	0	0	0	0	0	0	0	
	76,769	75,000	75,000	75,000	75,000	75,000	0	
NET INCOME (LOSS)	673,231	675,000	675,000	675,000	675,000	675,000	0	
60203 TSF TO CITY CONFERENCE CENTRE OBLIGATORY RESERVE FUND	(673,231)	(675,000)	(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:

- 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.
- 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	2017 ACTUAL	2018 ACTUAL	2019 ACTUAL	2020 FORECAST	2020 BUDGET	2021 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	1,589,737	1,552,826	1,514,070	1,473,375	1,473,375	1,430,646	(3)	1
SUBTOTAL CITY DEBT	3,060,325	3,023,414	2,984,658	2,943,963	2,943,963	2,901,234	(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	32,967	30,746	28,461	26,142	26,142	23,735	(9)	2
SUBTOTAL FCM DEBT	112,971	110,750	108,465	106,142	106,142	103,735	(2)	
TOTAL INTEREST AND AMORTIZATION	3,173,296	3,134,164	3,093,122	3,050,105	3,050,105	3,004,969	####	
1-00-000-00000-								
20390 CITY DEBT - PRINCIPAL REPAYMENT	738,221	775,132	813,889	854,584	854,584	897,313	5	3
20370 FCM LOAN - PRINCIPAL REPAYMENT	92,335	94,501	96,758	99,039	99,039	101,466	2	3
TOTAL PRINCIPAL REPAYMENT	830,557	869,633	910,648	953,623	953,623	998,779	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	2017 ACTUAL	2018 ACTUAL	2019 ACTUAL	2020 FORECAST	2020 BUDGET	2021 BUDGET	%/Increase	Notes
1-70-709-70709-								
EXPENSES								
60000 SALARIES - PERMANENT	219,082	208,384	213,209	295,200	362,477	369,840	2	1
60001 BENEFITS	49,612	56,416	60,043	80,300	103,240	105,563	2	1
60404 ADVERTISING	0	0	0	0	0	0	0	3
60418 MEETINGS & CONVENTIONS	0	0	0	0	0	0	0	0
60419 CORPORATE ADVERTISING	32,897	16,463	74,896	30,000	93,460	93,500	0	3
60438 MEDIA / PUBLIC RELATIONS	0	0	0	4,100	4,000	4,100	3	4
60800 CONTRACT STAFF	125,536	136,279	154,286	0	0	0	0	2
63023 OFFICE SUPPLIES	0	0	0	0	0	0	0	0
63118 COURIER	36	255	9	0	0	0	0	0
63122 RESOURCE MATERIALS	0	0	0	0	0	0	0	0
TOTAL EXPENSES	427,162	417,797	502,443	409,600	563,177	573,003	2	

NOTE:

1. 2021 budget provided at 0% cost of living adjustments increase and 0% Pay for Performance increases or re-earnable performance-based lump-sum payments (based on 2020 performance) per City Staff Report CC23.3. 2021 budget adjust to reflect actual rate; prior year budget was at lower rate for part time contract staff.

2. 2020 forecast/2021 budget is merged with permanent staff budget account # 60000. Prior to 2020 budget provided for one 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	2017 ACTUAL	2018 ACTUAL	2019 ACTUAL	2020 FORECAST	2020 BUDGET	2021 BUDGET	%/Increase	Notes
1-70-710-70710-								
<u>EXPENSES</u>								
60000 SALARIES - PERMANENT	219,705	215,697	225,029	293,000	293,698	309,175	5	1
60001 BENEFITS	58,796	60,155	68,082	84,300	84,210	88,777	5	1
60206 MANAGEMENT FEES - CERISE	41,400	41,400	41,400	41,400	41,400	41,400	0	2
60207 ADMIN FEES - CERISE	66,449	62,806	72,762	7,200	68,483	75,000	10	3
60437 MEALS & ENTERTAINMENT	275	85	0	0	300	300	0	
60800 CONTRACT STAFF	0	0	50,693	0	0	0	0	4
63119 PRINTING & STATIONERY	671	41	0	400	900	900	0	5
63126 SUPPLIES & GENERAL	746	3,494	3,305	1,300	3,700	3,700	0	5
63127 UNIFORMS	0	0	0	0	300	0 (100)		
TOTAL EXPENSES	388,042	383,678	461,271	427,600	492,991	519,252	5	

NOTE:

1. 2021 budget provided at 0% cost of living adjustments increase and 0% Pay for Performance increases or re-earnable performance-based lump-sum payments (based on 2020 performance) per City Staff Report CC23.3. 2020/2021 cost increase because of promoting all EC/MC to grade 8 from grade 6. Budget provided for four full time staff: one Sr. Meeting Coordinator, three Event & Meeting Coordinators
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. 2020/2021 budget merged with full time permanent GL 60000. Prior to 2019-2020 budget provided for one additional full time contracted EC/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	2017 ACTUAL	2018 ACTUAL	2019 ACTUAL	2020 FORECAST	2020 BUDGET	2021 BUDGET	%Increase	Notes
1-70-711-70711-								
<u>EXPENSES</u>								
60000 SALARIES - PERMANENT	86,736	76,600	70,221	136,000	136,873	139,591	2	1
60001 BENEFITS	11,137	18,519	20,846	39,000	39,161	40,239	3	1
60800 CONTRACT STAFF	0	50,108	62,769	0	0	0	0	3
61036 LEASABLE AV EQUIPMENTS MAINTENANCE AND PARTS	8,882	8,235	9,470	10,000	32,715	33,630	3	2
TOTAL EXPENSES	106,755	153,461	163,306	185,000	208,749	213,460	2	

NOTE:
1. 2021 budget provided at 0% cost of living adjustments increase and 0% Pay for Performance increases or re-earnable performance-based lump-sum payments (based on 2020 performance) per City Staff Report CC23.3. 2020/2021 budget provided for two full time positions: Production Coordinator and Production Coordinator/ Facility Coordinator II. Budget increase to reflect actual rate for new hires.