

**THE BOARD OF GOVERNORS OF EXHIBITION PLACE  
OPERATING BUDGET 2022**

|                                             |                                                        | 2017        | 2018        | 2019        | 2020        | 2021           | 2021        | 2022        | %Increase | Notes |
|---------------------------------------------|--------------------------------------------------------|-------------|-------------|-------------|-------------|----------------|-------------|-------------|-----------|-------|
| PAGE                                        | PROGRAM                                                | ACTUAL      | ACTUAL      | ACTUAL      | ACTUAL      | Q2<br>FORECAST | BUDGET      | BUDGET      |           |       |
| <b>EXHIBITION PLACE AND ENERCARE CENTRE</b> |                                                        |             |             |             |             |                |             |             |           |       |
|                                             | <b>REVENUE</b>                                         |             |             |             |             |                |             |             |           |       |
| 3                                           | REVENUE - EP                                           | 27,216,775  | 30,325,180  | 33,484,047  | 15,450,644  | 14,379,782     | 19,148,342  | 28,571,080  | 49        |       |
| 12                                          | COVID 19 SUPPORTS FROM CITY OF TORONTO                 | 0           | 0           | 0           | 14,597,762  | 0              | 0           | 0           |           |       |
| 35                                          | REVENUE - EC                                           | 11,112,053  | 11,507,002  | 13,656,475  | 4,755,442   | 2,119,848      | 3,852,117   | 10,796,361  | 180       |       |
|                                             |                                                        | 38,328,828  | 41,832,182  | 47,140,522  | 34,803,848  | 16,499,631     | 23,000,458  | 39,367,441  | 71        |       |
|                                             | <b>EXPENSES</b>                                        |             |             |             |             |                |             |             |           |       |
| 3                                           | DIRECT EXPENSES - EP                                   | 8,331,979   | 8,028,006   | 8,821,544   | 2,022,461   | 1,852,452      | 5,808,742   | 6,795,745   | 17        |       |
| 35                                          | DIRECT EXPENSES - EC                                   | 5,191,743   | 5,248,043   | 6,925,481   | 4,501,029   | 4,136,073      | 4,308,710   | 5,534,460   | 28        |       |
|                                             | <b>DIRECT EXPENSES</b>                                 | 13,523,722  | 13,276,049  | 15,747,025  | 6,523,489   | 5,988,525      | 10,117,452  | 12,330,205  | 22        |       |
| 7                                           | OVERHEAD EXPENSES                                      | 20,953,021  | 24,569,502  | 27,186,044  | 25,792,302  | 22,799,246     | 20,961,413  | 28,214,020  | 35        |       |
|                                             |                                                        | 34,476,743  | 37,845,551  | 42,933,068  | 32,315,792  | 28,787,771     | 31,078,865  | 40,544,225  | 30        |       |
|                                             | <b>INCOME ( LOSS ) BEFORE DEBT CHARGES</b>             | 3,852,085   | 3,986,631   | 4,207,454   | 2,488,056   | (12,288,141)   | (8,078,407) | (1,176,784) | 85        |       |
| 7                                           | INTEREST AND AMORT EXPENSE - ENERGY RETROFIT ASSETS    | 1,325,364   | 1,524,939   | 1,619,331   | 1,616,801   | 1,415,783      | 1,669,384   | 1,653,216   | (1)       |       |
|                                             | <b>NET INCOME (LOSS)</b>                               | 2,526,721   | 2,461,692   | 2,588,123   | 871,255     | (13,703,923)   | (9,747,790) | (2,830,000) | 71        |       |
| <b>BEANFIELD CENTRE</b>                     |                                                        |             |             |             |             |                |             |             |           |       |
| 44                                          | REVENUE                                                | 3,765,109   | 3,623,154   | 5,069,016   | 439,362     | 249,720        | 2,296,857   | 3,532,776   | 54        |       |
| 44                                          | EXPENSES                                               | 2,454,403   | 2,463,361   | 2,864,088   | 1,808,309   | 1,395,469      | 2,331,197   | 2,707,165   | 16        |       |
|                                             | <b>CASH FLOW BEFORE INTEREST, AMORT AND TRANSFERS</b>  | 1,310,707   | 1,159,793   | 2,204,928   | (1,368,947) | (1,145,749)    | (34,340)    | 825,611     | 2,504     |       |
| 52                                          | LESS: INTEREST EXPENSES                                | 1,622,704   | 1,583,572   | 1,542,530   | 1,499,517   | 1,454,381      | 1,454,381   | 1,407,073   | (3)       |       |
| 52                                          | LESS: AMORTIZATION EXPENSE                             | 1,931,964   | 1,931,964   | 1,851,814   | 1,647,204   | 0              | 0           | 0           | 0         |       |
| 52                                          | LESS: PRINCIPAL REPAYMENT - FCM LOAN                   | 0           | 0           | 0           | 0           | 897,313        | 897,313     | 942,178     | 5         |       |
| 52                                          | LESS: PRINCIPAL REPAYMENT - CITY LOAN                  | 0           | 0           | 0           | 0           | 101,466        | 101,466     | 103,860     | 2         |       |
|                                             | <b>INCOME (LOSS) BEFORE NAMING FEE</b>                 | (2,243,962) | (2,355,743) | (1,189,417) | (4,515,668) | (3,598,909)    | (2,487,500) | (1,627,500) | 35        |       |
| 44                                          | NAMING FEES REVENUE (ENERCARE & BEANFIELD)             | 788,074     | 1,022,360   | 1,057,500   | 1,048,929   | 1,057,500      | 1,057,500   | 1,057,500   | 0         |       |
|                                             | <b>NET INCOME (LOSS)</b>                               | (1,455,887) | (1,333,383) | (131,917)   | (3,466,738) | (2,541,409)    | (1,430,000) | (570,000)   | 60        |       |
| 44                                          | CASH TRANSFER FROM(TO) CONFERENCE CENTRE RESERVE       | 0           | 0           | 0           | 2,346,253   | 3,600,999      | 3,600,999   | 0           | (100)     |       |
|                                             | <b>NET INCOME (LOSS) AFTER TSF PER FIN. STATEMENTS</b> | (1,455,887) | (1,333,383) | (131,917)   | (1,120,485) | 1,059,590      | 2,170,999   | (570,000)   | (126)     |       |
| <b>SUMMARY</b>                              |                                                        |             |             |             |             |                |             |             |           |       |
| <b>BOG</b>                                  |                                                        |             |             |             |             |                |             |             |           |       |
|                                             | <b>TOTAL REVENUE</b>                                   | 42,882,012  | 46,477,696  | 53,267,038  | 38,638,392  | 21,407,850     | 29,955,814  | 43,957,717  | 47        |       |
|                                             | <b>TOTAL EXPENSE</b>                                   | 41,811,178  | 45,349,388  | 50,810,832  | 38,887,622  | 34,052,183     | 37,532,605  | 47,357,717  | 26        |       |
|                                             | <b>NET INCOME ( LOSS ) PER FINANCIAL STATEMENTS</b>    | 1,070,834   | 1,128,309   | 2,456,206   | (249,230)   | (12,644,334)   | (7,576,791) | (3,400,000) | 55        |       |
|                                             | <b>CASH CONVERSION:</b>                                |             |             |             |             |                |             |             |           |       |
|                                             | EMPLOYEE BENEFITS                                      | (185,660)   | (224,963)   | 1,850       | (573,867)   |                |             |             |           |       |
|                                             | AMORTIZATION - EP/EC                                   | 43,332      | 43,332      | 66,613      | 89,892      |                |             |             |           |       |
|                                             | AMORTIZATION - BEANFIELD CENTRE                        | 1,931,964   | 1,931,964   | 1,851,814   | 1,647,204   |                |             |             |           |       |
|                                             | 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     |                |             |             |           |       |
|                                             | <b>CASH PAYABLE (RECEIVABLE) FROM CITY</b>             | 2,240,682   | 2,221,438   | 2,244,300   | 136,442     | (12,644,334)   | (7,576,791) | (3,400,000) |           |       |

**THE BOARD OF GOVERNORS OF EXHIBITION PLACE  
OPERATING BUDGET 2022**

|                         |                                                         | 2017               | 2018               | 2019               | 2020               | 2021                | 2021               | 2022               | %Increase    | Notes |
|-------------------------|---------------------------------------------------------|--------------------|--------------------|--------------------|--------------------|---------------------|--------------------|--------------------|--------------|-------|
| PAGE                    | DEPARTMENT                                              | ACTUAL             | ACTUAL             | ACTUAL             | ACTUAL             | Q2<br>FORECAST      | BUDGET             | BUDGET             |              |       |
| <b>EXHIBITION PLACE</b> |                                                         |                    |                    |                    |                    |                     |                    |                    |              |       |
| 3                       | REVENUE                                                 | 27,216,775         | 30,325,180         | 33,484,047         | 30,048,406         | 14,379,782          | 19,148,342         | 28,571,080         | 49           |       |
| 3                       | DIRECT EXPENSES                                         | 8,331,979          | 8,028,006          | 8,821,544          | 2,022,461          | 1,852,452           | 5,808,742          | 6,795,745          | 17           |       |
| 7                       | OVERHEAD EXPENSES                                       | 20,953,021         | 24,569,502         | 27,186,044         | 25,792,302         | 22,799,246          | 20,961,413         | 28,214,020         | 35           |       |
|                         | <b>INCOME ( LOSS ) BEFORE DEBT CHARGES</b>              | <b>(2,068,225)</b> | <b>(2,272,328)</b> | <b>(2,523,540)</b> | <b>2,233,643</b>   | <b>(10,271,916)</b> | <b>(7,621,813)</b> | <b>(6,438,685)</b> | <b>16</b>    |       |
| 7                       | INTEREST AND AMORT EXPENSE - ENERGY RETROFIT ASSETS     | 1,325,364          | 1,524,939          | 1,619,331          | 1,616,801          | 1,415,783           | 1,669,384          | 1,653,216          | (1)          |       |
|                         | <b>NET INCOME ( LOSS )</b>                              | <b>(3,393,589)</b> | <b>(3,797,268)</b> | <b>(4,142,871)</b> | <b>616,841</b>     | <b>(11,687,699)</b> | <b>(9,291,197)</b> | <b>(8,091,901)</b> | <b>13</b>    |       |
| <b>ENERCARE CENTRE</b>  |                                                         |                    |                    |                    |                    |                     |                    |                    |              |       |
| 37                      | REVENUE                                                 | 11,112,053         | 11,507,002         | 13,656,475         | 4,755,442          | 2,119,848           | 3,852,117          | 10,796,361         | 180          |       |
| 37                      | DIRECT EXPENSES                                         | 5,191,743          | 5,248,043          | 6,925,481          | 4,501,029          | 4,136,073           | 4,308,710          | 5,534,460          | 28           |       |
|                         | <b>NET INCOME (LOSS)</b>                                | <b>5,920,310</b>   | <b>6,258,959</b>   | <b>6,730,994</b>   | <b>254,413</b>     | <b>(2,016,224)</b>  | <b>(456,593)</b>   | <b>5,261,901</b>   | <b>1,252</b> |       |
| <b>BEANFIELD CENTRE</b> |                                                         |                    |                    |                    |                    |                     |                    |                    |              |       |
| 44                      | REVENUE                                                 | 3,765,109          | 3,623,154          | 5,069,016          | 439,362            | 249,720             | 2,296,857          | 3,532,776          | 54           |       |
| 44                      | EXPENSES                                                | 2,454,403          | 2,463,361          | 2,864,088          | 1,808,309          | 1,395,469           | 2,331,197          | 2,707,165          | 16           |       |
|                         | <b>CASH FLOW BEFORE INTEREST, AMORT AND TRANSFER</b>    | <b>1,310,707</b>   | <b>1,159,793</b>   | <b>2,204,928</b>   | <b>(1,368,947)</b> | <b>(1,145,749)</b>  | <b>(34,340)</b>    | <b>825,611</b>     | <b>2,504</b> |       |
| 52                      | LESS: INTEREST EXPENSES                                 | 1,622,704          | 1,583,572          | 1,542,530          | 1,499,517          | 1,454,381           | 1,454,381          | 1,407,073          | (3)          |       |
| 52                      | LESS: AMORTIZATION EXPENSE                              | 1,931,964          | 1,931,964          | 1,851,814          | 1,647,204          | 0                   | 0                  | 0                  | 0            |       |
| 52                      | LESS: PRINCIPAL REPAYMENT - FCM LOAN                    | 0                  | 0                  | 0                  | 0                  | 897,313             | 897,313            | 942,178            | 5            |       |
| 52                      | LESS: PRINCIPAL REPAYMENT - CITY LOAN                   | 0                  | 0                  | 0                  | 0                  | 101,466             | 101,466            | 103,860            | 2            |       |
|                         | <b>INCOME (LOSS) BEFORE NAMING FEE</b>                  | <b>(2,243,962)</b> | <b>(2,355,743)</b> | <b>(1,189,417)</b> | <b>(4,515,668)</b> | <b>(3,598,909)</b>  | <b>(2,487,500)</b> | <b>(1,627,500)</b> | <b>35</b>    |       |
| 44                      | NAMING FEES REVENUE (ENERCARE & BEANFIELD)              | 788,074            | 1,022,360          | 1,057,500          | 1,048,929          | 1,057,500           | 1,057,500          | 1,057,500          | 0            |       |
|                         | <b>NET INCOME (LOSS)</b>                                | <b>(1,455,887)</b> | <b>(1,333,383)</b> | <b>(131,917)</b>   | <b>(3,466,738)</b> | <b>(2,541,409)</b>  | <b>(1,430,000)</b> | <b>(570,000)</b>   | <b>60</b>    |       |
| 44                      | TRANSFER FROM (TO) CONFERENCE CENTRE RESERVE            | 0                  | 0                  | 0                  | 2,346,253          | 3,600,999           | 3,600,999          | 0                  | (100)        |       |
|                         | <b>NET INCOME (LOSS) AFTER TSF PER FS</b>               | <b>(1,455,887)</b> | <b>(1,333,383)</b> | <b>(131,917)</b>   | <b>(1,120,485)</b> | <b>1,059,590</b>    | <b>2,170,999</b>   | <b>(570,000)</b>   | <b>(126)</b> |       |
| <b>SUMMARY</b>          |                                                         |                    |                    |                    |                    |                     |                    |                    |              |       |
| <b>BOG</b>              |                                                         |                    |                    |                    |                    |                     |                    |                    |              |       |
|                         | TOTAL REVENUE                                           | 42,882,012         | 46,477,696         | 53,267,038         | 38,638,392         | 21,407,850          | 29,955,814         | 43,957,717         | 47           |       |
|                         | TOTAL EXPENSE                                           | 41,811,178         | 45,349,388         | 50,810,832         | 38,887,622         | 34,052,183          | 37,532,605         | 47,357,717         | 26           |       |
|                         | <b>NET INCOME (LOSS) PER FINANCIAL STATEMENTS - BOG</b> | <b>1,070,834</b>   | <b>1,128,309</b>   | <b>2,456,206</b>   | <b>(249,230)</b>   | <b>(12,644,334)</b> | <b>(7,576,791)</b> | <b>(3,400,000)</b> | <b>(55)</b>  |       |

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

**REVENUE AND EXPENSE SUMMARY**

|       |                                                         | 2017               | 2018               | 2019               | 2020                | 2021                | 2021               | 2022               | %Increase  | Notes |
|-------|---------------------------------------------------------|--------------------|--------------------|--------------------|---------------------|---------------------|--------------------|--------------------|------------|-------|
| PAGE  | DESCRIPTION                                             | ACTUAL             | ACTUAL             | ACTUAL             | ACTUAL              | Q2<br>FORECAST      | BUDGET             | BUDGET             |            |       |
|       | <b>REVENUE</b>                                          |                    |                    |                    |                     |                     |                    |                    |            |       |
|       | RENTAL INCOME - TENANTS                                 | 1,174,224          | 1,180,417          | 1,493,277          | 1,296,720           | 1,486,072           | 1,609,181          | 1,766,820          | 10         | 1     |
|       | MLSE CONTRIBUTION - COCA-COLA & OVO CENTRE              | 1,090,039          | 1,175,772          | 1,244,901          | 1,188,385           | 1,219,146           | 1,185,824          | 1,220,581          | 3          | 9     |
|       | BMO FIELD GUARANTEE PAYMENT - NET                       | 138,160            | 156,789            | 179,431            | 197,999             | 200,839             | 221,671            | 224,582            | 1          | 12    |
|       | ADDITIONAL RENT - MLSE/COCA COLA COLISEUM - NET         | 98,000             | 98,000             | 98,005             | 98,000              | 98,000              | 98,000             | 98,000             | 0          | 2     |
|       | <b>SUBTOTAL</b>                                         | <b>2,500,423</b>   | <b>2,610,978</b>   | <b>3,015,614</b>   | <b>2,781,104</b>    | <b>3,004,057</b>    | <b>3,114,676</b>   | <b>3,309,984</b>   | <b>6</b>   |       |
|       |                                                         |                    |                    |                    |                     |                     |                    |                    | <b>0</b>   |       |
|       | RENTAL INCOME - CNEA EVENT                              | 3,632,274          | 3,741,242          | 3,853,480          | 0                   | 0                   | 4,088,155          | 4,210,800          | 3          |       |
|       | RENTAL INCOME - EVENTS                                  | 1,181,090          | 1,210,680          | 1,128,559          | 337,198             | 233,764             | 560,397            | 1,055,315          | 88         |       |
|       | BILLBOARD ADVERTISING - NET                             | 1,724,622          | 1,809,820          | 2,224,229          | 1,574,279           | 1,684,081           | 1,751,209          | 1,925,101          | 10         |       |
| 42200 | CATERING CONCESSIONS                                    | 112,431            | 98,033             | 95,929             | 17,315              | 12,000              | 39,500             | 75,700             | 92         |       |
|       | <b>SUBTOTAL</b>                                         | <b>9,150,841</b>   | <b>9,470,753</b>   | <b>10,317,810</b>  | <b>4,709,897</b>    | <b>4,933,902</b>    | <b>9,553,937</b>   | <b>10,576,900</b>  | <b>11</b>  |       |
|       | <b>SHOW SERVICES</b>                                    |                    |                    |                    |                     |                     |                    |                    |            |       |
|       | - TENANTS                                               | 1,361,206          | 1,307,572          | 1,481,227          | 295,728             | 250,000             | 478,000            | 1,038,000          | 117        | 4     |
|       | - CNEA'S WORK ORDERS BILLED                             | 3,569,824          | 3,211,766          | 3,570,548          | 26,180              | 25,000              | 3,687,500          | 2,821,280          | (23)       | 11    |
|       | - EVENTS                                                | 1,404,077          | 1,415,631          | 1,611,133          | 242,485             | 200,000             | 873,400            | 1,183,000          | 35         | 3     |
|       | <b>SHOW SERVICES REVENUE</b>                            | <b>6,335,107</b>   | <b>5,934,969</b>   | <b>6,662,909</b>   | <b>564,393</b>      | <b>475,000</b>      | <b>5,038,900</b>   | <b>5,042,280</b>   | <b>0</b>   |       |
| 5     | <b>PARKING REVENUE</b>                                  | <b>7,931,563</b>   | <b>7,939,614</b>   | <b>8,828,987</b>   | <b>2,381,245</b>    | <b>1,742,500</b>    | <b>1,907,475</b>   | <b>5,850,000</b>   | <b>207</b> |       |
|       | <b>SUBTOTAL DIRECT REVENUE</b>                          | <b>23,417,511</b>  | <b>23,345,336</b>  | <b>25,809,706</b>  | <b>7,655,534</b>    | <b>7,151,402</b>    | <b>16,500,312</b>  | <b>21,469,180</b>  | <b>30</b>  |       |
| 12    | - ADMIN MARK UP, INTEREST AND MISC REVENUE              | 682,751            | 1,119,827          | 706,842            | 278,375             | 1,465,787           | 232,829            | 382,000            | 64         | 8     |
| 12    | - PROPERTY TAX RECOVERIES                               | 1,618,504          | 3,341,148          | 3,959,977          | 4,131,537           | 3,797,458           | 0                  | 3,801,300          | 0          |       |
| 16    | - ERP PROJECTS - INCENTIVE RECEIVED                     | 315,041            | 249,729            | 240,925            | 244,292             | 241,000             | 256,000            | 256,000            | 0          |       |
| 18    | - DISTRICT ENERGY SYSTEM - REVENUE                      | 684,721            | 1,269,520          | 2,022,850          | 2,350,315           | 1,391,635           | 1,676,700          | 1,837,600          | 10         |       |
| 19    | - NAMING RIGHTS REVENUE - BEANFIELD CENTRE              | 352,642            | 425,000            | 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)          | (425,000)          | 0          |       |
|       | <b>SUBTOTAL OTHER REVENUE</b>                           | <b>3,301,017</b>   | <b>5,980,224</b>   | <b>6,930,594</b>   | <b>7,004,520</b>    | <b>6,895,880</b>    | <b>2,165,530</b>   | <b>6,276,900</b>   | <b>190</b> |       |
| 11    | - CONTRIBUTION FROM CONF. RESERVE FUNDS                 | 0                  | 0                  | 0                  | 0                   | 0                   | 0                  | 0                  | 0          |       |
| 11    | - CONTRIBUTION FROM RESERVES                            | 498,247            | 999,620            | 743,747            | 790,590             | 332,500             | 482,500            | 825,000            | 71         |       |
|       | <b>SUBTOTAL CONTRIBUTION FROM RESERVES</b>              | <b>498,247</b>     | <b>999,620</b>     | <b>743,747</b>     | <b>790,590</b>      | <b>332,500</b>      | <b>482,500</b>     | <b>825,000</b>     | <b>71</b>  |       |
|       | <b>TOTAL REVENUE</b>                                    | <b>27,216,775</b>  | <b>30,325,180</b>  | <b>33,484,047</b>  | <b>15,450,644</b>   | <b>14,379,782</b>   | <b>19,148,342</b>  | <b>28,571,080</b>  | <b>49</b>  |       |
|       | <b>EXPENSE</b>                                          |                    |                    |                    |                     |                     |                    |                    |            |       |
| 5     | <b>PARKING EXPENSES</b>                                 | <b>3,090,665</b>   | <b>3,161,031</b>   | <b>3,277,142</b>   | <b>1,576,360</b>    | <b>1,445,452</b>    | <b>1,590,342</b>   | <b>2,693,645</b>   | <b>69</b>  |       |
|       | <b>SHOW SERVICES EXPENSES</b>                           |                    |                    |                    |                     |                     |                    |                    |            |       |
|       | - TENANTS EVENT DIRECT EXPENSE                          | 1,221,479          | 1,178,260          | 1,346,262          | 262,526             | 230,000             | 427,000            | 927,000            | 117        | 4     |
|       | - CNEA'S WORK ORDERS EXPENSE                            | 3,196,122          | 2,880,668          | 3,188,584          | 24,323              | 22,000              | 3,292,400          | 2,519,000          | (23)       | 11    |
|       | - EVENTS DIRECT EXPENSE                                 | 698,106            | 647,453            | 859,235            | 129,895             | 120,000             | 412,900            | 528,100            | 28         | 3     |
|       | - EVENTS PMD COSTS                                      | 125,607            | 160,594            | 150,321            | 29,358              | 35,000              | 86,100             | 128,000            | 49         | 7     |
|       | <b>SUB TOTAL SHOW SERVICE EXPENSES</b>                  | <b>5,241,314</b>   | <b>4,866,974</b>   | <b>5,544,402</b>   | <b>446,101</b>      | <b>407,000</b>      | <b>4,218,400</b>   | <b>4,102,100</b>   | <b>(3)</b> |       |
|       | <b>TOTAL DIRECT EXPENSE</b>                             | <b>8,331,979</b>   | <b>8,028,006</b>   | <b>8,821,544</b>   | <b>2,022,461</b>    | <b>1,852,452</b>    | <b>5,808,742</b>   | <b>6,795,745</b>   | <b>17</b>  |       |
|       | <b>PROFIT (LOSS) BEFORE OVERHEAD EXPENSES</b>           | <b>18,884,796</b>  | <b>22,297,174</b>  | <b>24,662,503</b>  | <b>13,428,183</b>   | <b>12,527,330</b>   | <b>13,339,600</b>  | <b>21,775,335</b>  | <b>63</b>  |       |
| 7     | <b>OVERHEAD EXPENSES</b>                                | <b>22,278,385</b>  | <b>26,094,441</b>  | <b>28,805,374</b>  | <b>27,409,104</b>   | <b>24,215,029</b>   | <b>22,630,797</b>  | <b>29,867,236</b>  | <b>32</b>  |       |
|       | <b>NET OPERATING PROFIT (LOSS) BEFORE THE FOLLOWING</b> | <b>(3,393,589)</b> | <b>(3,797,268)</b> | <b>(4,142,871)</b> | <b>(13,980,920)</b> | <b>(11,687,699)</b> | <b>(9,291,197)</b> | <b>(8,091,901)</b> | <b>13</b>  |       |
|       | COVID-19 SUPPORT - FROM CITY OF TORONTO                 | 0                  | 0                  | 0                  | 14,597,762          | 0                   | 0                  | 0                  |            |       |
|       | <b>NET OPERATING PROFIT (LOSS)</b>                      | <b>(3,393,589)</b> | <b>(3,797,268)</b> | <b>(4,142,871)</b> | <b>616,841</b>      | <b>(11,687,699)</b> | <b>(9,291,197)</b> | <b>(8,091,901)</b> | <b>13</b>  |       |

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

**NOTE:**

1. Budget increases starting 2021 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. Labour, 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 TRANSPORTATION SERVICES

| ACCT#                  | ACCOUNT NAME                                        | 2017<br>ACTUAL | 2018<br>ACTUAL | 2019<br>ACTUAL | 2020<br>ACTUAL | 2021<br>Q2<br>FORECAST | 2021<br>BUDGET | 2022<br>BUDGET | %Increase | Notes |
|------------------------|-----------------------------------------------------|----------------|----------------|----------------|----------------|------------------------|----------------|----------------|-----------|-------|
| <b>1-50-108-XXXX-</b>  |                                                     |                |                |                |                |                        |                |                |           |       |
|                        | <b>REVENUE</b>                                      |                |                |                |                |                        |                |                |           |       |
|                        | <b>PARKING REVENUE</b>                              |                |                |                |                |                        |                |                |           |       |
| 40500                  | ECC EVENTS                                          | 3,491,736      | 3,405,633      | 4,117,507      | 779,823        | 500,000                | 761,800        | 2,620,000      | 244       | 14    |
| 40500                  | EP EVENTS                                           | 817,733        | 913,237        | 1,007,870      | 738,946        | 300,000                | 199,800        | 500,000        | 150       | 14    |
| 40500                  | TENANTS, LOTS RENTAL & PERMITS                      | 594,363        | 572,580        | 792,892        | 410,818        | 375,000                | 177,500        | 550,000        | 210       |       |
| 40501                  | ONTARIO PLACE EVENTS                                | 533,243        | 597,803        | 730,031        | 17,790         | 50,000                 | 176,250        | 390,000        | 121       |       |
|                        | SUB-TOTAL PARKING REVENUE                           | 5,437,075      | 5,489,254      | 6,648,299      | 1,947,377      | 1,225,000              | 1,315,350      | 4,060,000      | 209       | 10    |
|                        |                                                     |                |                |                |                |                        |                |                | 0         |       |
| 40520                  | COCA COLA COLISEUM - SUBJECT TO REBATE              | 529,779        | 687,237        | 646,231        | 157,014        | 50,000                 | 107,500        | 450,000        | 319       | 13    |
| 40521                  | BMO FIELD - SUBJECT TO REBATE - TFC                 | 1,065,778      | 1,001,974      | 742,428        | 51,186         | 250,000                | 196,500        | 750,000        | 282       | 7     |
| 40522                  | BMO FIELD - SUBJECT TO REBATE - ARGOS               | 280,053        | 220,134        | 156,786        | 0              | 87,500                 | 109,375        | 170,000        | 55        | 7     |
| 40599                  | BMO FIELD - NOT SUBJECT TO REBATE                   | 177,309        | 128,582        | 216,291        | 148,352        | 90,000                 | 85,000         | 125,000        | 47        | 16    |
| 40522                  | BMO FIELD - NOT SUBJECT TO REBATE - ARGOS           | 9,194          | 5,797          | 4,207          | 0              | 0                      | 3,750          | 5,000          | 33        | 7     |
| 40500                  | MEDIEVAL TIMES                                      | 430,781        | 406,638        | 414,746        | 77,315         | 40,000                 | 90,000         | 290,000        | 222       |       |
| 40525                  | MISCELLANEOUS PARKING REVENUE                       | 1,593          | 0              | 0              | 0              | 0                      | 0              | 0              | 0         | 3     |
|                        | <b>TOTAL REVENUE</b>                                | 7,931,563      | 7,939,614      | 8,828,987      | 2,381,245      | 1,742,500              | 1,907,475      | 5,850,000      | 207       | 10    |
| <b>1-50-108-50108-</b> |                                                     |                |                |                |                |                        |                |                |           |       |
|                        | <b>EXPENSE</b>                                      |                |                | 0.0896         |                |                        |                |                |           |       |
| 60000                  | SALARIES - PERMANENT                                | 548,335        | 638,792        | 654,441        | 673,641        | 606,304                | 658,798        | 692,231        | 5         | 1     |
| 60001                  | BENEFITS - PERMANENT                                | 139,673        | 161,809        | 170,458        | 165,900        | 175,139                | 189,139        | 200,905        | 6         | 1     |
| 60002                  | SALARIES AND BENEFITS - HOURLY                      | 795,980        | 757,039        | 791,396        | 240,827        | 176,430                | 166,900        | 513,600        | 208       | 15    |
| 61020                  | SALARY & BENEFITS RECOVERIES FROM CNEA              | (39,801)       | (39,928)       | (41,859)       | 0              | 0                      | (42,900)       | (44,980)       | 5         | 5     |
| 60407                  | PARKING AUDIT                                       | 0              | 0              | 0              | 0              | 0                      | 2,000          | 2,000          | 0         |       |
| 60409                  | BANK & CREDIT CARD CHARGES/CASH HANDLING            | 88,909         | 115,700        | 120,377        | 75,592         | 35,000                 | 24,800         | 76,600         | 209       | 19    |
| 60424                  | EQUIPMENT RENTALS                                   | 0              | 80             | 7,134          | 0              | 0                      | 15,360         | 15,360         | 0         | 9     |
| 60425                  | EXPENSE ALLOWANCE                                   | 3,097          | 2,961          | 1,101          | 279            | 500                    | 2,000          | 3,000          | 50        | 4     |
| 60459                  | STAFF DEVELOPMENT/TRAINING - UNIONIZED              | 13,015         | 1,433          | 512            | 0              | 0                      | 0              | 2,000          | 0         | 12    |
| 60801                  | CONTRACT SERVICES                                   | 4,560          | 5,421          | 5,459          | 3,004          | 0                      | 6,000          | 6,000          | 0         | 8     |
| 61037                  | SECURITY - NET OF RECOVERIES                        | 125,669        | 130,795        | 193,865        | 15,591         | 30,000                 | 100,000        | 105,900        | 6         | 6     |
| 61072                  | P.M.D (SIGNAGES, COIN & CARD PROCESSING MACHINE...) | 288,503        | 219,173        | 278,571        | 172,447        | 150,000                | 150,000        | 186,600        | 24        | 2     |
| 61088                  | ROAD MARKINGS AND SIGN REPAIRS (from 50-323)        | 41,082         | 26,874         | 43,858         | 35             | 40,000                 | 25,000         | 75,000         | 200       | 17    |
| 63119                  | PRINTING & STATIONERY                               | 12,189         | 3,864          | 8,597          | 2,203          | 3,000                  | 5,400          | 9,000          | 67        |       |
| 63126                  | SUPPLIES & GENERAL                                  | 4,734          | 5,104          | 10,482         | 3,900          | 3,000                  | 2,000          | 4,000          | 100       |       |
| 60780                  | INTEREST EXPENSE - TPA LOAN                         | 0              | 0              | 14,005         | 2,187          | 2,817                  | 0              | 0              | 0         | 18    |
| 69800                  | AMORTIZATION EXPENSE - NEW TPA SYSTEM               | 0              | 0              | 23,281         | 46,560         | 52,262                 | 52,262         | 52,262         | 0         | 18    |
| 63127                  | UNIFORMS                                            | 4,615          | 5,767          | 3,705          | 714            | 1,000                  | 6,000          | 5,000          | (17)      |       |
|                        | <b>SUBTOTAL EXPENSES BEFORE REBATES</b>             | 2,030,558      | 2,034,884      | 2,285,381      | 1,402,881      | 1,275,452              | 1,362,759      | 1,904,478      | 40        |       |
| 51000                  | MEDIEVAL TIMES REBATE                               | 215,413        | 203,319        | 207,379        | 38,658         | 20,000                 | 45,000         | 145,000        | 222       | 11    |
| 51004                  | COCA COLA COLISEUM REBATE                           | 397,334        | 515,442        | 484,673        | 117,761        | 37,500                 | 80,625         | 337,500        | 319       | 11    |
| 51005                  | BMO FIELD REBATE - TFC                              | 355,223        | 333,999        | 247,452        | 17,060         | 83,333                 | 65,500         | 250,000        | 282       | 11    |
| 51006                  | BMO FIELD REBATE - ARGOS                            | 92,136         | 73,387         | 52,257         | 0              | 29,167                 | 36,458         | 56,667         | 55        | 11    |
|                        | <b>TOTAL EXPENSES</b>                               | 3,090,665      | 3,161,031      | 3,277,142      | 1,576,360      | 1,445,452              | 1,590,342      | 2,693,645      | 69        |       |
|                        | <b>NET PROFIT (LOSS)</b>                            | 4,840,899      | 4,778,583      | 5,551,845      | 804,885        | 297,048                | 317,133        | 3,156,355      | 895       |       |
|                        |                                                     |                |                |                | 1,529,800      |                        |                |                |           |       |

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

**50-108 TRANSPORTATION SERVICES**

**NOTE:**

1. Provision for cost of living increase and financial reward. 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. Budget is provided at 3.19% of gross parking revenue. PMD includes TPA maintenance fee, 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. Budget is provided at 1.81% of gross parking revenue; includes G4S Security and paid duty policy (Toronto Police Service) for Toronto Football Club (TFC) games and for directing traffic during events. Actual is net of 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 was higher due to it included contribution from Collision, Jehovah's Witnesses Convention, Canadian Open Volleyball. Loss from major events (Canada Blooms, Screemers, Toronto Spring Fest, 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 8.78% of gross parking revenue includes one additional term contract Parking Service Rep in order to service increasing needs from clients and new expanded BMO Field.
16. Budget includes \$70,000 annual revenue due to soccer bubble relocation to Lamport Stadium. Budget reduce to reflect anticipated decrease in numbers of friendly/Rugby games at the Stadium
17. Budget includes road markings/signs, bicycle lanes etc... 2022 budget increase to reflect actual annual requirements. Prior years budget was only provided part of the full cost.
18. For new TPA system upgrade in I 2019. 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%/year) 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 is provided at 1.31% 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**

|       |                                               | 2017              | 2018              | 2019              | 2020              | 2021              | 2021              | 2022              | %Increase  | Notes |
|-------|-----------------------------------------------|-------------------|-------------------|-------------------|-------------------|-------------------|-------------------|-------------------|------------|-------|
| PAGE  | DEPARTMENT                                    | ACTUAL            | ACTUAL            | ACTUAL            | ACTUAL            | Q2<br>FORECAST    | BUDGET            | BUDGET            |            |       |
| 8     | CHIEF EXECUTIVE OFFICER & HR                  | 1,160,151         | 1,306,193         | 1,456,092         | 1,240,961         | 1,805,877         | 1,967,915         | 2,242,189         | 14         |       |
| 9     | ARCHIVES & COMMERCIAL RECORDS                 | 545,680           | 486,936           | 491,073           | 472,362           | 484,244           | 537,115           | 543,839           | 1          |       |
| 10    | PURCHASING & STORES                           | 237,264           | 218,524           | 196,199           | 204,212           | 208,865           | 210,156           | 217,833           | 4          |       |
| 11    | SICK BANK PAID OUT                            | 126,981           | 206,860           | 212,457           | 251,737           | 100,000           | 250,000           | 250,000           | 0          |       |
| 12    | FINANCE                                       | 3,991,502         | 6,707,601         | 7,502,201         | 8,787,541         | 6,239,833         | 1,812,203         | 6,631,778         | 266        |       |
| 14    | COMMUNITY GRANTS - IN KIND DONATION           | 1,000             | 1,000             | 1,000             | 0                 | 52,000            | 4,000             | 54,000            | 1,250      |       |
| 15    | OPERATIONS ADMINISTRATION                     | 1,963,505         | 2,176,399         | 2,073,159         | 1,867,828         | 2,086,430         | 2,075,471         | 2,284,015         | 10         |       |
| 20    | UTILITIES                                     | 2,935,890         | 2,897,297         | 4,024,535         | 3,595,005         | 3,891,243         | 4,544,500         | 4,658,600         | 3          | 2     |
| 16    | ENERGY RETROFIT ASSETS - ENERGY SAVING BUDGET | 0                 | 0                 | 0                 | 0                 | 0                 | (459,396)         | (425,216)         | (7)        |       |
| 21    | HOUSE KEEPING SERVICE                         | 882,683           | 910,945           | 979,267           | 883,521           | 820,000           | 929,889           | 997,803           | 7          |       |
| 22    | SPECIAL APPROPRIATIONS                        | 760,132           | 741,244           | 1,016,231         | 1,180,947         | 240,000           | 440,000           | 1,265,000         | 188        |       |
| 23    | FACILITY SERVICES                             | 1,674,786         | 1,637,308         | 1,763,870         | 1,572,980         | 1,360,615         | 1,735,911         | 1,687,454         | (3)        |       |
| 24    | LABOUR                                        | 386,889           | 350,667           | 658,762           | 327,374           | 421,000           | 469,039           | 470,758           | 0          |       |
| 25    | ELECTRICAL                                    | 1,188,404         | 1,061,367         | 1,036,383         | 735,141           | 753,200           | 985,200           | 1,097,300         | 11         |       |
| 26    | ENGINEERING                                   | (12,983)          | 69,624            | (3,935)           | (108,945)         | (193,752)         | 4,100             | 1,100             | (73)       |       |
| 27    | CARPENTRY                                     | 703,280           | 744,194           | 699,287           | 629,307           | 659,000           | 730,649           | 729,395           | (0)        |       |
| 28    | PAINTING                                      | 241,353           | 237,692           | 214,612           | 87,939            | 92,000            | 133,200           | 250,200           | 88         |       |
| 29    | MECHANICAL & GARAGE                           | 369,527           | 393,361           | 393,494           | 303,015           | 433,464           | 480,734           | 518,296           | 8          |       |
| 30    | PLUMBING                                      | 659,815           | 814,830           | 792,359           | 688,001           | 682,000           | 773,300           | 878,500           | 14         |       |
| 31    | HVAC                                          | 796,728           | 924,639           | 901,626           | 634,067           | 616,000           | 863,000           | 876,410           | 2          |       |
| 32    | PRODUCTION SERVICE                            | 320,697           | 285,830           | 404,224           | 505,612           | 272,721           | 407,485           | 425,676           | 4          |       |
| 33    | SECURITY & COMMUNICATIONS                     | 1,632,351         | 1,604,231         | 1,735,552         | 1,501,148         | 1,542,006         | 1,834,441         | 1,984,091         | 8          |       |
| 11    | FLEET & EQUIPMENTS PURCHASES                  | 371,266           | 792,760           | 637,593           | 432,550           | 232,500           | 232,500           | 575,000           | 147        |       |
| 34    | PRESS & FOOD BUILDINGS EXP. - NON RECOVERABLE | 16,121            | 0                 | 0                 | 0                 | 0                 | 0                 | 0                 | 0          | 1     |
|       | <b>SUBTOTAL BEFORE ERP INTEREST AND AMORT</b> | <b>20,953,021</b> | <b>24,569,502</b> | <b>27,186,044</b> | <b>25,792,302</b> | <b>22,799,246</b> | <b>20,961,413</b> | <b>28,214,020</b> | <b>35</b>  |       |
| 16-17 | ENERGY EFFICIENCY - INTEREST & DEPRECIATION   | 781,216           | 773,828           | 763,148           | 752,522           | 715,396           | 715,396           | 681,216           | (5)        |       |
| 18    | DISTRICT ENERGY SYSTEM - COSTS                | 544,148           | 751,112           | 856,183           | 864,279           | 700,387           | 953,988           | 972,000           | 2          |       |
|       | <b>SUBTOTAL - ERP PROJECT EXPENSE</b>         | <b>1,325,364</b>  | <b>1,524,939</b>  | <b>1,619,331</b>  | <b>1,616,801</b>  | <b>1,415,783</b>  | <b>1,669,384</b>  | <b>1,653,216</b>  | <b>(1)</b> |       |
|       | <b>TOTAL EXPENSES</b>                         | <b>22,278,385</b> | <b>26,094,441</b> | <b>28,805,374</b> | <b>27,409,104</b> | <b>24,215,029</b> | <b>22,630,797</b> | <b>29,867,236</b> | <b>32</b>  |       |

**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. Budget electricity, gas, water increase to reflect economic factor per City directives, additional 9.79% carbon tax imposed in 2022 on Enbridge gas by Fed. 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, PEOPLE, EQUITY & CORPORATE SERVICES**

| ACCT#                  | ACCOUNT NAME                                     | 2017<br>ACTUAL   | 2018<br>ACTUAL   | 2019<br>ACTUAL   | 2020<br>ACTUAL   | 2021<br>Q2<br>FORECAST | 2021<br>BUDGET   | 2022<br>BUDGET   | %Increase | Notes |
|------------------------|--------------------------------------------------|------------------|------------------|------------------|------------------|------------------------|------------------|------------------|-----------|-------|
| <b>1-50-100-50100-</b> |                                                  |                  |                  |                  |                  |                        |                  |                  |           |       |
|                        | <b>EXPENSE</b>                                   |                  |                  |                  |                  |                        |                  |                  |           |       |
| 60000                  | SALARIES - PERMANENT                             | 564,126          | 546,699          | 699,541          | 816,761          | 1,194,404              | 1,244,902        | 1,289,301        | 4         | 1     |
| 60001                  | BENEFITS - PERM                                  | 145,926          | 150,795          | 181,701          | 145,445          | 350,973                | 362,513          | 379,688          | 5         | 1     |
| 60002                  | SALARY TEMPORARY - HR SUMMER OFFICE              | 27,062           | 64,614           | 48,989           | 4,756            | 0                      | 0                | 0                | 0         | 9     |
| 60404                  | ADVERTISING -JOBS POSTING                        | 1,721            | 1,846            | 5,323            | 1,321            | 2,000                  | 2,000            | 3,000            | 50        | 8     |
| 60417                  | CONSULTANTS FEES                                 | 58,319           | 158,617          | 112,808          | 6,255            | 50,000                 | 60,000           | 110,000          | 83        | 4     |
| 60418                  | MEETING CONVENTIONS & TRAVEL                     | 7,173            | 8,603            | 7,075            | 946              | 7,500                  | 7,500            | 15,000           | 100       | 2     |
| 60420                  | CORPORATE ENTERTAINMENT                          | 0                | 0                | 2,000            | 1,880            | 1,000                  | 1,000            | 1,000            | 0         |       |
| 60421                  | CORPORATE PLANNING - BOG ONLY                    | 43,596           | 40,826           | 62,541           | 3,285            | 21,000                 | 31,000           | 31,000           | 0         | 3     |
| 60425                  | EXPENSE ALLOWANCES                               | 977              | 3,311            | 5,612            | 2,593            | 3,000                  | 3,000            | 3,000            | 0         |       |
| 60439                  | PROFESSIONAL FEES, SUBSCRIPTIONS & MEMBERSHIPS   | 1,916            | 3,062            | 1,991            | 0                | 2,500                  | 2,500            | 9,700            | 288       | 5     |
| 60444                  | PAYROLL PROCESSING COSTS - ADP                   | 88,876           | 81,694           | 96,426           | 125,805          | 120,000                | 200,000          | 200,000          | 0         | 11    |
| 60445                  | PRESENTATIONS/PROMOTION                          | 0                | 0                | 0                | 0                | 1,000                  | 1,000            | 1,000            | 0         |       |
| 60459                  | STAFF TRAINING AND DEVELOPMENT                   | 75,073           | 109,031          | 84,538           | 15,589           | 50,000                 | 50,000           | 170,000          | 240       | 6     |
| 60800                  | SALARIES & BENEFITS - EMPLOYEE & LABOUR RELATION | 143,224          | 136,054          | 146,882          | 114,469          | 0                      | 0                | 25,000           | 0         | 10    |
| 63119                  | PRINTING                                         | 0                | 0                | 0                | 0                | 1,000                  | 1,000            | 1,000            | 0         |       |
| 63126                  | SUPPLIES & GENERAL                               | 2,161            | 1,040            | 667              | 1,857            | 1,500                  | 1,500            | 3,500            | 133       | 7     |
|                        | <b>TOTAL EXPENSE</b>                             | <b>1,160,151</b> | <b>1,306,193</b> | <b>1,456,092</b> | <b>1,240,961</b> | <b>1,805,877</b>       | <b>1,967,915</b> | <b>2,242,189</b> | <b>14</b> |       |

**NOTE:**

- Provision for cost of living increase and financial reward. 2021/2022 budget increase because of wages and benefits costs of payroll department transferred from Finance department 50-116
- Includes travel for all departments on grounds except for the ECC Marketing Department 60-803.
- Expenses related to the Board's Suites - BMO, COCA COLA, Indy, RAWF and misc.
- 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 was high because it includes Rowan Williams Davies and Irwin for ECC LEED consulting. (total \$96K; shared between 50-100 and 50-301).
- Professional fees, payroll accreditation, subscription and memberships. 2022 budget increase to include costs for payroll department that was previously provided in Finance department 50-116
- 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.
- Includes expenses for CNEA's summer office (previous years charged directly to CNEA) such as: supplies, signage, badges, photocopier/AC rental etc....
- Costs for job posting for EP
- Budget is merged with permanent staff salary GL account#60000 in 2020. Prior to 2020 Budget provides for one full time admin staff. Summer staff required for hiring and training BOG's cleaners during CNEA's period. Previously was paid by CNEA's HR budget under department 10-107.
- From 2021 budget provides for in house staff. Prior to 2020 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.
- Budget includes new time and attendance & HR Information System module; per user fee and rental cost of 23 clocks. Payroll fees/rates will increase annually over the term of the agreement by ADP's cost of living adjustment every June. Prior to 2021 was provided under Finance department 50-116.

**THE BOARD OF GOVERNORS OF EXHIBITION PLACE  
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**50-104 - TECHNOLOGY AND INFORMATION SERVICES - ARCHIVES & COMMERCIAL RECORDS CENTRE**

| ACCT#                  | ACCOUNT NAME                                  | 2017<br>ACTUAL | 2018<br>ACTUAL | 2019<br>ACTUAL | 2020<br>ACTUAL | 2021<br>Q2<br>FORECAST | 2021<br>BUDGET | 2022<br>BUDGET | %Increase   | Notes |
|------------------------|-----------------------------------------------|----------------|----------------|----------------|----------------|------------------------|----------------|----------------|-------------|-------|
| <b>1-50-104-50104-</b> |                                               |                |                |                |                |                        |                |                |             |       |
|                        | <b>EXPENSE</b>                                |                |                |                |                |                        |                |                |             |       |
| 60000                  | SALARIES - PERMANENT                          | 304,268        | 226,342        | 244,940        | 249,268        | 242,983                | 242,983        | 252,459        | 4           | 1     |
| 60001                  | BENEFITS - PERM                               | 75,060         | 64,050         | 59,946         | 56,369         | 70,931                 | 70,415         | 74,167         | 5           | 1     |
| 60002                  | SALARIES & BENEFITS - TEMPORARY               | 19,619         | 21,607         | 2,298          | 560            | 0                      | 23,887         | 24,913         | 4           | 5     |
| 60422                  | DOORS OPEN TORONTO                            | 1,000          | 2,061          | 1,000          | 0              | 0                      | 2,000          | 2,000          | 0           | 2     |
| 60424                  | EQUIPMENT RENTAL                              | 65,141         | 55,249         | 58,028         | 58,030         | 58,000                 | 70,000         | 70,000         | 0           | 14    |
| 60425                  | EXPENSE ALLOWANCES                            | 107            | 46             | 46             | 164            | 500                    | 1,000          | 500            | (50)        | 3     |
| 60428                  | FLOWERS                                       | 293            | 1,378          | 275            | 1,484          | 1,000                  | 1,000          | 1,000          | 0           |       |
| 60439                  | MEMBERSHIPS                                   | 961            | 789            | 183            | 994            | 1,000                  | 1,200          | 1,200          | 0           | 4     |
| 60461                  | TELECOMMUNICATIONS                            | 45,562         | 45,710         | 48,486         | 41,141         | 45,000                 | 45,000         | 45,000         | 0           | 11    |
| 60800                  | CONTRACT STAFF - CORP SEC SERVICE             | 60,000         | 60,750         | 61,509         | 61,509         | 63,908                 | 63,908         | 66,400         | 4           | 15    |
| 60801                  | FREEDOM OF INFORMATION & PIA - CITY SERVICE   | 0              | 0              | 1,500          | 1,500          | 1,500                  | 10,000         | 1,500          | (85)        | 13    |
| 61020                  | RECOVERIES FROM CNEA                          | (45,830)       | (8,653)        | (8,821)        | (8,861)        | (9,078)                | (9,078)        | (9,100)        | 0           | 9     |
| 61072                  | P.M.D                                         | 10,560         | 5,580          | 5,489          | 210            | 1,000                  | 5,000          | 3,000          | (40)        | 6     |
| 63118                  | POSTAGE & COURIER                             | 3,741          | 2,460          | 3,468          | 2,496          | 2,500                  | 3,500          | 3,500          | 0           | 12    |
| 63119                  | PRINTING & STATIONERY                         | 0              | 33             | 33             | 552            | 1,000                  | 300            | 300            | 0           | 7     |
| 63126                  | SUPPLIES & GENERAL                            | 5,197          | 9,534          | 12,693         | 6,945          | 4,000                  | 6,000          | 7,000          | 17          | 8     |
|                        | <b>TOTAL EXPENSES</b>                         | <b>545,680</b> | <b>486,936</b> | <b>491,073</b> | <b>472,362</b> | <b>484,244</b>         | <b>537,115</b> | <b>543,839</b> | <b>1</b>    |       |
|                        | <b>REVENUE</b>                                |                |                |                |                |                        |                |                |             |       |
| 49033                  | ARCHIVES REVENUE - GHOST/BOOKS/WORKSHOP/GRANT | 0              | 0              | 0              | 0              | 0                      | 0              | 0              | 0           | 10    |
|                        | <b>TOTAL REVENUE</b>                          | <b>0</b>       | <b>0</b>       | <b>0</b>       | <b>0</b>       | <b>0</b>               | <b>0</b>       | <b>0</b>       | <b>0</b>    |       |
|                        | <b>NET EXPENDITURES</b>                       | <b>545,680</b> | <b>486,936</b> | <b>491,073</b> | <b>472,362</b> | <b>484,244</b>         | <b>537,115</b> | <b>543,839</b> | <b>(10)</b> |       |

**NOTE:**

- Provision for cost of living increase and financial reward.  
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
- Expenses related to rental of display items, sound system, setup, etc. for viewing of Heritage buildings.
- Expenses related to meetings and misc. items incurred by R&A staff.
- Membership Fees related to 4 Organizations for R&A Manager prior to 2018
- Budget provided for part time Archive and Record assistance for special projects (Soil contamination, Exhibition during Pan Am in 2015 etc...).
- Expenses related to minor repairs/upgrades of R&A area.
- Expenses related to brochures for R&A Programs/Events.
- Expenses re Records Program (files, boxes, main. agreement, misc.) & labour to move records to Records Centre. Budget includes annual maintenance agreement with InMagic.
- Service will discontinue for renewal term. Starting April 1, 2017 CNEA will pay \$8,500/year + 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.
- Revenue raised re annual Exhibition Place Haunted Walking Tours. From 2014/2015 reported as misc. finance revenue department 50-116
- Expenses related to Bell Canada & Bell Mobility for Exhibition Place.
- 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
- Privacy Impact Assessment and Freedom of Information service per City SLA
- Photocopiers rental
- Budget provides 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.

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**50-106 - PROCUREMENT**

| ACCT#                  | ACCOUNT NAME             | 2017<br>ACTUAL | 2018<br>ACTUAL | 2019<br>ACTUAL | 2020<br>ACTUAL | 2021<br>Q2<br>FORECAST | 2021<br>BUDGET | 2022<br>BUDGET | %Increase | Notes |
|------------------------|--------------------------|----------------|----------------|----------------|----------------|------------------------|----------------|----------------|-----------|-------|
| <b>1-50-106-50106-</b> |                          |                |                |                |                |                        |                |                |           |       |
| <b>EXPENSE</b>         |                          |                |                |                |                |                        |                |                |           |       |
| 60000                  | SALARIES - PERMANENT     | 166,897        | 162,633        | 140,547        | 147,507        | 146,268                | 146,268        | 151,972        | 4         | 1     |
| 60001                  | BENEFITS - PERM          | 48,800         | 38,232         | 34,677         | 36,618         | 42,397                 | 42,088         | 44,261         | 5         | 1     |
| 60436                  | MANAGEMENT FEES - "CITY" | 18,564         | 17,128         | 20,000         | 20,000         | 20,000                 | 20,000         | 20,000         | 0         | 2     |
| 60439                  | MEMBERSHIPS              | 0              | 0              | 0              | 0              | 0                      | 0              | 0              | 0         |       |
| 63119                  | PRINTING & STATIONERY    | 2,390          | 52             | 861            | 0              | 100                    | 1,200          | 1,000          | (17)      |       |
| 63126                  | SUPPLIES & GENERAL       | 612            | 480            | 113            | 87             | 100                    | 600            | 600            | 0         |       |
| TOTAL EXPENSE          |                          | 237,264        | 218,524        | 196,199        | 204,212        | 208,865                | 210,156        | 217,833        | 4         |       |

**NOTE:**

1. Provision for cost of living increase and financial reward.
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<br>ACTUAL | 2018<br>ACTUAL   | 2019<br>ACTUAL   | 2020<br>ACTUAL | 2021<br>Q2<br>FORECAST | 2021<br>BUDGET | 2022<br>BUDGET | %Increase | Notes    |
|-----------------------------|----------------------------------------------------|----------------|------------------|------------------|----------------|------------------------|----------------|----------------|-----------|----------|
| <b>1-50-109-50109-42320</b> |                                                    |                |                  |                  |                |                        |                |                |           |          |
| <b>REVENUE</b>              |                                                    |                |                  |                  |                |                        |                |                |           |          |
| 42320                       | CONTRIBUTION FROM SICK BANK RESERVE                | 126,981        | 206,860          | 106,154          | 358,040        | 100,000                | 250,000        | 250,000        | 0         | 2        |
| 42330                       | CONTRIBUTION FROM FLEET RESERVES                   | 169,122        | 231,329          | 401,593          | 232,550        | 232,500                | 232,500        | 375,000        | 61        | 4        |
| 42340                       | CONTRIBUTION FROM EQUIPMENT RESERVES               | 202,143        | 561,431          | 236,000          | 200,000        | 0                      | 0              | 200,000        | 0         | 6        |
|                             | CONTRIBUTION FROM ENVIRONMENTAL PROTECTION RESERVE | 50,000         | 25,000           | 0                | 0              | 0                      | 0              | 0              | 0         | 3        |
|                             | <b>SUBTOTAL - CONTRIBUTION FROM RESERVES</b>       | <b>548,247</b> | <b>1,024,620</b> | <b>743,747</b>   | <b>790,590</b> | <b>332,500</b>         | <b>482,500</b> | <b>825,000</b> | <b>71</b> |          |
|                             | <b>TOTAL CONTRIBUTION FROM RESERVES</b>            | <b>548,247</b> | <b>1,024,620</b> | <b>743,747</b>   | <b>790,590</b> | <b>332,500</b>         | <b>482,500</b> | <b>825,000</b> | <b>71</b> |          |
| <b>EXPENSES</b>             |                                                    |                |                  |                  |                |                        |                |                |           |          |
| 60001                       | SICK BANK PAID OUT EXPENSE                         | 126,981        | 206,860          | 212,457          | 251,737        | 100,000                | 250,000        | 250,000        | 0         | 2        |
| 63010                       | FLEET PURCHASES                                    | 169,122        | 231,329          | 401,593          | 232,550        | 232,500                | 232,500        | 375,000        | 61        | 4        |
| 63101                       | EQUIPMENTS PURCHASES                               | 202,143        | 561,431          | 236,000          | 200,000        | 0                      | 0              | 200,000        | 0         | 6        |
|                             | TREE PLANTING EXPENSE - RECOVERABLE                | 50,000         | 25,000           | 0                | 0              | 0                      | 0              | 0              | 0         | 3        |
|                             | <b>NET WITHDRAWALS FROM RESERVES</b>               | <b>0</b>       | <b>0</b>         | <b>(106,303)</b> | <b>106,303</b> | <b>0</b>               | <b>0</b>       | <b>0</b>       | <b>0</b>  | <b>1</b> |

**NOTE:**

1. Sick Bank payments in 2019 was not fully reimbursed by City and was fully reimbursed in 2020.
2. Budget per city's directive; Estimated cost for anticipated actual staff retirement. (City's fund account # XR1007). 100% reimbursed from Sick Bank Reserve. 2020 revenue was higher because it includes \$106K expense that was not reimbursed by City in 2019 and deferred to 2020.
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  
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50-116 - FINANCIAL & DATA SERVICES - CFO & CORPORATE SECRETARY, ACCOUNTING SERVICE

| ACCT#                  | ACCOUNT NAME                                   | 2017<br>ACTUAL     | 2018<br>ACTUAL     | 2019<br>ACTUAL     | 2020<br>ACTUAL    | 2021<br>Q2<br>FORECAST | 2021<br>BUDGET     | 2022<br>BUDGET     | %Increase  | Notes |
|------------------------|------------------------------------------------|--------------------|--------------------|--------------------|-------------------|------------------------|--------------------|--------------------|------------|-------|
| <b>1-50-116-50116-</b> |                                                |                    |                    |                    |                   |                        |                    |                    |            |       |
|                        | <b>EXPENSE</b>                                 |                    |                    |                    |                   |                        |                    |                    |            |       |
| 60000                  | SALARIES - PERMANENT                           | 1,175,328          | 1,305,169          | 1,408,873          | 1,414,141         | 1,063,997              | 1,070,539          | 1,115,156          | 4          | 1     |
| 60001                  | BENEFITS - PERM                                | 313,455            | 365,886            | 380,141            | 327,012           | 312,378                | 310,479            | 325,574            | 5          | 1     |
| 60002                  | SALARIES & BENEFITS - HOURLY                   | 93,283             | 52,254             | 8,225              | 0                 | 0                      | 0                  | 0                  | 0          | 18    |
| 60003                  | BENEFITS - RETIREES & LTD EMPLOYEES            | 131,562            | 145,945            | 186,427            | 227,560           | 230,000                | 220,000            | 230,000            | 5          | 8     |
| 60008                  | STAFF GAPPING - CITY BUDGET                    | 0                  | 0                  | 0                  | 0                 | 0                      | (764,563)          | 0                  | (100)      | 2     |
| 60203                  | CONTRIBUTION TO RESERVE - CONF. CENTRE RESERVE | 0                  | 0                  | 0                  | 0                 | 0                      | 0                  | 0                  | 0          |       |
| 60407                  | AUDIT                                          | 41,090             | 41,000             | 46,499             | 52,986            | 45,000                 | 65,000             | 65,000             | 0          | 14    |
| 60408                  | BAD DEBTS                                      | 0                  | 9,903              | 643,677            | 1,811,091         | 250,000                | 250,000            | 250,000            | 0          |       |
| 60409                  | BANK FEES & CREDITCARD DISCOUNT                | 177                | 300                | 280                | 127               | 200                    | 2,500              | 1,500              | (40)       | 10    |
| 60418                  | CONVENTIONS & MEETINGS - BOG ONLY              | 11,309             | 14,369             | 11,277             | 547               | 0                      | 0                  | 12,000             | 0          | 16    |
| 60423                  | DUES AND SUBSCRIPTIONS                         | 927                | 3,738              | 2,029              | 3,143             | 2,000                  | 2,200              | 2,200              | 0          | 9     |
| 60425                  | EXPENSE ALLOWANCES                             | 1,634              | 632                | 634                | 78                | 500                    | 400                | 1,000              | 150        |       |
| 60430                  | INSURANCE - GENERAL LIABILITY                  | 0                  | 795                | 1,650              | 0                 | 0                      | 9,015              | 9,015              | 0          | 19    |
| 60433                  | CONTRIBUTION TO INSURANCE RESERVE - CITY       | 458,498            | 458,498            | 448,430            | 448,430           | 0                      | 0                  | 0                  | 0          | 3     |
| 60434                  | LEGAL FEES                                     | 494,024            | 442,138            | 454,426            | 403,867           | 400,000                | 340,000            | 540,000            | 59         | 17    |
| 60437                  | MEALS AND ENTERTAINMENT                        | 327                | 225                | 525                | 0                 | 0                      | 0                  | 400                | 0          |       |
| 60447                  | PROFESSIONAL FEES                              | 5,464              | 3,210              | 4,195              | 4,200             | 4,500                  | 5,000              | 5,000              | 0          | 11    |
| 60449                  | E.I STUDY                                      | 0                  | 0                  | 0                  | 0                 | 0                      | 75,000             | 75,000             | 0          | 5     |
| 63001                  | SMALL EQUIPMENT                                | 0                  | 0                  | 0                  | 315               | 500                    | 300                | 300                | 0          |       |
| 63119                  | PRINTING & STATIONERY                          | 3,657              | 1,941              | 3,533              | 208               | 300                    | 1,000              | 3,000              | 200        |       |
| 63126                  | SUPPLIES & GENERAL                             | 7,113              | 14,397             | 8,079              | 2,190             | 3,000                  | 2,000              | 7,000              | 250        |       |
| 69003                  | LIABILITY CONTRIBUTION                         | (413,107)          | (213,130)          | (283,462)          | (174,510)         | (190,000)              | (150,000)          | (325,000)          | 117        |       |
| 69800                  | AMORTIZATION EXPENSE                           | 43,332             | 43,332             | 43,332             | 43,332            | 43,332                 | 43,333             | 43,333             | 0          | 12    |
| 69901                  | CONTRIBUTION TO SICK BANK RESERVE - CITY       | 50,000             | 50,000             | 50,000             | 50,000            | 50,000                 | 50,000             | 50,000             | 0          |       |
| 69903                  | WSIB EXPENSE                                   | 140,584            | 129,330            | 121,604            | 131,123           | 120,000                | 130,000            | 270,000            | 108        | 20    |
|                        | <b>SUBTOTAL</b>                                | <b>2,558,658</b>   | <b>2,869,932</b>   | <b>3,540,374</b>   | <b>4,745,840</b>  | <b>2,335,707</b>       | <b>1,662,203</b>   | <b>2,680,478</b>   | <b>61</b>  |       |
| 69900                  | EMPLOYEE VAC/SICK/ACTUARIAL BENEFITS LIAB.     | (185,660)          | (224,963)          | 1,850              | (573,867)         | (43,332)               | 0                  | 0                  | 0          | 13    |
| 69902                  | LABOUR MATTERS (2018)                          | 0                  | 721,484            | 0                  | 0                 | 0                      | 0                  | 0                  | 0          |       |
| 69902                  | COVID19 EXPENSE (2020-2021)                    | 0                  | 0                  | 0                  | 484,030           | 150,000                | 150,000            | 150,000            | 0          | 15    |
| 69902                  | PROPERTY TAX EXPENSE                           | 1,618,504          | 3,341,148          | 3,959,977          | 4,131,537         | 3,797,458              | 0                  | 3,801,300          | 0          |       |
|                        | <b>TOTAL EXPENSE</b>                           | <b>3,991,502</b>   | <b>6,707,601</b>   | <b>7,502,201</b>   | <b>8,787,541</b>  | <b>6,239,833</b>       | <b>1,812,203</b>   | <b>6,631,778</b>   | <b>266</b> |       |
|                        | <b>REVENUE</b>                                 |                    |                    |                    |                   |                        |                    |                    |            |       |
| 42400                  | DISCOUNTS & COMMISSIONS                        | 684                | 1,128              | 583                | 38                | 0                      | 0                  | 100                | 0          |       |
| 49033                  | MISCELLANEOUS REVENUE                          | 372,093            | 941,085            | 409,758            | 204,020           | 1,435,787              | 72,625             | 121,200            | 67         | 6     |
| 49034                  | COCA COLA 12% MARKUP                           | 142,637            | 101,371            | 182,249            | 44,924            | 20,000                 | 80,000             | 140,000            | 75         | 7     |
| 49035                  | BMO FIELD 12% MARKUP                           | 164,739            | 75,697             | 114,076            | 29,392            | 10,000                 | 80,204             | 120,000            | 50         | 7     |
| 49032                  | OVO CENTRE 12% MARKUP                          | 2,598              | 546                | 176                | 0                 | 0                      | 0                  | 700                | 0          |       |
|                        | <b>SUBTOTAL REVENUE</b>                        | <b>682,751</b>     | <b>1,119,827</b>   | <b>706,842</b>     | <b>278,375</b>    | <b>1,465,787</b>       | <b>232,829</b>     | <b>382,000</b>     | <b>64</b>  |       |
| 49036                  | PROPERTY TAX RECOVERIES                        | 1,618,504          | 3,341,148          | 3,959,977          | 4,131,537         | 3,797,458              | 0                  | 3,801,300          | 0          |       |
| 49031                  | COVID-19 SUPPORT - FROM CITY OF TORONTO        | 0                  | 0                  | 0                  | 14,597,762        | 0                      | 0                  | 0                  | 0          |       |
|                        | <b>NET PROFIT (LOSS)</b>                       | <b>(1,690,247)</b> | <b>(2,246,627)</b> | <b>(2,835,382)</b> | <b>10,220,133</b> | <b>(976,588)</b>       | <b>(1,579,374)</b> | <b>(2,448,478)</b> | <b>55</b>  |       |

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

**50-116 - FINANCIAL & DATA SERVICES - CFO & CORPORATE SECRETARY, ACCOUNTING SERVICE**

**NOTE:**

1. Provision for cost of living increase and financial reward. 2021/2022 budget decrease due to payroll department was transferred to CEO department 50-100  
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. 2021 budget gapping due to delay in hiring of management staff during pandemic shutdown. From 2020 budgeted Gapping of \$181,050 was removed per city directive. Prior to 2012, \$18,950 was budgeted under CNEA department 10-200.
3. Per City Financial Planning Division Exhibition Place will no longer be remitting Insurance to the City starting in 2021. The insurance reserve will be funded through Non-program and other programs/agencies that require it for cost sharing with other levels of government or other covenants. Previous year budget doesn't include insurance premium/coverage of BMO Field; will be responsible for its own. Contribution to City insurance reserve as per City's directive for BOG's portion. Prior to 2012, \$201,616 was budgeted under CNEA department 10-105.
4. Includes City's share service billing for Employee and Labour Relation. 2019 forecast/2020 budget decrease due to lower rates paid to new hire.
5. To do as part of the Board strategic plan every five years.
6. Miscellaneous revenues primarily consist of rebates from Metro Waste for recycling efforts and proceeds from auction, sales of Electrical assets to third party, sales of train to CNE etc...
7. Budget decrease to reflect actual experience. Forecast decrease due to use of 3rd parties for cleaning service  
Per LOI, exclude providing of local 506 labour service, but assume increase cleaning service and other trades service. Prior to 2013, we have included approx. 90% of BMO's labour requirements as recoverable.
8. Budget increases 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. Budget provided for external audit fee per City Proposal No. 9119-19-7141 (Doc2038917448) to KPMG for 2020-2024 plus City internal audit fee
15. 2022 budget estimate for reopening cost. 2020/2021 actual costs (labour, materials and direct charges) for COVID19 related such as sanitizing, operating Exhibition Place ground etc.
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.

**THE BOARD OF GOVERNORS OF EXHIBITION PLACE  
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**50-201 COMMUNITY GRANTS**

| ACCT#                  | ACCOUNT NAME                        | 2017<br>ACTUAL | 2018<br>ACTUAL | 2019<br>ACTUAL | 2020<br>ACTUAL | 2021<br>Q2<br>FORECAST | 2021<br>BUDGET | 2022<br>BUDGET | %Increase | Notes |
|------------------------|-------------------------------------|----------------|----------------|----------------|----------------|------------------------|----------------|----------------|-----------|-------|
| <b>1-50-201-50201-</b> |                                     |                |                |                |                |                        |                |                |           |       |
|                        | <b><u>EXPENSE</u></b>               |                |                |                |                |                        |                |                |           |       |
| 69001                  | COMMUNITY GRANTS - IN KIND DONATION | 1,000          | 1,000          | 1,000          | 0              | 2,000                  | 4,000          | 4,000          | 0         | 1     |
| 69004                  | COMMUNITY ACTIVATION                | 0              | 0              | 0              | 0              | 50,000                 | 0              | 50,000         | 0         | 2     |
|                        | TOTAL EXPENSE                       | 1,000          | 1,000          | 1,000          | 0              | 52,000                 | 4,000          | 54,000         | 1,250     |       |

**NOTE:**

1. In kind donation for Board purchase of show services such as Bike Week.
2. 2022 budget provide for greater community activation. 2021 forecast includes Bentway - Exhibition Place strategic partnership.

**THE BOARD OF GOVERNORS OF EXHIBITION PLACE  
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**50-301 GENERAL MANAGER OF OPERATIONS**

|                                                          | 2017      | 2018      | 2019      | 2020      | 2021      | 2021      | 2022      | %Increase | Notes |
|----------------------------------------------------------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-------|
|                                                          |           |           |           |           | Q2        |           |           |           |       |
| ACCT# ACCOUNT NAME                                       | ACTUAL    | ACTUAL    | ACTUAL    | ACTUAL    | FORECAST  | BUDGET    | BUDGET    |           |       |
| <b>1-50-301-50301-</b>                                   |           |           |           |           |           |           |           |           |       |
| <b>EXPENSE</b>                                           |           |           |           |           |           |           |           |           |       |
| 60000 SALARIES - PERMANENT                               | 1,322,673 | 1,451,835 | 1,490,074 | 1,350,547 | 1,489,957 | 1,460,777 | 1,583,215 | 8         | 1     |
| 60001 BENEFITS - PERM                                    | 332,453   | 369,462   | 377,094   | 313,794   | 425,673   | 410,072   | 448,783   | 9         | 1     |
| 60002 SALARIES AND BENEFITS - HOURLY                     | 0         | 0         | 0         | 0         | 0         | 0         | 0         | 0         |       |
| 60417 CONSULTANTS FEES                                   | 2,661     | 55,812    | 25,093    | 27,600    | 20,000    | 10,000    | 25,000    | 150       | 6     |
| 60424 EQUIPMENT RENTAL                                   | 3,896     | 681       | 5,749     | 91        | 300       | 3,000     | 4,000     | 33        | 8     |
| 60425 EXPENSE ALLOWANCES FOR ALL TRADES                  | 2,867     | 3,986     | 3,650     | 1,288     | 1,000     | 1,000     | 3,000     | 200       |       |
| 60439 MEMBERSHIPS/DUES & SUBSCRIPTIONS                   | 5,322     | 5,680     | 6,389     | 4,808     | 6,000     | 6,822     | 7,858     | 15        | 9     |
| 60451 SAFETY EQUIPMENT                                   | 7,963     | 6,686     | 4,957     | 8,111     | 8,000     | 8,000     | 8,000     | 0         | 5     |
| 60459 STAFF DEVELOPMENT/TRAINING - UNIONIZED             | 17,155    | 36,228    | 28,974    | 1,397     | 3,000     | 10,800    | 31,000    | 187       | 7     |
| 60800 CONTRACT STAFF                                     | 55,911    | 72,625    | 17,427    | 0         | 0         | 0         | 0         | 0         | 2     |
| 61046 HARD LANDSCAPING                                   | 194,948   | 149,456   | 102,740   | 129,702   | 120,000   | 150,000   | 150,000   | 0         | 3     |
| 61102 TREE MAINTENANCE                                   | 50,000    | 0         | 0         | 0         | 0         | 0         | 0         | 0         | 11    |
| 61103 CONTRIBUTION FROM ENVIRONMENTAL PROTECTION RESERVE | (50,000)  | 0         | 0         | 0         | 0         | 0         | 0         | 0         | 11    |
| 63126 SUPPLIES & GENERAL                                 | 8,994     | 2,741     | 2,332     | 1,774     | 2,500     | 5,000     | 7,599     | 52        | 10    |
| 63127 UNIFORMS                                           | 8,662     | 21,207    | 8,680     | 28,717    | 10,000    | 10,000    | 15,560    | 56        | 4     |
| TOTAL EXPENSE                                            | 1,963,505 | 2,176,399 | 2,073,159 | 1,867,828 | 2,086,430 | 2,075,471 | 2,284,015 | 10        |       |

**NOTE:**

- Provision for cost of living increase and financial reward.  
Budget for one additional 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
- Budget for one full time Energy Management Facilitator, who became permanent in 2020 and is merged with permanent salary account 60000.
- In house labour and contractor (R.Galati) costs for paving, asphalt, concrete, trip and falls repair. Increase due to emergency and safety paving repairs will no longer be provided for in Capital as done previously.
- Uniforms for Operation staff including Electrical Arch flash uniforms, PPE and HVAC safety uniforms
- Costs Includes safety shoes, PPE. Budget amount was transferred from HR - department 50-107 in 2013/2014
- 2022 budget includes OH&H consultant for ECC; LEED Feasibility Study for Beanfield centre and project consulting costs for mechanical, roofing, and Bailey bridge inspection. 2018 cost was high because it includes partial of Rowan Williams Davies and Irwin for ECC LEED consulting (total \$96K; shared 50-100 and 50-301).
- Budget provided for management staff conferences, Health and safety training for all staff, training cost for trades, including ARC flash training for HVAC. Training cost for District Energy System is provided under department 50-303. 2019 cost included System Optimization training.
- Cost includes golf carts rental for safety monitoring and paging service
- Cost increase to include IFMA, PMI, BOMA, CAGBC, IAVM, Ontario Construction User Council, Canadian Fire Alarm Association, Professional Engineer Associations memberships
- 2022 budget increase to include \$2.5K for purchasing of office chairs from EgoCentric Seating Systems
- Budget is now provided in Facility Service department 50-310

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50-303 ENERGY RETROFIT PROJECTS - SELF SUFFICIENCY PROJECTS

| ACCT#                                                               | ACCOUNT NAME                                           | 2017<br>ACTUAL   | 2018<br>ACTUAL   | 2019<br>ACTUAL   | 2020<br>ACTUAL   | 2021<br>Q2<br>FORECAST | 2021<br>BUDGET   | 2022<br>BUDGET   | %Increase  | Notes    |
|---------------------------------------------------------------------|--------------------------------------------------------|------------------|------------------|------------------|------------------|------------------------|------------------|------------------|------------|----------|
| <b>EXPENSES</b>                                                     |                                                        |                  |                  |                  |                  |                        |                  |                  |            |          |
| <b>1-50-303-50303-</b>                                              |                                                        |                  |                  |                  |                  |                        |                  |                  |            |          |
| <b>INTEREST EXPENSE</b>                                             |                                                        |                  |                  |                  |                  |                        |                  |                  |            |          |
| 60780                                                               | TRIGENERATION PROJECT - ECC                            | 154,250          | 150,703          | 143,238          | 135,400          | 127,170                | 127,170          | 118,528          | (7)        | 2        |
| 60780                                                               | PHOTOVOLTAIC - HORSE PALACE 100 KwH                    | 13,387           | 12,846           | 12,278           | 11,681           | 10,997                 | 10,997           | 10,181           | (7)        | 3        |
| 60780                                                               | FIVE BUILDING RETROFIT- QE, GS, EA, HP, BLC            | 1,429            | 512              | 0                | 0                | 0                      | 0                | 0                | 0          | 4        |
| 60780                                                               | ECC HALLS LIGHTING RETROFIT - ECC                      | 305              | 0                | 0                | 0                | 0                      | 0                | 0                | 0          | 1        |
| 60780                                                               | ECC HALLS LED LIGHT - 2015/2016                        | 18,853           | 16,914           | 14,922           | 12,877           | 10,776                 | 10,776           | 8,618            | (20)       | 10       |
| 60780                                                               | BACK PRESSURE TURBINE, LED PATHWAY                     | 23,952           | 22,625           | 21,230           | 19,765           | 18,224                 | 18,224           | 16,606           | (9)        | 5        |
| 60780                                                               | BOILERS REPLACEMENT & VARIOUS LIGHTING RETROFIT        | 36,625           | 35,945           | 35,235           | 34,492           | 33,716                 | 33,716           | 32,509           | (4)        | 6        |
| 60780                                                               | MULTIPLE ERP, EAST ANNEX PV(150kW) & WEST HP PV(100kW) | 19,140           | 15,581           | 11,841           | 7,910            | 3,778                  | 3,778            | 275              | (93)       | 8        |
| <b>SUBTOTAL INTEREST EXPENSES</b>                                   |                                                        | <b>267,942</b>   | <b>255,127</b>   | <b>238,744</b>   | <b>222,124</b>   | <b>204,661</b>         | <b>204,661</b>   | <b>186,717</b>   | <b>(9)</b> |          |
| <b>1-50-303-50303-</b>                                              |                                                        |                  |                  |                  |                  |                        |                  |                  |            |          |
| <b>AMORTIZATION EXPENSE</b>                                         |                                                        |                  |                  |                  |                  |                        |                  |                  |            |          |
| 69880                                                               | TRIGENERATION PROJECT - ECC                            | 220,000          | 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           | 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          | 100,024          | (0)        | 4        |
| 69880                                                               | LIGHTING RETROFIT - ECC (FULLY AMORTIZED JUN 2021)     | 53,333           | 53,333           | 53,333           | 53,333           | 24,538                 | 24,538           | 0                | (100)      | 1        |
| 69880                                                               | BACK PRESSURE TURBINE, LED PATHWAY                     | 67,250           | 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           | 47,750           | 0          | 6        |
| 69880                                                               | ECC HALLS LED LIGHT - 2015                             | 52,133           | 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           | 44,232           | 0          | 8        |
| 60790                                                               | AMORTIZATION - GOVERNMENT ASSISTANCE - PSA             | (126,449)        | (121,022)        | (115,319)        | (109,325)        | (100,193)              | (100,193)        | (91,890)         | (8)        |          |
| <b>SUBTOTAL PRINCIPAL/AMORTIZATION EXPENSE</b>                      |                                                        | <b>513,274</b>   | <b>518,701</b>   | <b>524,404</b>   | <b>530,398</b>   | <b>510,734</b>         | <b>510,734</b>   | <b>494,499</b>   | <b>(3)</b> |          |
| <b>TOTAL INTEREST AND AMORTIZATION EXPENSE - [A]</b>                |                                                        | <b>781,216</b>   | <b>773,828</b>   | <b>763,148</b>   | <b>752,522</b>   | <b>715,396</b>         | <b>715,396</b>   | <b>681,216</b>   | <b>(5)</b> |          |
| <b>REVENUE</b>                                                      |                                                        |                  |                  |                  |                  |                        |                  |                  |            |          |
| <b>1-50-303-50303-</b>                                              |                                                        |                  |                  |                  |                  |                        |                  |                  |            |          |
| <b>INCENTIVE RECEIVED</b>                                           |                                                        |                  |                  |                  |                  |                        |                  |                  |            |          |
| 49910                                                               | TRIGENERATION PROJECCT - ECC (DR3)                     | 0                | 0                | 0                | 0                | 0                      | 0                | 0                | 0          | 2        |
| 49920                                                               | EAST HORSE PALACE PV 100 Kw - FIT                      | 44,431           | 41,836           | 42,959           | 68,842           | 45,000                 | 45,000           | 45,000           | 0          | 3        |
| 49930                                                               | FIVE BUILDING RETROFIT - QE, GS, EA, HP, BLC           | 0                | 0                | 0                | 0                | 0                      | 0                | 0                | 0          |          |
| 49950                                                               | WEST HORSE PALACE PV(100kW) PV - FIT                   | 84,387           | 85,675           | 81,728           | 72,826           | 85,000                 | 85,000           | 85,000           | 0          | 8        |
| 49960                                                               | EAST ANNEX(150kW) PV - FIT                             | 124,795          | 115,957          | 104,300          | 96,939           | 105,000                | 120,000          | 120,000          | 0          | 8        |
| 49970                                                               | PV - BETTER LIVING CENTRE - RENT & ROYALTIES           | 5,650            | 6,261            | 5,498            | 5,685            | 6,000                  | 6,000            | 6,000            | 0          |          |
| 49970                                                               | OTHER ERP PROJECTS (OPERATIONAL SAVING/ADJ)            | 55,778           | 0                | 6,440            | 0                | 0                      | 0                | 0                | 0          |          |
| <b>SUBTOTAL INCENTIVE RECEIVED</b>                                  |                                                        | <b>315,041</b>   | <b>249,729</b>   | <b>240,925</b>   | <b>244,292</b>   | <b>241,000</b>         | <b>256,000</b>   | <b>256,000</b>   | <b>0</b>   |          |
| <b>PROFIT (LOSS) BEFORE ENERGY SAVING</b>                           |                                                        | <b>(466,175)</b> | <b>(524,099)</b> | <b>(522,223)</b> | <b>(508,230)</b> | <b>(474,396)</b>       | <b>(459,396)</b> | <b>(425,216)</b> | <b>(7)</b> |          |
| <b>1-50-303-00000-</b>                                              |                                                        |                  |                  |                  |                  |                        |                  |                  |            |          |
| <b>ENERGY SAVINGS (REFLECTED IN REDUCTION OF HYDRO/GAS EXPENSE)</b> |                                                        |                  |                  |                  |                  |                        |                  |                  |            |          |
| <b>TRIGENERATION PROJECT - ECC - NET SAVINGS</b>                    |                                                        |                  |                  |                  |                  |                        |                  |                  |            |          |
| <b>EAST HORSE PALACE PV 100 Kw - FIT</b>                            |                                                        | <b>8,283</b>     | <b>7,868</b>     | <b>10,177</b>    | <b>20,238</b>    | <b>10,000</b>          | <b>10,000</b>    | <b>10,000</b>    | <b>0</b>   | <b>3</b> |
| <b>FIVE BUILDING RETROFIT - QE, GS, EA, HP, BLC</b>                 |                                                        | <b>258,421</b>   | <b>263,590</b>   | <b>268,861</b>   | <b>274,239</b>   | <b>227,396</b>         | <b>227,396</b>   | <b>227,396</b>   | <b>0</b>   | <b>4</b> |
| <b>LIGHTING RETROFIT - ECC (LED START IN 2015)</b>                  |                                                        | <b>121,155</b>   | <b>124,390</b>   | <b>147,022</b>   | <b>138,156</b>   | <b>120,000</b>         | <b>120,000</b>   | <b>120,000</b>   | <b>0</b>   | <b>1</b> |
| <b>LED PATHWAY LIGHTING</b>                                         |                                                        | <b>1,982</b>     | <b>1,865</b>     | <b>2,090</b>     | <b>2,647</b>     | <b>2,000</b>           | <b>2,000</b>     | <b>2,000</b>     | <b>0</b>   | <b>5</b> |
| <b>BOILERS REPLACEMENT &amp; VARIOUS LIGHTING RETROFIT</b>          |                                                        | <b>98,000</b>    | <b>0</b>         | <b>0</b>         | <b>0</b>         | <b>0</b>               | <b>0</b>         | <b>0</b>         | <b>0</b>   | <b>6</b> |
| <b>PRESS BUILDING GEOTHERMAL</b>                                    |                                                        | <b>22,105</b>    | <b>15,900</b>    | <b>19,286</b>    | <b>21,377</b>    | <b>20,000</b>          | <b>20,000</b>    | <b>20,000</b>    | <b>0</b>   | <b>7</b> |
| <b>UNDERGROUND PARKING LIGHTING CONTROL</b>                         |                                                        | <b>39,441</b>    | <b>39,188</b>    | <b>46,762</b>    | <b>58,060</b>    | <b>40,000</b>          | <b>40,000</b>    | <b>40,000</b>    | <b>0</b>   |          |
| <b>EAST ANNEX(150kW)</b>                                            |                                                        | <b>22,387</b>    | <b>19,960</b>    | <b>23,006</b>    | <b>27,634</b>    | <b>24,000</b>          | <b>24,000</b>    | <b>24,000</b>    | <b>0</b>   | <b>8</b> |
| <b>WEST HP(100kW) PV</b>                                            |                                                        | <b>15,589</b>    | <b>15,658</b>    | <b>18,344</b>    | <b>21,203</b>    | <b>16,000</b>          | <b>16,000</b>    | <b>16,000</b>    | <b>0</b>   | <b>8</b> |
| <b>VARIATIONS ADJUSTMENT - PRODUCTION/TEMPERATURE</b>               |                                                        | <b>0</b>         | <b>0</b>         | <b>0</b>         | <b>0</b>         | <b>15,000</b>          | <b>0</b>         | <b>(34,180)</b>  | <b>0</b>   |          |
| <b>SUBTOTAL ENERGY SAVING</b>                                       |                                                        | <b>587,363</b>   | <b>488,419</b>   | <b>535,548</b>   | <b>563,554</b>   | <b>474,396</b>         | <b>459,396</b>   | <b>425,216</b>   | <b>(7)</b> |          |
| <b>TOTAL ENERGY SAVING/INCENTIVE RECEIVED - [B]</b>                 |                                                        | <b>902,404</b>   | <b>738,148</b>   | <b>776,473</b>   | <b>807,846</b>   | <b>715,396</b>         | <b>715,396</b>   | <b>681,216</b>   |            |          |
| <b>SAVING RESIDUAL (DEFFICIENCY) - [B] - [A]</b>                    |                                                        | <b>121,188</b>   | <b>(35,680)</b>  | <b>13,325</b>    | <b>55,324</b>    | <b>0</b>               | <b>0</b>         | <b>0</b>         |            |          |

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**50-303 ENERGY RETROFIT PROJECTS - SELF SUFFICIENCY PROJECTS**

| NOTES:                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                               | Amount                                                           | Interest rate           | Sources                                   |  |  |  |  | End                  | YR             |
|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|------------------------------------------------------------------|-------------------------|-------------------------------------------|--|--|--|--|----------------------|----------------|
| <b>1. LIGHTING RETROFIT - ECC</b><br>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<br>77,120<br><b>800,000</b>                           | Blended                 | City ERP<br>Grant - THESL                 |  |  |  |  | 2017                 | 10             |
| <b>1A. LED LIGHTING RETROFIT 2015 - ECC HALLS A, B, C, D &amp; HC</b><br>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<br><b>782,000</b>                                        | 2.70%                   | BBP<br>Capital/Other                      |  |  |  |  | 2025                 | 10             |
| <b>2. TRI-GENERATION PROJECT - EC</b><br>\$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<br>744,000<br>1,075,000<br>256,000<br><b>4,400,000</b> | 5.00%<br>6.06%<br>2.34% | CITY ERP<br>TAF<br>FCM<br>Grant - THESL   |  |  |  |  | 2032<br>2017<br>2017 | 27<br>10<br>10 |
| <b>3. PHOTOVOLTAIC - EAST HORSE PALACE</b><br>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<br>250,000<br>250,000<br><b>1,100,000</b>                | 0%                      | BPP - LRRF<br>Grant-FCM<br>Grant-TAF      |  |  |  |  | 2030                 | 25             |
| <b>4. FIVE BUILDINGS RETROFIT (QE, GS, EA, HP, BLC)</b><br>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<br>131,505<br>15,168<br><b>1,500,365</b>               | Blended                 | CITY ERP<br>Grant - TAF<br>Grant - OTHER  |  |  |  |  | 2018                 | 10             |
| <b>5. BACK PRESSURE TURBINE; LED PATHWAY</b><br>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<br>345,000<br>1,005,000<br><b>2,350,000</b>            | 0%                      | TGEF<br>Grant-FCM<br>Capital/Other        |  |  |  |  | 2030                 | 20             |
| <b>6. BOILERS REPLACEMENT AND VARIOUS LIGHTING RETROFIT</b><br>Loan is payable to City. Interest rate is a blended rate as City has financed this loan in part with funds from FCM (\$238,750 - Pending City application to FCM in 2010) and City ERP \$716,250. From 2018 energy saving is                                                                                                                                                                                                                                                                                                                          | 716,250<br>238,750<br><b>955,000</b>                             | 4.50%<br>2.00%          | CITY ERP<br>City-FCM (pending)            |  |  |  |  | 2037<br>2021         | 29<br>13       |
| <b>7. PRESS BUILDING-GEOTHERMAL</b><br>Originally \$328,000 of the project costs was supposed to be funded by Toronto Green Energy Fund.                                                                                                                                                                                                                                                                                                                                                                                                                                                                             | 328,000<br>147,000<br>275,000<br><b>750,000</b>                  |                         | Other /TGEF<br>Grant-TAF<br>Capital/Other |  |  |  |  |                      |                |
| <b>8. MULTIPLE ERP, EAST ANNEX AND WEST HORSE PALACE PV</b><br>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<br>6,060,832<br><b>6,950,832</b>                         | 0.00%                   | BBP<br>Capital/Other                      |  |  |  |  | 2022                 | 10             |
| <b>9. DISTRICT ENERGY SYSTEM</b><br>City Council adopted Government Management Committee Report No. GM 15.11 entitled "Energy Project at Exhibition Place" wherein Exhibition Place obtained approval for \$4.5mil capital expenditure from recoverable debt to redesign and connect the existing energy generation assets at Exhibition Place to supply heating, cooling and water heating to the proposed Princes' Gate Hotel development as well as to existing event facilities including COCA COLA Coliseum, Coliseum Complex, Enercare Centre, and BEANFIELD Centre, in the form of a district energy system . | 4,500,000<br><b>4,500,000</b>                                    | 2.70%                   | CITY ERP                                  |  |  |  |  | 2026                 | 10             |
| <b>TOTAL LOANS ADVANCE RECEIVED</b>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                  | <b>14,947,572</b>                                                |                         |                                           |  |  |  |  |                      |                |

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**50-303 - ENERGY RETROFIT PROJECTS - DISTRICT ENERGY SYSTEM PERFORMANCE**

| ACCT#                 | ACCOUNT NAME                                          | 2017<br>ACTUAL | 2018<br>ACTUAL   | 2019<br>ACTUAL   | 2020<br>ACTUAL   | 2021<br>Q2<br>FORECAST | 2021<br>BUDGET   | 2022<br>BUDGET   | %Increase | Notes |
|-----------------------|-------------------------------------------------------|----------------|------------------|------------------|------------------|------------------------|------------------|------------------|-----------|-------|
| <b>1-50-303-50303</b> |                                                       |                |                  |                  |                  |                        |                  |                  |           |       |
| <b>REVENUE</b>        |                                                       |                |                  |                  |                  |                        |                  |                  |           |       |
| 49990                 | DISTRICT ENERGY SYSTEM - CAPACITY CHARGE              | 408,964        | 410,682          | 412,736          | 414,387          | 414,635                | 416,000          | 423,000          | 2         | 3     |
| 49991                 | ENERGY PRODUCTION - ELECTRICITY (HOTEL & ECC) - DES   | 71,250         | 530,870          | 1,227,509        | 1,643,712        | 680,000                | 955,700          | 1,104,600        | 16        | 2     |
| 49992                 | ENERGY SOLD - HOT WATER - DES                         | 126,054        | 188,681          | 207,133          | 127,963          | 150,000                | 158,000          | 160,000          | 1         | 9     |
| 49993                 | ENERGY SOLD - CHILLED WATER - DES                     | 78,452         | 139,287          | 175,472          | 164,254          | 147,000                | 147,000          | 150,000          | 2         | 9     |
|                       | <b>TOTAL REVENUE</b>                                  | <b>684,721</b> | <b>1,269,520</b> | <b>2,022,850</b> | <b>2,350,315</b> | <b>1,391,635</b>       | <b>1,676,700</b> | <b>1,837,600</b> | <b>10</b> |       |
| <b>EXPENSES</b>       |                                                       |                |                  |                  |                  |                        |                  |                  |           |       |
| 60000                 | SALARY - PERMANENT                                    | 83,856         | 79,344           | 82,413           | 83,436           | 81,432                 | 83,369           | 90,777           | 9         | 1     |
| 60001                 | BENEFITS - PERMANENT                                  | 23,986         | 22,692           | 23,421           | 23,664           | 23,432                 | 23,875           | 26,224           | 10        | 1     |
| 60252                 | NET OF FUEL COST FOR ENGINE (NATURAL GAS)             | 43,382         | 134,140          | 213,463          | 233,912          | 120,000                | 320,000          | 325,400          | 2         | 4     |
| 60255                 | ELECTRICITY SUBSIDY - HOTEL CHILLER PLANT             |                |                  |                  | 65,715           | 20,000                 | 0                | 27,059           | 0         | 10    |
| 60459                 | STAFF TRAINING                                        | 0              | 1,600            | 4,900            | 0                | 10,000                 | 5,000            | 5,000            | 0         |       |
| 60801                 | SERVICE CONTRACTOR - ENGINE MAINTENANCE               | 55,039         | 186,434          | 199,169          | 84,691           | 80,000                 | 132,221          | 120,400          | (9)       | 7     |
| 61036                 | REPAIR AND MAINTENANCE - TIME AND MATERIAL - IN HOUSE | 0              | 148              | 17,496           | 69,280           | 70,000                 | 90,000           | 90,000           | 0         | 5     |
| 63117                 | PETROLEUM PRODUCTS                                    | 0              | 0                | 0                | 0                | 4,000                  | 8,000            | 8,000            | 0         | 8     |
| 60780                 | INTEREST EXPENSE - ACCRUAL                            | 112,884        | 101,753          | 90,321           | 78,581           | 66,523                 | 66,523           | 54,140           | (19)      | 6     |
| 69880                 | ASSET AMORTIZATION                                    | 225,000        | 225,000          | 225,000          | 225,000          | 225,000                | 225,000          | 225,000          | 0         | 6     |
|                       | <b>TOTAL EXPENSE</b>                                  | <b>544,148</b> | <b>751,112</b>   | <b>856,183</b>   | <b>864,279</b>   | <b>700,387</b>         | <b>953,988</b>   | <b>972,000</b>   | <b>2</b>  |       |
|                       | <b>NET PROFIT (LOSS) FROM PROJECT</b>                 | <b>140,573</b> | <b>518,408</b>   | <b>1,166,668</b> | <b>1,486,036</b> | <b>691,248</b>         | <b>722,712</b>   | <b>865,600</b>   | <b>20</b> |       |
|                       | <b>PRINCIPAL REPAYMENT - CITY LOAN</b>                | <b>402,332</b> | <b>413,195</b>   | <b>424,351</b>   | <b>435,809</b>   | <b>447,576</b>         | <b>447,576</b>   | <b>459,660</b>   |           |       |

NOTE:

- 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
- 2022 budget estimated at 60% of FVB's proforma November 30, 2013. 2020 actual was 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. Hotel opened in April 2018
- Capacity charge per contract.
- Cost (including heating subsidized by Explace re equipment efficiency) is estimated at 23% of total electricity, heating and cooling production revenue.
- Budget estimated R&M cost per FVB proforma (i.e. 2% of capital cost). In house labour and materials
- 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 .
- Budget estimated cost at 60% of FVB's proforma November 30, 2013. 2017/2018/2019 Actual includes annual contract and service calls performed by Toromont
- Budget estimated for petroleum used by the Co-Gen
- Budget estimated per FVB's proforma and adjust per prior years experience
- 2022 budget estimated using FVB's proforma

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

| ACCT#                  | ACCOUNT NAME                             | 2017<br>ACTUAL | 2018<br>ACTUAL | 2019<br>ACTUAL | 2020<br>ACTUAL | 2021<br>Q2<br>FORECAST | 2021<br>BUDGET | 2022<br>BUDGET | % Increase | Notes |
|------------------------|------------------------------------------|----------------|----------------|----------------|----------------|------------------------|----------------|----------------|------------|-------|
| <b>1-50-304-50304-</b> |                                          |                |                |                |                |                        |                |                |            |       |
|                        | <b><u>REVENUE</u></b>                    |                |                |                |                |                        |                |                |            |       |
| 49041                  | NAMING FEE                               | 352,642        | 425,000        | 425,000        | 425,000        | 425,000                | 425,000        | 425,000        | 0          | 2     |
|                        | <b><u>EXPENSE</u></b>                    |                |                |                |                |                        |                |                |            |       |
| 60205                  | RE-BRANDING INCLUDING BUILDING SIGNAGE   | 209,415        | 32,199         | 0              | 0              | 0                      | 0              | 0              | 0          |       |
| 60200                  | COMMISSION                               | 28,333         | 42,500         | 42,500         | 42,500         | 42,500                 | 42,500         | 42,500         | 0          |       |
| 60201                  | ADMINISTRATIVE COSTS                     | 0              | 2,941          | 0              | 8,571          | 0                      | 0              | 0              | 0          |       |
| 60202                  | PRODUCTION EXPENSE                       | 50             | 0              | 0              | 0              | 0                      | 0              | 0              | 0          |       |
|                        |                                          | 237,798        | 77,640         | 42,500         | 51,071         | 42,500                 | 42,500         | 42,500         | 0          |       |
|                        |                                          |                |                |                |                | 0                      | 0              | 0              |            |       |
|                        | NET INCOME (LOSS)                        | 114,844        | 347,360        | 382,500        | 373,929        | 382,500                | 382,500        | 382,500        | 0          |       |
| 60203                  | TRANSFER TO CITY OBLIGATORY RESERVE FUND | (114,844)      | (347,360)      | (382,500)      | (373,929)      | (382,500)              | (382,500)      | (382,500)      | 0          | 1     |
|                        |                                          |                |                |                |                |                        |                |                |            |       |
|                        | NET INCOME (LOSS)                        | 0              | 0              | 0              | 0              | 0                      | 0              | 0              | 0          |       |

**NOTE 1:**

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

2. In March 2017, due to the delay in installing the signage Beanfield requested an extension of the contract starting from March 1, 2017 to May 8, 2017.  
Allstream Naming fees ended February 28/2017 (originally revenue was recognized over ten years from Oct/2009 to Sep/2018).

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**50-305 - UTILITIES EXPENSES**

| ACCT#                                                         | ACCOUNT NAME                                         | 2017<br>ACTUAL   | 2018<br>ACTUAL   | 2019<br>ACTUAL   | 2020<br>ACTUAL   | 2021<br>Q2<br>FORECAST | 2021<br>BUDGET   | 2022<br>BUDGET   | %Increase  | Notes    |
|---------------------------------------------------------------|------------------------------------------------------|------------------|------------------|------------------|------------------|------------------------|------------------|------------------|------------|----------|
| <b>1-50-305-50305-</b>                                        |                                                      |                  |                  |                  |                  |                        |                  |                  |            |          |
| <b>EXPENSE</b>                                                |                                                      |                  |                  |                  |                  |                        |                  |                  |            |          |
| <b>HYDRO</b>                                                  |                                                      |                  |                  |                  |                  |                        |                  |                  |            |          |
| 60255                                                         | HYDRO - ALL PROGRAMS - GRID PURCHASE                 | 6,092,645        | 5,584,181        | 6,453,513        | 4,916,144        | 5,500,000              | 5,300,000        | 6,779,000        | 28         | 1,2      |
| 60256                                                         | HYDRO - CNEA RECOVERY-REMAINING LOCATION             | (398,867)        | (379,343)        | (423,424)        | (119,792)        | (70,000)               | (449,200)        | (449,300)        | 0          |          |
| 60257                                                         | HYDRO - CNEA RECOVERY-ECC LOCATION                   | (238,820)        | (220,606)        | (279,618)        | 0                | 0                      | (296,600)        | (296,700)        | 0          |          |
| 60258                                                         | HYDRO - BEANFIELD RECOVERY                           | (214,910)        | (236,535)        | (312,892)        | (211,965)        | (146,000)              | (144,000)        | (224,000)        | 56         | 5        |
| 60259                                                         | HYDRO - BMO RECOVERY                                 | (1,346,254)      | (1,168,576)      | (1,246,685)      | (1,136,444)      | (1,120,000)            | (871,500)        | (1,323,000)      | 52         |          |
| 60261                                                         | HYDRO - OVO RECOVERY                                 | (226,532)        | (207,216)        | (224,446)        | (262,130)        | (250,000)              | (138,900)        | (238,000)        | 71         |          |
| 60262                                                         | HYDRO - IN HOUSE PRODUCTION - DISTRICT ENERGY SYSTEM | 0                | 0                | 434,300          | 639,888          | 450,000                | 650,000          | 663,000          | 2          | 4        |
| 60262                                                         | HYDRO - HOTEL RECOVERY - GRID                        | (238,751)        | (166,762)        | (177,923)        | (27,366)         | (250,000)              | 0                | (189,000)        | 0          | 6        |
| 60263                                                         | HYDRO - TENANTS RECOVERY                             | (730,885)        | (746,311)        | (795,838)        | (761,005)        | (770,000)              | (492,500)        | (845,000)        | 72         |          |
| 60278                                                         | HYDRO - COCA COLA RECOVERY                           | (733,793)        | (699,200)        | (675,014)        | (424,555)        | (610,000)              | (417,700)        | (716,000)        | 71         |          |
| <b>NET OF RECOVERIES</b>                                      |                                                      | <b>1,963,835</b> | <b>1,759,633</b> | <b>2,751,974</b> | <b>2,612,776</b> | <b>2,734,000</b>       | <b>3,139,600</b> | <b>3,161,000</b> | <b>1</b>   | <b>2</b> |
| <b>GAS</b>                                                    |                                                      |                  |                  |                  |                  |                        |                  |                  |            |          |
| 60252                                                         | GAS - EXHIBITION PLACE/CNEA/ECC/BFC                  | 745,435          | 1,022,035        | 1,256,995        | 1,060,203        | 1,090,000              | 1,300,200        | 1,593,000        | 23         | 1,8      |
| 60253                                                         | GAS - TENANTS RECOVERY                               | (25,207)         | (40,677)         | (43,389)         | (64,763)         | (120,000)              | (22,200)         | (46,000)         | 107        | 3        |
| 60254                                                         | GAS - CNEA RECOVERY                                  | (12,067)         | (14,911)         | (39,304)         | (1,786)          | (2,000)                | (10,200)         | (42,000)         | 312        |          |
| 60282                                                         | GAS - HOTEL RECOVERY ( NET OF DES CONSUMPTION)       | (13,555)         | (145,882)        | (229,851)        | (245,825)        | (120,000)              | (186,700)        | (325,400)        | 74         | 8        |
| <b>NET OF RECOVERIES</b>                                      |                                                      | <b>694,606</b>   | <b>820,566</b>   | <b>944,452</b>   | <b>747,829</b>   | <b>848,000</b>         | <b>1,081,100</b> | <b>1,179,600</b> | <b>9</b>   | <b>2</b> |
| <b>WATER</b>                                                  |                                                      |                  |                  |                  |                  |                        |                  |                  |            |          |
| 60281                                                         | WATER - ALL PROGRAMS                                 | 626,597          | 688,711          | 673,229          | 387,956          | 450,000                | 610,000          | 684,000          | 12         | 1        |
| 60251                                                         | WATER - CNEA RECOVERY                                | (120,218)        | (133,542)        | (120,635)        | (595)            | (700)                  | (140,000)        | (128,000)        | (9)        |          |
| 60283                                                         | WATER - BMO FIELD RECOVERY                           | (33,275)         | (48,007)         | (21,936)         | (8,131)          | (40,000)               | (23,300)         | (23,000)         | (1)        |          |
| 60284                                                         | WATER - TENANTS RECOVERY                             | (169,937)        | (164,239)        | (162,100)        | (117,311)        | (80,000)               | (102,800)        | (172,000)        | 67         |          |
| 60285                                                         | WATER - BEANFIELD RECOVERY                           | (24,417)         | (24,765)         | (39,965)         | (27,254)         | (19,657)               | (19,800)         | (42,000)         | 112        |          |
| 60286                                                         | WATER - STANLEY BARRACK RECOVERY                     | (1,301)          | (1,060)          | (484)            | (265)            | (400)                  | (300)            | (1,000)          | 233        | 7        |
| <b>NET OF RECOVERIES</b>                                      |                                                      | <b>277,450</b>   | <b>317,098</b>   | <b>328,109</b>   | <b>234,399</b>   | <b>309,243</b>         | <b>323,800</b>   | <b>318,000</b>   | <b>(2)</b> |          |
| <b>TOTAL UTILITIES EXPENSE - NET OF ERP SAVINGS</b>           |                                                      | <b>2,935,890</b> | <b>2,897,297</b> | <b>4,024,535</b> | <b>3,595,005</b> | <b>3,891,243</b>       | <b>4,544,500</b> | <b>4,658,600</b> | <b>3</b>   | <b>2</b> |
| <b>FOR INTERNAL INFORMATION ONLY:</b>                         |                                                      |                  |                  |                  |                  |                        |                  |                  |            |          |
| UTILITIES EXPENSE - NET OF ERP SAVINGS                        |                                                      | 2,935,890        | 2,897,297        | 4,024,535        | 3,595,005        | 3,891,243              | 4,544,500        | 4,658,600        |            |          |
| NON CASH - ENERGY SAVINGS - ERP PROJECTS (FROM 50-303)        |                                                      | 587,363          | 488,419          | 535,548          | 563,554          | 474,396                | 459,396          | 425,216          |            |          |
| GROSS UTILITIES EXPENSES (INCL. ERP PRODUCTION)               |                                                      | 3,523,253        | 3,385,716        | 4,560,083        | 4,158,559        | 4,365,639              | 5,003,896        | 5,083,816        |            |          |
| ENERGY PRODUCTION REVENUE AND SAVING - DISTRICT ENERGY SYSTEM |                                                      | (684,721)        | (1,269,520)      | (2,022,850)      | (2,350,315)      | (1,391,635)            | (1,676,700)      | (1,837,600)      |            |          |
| CASH - INCENTIVE RECEIVED FROM ERP PROJECTS (FROM 50-303)     |                                                      | (315,041)        | (249,729)        | (240,925)        | (244,292)        | (241,000)              | (256,000)        | (256,000)        |            |          |
| <b>UTILITIES EXPENSES - NET</b>                               |                                                      | <b>2,523,492</b> | <b>1,866,467</b> | <b>2,296,308</b> | <b>1,563,951</b> | <b>2,733,004</b>       | <b>3,071,195</b> | <b>2,990,216</b> |            |          |

**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
- 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.
- Budget 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; 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
- 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

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50-306 - HOUSEKEEPING SERVICES EXPENSES

| ACCT#                  | ACCOUNT NAME                               | 2017<br>ACTUAL | 2018<br>ACTUAL | 2019<br>ACTUAL | 2020<br>ACTUAL | 2021<br>Q2<br>FORECAST | 2021<br>BUDGET | 2022<br>BUDGET | %Increase | Notes |
|------------------------|--------------------------------------------|----------------|----------------|----------------|----------------|------------------------|----------------|----------------|-----------|-------|
| <b>1-50-306-50306-</b> |                                            |                |                |                |                |                        |                |                |           |       |
|                        | <b>EXPENSE</b>                             |                |                |                |                |                        |                |                |           |       |
| 60002                  | SALARIES & BENEFITS - HOURLY (MAINTENANCE) | 740,409        | 763,556        | 795,152        | 699,898        | 700,000                | 829,889        | 824,970        | (1)       | 1     |
| 60009                  | SALARIES & BENEFITS - HOURLY (RECOVERABLE) | 3,160,067      | 3,652,664      | 3,666,665      | 1,054,543      | 620,000                | 1,768,200      | 3,054,523      | 73        | 2     |
|                        | TOTAL SALARIES & BENEFITS - HOURLY         | 3,900,476      | 4,416,221      | 4,461,817      | 1,754,441      | 1,320,000              | 2,598,089      | 3,879,493      | 49        |       |
| 61107                  | BOG RECOVERIES                             | (352,909)      | (431,674)      | (468,226)      | (242,028)      | (140,000)              | (117,900)      | (366,323)      | 211       | 2     |
| 61108                  | ECC RECOVERIES                             | (928,895)      | (1,041,347)    | (1,186,154)    | (424,015)      | (300,000)              | (274,700)      | (964,200)      | 251       | 2     |
| 61020                  | CNEA RECOVERIES                            | (1,104,204)    | (1,323,349)    | (1,173,766)    | (15,106)       | (15,000)               | (1,203,300)    | (920,600)      | (23)      | 2     |
| 61086                  | COCA COLA RECOVERIES                       | (344,593)      | (360,234)      | (286,919)      | (125,630)      | (100,000)              | (59,200)       | (357,700)      | 504       | 2     |
| 61097                  | BMO FIELD                                  | (237,649)      | (250,231)      | (210,518)      | (145,342)      | (35,000)               | (55,700)       | (246,600)      | 343       | 2     |
| 61110                  | BFC RECOVERIES                             | (191,818)      | (245,829)      | (341,083)      | (102,422)      | (30,000)               | (57,400)       | (199,100)      | 247       | 2     |
|                        | MAINT. SALARIES AND BENEFITS - HOURLY      | 740,409        | 763,556        | 795,152        | 699,898        | 700,000                | 829,889        | 824,970        | (1)       | 1     |
| 60801                  | CONTRACTED SERVICES                        | 46,013         | 34,660         | 32,819         | 59,942         | 40,000                 | 40,000         | 82,833         | 107       | 3     |
| 61031                  | DUMPING FEES - CITY & CO-MINGLE BINS       | 42,615         | 74,959         | 100,793        | 66,767         | 45,000                 | 25,000         | 45,000         | 80        | 5     |
| 61036                  | EQUIPMENT MAINTENANCE                      | 13,043         | 12,411         | 474            | 2,576          | 5,000                  | 15,000         | 19,000         | 27        |       |
| 63100                  | MATERIAL & SUPPLIES                        | 40,603         | 25,359         | 50,030         | 54,338         | 30,000                 | 20,000         | 26,000         | 30        | 4     |
|                        | SUBTOTAL                                   | 142,274        | 147,388        | 184,116        | 183,623        | 120,000                | 100,000        | 172,833        | 73        |       |
|                        | TOTAL EXPENSE                              | 882,683        | 910,945        | 979,267        | 883,521        | 820,000                | 929,889        | 997,803        | 7         |       |

**NOTE:**

1. Provision for anticipated wages increase, budget adjust to reflect prior year experience.
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, tandem exchange, electronic disposal
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  
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**50-308 - SPECIAL APPROPRIATIONS**

| ACCT#                  | ACCOUNT NAME                                   | 2017<br>ACTUAL | 2018<br>ACTUAL | 2019<br>ACTUAL   | 2020<br>ACTUAL   | 2021<br>Q2<br>FORECAST | 2021<br>BUDGET | 2022<br>BUDGET   | %Increase  | Notes |
|------------------------|------------------------------------------------|----------------|----------------|------------------|------------------|------------------------|----------------|------------------|------------|-------|
| <b>1-50-308-50308-</b> |                                                |                |                |                  |                  |                        |                |                  |            |       |
|                        | <b>EXPENSE</b>                                 |                |                |                  |                  |                        |                |                  |            |       |
| 61027                  | CONTRIBUTION TO CITY FLEET REPLACEMENT RESERVE | 350,000        | 350,000        | 375,000          | 375,000          | 0                      | 0              | 375,000          | 0          |       |
| 61027                  | CONTRIBUTION TO RESERVE - EQUIPMENTS           | 200,000        | 200,000        | 200,000          | 200,000          | 0                      | 0              | 200,000          | 0          | 1     |
| 63128                  | SPECIAL APPROPRIATION                          | 0              | 0              | 131,987          | 400              | 100,000                | 250,000        | 400,000          | 60         | 2     |
| 60411                  | AODA COMPLIANCE                                | 0              | 0              | 0                | 83,613           | 50,000                 | 100,000        | 100,000          | 0          | 3     |
| 63010                  | GENERAL APPROPRIATION                          | 210,132        | 191,244        | 309,243          | 521,934          | 90,000                 | 90,000         | 190,000          | 111        | 2     |
|                        | <b>TOTAL EXPENSES</b>                          | <b>760,132</b> | <b>741,244</b> | <b>1,016,231</b> | <b>1,180,947</b> | <b>240,000</b>         | <b>440,000</b> | <b>1,265,000</b> | <b>188</b> |       |

**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. Budget includes replacement cost for aging equipment and estimated cost for utility analysis software from PWC. 2019/2020 actual cost includes office renovation. 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 actual cost was 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<br>ACTUAL   | 2018<br>ACTUAL   | 2019<br>ACTUAL   | 2020<br>ACTUAL   | 2021<br>Q2<br>FORECAST | 2021<br>BUDGET   | 2022<br>BUDGET   | %Increase  | Notes |
|------------------------|--------------------------------------------------|------------------|------------------|------------------|------------------|------------------------|------------------|------------------|------------|-------|
| <b>1-50-310-50310-</b> |                                                  |                  |                  |                  |                  |                        |                  |                  |            |       |
|                        | <b>EXPENSE</b>                                   |                  |                  |                  |                  |                        |                  |                  |            |       |
| 60000                  | SALARIES - PERMANENT                             | 808,698          | 820,116          | 904,226          | 946,818          | 790,563                | 988,622          | 878,435          | (11)       | 1     |
| 60001                  | BENEFITS - PERM                                  | 230,552          | 217,340          | 245,371          | 222,707          | 229,352                | 283,930          | 256,090          | (10)       | 1     |
| 60002                  | SALARIES & BENEFIT- HOURLY (SCHEDULERS)          | 175,100          | 238,939          | 100,016          | 11,551           | 0                      | 0                | 0                | 0          | 2     |
| 60424                  | EQUIPMENT RENTAL                                 | 52,167           | 53,692           | 16,643           | 116,239          | 55,000                 | 55,000           | 63,774           | 16         | 11    |
| 60425                  | EXPENSE ALLOWANCE                                | 1,622            | 3,918            | 3,958            | 705              | 1,000                  | 1,200            | 3,000            | 150        |       |
| 60439                  | MEMBERSHIP, DUES & SUBSCRIPTIONS                 | 0                | 4,153            | 150              | 230              | 700                    | 500              | 700              | 40         | 5     |
| 60451                  | SAFETY ENGINEERING                               | 63,745           | 72,688           | 96,597           | 39,029           | 40,000                 | 40,000           | 80,000           | 100        | 13    |
| 60459                  | TRAINING & DEVELOPMENT - UNIONIZED               | 42,160           | 10,997           | 16,167           | 15,825           | 15,000                 | 40,000           | 25,000           | (38)       | 4     |
| 60800                  | SALARIES - CONTRACT (PC II/FC II)                | 0                | 0                | 0                | 0                | 0                      | 81,318           | 84,909           | 4          | 3     |
| 61108                  | SALARIES - CONTRACT RECOVERED FROM EVENTS        | 0                | 0                | 0                | 0                | 0                      | (40,659)         | (42,455)         | 4          | 3     |
| 61056                  | LANDSCAPING EXTERIOR                             | 168,982          | 119,841          | 188,822          | 115,440          | 120,000                | 125,000          | 175,000          | 40         | 9     |
| 61057                  | LANDSCAPING INTERIOR                             | 35,455           | 14,504           | 39,704           | 15,508           | 20,000                 | 25,000           | 35,000           | 40         | 8     |
| 61058                  | LEASABLE F.F.E.-FURNITURE REPAIRS                | 19,010           | 13,062           | 2,699            | 3,061            | 3,000                  | 20,000           | 10,000           | (50)       |       |
| 61094                  | SOFT LANDSCAPING                                 | 23,437           | 16,417           | 68,741           | 0                | 25,000                 | 25,000           | 23,000           | (8)        | 12    |
| 61102                  | TREE MAINTENANCE                                 | 23,018           | 18,955           | 13,315           | 15,980           | 20,000                 | 50,000           | 25,000           | (50)       | 14    |
| 61103                  | CONTRIBUTE FROM ENVIRONMENTAL PROTECTION RESERVE | 0                | (25,000)         | 0                | 0                | 0                      | 0                | 0                | 0          | 14    |
| 63105                  | EQUIPMENT FUEL                                   | 11,645           | 25,213           | 19,866           | 7,080            | 11,000                 | 11,000           | 20,000           | 82         | 10    |
| 63126                  | SUPPLIES & GENERAL                               | 3,841            | 11,555           | 27,390           | 35,065           | 10,000                 | 10,000           | 25,000           | 150        | 7     |
| 63127                  | UNIFORMS                                         | 15,354           | 20,919           | 20,205           | 27,741           | 20,000                 | 20,000           | 25,000           | 25         | 6     |
|                        | <b>TOTAL EXPENSES</b>                            | <b>1,674,786</b> | <b>1,637,308</b> | <b>1,763,870</b> | <b>1,572,980</b> | <b>1,360,615</b>       | <b>1,735,911</b> | <b>1,687,454</b> | <b>(3)</b> |       |

**NOTE:**

- Provision for cost of living increase and financial reward.
- 2022 additional staff budget requested by department. Budget for three full time schedulers (cleaning and general labour) are merged with permanent salary budget account 60000 in 2019.
- Budget provided for contract as needed for events and tenants grade 4 Facility Coordinators total 2,700 hours per year (i.e. 4X675 hours), net of 50% recoveries from clients.
- Awareness in Health and Safety for Trades. Supervisor training, WHMIS, material handling tractors, forklift, high reach equip, IATSE.
- Three managers require affiliation with RCO/CAEM/IAAM. 2021 budget request include compost council AGM expenses and conference
- Increase in prior years due to improving appearance of all staff
- General office supplies, file folders, pens, paper, labels, punch cards, waste roll-off slips, business cards. 2018 budget includes \$15,000 various signage for ground (transferred from department 50-334) and supplies for Production Service (department 50-330)
- Budget provided for interior plant revitalization, Living Wall maintenance, service agreement for maintenance of approx. 80 flowers pots, two wall upgrades per year, and new plants upgrade.
- 2022 budget request increase by approx. \$45K (\$15K for Manitoba + \$30K for tenants areas coverage). Budget include \$99K contract with Toronto Parks. Cost increase due to City parks hires additional two students to maintain scrubs and flowers and additional costs downloaded from City park. 2015 includes one time cost of \$200K imposed by City to cover the landscaping cost during Pan Am
- Budget provided for ground propane (net of recoveries from subcontractors) and an anticipated decrease in the propane cost as advised by City Fleet department. Also, there is reduction in need of propane fuel (CNE & Electrical now 3rd party)
- Rental of farm equipment, tractors, 9 golf carts for three months and snow removal equipment.
- For sod replacement & tree pruning, new upgrades of planters and flowers, red and natural mulch. 2019 includes cost for living wall installation
- For safety compliance and training and annual grounds safety audit service provided by 2122654 Ontario Inc.(D.Yamashita @ approx. 650 hrs./year). 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)
- 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)

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**50-316 - LABOUR SERVICE EXPENSES**

| ACCT#                  | ACCOUNT NAME                                      | 2017<br>ACTUAL | 2018<br>ACTUAL | 2019<br>ACTUAL | 2020<br>ACTUAL | 2021<br>Q2<br>FORECAST | 2021<br>BUDGET | 2022<br>BUDGET | %Increase  | Notes    |
|------------------------|---------------------------------------------------|----------------|----------------|----------------|----------------|------------------------|----------------|----------------|------------|----------|
| <b>1-50-316-50316-</b> |                                                   |                |                |                |                |                        |                |                |            |          |
|                        | <b>EXPENSE</b>                                    |                |                |                |                |                        |                |                |            |          |
| 60002                  | SALARIES & BENEFITS - HOURLY (MAINTENANCE)        | 320,702        | 282,132        | 400,469        | 300,896        | 300,000                | 321,921        | 326,697        | 1          | 1,5      |
| 60009                  | SALARIES & BENEFITS - HOURLY (RECOVERABLE)        | 1,159,020      | 1,079,997      | 1,178,414      | 216,921        | 161,000                | 598,000        | 1,113,400      | 86         | 2        |
|                        | TOTAL SALARIES & BENEFITS - HOURLY                | 1,479,722      | 1,362,129      | 1,578,883      | 517,816        | 461,000                | 919,921        | 1,440,097      | 57         |          |
| 61107                  | BOG RECOVERIES                                    | (279,211)      | (224,988)      | (236,772)      | (85,751)       | (100,000)              | (63,600)       | (289,800)      | 356        | 2        |
| 61108                  | ECC RECOVERIES                                    | (412,691)      | (432,844)      | (531,726)      | (122,793)      | (50,000)               | (136,100)      | (428,300)      | 215        | 2        |
| 61020                  | CNEA RECOVERIES                                   | (375,298)      | (397,423)      | (382,349)      | (2,564)        | (5,000)                | (392,000)      | (299,900)      | (23)       | 2        |
| 61086                  | COCA COLA RECOVERIES                              | (24,357)       | (9,559)        | (4,712)        | (1,033)        | (1,000)                | (1,000)        | (25,300)       | 2,430      | 2        |
| 61097                  | BMO FIELD                                         | (31,030)       | 42             | (586)          | 0              | -                      | (200)          | (32,200)       | ####       |          |
| 61110                  | BEANFIELD RECOVERY                                | (36,434)       | (15,225)       | (22,270)       | (4,779)        | (5,000)                | (5,100)        | (37,900)       | 643        |          |
|                        | <b>MAINTENANCE SALARIES AND BENEFITS - HOURLY</b> | <b>320,702</b> | <b>282,132</b> | <b>400,469</b> | <b>300,896</b> | <b>300,000</b>         | <b>321,921</b> | <b>326,697</b> | <b>1</b>   | <b>1</b> |
| 60801                  | CONTRACT SERVICE - SNOW REMOVAL                   | 0              | 0              | 158,909        | 5,653          | 66,000                 | 66,500         | 68,495         | 3          | 5        |
| 61093                  | SNOW REMOVAL - SUPPLIES                           | 33,614         | 35,223         | 60,070         | 19,486         | 50,000                 | 50,000         | 44,651         | (11)       | 4        |
| 63126                  | TOOLS, SUPPLIES AND EQUIPMENTS                    | 32,572         | 33,312         | 39,314         | 1,339          | 5,000                  | 30,618         | 30,915         | 1          | 3        |
|                        | <b>SUBTOTAL</b>                                   | <b>66,187</b>  | <b>68,535</b>  | <b>258,293</b> | <b>26,478</b>  | <b>121,000</b>         | <b>147,118</b> | <b>144,061</b> | <b>(2)</b> |          |
|                        | <b>TOTAL EXPENSE</b>                              | <b>386,889</b> | <b>350,667</b> | <b>658,762</b> | <b>327,374</b> | <b>421,000</b>         | <b>469,039</b> | <b>470,758</b> | <b>0</b>   |          |

**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

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**50-321 - ELECTRICAL EXPENSES**

| ACCT#                  | ACCOUNT NAME                                  | 2017<br>ACTUAL   | 2018<br>ACTUAL   | 2019<br>ACTUAL   | 2020<br>ACTUAL | 2021<br>Q2<br>FORECAST | 2021<br>BUDGET | 2022<br>BUDGET   | %Increase  | Notes |
|------------------------|-----------------------------------------------|------------------|------------------|------------------|----------------|------------------------|----------------|------------------|------------|-------|
| <b>1-50-321-50321-</b> |                                               |                  |                  |                  |                |                        |                |                  |            |       |
| <b>EXPENSE</b>         |                                               |                  |                  |                  |                |                        |                |                  |            |       |
| 60002                  | SALARIES & BENEFITS - HOURLY (MAINTENANCE)    | 956,380          | 842,666          | 785,357          | 567,009        | 570,000                | 700,000        | 825,000          | 18         | 1,3   |
| 60009                  | SALARIES & BENEFITS - HOURLY (RECOVERABLE)    | 488,523          | 405,688          | 480,104          | 191,466        | 200,000                | 242,400        | 403,700          | 67         | 8     |
|                        | TOTAL SALARIES & BENEFITS - HOURLY            | 1,444,904        | 1,248,354        | 1,265,461        | 758,476        | 770,000                | 942,400        | 1,228,700        | 30         |       |
| 61107                  | BOG RECOVERIES                                | (103,795)        | (148,791)        | (219,709)        | (145,493)      | (180,000)              | (59,000)       | (161,000)        | 173        | 10    |
| 61020                  | CNEA RECOVERIES                               | (226,287)        | (145,440)        | (155,141)        | (74)           | 0                      | (159,000)      | (121,700)        | (23)       | 9     |
| 61086                  | COCA COLA RECOVERIES                          | (359)            | 0                | 0                | 0              | 0                      | 0              | 0                | 0          | 8     |
| 61108                  | ECC ELECCTRICAL/SHOW RECOVERIES               | (51,185)         | (6,339)          | (8,003)          | (5,310)        | (5,000)                | (2,000)        | (7,000)          | 250        | 8     |
| 61097                  | BMO FIELD RECOVERIES                          | (1,470)          | 0                | 0                | 0              | 0                      | 0              | 0                | 0          | 8     |
| 61110                  | BFC RECOVERIES                                | (105,426)        | (105,118)        | (97,252)         | (40,589)       | (15,000)               | (22,400)       | (114,000)        | 409        | 11    |
|                        | MAINTENANCE SALARIES AND BENEFITS - HOURLY    | 956,380          | 842,666          | 785,357          | 567,009        | 570,000                | 700,000        | 825,000          | 18         | 1     |
| 60424                  | EQUIPMENT RENTAL                              | 0                | 1,595            | 2,116            | 0              | 2,000                  | 3,000          | 1,800            | (40)       | 2     |
| 60801                  | CONTRACTED SERVICES                           | 17,390           | 16,199           | 18,003           | 15,823         | 16,000                 | 25,000         | 30,000           | 20         | 3     |
| 61010                  | BUILDING MAINTENANCE                          | 19,514           | 962              | 12,343           | 2,633          | 5,000                  | 25,000         | 20,000           | (20)       | 5     |
| 61028                  | CONTROL MAINTENANCE                           | 11,338           | 10,847           | 8,100            | 6,233          | 5,000                  | 12,000         | 10,000           | (17)       | 7     |
| 61032                  | ELECTRICAL MAINTENANCE SUPPLIES AND EQUIPMENT | 143,363          | 138,964          | 159,906          | 102,079        | 110,000                | 170,000        | 170,000          | 0          | 4     |
| 61099                  | STREET LIGHTING                               | 39,913           | 49,849           | 50,377           | 40,884         | 45,000                 | 50,000         | 40,000           | (20)       | 6     |
| 63126                  | SUPPLIES & GENERAL                            | 506              | 285              | 181              | 480            | 200                    | 200            | 500              | 150        | 8     |
|                        | <b>SUBTOTAL</b>                               | <b>232,024</b>   | <b>218,701</b>   | <b>251,026</b>   | <b>168,131</b> | <b>183,200</b>         | <b>285,200</b> | <b>272,300</b>   | <b>(5)</b> |       |
|                        | <b>TOTAL EXPENSE</b>                          | <b>1,188,404</b> | <b>1,061,367</b> | <b>1,036,383</b> | <b>735,141</b> | <b>753,200</b>         | <b>985,200</b> | <b>1,097,300</b> | <b>11</b>  |       |

**NOTE:**

- 2022 budget provided for estimated COLA increase; pending union negotiation  
Full time operator for District Energy System salary and benefits is provided under department 50-303, on page 18.
- Includes high reach equipment, golf carts
- 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.
- Materials, equipment, emergency generator annual load bank testing, electrical motor repairs, emergency transfer switch annual maintenance, high voltage glove testing, safety equipment
- Annual maintenance of all electrical equipment and fixtures for all buildings.
- 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
- Fiber Optic loop and BAS system maintenance and repair and maintenance of Electronic Revenue Grade meter system.
- Cost decrease starting 2016 due to saving from outsourcing Electrical/Mechanical service.
- 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
- Budget provided for recoveries from capital, and to electrical show service to some EP base building events
- 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

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**50-323 - CAPITAL WORKS**

| ACCT#                  | ACCOUNT NAME                                       | 2017<br>ACTUAL  | 2018<br>ACTUAL | 2019<br>ACTUAL | 2020<br>ACTUAL   | 2021<br>Q2<br>FORECAST | 2021<br>BUDGET | 2022<br>BUDGET | %Increase   | Notes |
|------------------------|----------------------------------------------------|-----------------|----------------|----------------|------------------|------------------------|----------------|----------------|-------------|-------|
| <b>1-50-323-50323-</b> |                                                    |                 |                |                |                  |                        |                |                |             |       |
|                        | <b>EXPENSE</b>                                     |                 |                |                |                  |                        |                |                |             |       |
| 60000                  | SALARIES - PERMANENT                               | 408,559         | 420,629        | 431,313        | 459,140          | 319,175                | 397,045        | 434,224        | 9           | 1     |
| 60001                  | EMPLOYEE BENEFITS - PERMANENT                      | 99,253          | 96,574         | 102,105        | 116,756          | 91,891                 | 113,911        | 125,672        | 10          | 1     |
| 60425                  | EXPENSE ALLOWANCES                                 | 0               | 0              | 75             | 0                | 0                      | 400            | 400            | 0           | 5     |
| 60800                  | CONTRACT STAFF- TEMPORARY HELP                     | 0               | 0              | 0              | 0                | 0                      | 3,000          | 0              | (100)       | 3     |
| 60800                  | CONTRACT STAFF - PROJECT MANAGEMENT - HIGH VOLTAGE | 0               | 0              | 0              | 0                | 31,838                 | 127,200        | 132,428        | 4           | 4     |
| 61999                  | RECOVERIES CADD & MISC. PRINTING                   | (1,684)         | (1,405)        | (1,266)        | (122)            | 0                      | (1,200)        | (1,200)        | 0           |       |
| 63119                  | PRINTING                                           | 271             | 169            | 821            | 371              | 500                    | 1,200          | 1,200          | 0           | 6     |
| 63126                  | SUPPLIES & GENERAL                                 | 129             | 156            | 18             | 1,406            | 1,000                  | 700            | 700            | 0           | 7     |
|                        | <b>SUBTOTAL</b>                                    | <b>506,528</b>  | <b>516,124</b> | <b>533,065</b> | <b>577,551</b>   | <b>444,404</b>         | <b>642,256</b> | <b>693,424</b> | <b>8</b>    |       |
| 61109                  | RECOVERIES FROM CITY CAPITAL PROGRAM               | (519,511)       | (446,500)      | (537,000)      | (686,496)        | (638,156)              | (638,156)      | (692,324)      | 8           | 2,1   |
|                        | <b>TOTAL EXPENSE</b>                               | <b>(12,983)</b> | <b>69,624</b>  | <b>(3,935)</b> | <b>(108,945)</b> | <b>(193,752)</b>       | <b>4,100</b>   | <b>1,100</b>   | <b>(73)</b> |       |

**NOTE:**

1. Provision for cost of living increase and financial reward. 2022 budget increase to reflect actual rate for the new staff.
2. Recoveries from Capital budget include salaries and benefits; up to 10% of approved regular Capital expenditures.
3. 2016-2017 actuals includes cost for covering staff on maternity leave
4. Budget provided for additional project manager cost for high voltage system upgrade.
5. Mileage, tokens and parking fees as required while on duty
6. Engineering Bond from Cansel Survey Equipment, printing and stationery cost for pre-engineering work
7. 2022 budget includes Ergo Centric office chair

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**50-325 - CARPENTRY EXPENSES**

| ACCT#                  | ACCOUNT NAME                                      | 2017<br>ACTUAL | 2018<br>ACTUAL | 2019<br>ACTUAL | 2020<br>ACTUAL | 2021<br>Q2<br>FORECAST | 2021<br>BUDGET | 2022<br>BUDGET | %Increase  | Notes    |
|------------------------|---------------------------------------------------|----------------|----------------|----------------|----------------|------------------------|----------------|----------------|------------|----------|
| <b>1-50-325-50325-</b> |                                                   |                |                |                |                |                        |                |                |            |          |
|                        | <b>EXPENSE</b>                                    |                |                |                |                |                        |                |                |            |          |
| 60002                  | SALARIES & BENEFITS - HOURLY (MAINTENANCE)        | 380,764        | 406,439        | 361,791        | 347,600        | 400,000                | 400,583        | 410,000        | 2          | 1        |
| 60009                  | SALARIES & BENEFITS - HOURLY (RECOVERABLE)        | 433,202        | 282,486        | 324,386        | 177,135        | 70,839                 | 193,200        | 279,100        | 44         |          |
|                        | TOTAL SALARIES & BENEFITS - HOURLY                | 813,966        | 688,925        | 686,178        | 524,736        | 470,839                | 593,783        | 689,100        | 16         |          |
| 61107                  | BOG RECOVERIES                                    | (229,917)      | (109,509)      | (148,382)      | (152,388)      | (12,244)               | (39,900)       | (112,500)      | 182        | 1        |
| 61108                  | ECC RECOVERIES                                    | (48,641)       | (60,625)       | (61,035)       | (4,817)        | (48,332)               | (62,600)       | (62,200)       | (1)        | 1        |
| 61020                  | CNEA RECOVERIES                                   | (85,652)       | (72,413)       | (80,780)       | 0              | (1,500)                | (82,800)       | (63,400)       | (23)       | 1        |
| 61086                  | COCA COLA RECOVERIES                              | 0              | 0              | (430)          | (64)           | 0                      | (100)          | (100)          | 0          | 4        |
| 61097                  | BMO FIELD RECOVERIES                              | 0              | 0              | 0              | 0              | 0                      | 0              | 0              | 0          | 4        |
| 61110                  | BFC RECOVERIES                                    | (68,991)       | (39,939)       | (33,759)       | (19,866)       | (8,764)                | (7,800)        | (40,900)       | 424        |          |
|                        | <b>MAINTENANCE SALARIES AND BENEFITS - HOURLY</b> | <b>380,764</b> | <b>406,439</b> | <b>361,791</b> | <b>347,600</b> | <b>400,000</b>         | <b>400,583</b> | <b>410,000</b> | <b>2</b>   | <b>1</b> |
| 60424                  | EQUIPMENT RENTAL                                  | 5,031          | 812            | 2,021          | 0              | 1,000                  | 2,600          | 2,600          | 0          | 3        |
| 60801                  | CONTRACTED SERVICES                               | 132,709        | 151,141        | 171,982        | 128,484        | 130,000                | 146,500        | 130,295        | (11)       | 2        |
| 61010                  | BUILDING MAINT. AND REPAIRS                       | 150,625        | 172,731        | 139,888        | 150,283        | 120,000                | 150,966        | 155,000        | 3          | 5        |
| 61011                  | CARILLON MAINTENANCE                              | 2,260          | 0              | 0              | 0              | 0                      | 2,500          | 1,500          | (40)       |          |
| 61085                  | RENTAL OF EQUIPMENT FOR MAINTENANCE               | 21,991         | 8,044          | 19,666         | 1,637          | 5,000                  | 20,000         | 20,000         | 0          | 3        |
| 63111                  | LOCKSMITH SUPPLIES                                | 9,901          | 5,029          | 3,939          | 1,304          | 3,000                  | 7,500          | 10,000         | 33         | 6        |
|                        | <b>SUBTOTAL</b>                                   | <b>322,515</b> | <b>337,756</b> | <b>337,496</b> | <b>281,707</b> | <b>259,000</b>         | <b>330,066</b> | <b>319,395</b> | <b>(3)</b> |          |
|                        |                                                   |                |                |                |                |                        |                |                | <b>0</b>   |          |
|                        | <b>TOTAL EXPENSE</b>                              | <b>703,280</b> | <b>744,194</b> | <b>699,287</b> | <b>629,307</b> | <b>659,000</b>         | <b>730,649</b> | <b>729,395</b> | <b>(0)</b> |          |

**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

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**50-326 - PAINTING EXPENSES**

| ACCT#                  | ACCOUNT NAME                               | 2017<br>ACTUAL | 2018<br>ACTUAL | 2019<br>ACTUAL | 2020<br>ACTUAL | 2021<br>Q2<br>FORECAST | 2021<br>BUDGET | 2022<br>BUDGET | %Increase | Notes |
|------------------------|--------------------------------------------|----------------|----------------|----------------|----------------|------------------------|----------------|----------------|-----------|-------|
| <b>1-50-326-50326-</b> |                                            |                |                |                |                |                        |                |                |           |       |
|                        | <b>EXPENSE</b>                             |                |                |                |                |                        |                |                |           |       |
| 60002                  | SALARIES & BENEFITS - HOURLY (MAINTENANCE) | 232,548        | 231,417        | 199,958        | 81,609         | 85,000                 | 113,000        | 230,000        | 104       | 1,4   |
| 60009                  | SALARIES & BENEFITS - HOURLY (RECOVERABLE) | 156,958        | 137,165        | 124,681        | 64,874         | 9,000                  | 67,500         | 156,843        | 132       | 1     |
|                        | TOTAL SALARIES & BENEFITS - HOURLY         | 389,507        | 368,582        | 324,639        | 146,482        | 94,000                 | 180,500        | 386,843        | 114       |       |
| 61107                  | BOG RECOVERIES                             | (88,708)       | (75,814)       | (52,889)       | (49,694)       | (7,500)                | (14,200)       | (90,943)       | 540       | 1     |
| 61108                  | ECC RECOVERIES                             | (14,471)       | (9,944)        | (11,801)       | (1,212)        | (1,000)                | (3,000)        | (10,000)       | 233       | 1     |
| 61020                  | CNEA RECOVERIES                            | (33,903)       | (37,432)       | (45,823)       | (995)          | 0                      | (47,000)       | (35,900)       | (24)      | 1     |
| 61086                  | COCA COLA RECOVERIES                       | 0              | (360)          | 0              | 0              | 0                      | 0              | 0              | 0         | 1     |
| 61097                  | BMO FIELD RECOVERIES                       | 0              | 0              | 0              | 0              | 0                      | 0              | 0              | 0         | 1     |
| 61110                  | BFC RECOVERIES                             | (19,876)       | (13,615)       | (14,168)       | (12,973)       | (500)                  | (3,300)        | (20,000)       | 506       |       |
|                        | MAINTENANCE SALARIES AND BENEFITS - HOURLY | 232,548        | 231,417        | 199,958        | 81,609         | 85,000                 | 113,000        | 230,000        | 104       | 1     |
|                        |                                            |                |                |                |                |                        |                |                | 0         |       |
| 60424                  | EQUIPMENT RENTAL                           | 903            | 393            | 890            | 0              | 0                      | 1,200          | 1,200          | 0         | 2     |
| 60801                  | CONTRACTED SERVICES                        | 0              | 0              | 0              | 0              | 0                      | 1,000          | 1,000          | 0         | 4     |
| 61010                  | BUILDING MAINTENANCE                       | 7,902          | 5,882          | 13,765         | 6,331          | 7,000                  | 18,000         | 18,000         | 0         | 3     |
|                        | SUBTOTAL                                   | 8,805          | 6,275          | 14,655         | 6,331          | 7,000                  | 20,200         | 20,200         | 0         |       |
|                        |                                            |                |                |                |                |                        |                |                | 0         |       |
|                        | TOTAL EXPENSE                              | 241,353        | 237,692        | 214,612        | 87,939         | 92,000                 | 133,200        | 250,200        | 88        |       |

**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
4. 2021 budget decrease in house labour , and increase contracting services by similar amount. \$120k expect for an open PO

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**50-327 - MECHANICAL & GARAGE EXPENSES**

| ACCT#                  | ACCOUNT NAME                                       | 2017<br>ACTUAL | 2018<br>ACTUAL | 2019<br>ACTUAL | 2020<br>ACTUAL | 2021<br>Q2<br>FORECAST | 2021<br>BUDGET | 2022<br>BUDGET | %Increase   | Notes    |
|------------------------|----------------------------------------------------|----------------|----------------|----------------|----------------|------------------------|----------------|----------------|-------------|----------|
| <b>1-50-327-50327-</b> |                                                    |                |                |                |                |                        |                |                |             |          |
|                        | <b><u>EXPENSE</u></b>                              |                |                |                |                |                        |                |                |             |          |
| 60000                  | SALARIES - PERMANENT                               | 0              | 0              | 0              | 0              | 149,615                | 149,615        | 155,450        | 4           | 1        |
| 60001                  | BENEFITS - PERM                                    | 0              | 0              | 0              | 0              | 43,318                 | 42,459         | 45,225         | 7           | 1        |
|                        | <b>SUB TOTAL SALARIES AND BENEFITS - PERMANENT</b> |                | 0              | 0              | 0              | 192,933                | 192,074        | 200,675        | 4           |          |
| 60002                  | SALARIES & BENEFITS - HOURLY (MAINTENANCE)         | 140,350        | 139,383        | 111,743        | 117,660        | 49,531                 | 68,160         | 52,121         | (24)        | 2        |
| 60009                  | SALARIES & BENEFITS - HOURLY (RECOVERABLE)         | 31,871         | 21,258         | 34,070         | 27,416         | 8,419                  | 24,900         | 28,300         | 14          | 2        |
|                        | <b>TOTAL SALARIES &amp; BENEFITS - HOURLY</b>      | <b>172,221</b> | <b>160,641</b> | <b>145,813</b> | <b>145,077</b> | <b>57,950</b>          | <b>93,060</b>  | <b>80,421</b>  | <b>(14)</b> | <b>2</b> |
| 61107                  | BOG RECOVERIES                                     | (8,134)        | 0              | (13,272)       | (25,910)       | (8,419)                | (3,600)        | (8,000)        | 122         | 3        |
| 61108                  | ECC RECOVERIES                                     | (3,381)        | (679)          | 0              | 0              | 0                      | 0              | (3,000)        | 0           | 3        |
| 61020                  | CNEA RECOVERIES                                    | (19,319)       | (20,578)       | (20,798)       | 0              | 0                      | (21,300)       | (16,300)       | (23)        | 4        |
| 61110                  | BFC RECOVERIES                                     | (1,037)        | 0              | 0              | 0              | 0                      | 0              | (1,000)        | 0           | 3        |
| 61097                  | BMO FIELD                                          | 0              | 0              | 0              | 0              | 0                      | 0              | 0              | 0           | 3        |
| 61086                  | COCA COLA RECOVERY                                 | 0              | 0              | 0              | (1,507)        | 0                      | 0              | 0              | 0           | 3        |
|                        | <b>MAINTENANCE SALARIES AND BENEFITS - HOURLY</b>  | <b>140,350</b> | <b>139,383</b> | <b>111,743</b> | <b>117,660</b> | <b>49,531</b>          | <b>68,160</b>  | <b>52,121</b>  | <b>(24)</b> | <b>2</b> |
| 60424                  | EQUIPMENT RENTAL                                   | 2,797          | 4,612          | 2,997          | 3,575          | 3,000                  | 3,000          | 3,000          | 0           | 7        |
| 60466                  | VEHICLE LICENSES                                   | 13,984         | 9,929          | 10,618         | 10,706         | 12,000                 | 16,000         | 16,000         | 0           |          |
| 61036                  | EQUIPMENT MAINTENANCE (INCL. WELDING SUPPLIES)     | 127,560        | 115,825        | 145,070        | 92,193         | 95,000                 | 95,000         | 115,000        | 21          | 5        |
| 61105                  | VEHICLE MAINTENANCE                                | 17,571         | 56,904         | 45,855         | 29,008         | 30,000                 | 40,000         | 54,000         | 35          | 6        |
| 63102                  | DIESEL FUEL                                        | 39,786         | 38,346         | 42,701         | 24,609         | 25,000                 | 25,000         | 40,000         | 60          |          |
| 63107                  | PROPANE & GASOLINE                                 | 27,479         | 28,362         | 31,362         | 24,753         | 25,000                 | 40,000         | 35,000         | (13)        |          |
| 63117                  | PETROLEUM PRODUCTS                                 | 0              | 0              | 3,148          | 511            | 1,000                  | 1,500          | 2,500          | 67          |          |
|                        | <b>SUBTOTAL</b>                                    | <b>229,177</b> | <b>253,978</b> | <b>281,751</b> | <b>185,354</b> | <b>191,000</b>         | <b>220,500</b> | <b>265,500</b> | <b>20</b>   |          |
|                        | <b>TOTAL EXPENSE</b>                               | <b>369,527</b> | <b>393,361</b> | <b>393,494</b> | <b>303,015</b> | <b>433,464</b>         | <b>480,734</b> | <b>518,296</b> | <b>8</b>    |          |

**NOTE:**

1. Provision for cost of living increase and financial reward. 2021/2022 budget provided for two full time positions: one leader hand mechanic (transferred from operation department 50-301) and one mechanic who became full time permanent (transferred from GL #60002)
2. 2021/2022 budget provide for one contracted Mechanic. Previous years includes two contracted mechanics, now one has became permanent - moved to GL#60000
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 includes 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.
7. Golf carts one extra month rental; oxy/acetylene, argon now required for welding services which used to be in the Welding budget from Camcarb

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**50-328 - PLUMBING EXPENSES**

| ACCT#                  | ACCOUNT NAME                                      | 2017<br>ACTUAL | 2018<br>ACTUAL | 2019<br>ACTUAL | 2020<br>ACTUAL | 2021<br>Q2<br>FORECAST | 2021<br>BUDGET | 2022<br>BUDGET | %Increase | Notes |
|------------------------|---------------------------------------------------|----------------|----------------|----------------|----------------|------------------------|----------------|----------------|-----------|-------|
| <b>1-50-328-50328-</b> |                                                   |                |                |                |                |                        |                |                |           |       |
|                        | <b>EXPENSE</b>                                    |                |                |                |                |                        |                |                |           |       |
| 60002                  | SALARIES & BENEFITS - HOURLY (MAINTENANCE)        | 325,941        | 271,955        | 320,686        | 232,801        | 250,000                | 298,000        | 320,000        | 7         | 1     |
| 60009                  | SALARIES & BENEFITS - HOURLY (RECOVERABLE)        | 159,772        | 171,330        | 206,880        | 40,388         | 16,000                 | 164,400        | 156,200        | (5)       | 1     |
|                        | TOTAL SALARIES & BENEFITS - HOURLY                | 485,713        | 443,284        | 527,565        | 273,188        | 266,000                | 462,400        | 476,200        | 2         |       |
| 61107                  | BOG RECOVERIES                                    | (17,649)       | (23,167)       | (15,203)       | (18,342)       | (10,000)               | (4,100)        | (18,000)       | 339       | 1     |
| 61108                  | ECC RECOVERIES                                    | (10,668)       | (8,298)        | (17,820)       | (1,831)        | (1,000)                | (4,600)        | (11,000)       | 139       | 1     |
| 61020                  | CNEA RECOVERIES                                   | (118,479)      | (127,838)      | (145,545)      | (1,285)        | 0                      | (149,200)      | (114,200)      | (23)      | 7     |
| 61086                  | COCA COLA RECOVERIES                              | 0              | (387)          | (948)          | (461)          | 0                      | (200)          | 0              | (100)     | 1     |
| 61097                  | BMO FIELD                                         | (519)          | 0              | 0              | 0              | 0                      | 0              | 0              | 0         | 1     |
| 61110                  | BFC RECOVERIES                                    | (12,458)       | (11,640)       | (27,364)       | (18,469)       | (5,000)                | (6,300)        | (13,000)       | 106       | 1     |
|                        | <b>MAINTENANCE SALARIES AND BENEFITS - HOURLY</b> | 325,941        | 271,955        | 320,686        | 232,801        | 250,000                | 298,000        | 320,000        | 7         | 1     |
| 60424                  | EQUIPMENT RENTAL                                  | 1,610          | 2,606          | 4,834          | 4,951          | 5,000                  | 1,800          | 2,000          | 11        | 9     |
| 60427                  | FIRE PROTECTION EQUIPMENT                         | 264,382        | 357,101        | 291,048        | 350,235        | 272,000                | 257,000        | 330,000        | 28        | 8     |
| 60801                  | CONTRACTED SERVICE                                | 22,616         | 52,664         | 101,488        | 80,842         | 90,000                 | 111,500        | 111,500        | 0         | 5     |
| 61010                  | BUILDING MAINTENANCE                              | 2,499          | 1,110          | 14,681         | 41             | 10,000                 | 15,000         | 15,000         | 0         | 2     |
| 61077                  | PLUMBING MAINTENANCE                              | 45,680         | 42,768         | 41,131         | 19,131         | 35,000                 | 40,000         | 40,000         | 0         | 4     |
| 61104                  | UNDERGROUND SERVICES                              | (2,913)        | 86,627         | 18,490         | 0              | 20,000                 | 50,000         | 60,000         | 20        | 10, 5 |
| 61109                  | WASHROOM TRAILERS                                 | 0              | 0              | 0              | 0              | 0                      | 0              | 0              | 0         | 6     |
| 63128                  | KITCHEN EQUIPMENT                                 | 0              | 0              | 0              | 0              | 0                      | 0              | 0              | 0         | 3     |
|                        | <b>SUBTOTAL</b>                                   | 333,874        | 542,875        | 471,673        | 455,200        | 432,000                | 475,300        | 558,500        | 18        |       |
|                        | <b>TOTAL EXPENSE</b>                              | 659,815        | 814,830        | 792,359        | 688,001        | 682,000                | 773,300        | 878,500        | 14        |       |

**NOTE:**

- Provision for COLA increase.
- Preventative maintenance. In prior years cost was lower because works were done by building operators.
- Kitchen equipment repairs includes items such as drains, faucets, hot water tanks and filters.
- Primarily includes repairs parts and service calls
- 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.
- Cost for maintenance of washroom trailers; merged with 50328-61104 in 2018/2019
- 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.
- 2022 budget increase to include \$50K for adding fire stopping to opening fire separations in Better Living Centre. 2022 budget provided for service agreements for annual inspection of fire alarm system, sprinkler/standpipe and specialized suppression, fire distinguishers, annual review of fire safety plans, annual monitoring of fire alarm system; annual dust collection system; equipments barcoding for tracking as required by City. 2015/2016 cost was high due to NOA.
- Budget provides for one extra month golf cart rental
- 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.

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**50-329 - HVAC EXPENSES**

| ACCT#                  | ACCOUNT NAME                                      | 2017<br>ACTUAL | 2018<br>ACTUAL | 2019<br>ACTUAL | 2020<br>ACTUAL | 2021<br>Q2<br>FORECAST | 2021<br>BUDGET | 2022<br>BUDGET | %Increase    | Notes    |
|------------------------|---------------------------------------------------|----------------|----------------|----------------|----------------|------------------------|----------------|----------------|--------------|----------|
| <b>1-50-329-50329-</b> |                                                   |                |                |                |                |                        |                |                |              |          |
|                        | <b>EXPENSE</b>                                    |                |                |                |                |                        |                |                |              |          |
| 60002                  | SALARIES & BENEFITS - HOURLY (MAINTENANCE)        | 454,082        | 430,631        | 364,263        | 264,609        | 270,000                | 400,000        | 400,000        | 0            | 1        |
| 60009                  | SALARIES & BENEFITS - HOURLY (RECOVERABLE)        | 91,202         | 48,113         | 67,550         | 17,372         | 4,000                  | 19,100         | 79,793         | 318          | 1        |
|                        | TOTAL SALARIES & BENEFITS - HOURLY                | 545,285        | 478,743        | 431,813        | 281,980        | 274,000                | 419,100        | 479,793        | 14           |          |
| 61107                  | BOG RECOVERIES                                    | (35,008)       | (1,089)        | (1,974)        | (3,618)        | 0                      | (500)          | (35,893)       | 7,079        | 1        |
| 61108                  | ECC RECOVERIES                                    | (2,781)        | (3,441)        | (12,067)       | (1,109)        | (2,000)                | (3,100)        | (2,900)        | (6)          | 1        |
| 61020                  | CNEA RECOVERIES                                   | (20,325)       | (3,703)        | (4,011)        | 0              | 0                      | (4,100)        | (3,200)        | (22)         | 1        |
| 61086                  | COCA COLA RECOVERIES                              | 0              | (1,453)        | (2,403)        | (693)          | 0                      | (500)          | (2,500)        | 400          | 1        |
| 61097                  | BMO FIELD                                         | 0              | 0              | (1,295)        | 0              | 0                      | (300)          | (1,300)        | 333          | 1        |
| 61110                  | BFC RECOVERIES                                    | (33,088)       | (38,427)       | (45,800)       | (11,952)       | (2,000)                | (10,600)       | (34,000)       | 221          |          |
|                        | <b>MAINTENANCE SALARIES AND BENEFITS - HOURLY</b> | <b>454,082</b> | <b>430,631</b> | <b>364,263</b> | <b>264,609</b> | <b>270,000</b>         | <b>400,000</b> | <b>400,000</b> | <b>8,019</b> | <b>1</b> |
| 60424                  | EQUIPMENT RENTAL                                  | 4,126          | 2,816          | 4,924          | 426            | 1,000                  | 2,500          | 3,000          | 20           |          |
| 60801                  | CONTRACTED SERVICES                               | 99,133         | 128,384        | 102,992        | 129,370        | 110,000                | 138,500        | 138,000        | (0)          | 3,4      |
| 61010                  | BUILDING MAINTENANCE                              | 48,348         | 39,650         | 66,791         | 2,516          | 5,000                  | 48,000         | 50,000         | 4            | 3        |
| 61028                  | CONTROLS & BUILDING AUTOMATION                    | 103,437        | 123,020        | 109,838        | 92,734         | 100,000                | 120,000        | 123,600        | 3            | 2        |
| 61036                  | EQUIPMENT MAINTENANCE                             | 79,861         | 182,050        | 213,888        | 136,906        | 120,000                | 120,000        | 130,810        | 9            | 4        |
| 61083                  | REFRIGERATION & AIR CONDITIONING                  | 7,741          | 16,975         | 30,289         | 7,507          | 10,000                 | 29,000         | 30,000         | 3            |          |
| 63128                  | KITCHEN EQUIPMENT                                 | 0              | 1,114          | 8,642          | 0              | 0                      | 5,000          | 1,000          | (80)         |          |
|                        | <b>SUBTOTAL</b>                                   | <b>342,646</b> | <b>494,008</b> | <b>537,363</b> | <b>369,458</b> | <b>346,000</b>         | <b>463,000</b> | <b>476,410</b> | <b>3</b>     |          |
|                        | <b>TOTAL EXPENSE</b>                              | <b>796,728</b> | <b>924,639</b> | <b>901,626</b> | <b>634,067</b> | <b>616,000</b>         | <b>863,000</b> | <b>876,410</b> | <b>2</b>     |          |

**NOTE:**

1. Provision for COLA increase.
2. Cost increases due to the need of controls/automation for District Energy System. 2022 budget provided for service agreements for Building Automation System for QE building, JCI - ECC, and
3. 2022 budget provided for steam trap survey and repairs, replacement of unit heaters in General Service Building and Industry Building and replacement of sections of piping in Industry Building..
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<br>ACTUAL   | 2018<br>ACTUAL   | 2019<br>ACTUAL   | 2020<br>ACTUAL   | 2021<br>Q2<br>FORECAST | 2021<br>BUDGET   | 2022<br>BUDGET   | %Increase   | Notes |
|------------------------|----------------------------------------------------|------------------|------------------|------------------|------------------|------------------------|------------------|------------------|-------------|-------|
| <b>1-50-330-50330-</b> |                                                    |                  |                  |                  |                  |                        |                  |                  |             |       |
|                        | <b><u>EXPENSE</u></b>                              |                  |                  |                  |                  |                        |                  |                  |             |       |
| 60000                  | SALARIES - PERMANENT                               | 163,757          | 166,526          | 230,831          | 193,815          | 113,047                | 213,547          | 224,930          | 5           | 1     |
| 60001                  | BENEFITS - PERM                                    | 46,687           | 44,129           | 62,647           | 51,170           | 32,674                 | 61,393           | 65,378           | 6           | 1     |
|                        | <b>SUB TOTAL SALARIES AND BENEFITS - PERMANENT</b> | <b>210,444</b>   | <b>210,655</b>   | <b>293,478</b>   | <b>244,985</b>   | <b>145,721</b>         | <b>274,940</b>   | <b>290,308</b>   |             |       |
| 60002                  | SALARIES & BENEFITS - HOURLY (MAINTENANCE)         | 103,467          | 63,090           | 102,905          | 256,009          | 120,000                | 116,345          | 122,162          | 5           | 2     |
| 60009                  | SALARIES & BENEFITS - HOURLY (RECOVERABLE)         | 5,939,950        | 2,804,738        | 6,498,243        | 803,706          | 84,532                 | 1,994,100        | 6,839,130        | 243         | 3     |
|                        | <b>TOTAL SALARIES &amp; BENEFITS - HOURLY</b>      | <b>6,043,418</b> | <b>2,867,828</b> | <b>6,601,147</b> | <b>1,059,715</b> | <b>204,532</b>         | <b>2,110,445</b> | <b>6,961,292</b> | <b>230</b>  |       |
| 61107                  | BOG RECOVERIES - IATSE                             | (1,249,077)      | (748,203)        | (1,105,639)      | (227,994)        | (53,999)               | (297,000)        | (1,180,530)      | 297         | 3     |
| 61108                  | ECC RECOVERIES - IATSE                             | (1,052,960)      | (536,687)        | (1,797,104)      | (161,378)        | 0                      | (460,000)        | (1,924,692)      | 318         | 3     |
| 61020                  | CNEA RECOVERIES - IATSE                            | (527,852)        | (20,633)         | (527,501)        | (3,181)          | 0                      | (540,800)        | (413,700)        | (24)        | 3     |
| 61086                  | COCA COLA RECOVERIES                               | (789,044)        | (414,997)        | (1,085,321)      | (223,477)        | (30,533)               | (224,100)        | (1,162,000)      | 419         | 3     |
| 61097                  | BMO FIELD                                          | (815,234)        | (289,375)        | (436,158)        | (66,276)         | 0                      | (115,400)        | (498,186)        | 332         | 3     |
| 61110                  | BFC RECOVERIES                                     | (1,505,783)      | (794,843)        | (1,546,520)      | (121,400)        | 0                      | (356,800)        | (1,660,022)      | 365         |       |
|                        | <b>MAINTENANCE SALARIES AND BENEFITS - HOURLY</b>  | <b>103,467</b>   | <b>63,090</b>    | <b>102,905</b>   | <b>256,009</b>   | <b>120,000</b>         | <b>116,345</b>   | <b>122,162</b>   | <b>5</b>    |       |
| 60424                  | EQUIPMENT RENTAL                                   | 0                | 0                | 0                | 0                | 0                      | 0                | 0                | 0           |       |
| 60425                  | EXPENSE ALLOWANCES                                 | 0                | 0                | 39               | 0                | 0                      | 200              | 206              | 3           |       |
| 61036                  | EQUIPMENT MAINTENANCE                              | 6,744            | 12,086           | 5,891            | 4,619            | 6,000                  | 15,000           | 12,000           | (20)        | 4     |
| 63126                  | SUPPLIES & GENERAL                                 | 41               | 0                | 1,912            | 0                | 1,000                  | 1,000            | 1,000            | 0           | 5     |
|                        | <b>SUBTOTAL</b>                                    | <b>6,785</b>     | <b>12,086</b>    | <b>7,842</b>     | <b>4,619</b>     | <b>7,000</b>           | <b>16,200</b>    | <b>13,206</b>    | <b>(18)</b> |       |
|                        |                                                    |                  |                  |                  |                  |                        |                  |                  | <b>0</b>    |       |
|                        | <b>TOTAL EXPENSE</b>                               | <b>320,697</b>   | <b>285,830</b>   | <b>404,224</b>   | <b>505,612</b>   | <b>272,721</b>         | <b>407,485</b>   | <b>425,676</b>   | <b>4</b>    |       |

**NOTE:**

1. Provision for cost of living increase and financial reward. 2021 forecast was lower because of staff gapping. Budget transferred from Facility Department 50-310 in 2020; provided for three full time staff (1 Manager, 1 PC and 1 Production Assistant). Production Assistant (From 2019 to 2021 was Production Scheduler for production service in order to meet CBA requirements and anticipated higher volume; this position was added to HR Org Chart May 2019).
2. Budget provided for non recoverable wages/benefits paid to full time scheduled unionized staff. Provision for increase per collective agreement. 2020 actual cost was high due to wages and benefits paid to unionized staff and not recoverable from events during the pandemic.
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**

| ACCT#                  | ACCOUNT NAME                                       | 2017<br>ACTUAL   | 2018<br>ACTUAL   | 2019<br>ACTUAL   | 2020<br>ACTUAL   | 2021<br>Q2<br>FORECAST | 2021<br>BUDGET   | 2022<br>BUDGET   | %Increase  | Notes |
|------------------------|----------------------------------------------------|------------------|------------------|------------------|------------------|------------------------|------------------|------------------|------------|-------|
| <b>1-50-500-50500-</b> |                                                    |                  |                  |                  |                  |                        |                  |                  |            |       |
|                        | <b>EXPENSE</b>                                     |                  |                  |                  |                  |                        |                  |                  |            |       |
| 60000                  | SALARIES - PERMANENT                               | 560,537          | 552,941          | 584,938          | 588,879          | 916,760                | 933,045          | 1,026,190        | 10         | 1     |
| 60001                  | BENEFITS - PERM                                    | 139,248          | 136,232          | 146,644          | 142,376          | 256,946                | 246,079          | 284,695          | 16         | 1     |
|                        | <b>SUB TOTAL SALARIES AND BENEFITS - PERMANENT</b> | <b>699,785</b>   | <b>689,173</b>   | <b>731,581</b>   | <b>731,255</b>   | <b>1,173,706</b>       | <b>1,179,124</b> | <b>1,310,885</b> | <b>11</b>  |       |
| 60002                  | SALARIES AND BENEFITS - HOURLY                     | 847,033          | 782,907          | 855,901          | 664,975          | 265,000                | 533,667          | 551,556          | 3          | 2     |
| 60009                  | SALARIES & BENEFITS - HOURLY (RECOVERABLE)         | 108,200          | 86,445           | 108,520          | 24,310           | 60,100                 | 60,100           | 111,300          | 85         | 3     |
|                        | <b>TOTAL SALARIES &amp; BENEFITS - HOURLY</b>      | <b>955,232</b>   | <b>869,352</b>   | <b>964,422</b>   | <b>689,286</b>   | <b>325,100</b>         | <b>593,767</b>   | <b>662,856</b>   | <b>12</b>  |       |
| 61107                  | BOG RECOVERIES                                     | (11,173)         | (9,600)          | (10,311)         | (12,768)         | (45,800)               | (5,800)          | (10,600)         | 83         | 3     |
| 61108                  | ECC RECOVERIES                                     | (21,091)         | (5,597)          | (11,550)         | (2,615)          | (5,000)                | (5,000)          | (11,800)         | 136        | 3     |
| 61020                  | CNEA RECOVERIES                                    | 0                | 0                | 0                |                  | 0                      | 0                | 0                | 0          | 6     |
| 61086                  | COCA COLA RECOVERIES                               | (5,703)          | (6,475)          | (4,348)          | (2,069)          | 0                      | 0                | (4,500)          | 0          |       |
| 61097                  | BMO FIELD                                          | (6,144)          | (192)            | 0                |                  | 0                      | 0                | 0                | 0          |       |
| 61110                  | BFC RECOVERIES                                     | (64,088)         | (64,580)         | (82,311)         | (6,858)          | (9,300)                | (49,300)         | (84,400)         | 71         |       |
|                        | <b>SUB TOTAL - HOURLY SALARIES AND BENEFITS</b>    | <b>847,033</b>   | <b>782,907</b>   | <b>855,901</b>   | <b>664,975</b>   | <b>265,000</b>         | <b>533,667</b>   | <b>551,556</b>   | <b>302</b> |       |
| 60424                  | EQUIPMENT RENTALS                                  | 5,878            | 9,957            | 14,386           | 2,052            | 4,000                  | 4,000            | 4,000            | 0          |       |
| 60439                  | MEMBERSHIPS                                        | 923              | 339              | 80               | 336              | 300                    | 650              | 650              | 0          |       |
| 60459                  | STAFF DEVELOPMENT/TRAINING - UNIONIZED             | 7,620            | 9,627            | 7,314            | 56               | 0                      | 0                | 0                | 0          | 5     |
| 61036                  | EQUIPMENT MAINTENANCE                              | 56,784           | 94,923           | 86,599           | 93,251           | 90,000                 | 99,000           | 99,000           | 0          | 4     |
| 63126                  | SUPPLIES & GENERAL                                 | 2,069            | 2,123            | 7,338            | 815              | 1,000                  | 3,000            | 3,000            | 0          |       |
| 63127                  | UNIFORMS                                           | 12,259           | 15,182           | 32,352           | 8,408            | 8,000                  | 15,000           | 15,000           | 0          | 7     |
|                        | <b>SUB TOTAL - OTHER EXPENSES</b>                  | <b>85,534</b>    | <b>132,150</b>   | <b>148,069</b>   | <b>104,918</b>   | <b>103,300</b>         | <b>121,650</b>   | <b>121,650</b>   | <b>0</b>   |       |
|                        | <b>TOTAL EXPENSE</b>                               | <b>1,632,351</b> | <b>1,604,231</b> | <b>1,735,552</b> | <b>1,501,148</b> | <b>1,542,006</b>       | <b>1,834,441</b> | <b>1,984,091</b> | <b>8</b>   |       |

**NOTE:**

1. Provision for cost of living increase and financial reward. 2021/2022 budget provides for Security Supervisors and eight full time permanent Security Guards. Starting from 2014 cost includes 50% of Director.
2. Unionized security guards were decertified in October 2019. Budget provided for casual/temporary security guards; 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 equipment 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<br>ACTUAL | 2018<br>ACTUAL | 2019<br>ACTUAL | 2020<br>ACTUAL | 2021<br>Q2<br>FORECAST | 2021<br>BUDGET | 2022<br>BUDGET | %Increase | Notes |
|------------------------|-------------------------------------------------|----------------|----------------|----------------|----------------|------------------------|----------------|----------------|-----------|-------|
| <b>1-50-600-50600-</b> |                                                 |                |                |                |                |                        |                |                |           |       |
|                        | <b><u>EXPENSE</u></b>                           |                |                |                |                |                        |                |                |           |       |
| 60255                  | PRESS & FOOD BUILDINGS - HYDRO                  | 56,793         | 73,382         | 67,446         | 119,792        | 69,100                 | 69,100         | 69,100         | 0         | 2     |
| 60252                  | PRESS & FOOD BUILDINGS - GAS                    | 1,780          | 1,772          | 1,240          | 1,786          | 1,300                  | 1,300          | 1,300          | 0         | 2     |
| 60281                  | PRESS & FOOD BUILDINGS - WATER                  | 2,487          | 8,791          | 2,761          | 595            | 2,800                  | 2,800          | 2,800          | 0         | 2     |
| 61061                  | PRESS BUILDING - MAINTENANCE - R&M ( (NON SOGR) | 40,737         | 0              | 0              | 0              | 0                      | 0              | 0              | 0         | 3     |
| 61036                  | FOOD BUILDING - REPAIR & MAINTENANCE (NON SOGR) | 0              | 0              | 0              | 0              | 0                      | 0              | 0              | 0         | 3     |
| 61113                  | UTILITIES RECOVERIES - PRESS & FOOD BUILDING    | (44,938)       | (83,945)       | (71,446)       | (122,173)      | (73,200)               | (73,200)       | (73,200)       | 0         | 4     |
| 43007                  | R&M RECOVERIES - PRESS & FOOD BUILDINGS         | (40,737)       | 0              | 0              | 0              | 0                      | 0              | 0              | 0         | 4     |
|                        | <b>TOTAL EXPENSE</b>                            | <b>16,121</b>  | <b>0</b>       | <b>0</b>       | <b>0</b>       | <b>0</b>               | <b>0</b>       | <b>0</b>       | <b>0</b>  |       |

**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**

|      |                                                 | 2017             | 2018             | 2019             | 2020             | 2021               | 2021             | 2022             | %Increase    | Notes |
|------|-------------------------------------------------|------------------|------------------|------------------|------------------|--------------------|------------------|------------------|--------------|-------|
| PAGE | ACCOUNT NAME                                    | ACTUAL           | ACTUAL           | ACTUAL           | ACTUAL           | Q2<br>FORECAST     | BUDGET           | BUDGET           |              |       |
|      | <b><u>REVENUE</u></b>                           |                  |                  |                  |                  |                    |                  |                  |              |       |
|      | RENTAL - SHOWS                                  | 6,434,189        | 7,040,349        | 8,410,589        | 3,281,478        | 1,777,762          | 1,141,417        | 6,644,335        | 482          | 1     |
|      | RENTAL - RAWF                                   | 1,173,537        | 1,195,187        | 1,217,951        | 0                | 0                  | 1,267,016        | 1,293,418        | 2            | 5     |
|      | SUB TOTAL                                       | 7,607,727        | 8,235,536        | 9,628,540        | 3,281,478        | 1,777,762          | 2,408,433        | 7,937,753        | 230          | 1     |
|      | ELECTRICAL SERVICES - NET                       | 1,014,899        | 990,671          | 1,290,569        | 402,997          | 30,000             | 432,800          | 772,664          | 79           | 3     |
|      | CATERING CONCESSIONS                            | 818,318          | 803,546          | 1,040,840        | 197,062          | 70,000             | 196,200          | 694,000          | 254          | 2     |
|      | SHOW SERVICES - NET                             | 693,672          | 560,332          | 974,133          | 255,841          | 58,000             | 292,565          | 689,701          | 136          | 4     |
| 36   | TECHNOLOGY & INFORMATION SERVICES - NET REVENUE | 440,902          | 374,841          | 255,378          | 220,031          | 149,086            | 369,619          | 472,496          | 28           |       |
| 38   | SPONSORSHIP - NET                               | 68,000           | 89,125           | 88,024           | 27,658           | 13,500             | 87,100           | 85,958           | (1)          |       |
| 40   | OFFICIAL SUPPLIER                               | 86,040           | 22,599           | 125,743          | 11,698           | 15,000             | 31,800           | 23,789           | (25)         |       |
| 40   | ABM COMMISSIONS                                 | 118,960          | 108,256          | 85,388           | 5,336            | 5,000              | 33,600           | 85,000           | 153          |       |
| 40   | INTEREST AND OTHER INCOME                       | 263,536          | 322,096          | 167,859          | 353,341          | 1,500              | 0                | 35,000           | 0            |       |
|      | NAMING RIGHTS REVENUE - ECC                     | 750,000          | 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)        | (750,000)        | 0            |       |
|      | TOTAL REVENUE                                   | 11,112,053       | 11,507,002       | 13,656,475       | 4,755,442        | 2,119,848          | 3,852,117        | 10,796,361       | 180          |       |
|      | <b><u>EXPENSES</u></b>                          |                  |                  |                  |                  |                    |                  |                  |              |       |
|      | DIRECT SHOW COSTS - PMD                         | 757,516          | 653,919          | 2,572,858        | 524,611          | 160,000            | 158,779          | 510,866          | 222          | 4     |
| 36   | TECHNOLOGY AND INFORMATION SERVICES             | 1,021,370        | 1,015,181        | 996,724          | 1,285,701        | 1,266,505          | 1,092,407        | 1,232,727        | 13           |       |
| 39   | GENERAL MANAGER OF CONVENTION CENTRE AND VENUES | 359,756          | 408,693          | 343,141          | 376,561          | 377,549            | 391,644          | 414,005          | 6            |       |
| 40   | FINANCIAL & DATA SERVICES                       | 56,030           | 154,582          | 171,014          | 41,574           | 39,000             | 39,000           | 88,000           | 126          |       |
| 41   | SALES AND MARKETING                             | 1,794,155        | 1,777,310        | 1,701,535        | 1,244,803        | 1,245,689          | 1,608,993        | 2,185,145        | 36           |       |
| 42   | EVENT MANAGEMENT                                | 1,296,920        | 1,337,062        | 1,188,688        | 1,101,917        | 1,099,930          | 1,114,888        | 1,209,171        | 8            |       |
|      | SUB TOTAL                                       | 5,285,748        | 5,346,748        | 6,973,960        | 4,575,166        | 4,188,673          | 4,405,711        | 5,639,914        | 28           |       |
|      | <b><u>EXPENSE RECOVERIES</u></b>                |                  |                  |                  |                  |                    |                  |                  |              |       |
| 43   | UTILITIES & CLEANING RECOVERIES                 | (94,005)         | (98,705)         | (48,479)         | (74,138)         | (52,600)           | (97,001)         | (105,454)        | 9            |       |
|      | <b>TOTAL EXPENSES</b>                           | <b>5,191,743</b> | <b>5,248,043</b> | <b>6,925,481</b> | <b>4,501,029</b> | <b>4,136,073</b>   | <b>4,308,710</b> | <b>5,534,460</b> | <b>28</b>    |       |
|      | <b>NET INCOME (LOSS)</b>                        | <b>5,920,310</b> | <b>6,258,959</b> | <b>6,730,994</b> | <b>254,413</b>   | <b>(2,016,224)</b> | <b>(456,593)</b> | <b>5,261,901</b> | <b>1,252</b> |       |

**NOTE:**

1. 2022 budget rent includes \$1.58 mil from unidentified new businesses. 2019 actual revenue was high due to contribution from Collision, Jehovah's Witnesses Convention, Canadian Open Volleyball etc..
2. Minimum commission changed to \$575K in 2015.  
2015-2017 actual includes FSV and Pepsi cases sold commission now reported in department 60-830 on page 40
3. BOG out-sourced electrical/mechanical service to Showtech and received commission starting September 2015. Additional savings is reflected in overhead cost savings from various departments that previously provided electrical/HVAC/plumbing services to events.
4. Budget profit margin % and PMD expense is adjusted to reflect concession given to events per prior years experience. 2019 actual was high because of the IT infrastructure cost for Collision
5. Budget per City Council approved EX35.41 on June 26, 2018 re Multi-Year Agreement with Royal Agricultural Winter Fair and Use of Office Space; 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

60-850 - TECHNOLOGY AND INFORMATION SERVICES

| ACCT#                    | ACCOUNT NAME                                | 2017<br>ACTUAL   | 2018<br>ACTUAL   | 2019<br>ACTUAL   | 2020<br>ACTUAL     | 2021<br>Q2<br>FORECAST | 2021<br>BUDGET   | 2022<br>BUDGET   | %Increase | Notes |
|--------------------------|---------------------------------------------|------------------|------------------|------------------|--------------------|------------------------|------------------|------------------|-----------|-------|
| <b>1-60-850-60850-</b>   |                                             |                  |                  |                  |                    |                        |                  |                  |           |       |
| <b>EXPENSES</b>          |                                             |                  |                  |                  |                    |                        |                  |                  |           |       |
| 60000                    | SALARIES - PERMANENT                        | 691,764          | 823,055          | 663,101          | 732,073            | 657,997                | 720,664          | 750,748          | 4         | 1     |
| 60001                    | BENEFITS - PERMANENT                        | 169,170          | 161,831          | 170,156          | 178,362            | 189,067                | 205,862          | 216,574          | 5         | 1     |
| 60002                    | SALARY AND BENEFITS - HOURLY                | 57,238           | 47,986           | 80,811           | 135,497            | 142,424                | 71,081           | 109,220          | 54        | 7     |
| 60423                    | DUES & SUBSCRIPTION                         | 1,554            | 5,709            | 2,202            | 17,881             | 10,000                 | 600              | 10,000           | 1,567     |       |
| 60431                    | COMPUTER SUPPLIES                           | 4,809            | 1,470            | 2,560            | 1,980              | 3,000                  | 15,000           | 3,000            | (80)      | 2     |
| 60441                    | MISCELLANEOUS EXPENSES                      | 3,522            | 13,311           | 2,543            | 14,748             | 15,000                 | 1,000            | 5,000            | 400       | 8     |
| 60456                    | ACCOUNTING SOFTWARE MAINTENANCE AGREEMENT   | 79,180           | 51,824           | 75,428           | 70,477             | 75,000                 | 110,000          | 80,000           | (27)      | 3     |
| 60456                    | EBMS SOFTWARE MAINTENANCE                   | 0                | 0                | 25,800           | 54,647             | 55,000                 | 45,000           | 65,000           | 44        | 11    |
| 60461                    | TELEPHONE TRUNK & PSTN                      | 177,476          | 148,283          | 149,243          | 174,415            | 150,000                | 150,000          | 180,000          | 20        | 6     |
| 60463                    | TELECOM CABLING & FIXTURES                  | 18,484           | 11,796           | 14,163           | 120,879            | 50,000                 | 12,000           | 12,000           | 0         |       |
| 61020                    | TELECOMM RECOVERIES - ADMIN SERVICE TO CNEA | (293,667)        | (304,280)        | (310,206)        | (311,583)          | (311,583)              | (317,800)        | (317,815)        | 0         | 5     |
| 61060                    | MAINTENANCE AGREEMENTS - BEANFIELD          | 23,152           | 17,080           | 22,925           | 20,802             | 170,000                | 40,000           | 80,000           | 100       | 9     |
| 63023                    | OFFICE SUPPLIES                             | 452              | 102              | 906              | 510                | 500                    | 400              | 400              | 0         | 10    |
| 63101                    | COMPUTER EQUIPMENT                          | 62,739           | 32,904           | 93,335           | 65,892             | 50,000                 | 32,000           | 32,000           | 0         | 4     |
| 63125                    | SMALL EQUIPMENT/SOFTWARE                    | 25,294           | 2,503            | 3,381            | 9,053              | 10,000                 | 6,000            | 6,000            | 0         |       |
| 63127                    | UNIFORMS                                    | 204              | 1,607            | 375              | 68                 | 100                    | 600              | 600              | 0         |       |
| <b>TOTAL EXPENSES</b>    |                                             | <b>1,021,370</b> | <b>1,015,181</b> | <b>996,724</b>   | <b>1,285,701</b>   | <b>1,266,505</b>       | <b>1,092,407</b> | <b>1,232,727</b> | <b>13</b> |       |
| <b>REVENUE</b>           |                                             |                  |                  |                  |                    |                        |                  |                  |           |       |
| 43004                    | TELECOMM - EVENTS - NET                     | 246,529          | 188,732          | 81,846           | 56,310             | 25,000                 | 198,010          | 333,410          | 68        | 12    |
| 61111                    | TELEPHONE RECOVERIES                        | 194,373          | 186,109          | 173,532          | 163,720            | 124,086                | 171,609          | 139,086          | (19)      | 13    |
| <b>TOTAL REVENUE</b>     |                                             | <b>440,902</b>   | <b>374,841</b>   | <b>255,378</b>   | <b>220,031</b>     | <b>149,086</b>         | <b>369,619</b>   | <b>472,496</b>   | <b>28</b> |       |
| <b>NET PROFIT (LOSS)</b> |                                             | <b>(580,468)</b> | <b>(640,341)</b> | <b>(741,346)</b> | <b>(1,065,670)</b> | <b>(1,117,419)</b>     | <b>(722,788)</b> | <b>(760,231)</b> | <b>5</b>  |       |

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

**60-850 - TECHNOLOGY AND INFORMATION SERVICES**

**NOTE:**

1. Provision for cost of living increase and financial reward. 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/year 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 Bell.
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. Budget increase to reflect additional service order from Collision event.
13. Telephone recoveries as per schedule A below:

|                                           | 2017           | 2018           | 2019           | 2020           | 2021           | 2021           | 2022           |
|-------------------------------------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|
|                                           | ACTUAL         | ACTUAL         | ACTUAL         | ACTUAL         | Q2<br>FORECAST | BUDGET         | BUDGET         |
| <b>SCHEDULE A - TELEPHONE RECOVERIES</b>  |                |                |                |                |                |                |                |
| SOCCER STADIUM/BMO FIELD                  | 62,305         | 57,768         | 54,970         | 52,137         | 33,797         | 54,624         | 43,797         |
| COCA COLA COLISEUM (MLSE)                 | 51,766         | 46,417         | 43,904         | 41,890         | 26,840         | 43,836         | 31,840         |
| RAWF                                      | 17,443         | 17,422         | 17,401         | 17,134         | 16,994         | 16,994         | 16,994         |
| SPECTRA/OVATIONS                          | 4,694          | 4,607          | 4,605          | 3,297          | 836            | 4,544          | 836            |
| CERISE                                    | 7,358          | 7,358          | 7,358          | 7,358          | 7,358          | 7,358          | 7,358          |
| CSA - STADIUM                             | 5,394          | 5,394          | 5,394          | 5,108          | 3,000          | 5,394          | 3,000          |
| LIBERTY GRAND                             | 3,000          | 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          | 1,435          |
| TEC (FORMERLY MUZIK)                      | 4,200          | 4,200          | 4,150          | 3,600          | 3,600          | 3,600          | 3,600          |
| MEDIEVAL TIMES                            | 7,200          | 7,200          | 7,200          | 7,200          | 7,200          | 7,200          | 7,200          |
| QE THEATRE & FD                           | 7,196          | 7,196          | 7,196          | 5,098          | 3,598          | 7,196          | 3,598          |
| TORONTO FASHON INCUBATOR                  | 3,000          | 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          | 5,632          |
| CNEA                                      | 4,707          | 8,126          | 8,242          | 7,829          | 7,796          | 7,796          | 7,796          |
| PRINCES GATE HOTEL (DISCONTINUED IN 2019) | 6,042          | 5,603          | 0              | 0              | 0              | 0              | 0              |
| STANLEY BARRACK (DISCONTINUED IN 2019)    | 3,000          | 1,750          | 0              | 0              | 0              | 0              | 0              |
| OVO CENTRE - NOT PROVIDED BY EXPLACE      | 0              | 0              | 0              | 0              | 0              | 0              | 0              |
|                                           | <b>194,373</b> | <b>186,109</b> | <b>173,532</b> | <b>163,720</b> | <b>124,086</b> | <b>171,609</b> | <b>139,086</b> |

THE BOARD OF GOVERNORS OF EXHIBITION PLACE  
ENERCARE CENTRE

60-830 - ADVERTISING, MARKETING AND SPONSORSHIP

| ACCT#                  | ACCOUNT NAME                 | 2017<br>ACTUAL | 2018<br>ACTUAL | 2019<br>ACTUAL | 2020<br>ACTUAL | 2021<br>Q2<br>FORECAST | 2021<br>BUDGET | 2022<br>BUDGET | %Increase  | Notes |
|------------------------|------------------------------|----------------|----------------|----------------|----------------|------------------------|----------------|----------------|------------|-------|
| <b>1-60-830-60830-</b> |                              |                |                |                |                |                        |                |                |            |       |
|                        | <b>EXPENSES</b>              |                |                |                |                |                        |                |                |            |       |
| 60401                  | ADMINISTRATIVE               | 0              | 0              | 0              | 0              | 0                      | 0              | 0              | 0          |       |
| 60412                  | COMMISSIONS - CONTRA ACCOUNT | 0              | 0              | 0              | 0              | 0                      | 0              | 0              | 0          |       |
| 60413                  | COMMISSIONS                  | 7,000          | 7,500          | 7,500          | 1,250          | 1,500                  | 9,700          | 9,500          | (2)        | 1     |
| 63120                  | PRODUCTION                   | 0              | 0              | 0              | 0              | 0                      | 0              | 0              | 0          |       |
|                        | <b>TOTAL EXPENSES</b>        | <b>7,000</b>   | <b>7,500</b>   | <b>7,500</b>   | <b>1,250</b>   | <b>1,500</b>           | <b>9,700</b>   | <b>9,500</b>   | <b>(2)</b> |       |
|                        |                              |                |                |                |                |                        |                |                |            |       |
| 42000                  | REVENUE                      | 75,000         | 96,625         | 95,524         | 28,908         | 15,000                 | 96,800         | 95,458         | (1)        | 2     |
|                        |                              |                |                |                |                |                        |                |                |            |       |
|                        | <b>NET PROFIT (LOSS)</b>     | <b>68,000</b>  | <b>89,125</b>  | <b>88,024</b>  | <b>27,658</b>  | <b>13,500</b>          | <b>87,100</b>  | <b>85,958</b>  | <b>(1)</b> |       |

**NOTE:**

1. From 2015 forward commission budget is estimated at 10% of revenue
2. Includes Ricoh's officer supplier fee and sponsorship from Coca-Cola (marketing fees, rebate per cases sold and FSV commission, and . Pepsi was from Feb/2015-Feb/2020.

THE BOARD OF GOVERNORS OF EXHIBITION PLACE  
ENERCARE CENTRE

60-801 - GENERAL MANAGER OF CONVENTION CENTRE AND VENUES

| ACCT#                  | ACCOUNT NAME           | 2017<br>ACTUAL | 2018<br>ACTUAL | 2019<br>ACTUAL | 2020<br>ACTUAL | 2021<br>Q2<br>FORECAST | 2021<br>BUDGET | 2022<br>BUDGET | %Increase | Notes |
|------------------------|------------------------|----------------|----------------|----------------|----------------|------------------------|----------------|----------------|-----------|-------|
| <b>1-60-801-60801-</b> |                        |                |                |                |                |                        |                |                |           |       |
|                        | <b>EXPENSES</b>        |                |                |                |                |                        |                |                |           |       |
| 60000                  | SALARIES - PERMANENT   | 291,367        | 318,163        | 281,276        | 298,246        | 284,418                | 284,418        | 295,511        | 4         | 1     |
| 60001                  | BENEFITS               | 54,042         | 73,197         | 54,805         | 62,172         | 87,681                 | 87,376         | 91,044         | 4         | 1     |
| 60416                  | CONFERENCE DEVELOPMENT | 0              | 0              | 0              | 301            | 0                      | 5,000          | 8,000          | 60        | 3     |
| 60423                  | DUES & SUBSCRIPTIONS   | 6,971          | 7,454          | 2,337          | 13,937         | 2,500                  | 8,000          | 14,000         | 75        |       |
| 60437                  | MEALS & ENTERTAINMENT  | 2,100          | 1,714          | 354            | 0              | 0                      | 1,200          | 1,000          | (17)      | 2     |
| 60441                  | MISCELLANEOUS EXPENSES | 2,702          | 2,387          | 4,196          | 1,904          | 2,000                  | 3,300          | 3,300          | 0         |       |
| 60447                  | PROFESSIONAL FEES      | 0              | 0              | 0              | 0              | 500                    | 1,000          | 500            | (50)      |       |
| 63023                  | OFFICE SUPPLIES        | 2,014          | 4,486          | 138            | 0              | 200                    | 300            | 200            | (33)      |       |
| 63118                  | POSTAGE & COURIER      | 168            | 16             | 34             | 0              | 50                     | 250            | 50             | (80)      |       |
| 63119                  | PRINTING & STATIONERY  | 0              | 328            | 0              | 0              | 200                    | 300            | 200            | (33)      |       |
| 63125                  | SMALL EQUIPMENT        | 393            | 949            | 0              | 0              | 0                      | 500            | 200            | (60)      |       |
|                        | TOTAL EXPENSES         | 359,756        | 408,693        | 343,141        | 376,561        | 377,549                | 391,644        | 414,005        | 6         |       |

**NOTE:**

1. Provision for cost of living increase and financial reward.
2. Board related and local sales entertainment
3. Budget provides for SMG annual meeting.

THE BOARD OF GOVERNORS OF EXHIBITION PLACE  
ENERCARE CENTRE

60-802 - FINANCIAL & DATA SERVICES - CFO & CORPORATE SECRETARY, ACCOUNTING SERVICE

| ACCT#                  | ACCOUNT NAME                         | 2017<br>ACTUAL | 2018<br>ACTUAL | 2019<br>ACTUAL | 2020<br>ACTUAL | 2021<br>Q2<br>FORECAST | 2021<br>BUDGET | 2022<br>BUDGET | %Increase  | Notes |
|------------------------|--------------------------------------|----------------|----------------|----------------|----------------|------------------------|----------------|----------------|------------|-------|
| <b>1-60-802-60802-</b> |                                      |                |                |                |                |                        |                |                |            |       |
|                        | <b><u>EXPENSES</u></b>               |                |                |                |                |                        |                |                |            |       |
| 60408                  | BAD DEBT EXPENSE (RECOVERY)          | 0              | 88,227         | 87,766         | 0              | 18,000                 | 18,000         | 18,000         | 0          |       |
| 60409                  | BANK CHARGES & CREDIT CARD DISCOUNTS | 56,030         | 66,355         | 83,248         | 41,574         | 21,000                 | 21,000         | 70,000         | 233        | 2     |
|                        | <b>SUB-TOTAL</b>                     | <b>56,030</b>  | <b>154,582</b> | <b>171,014</b> | <b>41,574</b>  | <b>39,000</b>          | <b>39,000</b>  | <b>88,000</b>  | <b>126</b> |       |
|                        |                                      |                |                |                |                |                        |                |                |            |       |
| 69800                  | DEPRECIATION - EQUIPMENT             | 0              | 0              | 0              | 0              | 0                      | 0              | 0              | 0          | 1     |
|                        | <b>SUB-TOTAL</b>                     | <b>0</b>       | <b>0</b>       | <b>0</b>       | <b>0</b>       | <b>0</b>               | <b>0</b>       | <b>0</b>       | <b>0</b>   |       |
|                        |                                      |                |                |                |                |                        |                |                |            |       |
|                        | <b>TOTAL EXPENSES</b>                | <b>56,030</b>  | <b>154,582</b> | <b>171,014</b> | <b>41,574</b>  | <b>39,000</b>          | <b>39,000</b>  | <b>88,000</b>  | <b>126</b> |       |
|                        |                                      |                |                |                |                |                        |                |                |            |       |
|                        | <b><u>REVENUE</u></b>                |                |                |                |                |                        |                |                |            |       |
| 49003                  | INTEREST INCOME                      | 16,731         | 90,728         | 88,515         | 4,359          | 0                      | 0              | 15,000         | 0          | 3     |
| 49004                  | MISCELLANEOUS INCOME                 | 246,805        | 231,368        | 79,344         | 348,983        | 1,500                  | 0              | 20,000         | 0          | 6     |
| 49005                  | ABM COMMISSIONS                      | 118,960        | 108,256        | 85,388         | 5,336          | 5,000                  | 33,600         | 85,000         | 153        | 5     |
| 49006                  | OFFICIAL SUPPLIER                    | 86,040         | 22,599         | 125,743        | 11,698         | 15,000                 | 31,800         | 23,789         | (25)       | 4     |
|                        | <b>TOTAL REVENUE</b>                 | <b>468,535</b> | <b>452,951</b> | <b>378,990</b> | <b>370,375</b> | <b>21,500</b>          | <b>65,400</b>  | <b>143,789</b> | <b>120</b> |       |
|                        |                                      |                |                |                |                |                        |                |                |            |       |
|                        | <b>NET PROFIT (LOSS)</b>             | <b>412,505</b> | <b>298,369</b> | <b>207,976</b> | <b>328,802</b> | <b>(17,500)</b>        | <b>26,400</b>  | <b>55,789</b>  | <b>111</b> |       |

**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 .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**

**60-803 - SALES AND MARKETING**

| ACCT#                  | ACCOUNT NAME                                    | 2017<br>ACTUAL   | 2018<br>ACTUAL   | 2019<br>ACTUAL   | 2020<br>ACTUAL   | 2021<br>Q2<br>FORECAST | 2021<br>BUDGET   | 2022<br>BUDGET   | %Increase | Notes |
|------------------------|-------------------------------------------------|------------------|------------------|------------------|------------------|------------------------|------------------|------------------|-----------|-------|
| <b>1-60-803-60803-</b> |                                                 |                  |                  |                  |                  |                        |                  |                  |           |       |
|                        | <b>EXPENSES</b>                                 |                  |                  |                  |                  |                        |                  |                  |           |       |
| 60000                  | SALARIES - PERMANENT                            | 830,117          | 817,996          | 681,025          | 727,660          | 782,731                | 963,055          | 999,175          | 4         | 1     |
| 60001                  | BENEFITS                                        | 213,370          | 197,325          | 197,760          | 221,743          | 225,158                | 274,518          | 287,470          | 5         | 1     |
| 60002                  | SALARIES - TEMPORARY                            | 95,138           | 110,404          | 178,125          | 69,150           | 0                      | 0                | 0                | 0         | 6     |
| 60404                  | ADVERTISING                                     | 9,408            | 34,071           | 7,785            | 1,495            | 0                      | 5,400            | 5,400            | 0         |       |
| 60416                  | CONVENTION DEVELOPMENT/SPECIAL EVENTS FUND      | 250,000          | 250,000          | 250,000          | 0                | 0                      | 0                | 250,000          | 0         | 4     |
| 60418                  | MEETINGS & CONVENTIONS                          | 110,045          | 111,299          | 102,578          | 18,734           | 30,000                 | 125,000          | 170,000          | 36        | 2     |
| 60419                  | CORPORATE ADVERTISING                           | 83,922           | 75,112           | 80,003           | 52,310           | 55,000                 | 80,000           | 280,000          | 250       | 7     |
| 60419                  | WAYFINDING MONITORS MAINTENANT - FWI FOUR WINDS | 31,765           | 30,963           | 35,335           | 35,602           | 35,000                 | 40,000           | 40,000           | 0         |       |
| 60423                  | DUES & SUBSCRIPTIONS                            | 35,504           | 31,976           | 44,841           | 9,271            | 10,000                 | 28,660           | 35,000           | 22        |       |
| 60438                  | MEDIA / PUBLIC RELATIONS                        | 6,700            | 0                | 7,250            | 4,000            | 4,100                  | 4,100            | 4,100            | 0         | 8     |
| 60453                  | MARKETING FEE - SMG CANADA                      | 72,000           | 72,000           | 72,000           | 72,000           | 72,000                 | 72,000           | 72,000           | 0         | 3     |
| 63023                  | OFFICE SUPPLIES                                 | 3,934            | 5,702            | 4,590            | 2,933            | 1,500                  | 1,500            | 3,000            | 100       |       |
| 63118                  | POSTAGE & COURIER                               | 568              | 488              | 1,144            | 10               | 200                    | 1,000            | 1,000            | 0         |       |
| 63122                  | RESOURCE MATERIALS                              | 51,684           | 39,974           | 39,099           | 29,896           | 30,000                 | 13,760           | 38,000           | 176       | 5     |
|                        | <b>TOTAL EXPENSES</b>                           | <b>1,794,155</b> | <b>1,777,310</b> | <b>1,701,535</b> | <b>1,244,803</b> | <b>1,245,689</b>       | <b>1,608,993</b> | <b>2,185,145</b> | <b>36</b> |       |

**NOTE:**

- Provision for cost of living increase and financial reward. Board approved new incentive plan starting in 2014
- Cost increase for market development, client activities, marketing initiatives and lead generation, business networking/promoting during special events & galas at Beanfield Centre.
- Contractual marketing alliance arrangement with SMG.
- TMIF (Toronto Marketing Incentive Fund) for Marketing of Conference Centre, Enercare Centre and ExPlace all grounds, dollars are matched by Tourism Toronto.
- Costs for printing materials and publications; EBMS system maintenance fee for Marketing users group (approx. \$8,000/year) is merged to IT department 60-850 in 2019
- 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
- 2022 cost increase for brand marketing, public relations and communications including digital marketing, public and media relations, social media, website, market research, promotions and corporate communications.
- From 2018 cost is shared 50/50 between ECC/BFC of consolidated total cost per department request

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

**60-807 - EVENT MANAGEMENT**

| ACCT#                  | ACCOUNT NAME                                    | 2017<br>ACTUAL | 2018<br>ACTUAL | 2019<br>ACTUAL | 2020<br>ACTUAL | 2021<br>Q2<br>FORECAST | 2021<br>BUDGET | 2022<br>BUDGET | %Increase | Notes |
|------------------------|-------------------------------------------------|----------------|----------------|----------------|----------------|------------------------|----------------|----------------|-----------|-------|
| <b>1-60-807-60807-</b> |                                                 |                |                |                |                |                        |                |                |           |       |
| <b>EXPENSES</b>        |                                                 |                |                |                |                |                        |                |                |           |       |
| 60000                  | SALARIES - PERMANENT                            | 897,508        | 937,401        | 870,270        | 873,562        | 838,048                | 825,033        | 867,676        | 5         | 1     |
| 60001                  | BENEFITS                                        | 235,415        | 225,476        | 219,509        | 206,297        | 241,482                | 236,355        | 251,145        | 6         | 1     |
| 60002                  | SALARIES & BENEFIT - HOURLY                     | 90,177         | 90,180         | 0              | 1,205          | 0                      | 0              | 0              | 0         | 2     |
| 60418                  | CONVENTIONS & MEETINGS                          | 5,986          | 10,785         | 11,701         | 859            | 2,000                  | 4,000          | 5,000          | 25        | 7     |
| 60423                  | DUES & SUBSCRIPTIONS                            | 1,390          | 3,377          | 501            | 1,395          | 1,500                  | 2,000          | 2,000          | 0         | 3     |
| 60437                  | MEALS & ENTERTAINMENT                           | 4,426          | 5,496          | 5,275          | 976            | 1,000                  | 2,000          | 3,000          | 50        | 9     |
| 60441                  | MISCELLANEOUS EXPENSES                          | 8,616          | 4,904          | 4,600          | 705            | 1,000                  | 4,000          | 3,000          | (25)      | 4     |
| 60801                  | CONTRACT SERVICE - SHOW TECH                    | 41,919         | 52,489         | 71,296         | 8,421          | 10,000                 | 36,000         | 72,000         | 100       | 10    |
| 61108                  | RECOVERIES FROM EVENTS - EC/MC WAGES & BENEFITS | 0              | 0              | 0              | 0              | 0                      | 0              | 0              | 0         |       |
| 63023                  | OFFICE SUPPLIES - EC & EXHIBITORS GROUP         | 10,394         | 5,764          | 3,775          | 7,809          | 4,000                  | 4,000          | 4,000          | 0         | 6     |
| 63118                  | POSTAGE & COURIER                               | 103            | 69             | 53             | 0              | 0                      | 100            | 100            | 0         |       |
| 63119                  | PRINTING & STATIONERY                           | 0              | 195            | 296            | 88             | 200                    | 300            | 200            | (33)      | 8     |
| 63125                  | SMALL EQUIPMENTS                                | 365            | 0              | 313            | 79             | 100                    | 500            | 300            | (40)      | 5     |
| 63127                  | UNIFORMS                                        | 622            | 926            | 1,101          | 521            | 600                    | 600            | 750            | 25        |       |
|                        | TOTAL EXPENSES                                  | 1,296,920      | 1,337,062      | 1,188,688      | 1,101,917      | 1,099,930              | 1,114,888      | 1,209,171      | 8         |       |

**NOTE:**

- Provision for cost of living increase and financial reward.  
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.
- From 2019 budget was moved to Beanfield centre department 70-710 for one additional full time 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
- Association memberships (Director - IAAM, CAEM), ( Manager - IAAM, IFMA)
- 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
- For additional desks, computers and other equipment.
- Supplies for Show Manager / Exhibitor Services sales kit. Exhibitor Services sales kit cost is now paid by Showtech and reimbursed by Exhibition Place.
- Director travels to conventions, consistent with prior year experience (SMG, IAAM, CAEM, IFMA)
- Increase staff require, increase in stationery
- For clients entertainment and tenants information sessions.
- 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**

**60-815 - EXPENSE RECOVERY**

| ACCT#                  | ACCOUNT NAME                      | 2017<br>ACTUAL  | 2018<br>ACTUAL  | 2019<br>ACTUAL  | 2020<br>ACTUAL  | 2021<br>Q2<br>FORECAST | 2021<br>BUDGET  | 2022<br>BUDGET   | %Increase | Notes |
|------------------------|-----------------------------------|-----------------|-----------------|-----------------|-----------------|------------------------|-----------------|------------------|-----------|-------|
| <b>1-60-815-60815-</b> |                                   |                 |                 |                 |                 |                        |                 |                  |           |       |
|                        | <b><u>EXPENSES RECOVERIES</u></b> |                 |                 |                 |                 |                        |                 |                  |           |       |
| 61021                  | HOUSEKEEPING RECOVERY - SPECTRA   | (6,435)         | (7,442)         | (7,323)         | (7,038)         | (1,000)                | (7,001)         | (7,154)          | 2         | 1     |
| 61113                  | UTILITY RECOVERY                  | (87,570)        | (91,263)        | (41,156)        | (67,100)        | (51,600)               | (90,000)        | (98,300)         | 9         | 2     |
|                        | <b>TOTAL EXPENSES</b>             | <b>(94,005)</b> | <b>(98,705)</b> | <b>(48,479)</b> | <b>(74,138)</b> | <b>(52,600)</b>        | <b>(97,001)</b> | <b>(105,454)</b> | <b>9</b>  |       |

**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**

|       |                                                                                   | 2017               | 2018               | 2019             | 2020               | 2021               | 2021               | 2022             | %Increase    | Notes |
|-------|-----------------------------------------------------------------------------------|--------------------|--------------------|------------------|--------------------|--------------------|--------------------|------------------|--------------|-------|
| PAGE  | ACCOUNT NAME                                                                      | ACTUAL             | ACTUAL             | ACTUAL           | ACTUAL             | Q2<br>FORECAST     | BUDGET             | BUDGET           |              |       |
|       | <b>REVENUE</b>                                                                    |                    |                    |                  |                    |                    |                    |                  |              |       |
|       | EVENTS RENT                                                                       | 1,762,898          | 1,811,045          | 2,419,620        | 87,226             | 30,000             | 873,957            | 1,844,476        | 111          | 5     |
|       | HOTEL RENT - BASE RENT                                                            | 161,720            | 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        | 140,761            | 50,000             | 851,600            | 1,128,000        | 32           | 9     |
|       | CONCESSION PAYABLE TO CERISE - SALES > \$5MIL                                     | (75,000)           | (75,000)           | (100,000)        | 0                  | 0                  | 0                  | (75,000)         | 0            | 9     |
|       | SHOW SERVICES - NET                                                               | 476,386            | 357,847            | 647,998          | 35,736             | 5,000              | 260,900            | 356,000          | 36           | 9     |
|       | PARKING - NET                                                                     | 279,311            | 226,691            | 258,896          | 13,919             | 3,000              | 189,400            | 158,300          | (16)         | 9     |
|       | <b>TOTAL REVENUE</b>                                                              | <b>3,765,109</b>   | <b>3,623,154</b>   | <b>5,069,016</b> | <b>439,362</b>     | <b>249,720</b>     | <b>2,296,857</b>   | <b>3,532,776</b> | <b>54</b>    |       |
|       | <b>DEPARTMENTAL OVERHEAD EXPENSES</b>                                             |                    |                    |                  |                    |                    |                    |                  |              |       |
|       | EVENTS PMD COST                                                                   | 713,444            | 724,238            | 776,518          | 66,042             | 15,000             | 299,437            | 505,300          | 69           | 8     |
| 46    | BUILDING OPERATIONS                                                               | 549,996            | 537,569            | 607,953          | 502,624            | 434,657            | 467,500            | 541,665          | 16           |       |
| 47    | HOUSEKEEPING AND DÉCOR                                                            | 127,252            | 101,535            | 161,217          | 83,872             | 63,000             | 168,144            | 177,960          | 6            |       |
| 48    | FINANCIAL AND DATA SERVICE                                                        | 75,060             | 81,311             | 109,069          | 48,349             | 8,000              | 85,410             | 88,695           | 4            |       |
| 49    | CONCIERGE SERVICE                                                                 | 66,691             | 63,771             | 82,311           | 4,896              | 6,500              | 75,271             | 78,471           | 4            |       |
| 53    | SALES AND MARKETING                                                               | 427,162            | 417,797            | 502,443          | 582,266            | 337,417            | 570,003            | 581,517          | 2            |       |
| 54    | EVENT MANAGEMENT                                                                  | 388,042            | 383,678            | 461,271          | 420,273            | 416,369            | 460,602            | 522,907          | 14           |       |
| 55    | HOUSE TECHNICIAN & EVENT PMD                                                      | 106,755            | 153,461            | 163,306          | 99,987             | 114,526            | 204,830            | 210,650          | 3            |       |
| 61071 | OFFICIAL OPENING & START UP PROVISION                                             | 0                  | 0                  | 0                | 0                  | 0                  | 0                  | 0                | 0            |       |
|       | <b>TOTAL OPERATING EXPENSES</b>                                                   | <b>2,454,403</b>   | <b>2,463,361</b>   | <b>2,864,088</b> | <b>1,808,309</b>   | <b>1,395,469</b>   | <b>2,331,197</b>   | <b>2,707,165</b> | <b>16</b>    |       |
|       | ANNUAL CASH FLOW IN (OUT) BEFORE INTEREST,<br>AMORTIZATION EXPENSES AND TRANSFERS | 1,310,707          | 1,159,793          | 2,204,928        | (1,368,947)        | (1,145,749)        | (34,340)           | 825,611          | 2,504        |       |
|       |                                                                                   |                    |                    |                  |                    |                    |                    |                  |              |       |
| 52    | LESS: INTEREST EXPENSE-FCM LOAN                                                   | 32,967             | 30,746             | 28,461           | 26,142             | 23,735             | 23,735             | 21,292           | (10)         | 4     |
| 52    | LESS: INTEREST EXPENSE-CITY LOAN                                                  | 1,589,737          | 1,552,826          | 1,514,070        | 1,473,375          | 1,430,646          | 1,430,646          | 1,385,780        | (3)          | 1     |
|       | <b>CASH FLOW BEFORE AMORT/ PRINCIPAL REPAYMENT</b>                                | <b>(311,998)</b>   | <b>(423,779)</b>   | <b>662,397</b>   | <b>(2,868,464)</b> | <b>(2,600,130)</b> | <b>(1,488,721)</b> | <b>(581,461)</b> | <b>61</b>    |       |
| 48    | LESS: AMORTIZATION - EQUIPMENTS AND FIXTURES                                      | 381,372            | 381,372            | 301,222          | 96,612             | 0                  | 0                  | 0                | 0            | 7     |
| 48    | LESS: AMORTIZATION - BUILDING IMPROVEMENT                                         | 1,550,592          | 1,550,592          | 1,550,592        | 1,550,592          | 0                  | 0                  | 0                | 0            | 7     |
| 52    | PRINCIPAL PAYMENT - CITY LOAN                                                     | 0                  | 0                  | 0                | 0                  | 897,313            | 897,313            | 942,178          | 5            |       |
| 52    | PRINCIPAL PAYMENT - FCM LOAN                                                      | 0                  | 0                  | 0                | 0                  | 101,466            | 101,466            | 103,860          | 2            |       |
|       | NET INCOME (LOSS) BEFORE NAMING FEES                                              | (2,243,962)        | (2,355,743)        | (1,189,417)      | (4,515,668)        | (3,598,909)        | (2,487,500)        | (1,627,500)      | 35           |       |
| 50    | NAMING FEES - BEANFIELD                                                           | 114,844            | 347,360            | 382,500          | 373,929            | 382,500            | 382,500            | 382,500          | 0            | 2     |
| 51    | NAMING FEES - ENERCARE                                                            | 673,231            | 675,000            | 675,000          | 675,000            | 675,000            | 675,000            | 675,000          | 0            | 2     |
|       | <b>SUBTOTAL NET NAMING REVENUE</b>                                                | <b>788,074</b>     | <b>1,022,360</b>   | <b>1,057,500</b> | <b>1,048,929</b>   | <b>1,057,500</b>   | <b>1,057,500</b>   | <b>1,057,500</b> | <b>0</b>     |       |
|       | <b>NET INCOME (LOSS)</b>                                                          | <b>(1,455,887)</b> | <b>(1,333,383)</b> | <b>(131,917)</b> | <b>(3,466,738)</b> | <b>(2,541,409)</b> | <b>(1,430,000)</b> | <b>(570,000)</b> | <b>60</b>    |       |
| 4#### | CASH TSF FROM CONFERENCE RESERVE FUND                                             | 0                  | 0                  | 0                | 2,346,253          | 3,600,999          | 3,600,999          | 0                | (100)        | 11    |
|       | <b>NET INCOME (LOSS) AFTER TSF PER FS</b>                                         | <b>(1,455,887)</b> | <b>(1,333,383)</b> | <b>(131,917)</b> | <b>(1,120,485)</b> | <b>1,059,590</b>   | <b>2,170,999</b>   | <b>(570,000)</b> | <b>(126)</b> |       |
|       |                                                                                   |                    |                    |                  |                    |                    |                    |                  |              |       |
|       | <b>CASH CONVERSION:</b>                                                           |                    |                    |                  |                    |                    |                    |                  |              |       |
|       | NET INCOME (LOSS)                                                                 | (1,455,887)        | (1,333,383)        | (131,917)        | (3,466,738)        | (2,541,409)        | (1,430,000)        | (570,000)        |              |       |
|       | AMORTIZATION - EQUIPMENTS & FIXTURES                                              | 381,372            | 381,372            | 301,222          | 96,612             | 0                  | 0                  | 0                |              |       |
|       | AMORTIZATION - BUILDING IMPROVEMENT                                               | 1,550,592          | 1,550,592          | 1,550,592        | 1,550,592          | 0                  | 0                  | 0                |              |       |
|       | STEP UP LEASE/ASSETS ADDITION                                                     | (51,720)           | (50,803)           | (40,720)         | (40,720)           | 0                  | 0                  | 0                |              |       |
|       | PRINCIPAL PAYMENT - CITY LOAN                                                     | (738,221)          | (775,132)          | (813,889)        | (854,584)          | 0                  | 0                  | 0                |              | 1     |
|       | PRINCIPAL PAYMENT - FCM LOAN                                                      | (92,335)           | (94,501)           | (96,758)         | (99,039)           | 0                  | 0                  | 0                |              | 4     |
|       | <b>NET INCOME (LOSS) TSF TO CITY CCRF - CASH BASIS</b>                            | <b>(406,200)</b>   | <b>(321,855)</b>   | <b>768,530</b>   | <b>(2,813,877)</b> | <b>(2,541,409)</b> | <b>(1,430,000)</b> | <b>(570,000)</b> |              |       |
|       | <b>TRANSFER FROM (TO) CITY CONFERENCE CENTRE RESERVE</b>                          | <b>0</b>           | <b>0</b>           | <b>0</b>         | <b>2,346,253</b>   | <b>3,600,999</b>   | <b>3,600,999</b>   | <b>0</b>         |              | 11    |
|       | <b>CASH INFLOW (OUTFLOW) AFTER TRANSFERS</b>                                      | <b>(406,200)</b>   | <b>(321,855)</b>   | <b>768,530</b>   | <b>(467,624)</b>   | <b>1,059,590</b>   | <b>2,170,999</b>   | <b>(570,000)</b> |              |       |

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

**SUMMARY**

**NOTE:**

1. City debt payment to start after the first full year of operation per loan agreement with the City. Interest at 5% over 25 years. Building opened October 19, 2009. First loan monthly payment started on November 1, 2010. New annual repayment started January 2017 per Amended agreement.

2. In accordance with the decision of City Council in December 2007, any surplus over budget target will be deposited in the Exhibition Place Conference Centre Reserve Fund (CCRF) to be held by the City of Toronto to provide a source of funding for any cash shortfalls with respect to Beanfield Centre operations for the purpose of guaranteeing the loan of \$35.6M (\$38.675M with accrued interest on cash advances during construction) from the City of Toronto for the renovations of the Conference Centre which reopened in October 2009. At its meeting on September 9, 2013 City Council recommended that Exhibition Place use its funds from the CCRF to fund the cost for the disposal of pre-existing contaminated soil dating from the early 1900's which expenditures are in keeping with Board's obligation and the terms of the lease agreement between Exhibition Place and Princes Gates Hotel LLP. As well City Council recommended that Exhibition Place will arrange to replenish back this fund from any operating surplus.

Enercare agreement from June 1/2016 to May 31, 2026.

DEC naming fees recognized over ten years from Jan1/2006 to Dec31/2015;

Allstream Naming fees ended February 28/2017 (originally revenue was recognized over ten years from Oct/2009 to Sep/2018).

3. Attendees at Beanfield Centre are mostly from out of town, thus they use transit, shuttle or taxi instead of driving cars. Attendees for galas may use taxi as well.

4. FCM loan for LEED designation and capital restoration/heritage redevelopment (\$2.0M @ 2.375% semi-annually for 20 yrs.).

5. 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 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 78% of total rent + F&B commission revenue

9. 2022 Budget at 70% of Horwath's forecast

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

11. Cash withdrawals from CCRF to cover loans payments due to COVID19 per City directives: Apr-Dec 2020 and Jan-Dec 2021

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

**70-701 - BUILDING OPERATIONS**

| ACCT#                  | ACCOUNT NAME                        | 2017<br>ACTUAL | 2018<br>ACTUAL | 2019<br>ACTUAL | 2020<br>ACTUAL | 2021<br>Q2<br>FORECAST | 2021<br>BUDGET | 2022<br>BUDGET | %Increase | Notes |
|------------------------|-------------------------------------|----------------|----------------|----------------|----------------|------------------------|----------------|----------------|-----------|-------|
| <b>1-70-701-70701-</b> |                                     |                |                |                |                |                        |                |                |           |       |
|                        | <b><u>EXPENSES</u></b>              |                |                |                |                |                        |                |                |           |       |
| 60255                  | HYDRO                               | 230,911        | 252,535        | 329,392        | 228,965        | 161,000                | 161,000        | 239,000        | 48        | 1     |
| 60252                  | GAS                                 | 15,416         | 16,473         | 17,042         | 12,057         | 19,657                 | 26,000         | 20,000         | (23)      | 2     |
| 60281                  | WATER                               | 24,417         | 24,765         | 39,965         | 27,254         | 26,000                 | 34,000         | 41,865         | 23        | 3     |
| 60427                  | FIRE PROTECTION                     | 16,309         | 32,838         | 9,316          | 4,156          | 15,000                 | 45,500         | 16,000         | (65)      |       |
| 61010                  | BUILDING REPAIR & MAINTENANCE       | 109,440        | 83,915         | 86,545         | 91,545         | 85,000                 | 85,000         | 90,000         | 6         |       |
| 61025                  | ELEVATORS & ESCALATORS              | 36,803         | 37,793         | 41,059         | 26,518         | 30,000                 | 30,000         | 35,000         | 17        | 4     |
| 61032                  | ELECTRICAL MAINTENANCE              | 63,371         | 52,836         | 34,743         | 39,478         | 40,000                 | 40,000         | 40,000         | 0         |       |
| 61077                  | PLUMBING REPAIR & MAINTENANCE       | 19,191         | 16,708         | 27,733         | 42,458         | 20,000                 | 20,000         | 25,000         | 25        | 6     |
| 61083                  | HVAC                                | 62,354         | 50,031         | 64,934         | 33,658         | 40,000                 | 47,000         | 61,800         | 31        | 5     |
| 61113                  | UTILITIES RECOVERIES - F&B PROVIDER | (28,216)       | (30,325)       | (42,774)       | (3,465)        | (2,000)                | (21,000)       | (27,000)       | 29        |       |
|                        | <b>TOTAL EXPENSES</b>               | <b>549,996</b> | <b>537,569</b> | <b>607,953</b> | <b>502,624</b> | <b>434,657</b>         | <b>467,500</b> | <b>541,665</b> | <b>16</b> |       |

**NOTE:**

1. Budget is estimated at 7% of total BFC events revenue. Actual hydro includes renewable energy consumption. Actual kwh consumed monthly as per operation.
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<br>ACTUAL | 2018<br>ACTUAL | 2019<br>ACTUAL | 2020<br>ACTUAL | 2021<br>Q2<br>FORECAST | 2021<br>BUDGET | 2022<br>BUDGET | %Increase | Notes |
|------------------------|----------------------------------------------|----------------|----------------|----------------|----------------|------------------------|----------------|----------------|-----------|-------|
| <b>1-70-702-70702-</b> |                                              |                |                |                |                |                        |                |                |           |       |
| <b>EXPENSES</b>        |                                              |                |                |                |                |                        |                |                |           |       |
| 60002                  | SALARIES & BENEFITS - HOURLY (BASE BUILDING) | 95,575         | 90,815         | 108,961        | 67,612         | 50,000                 | 131,644        | 132,266        | 0         | 1     |
| 60009                  | SALARIES & BENEFITS - HOURLY (RECOVERABLE)   | 0              | 0              | 0              | 0              | 0                      | 0              | 0              | 0         | 1     |
|                        | TOTAL SALARIES & BENEFITS - HOURLY           | 95,575         | 90,815         | 108,961        | 67,612         | 50,000                 | 131,644        | 132,266        | 0         | 1     |
| 61099                  | RECOVERIES-VARIOUS                           | 0              | 0              | 0              | 0              | 0                      | 0              | 0              | 0         | 1     |
|                        | MAINT. SALARIES AND BENEFITS - HOURLY        | 95,575         | 90,815         | 108,961        | 67,612         | 50,000                 | 131,644        | 132,266        | 0         |       |
| 60252                  | LANDSCAPING (INTERIOR AND EXTERIOR)          | 19,746         | 5,988          | 7,092          | 11,717         | 8,000                  | 8,000          | 10,184         | 27        |       |
| 60281                  | SNOW REMOVAL                                 | 2,767          | 4,118          | 5,764          | 4,542          | 5,000                  | 8,000          | 10,300         | 29        | 6     |
| 60801                  | CONTRACTED SERVICES                          | 2,688          | 0              | 0              | 0              | 0                      | 8,000          | 6,180          | (23)      | 3     |
| 61031                  | DUMPING FEES                                 | 0              | 0              | 0              | 0              | 0                      | 1,500          | 3,000          | 100       | 4     |
| 61036                  | EQUIPMENT MAINTENANCE                        | 365            | 0              | 0              | 0              | 0                      | 1,000          | 1,030          | 3         | 5     |
| 63100                  | CLEANING SUPPLIES                            | 6,110          | 614            | 39,400         | 0              | 0                      | 10,000         | 15,000         | 50        | 2     |
|                        | SUBTOTAL                                     | 31,676         | 10,719         | 52,256         | 16,260         | 13,000                 | 36,500         | 45,694         | 25        |       |
|                        | <b>TOTAL EXPENSES</b>                        | <b>127,252</b> | <b>101,535</b> | <b>161,217</b> | <b>83,872</b>  | <b>63,000</b>          | <b>168,144</b> | <b>177,960</b> | <b>6</b>  |       |

**NOTE:**

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

THE BOARD OF GOVERNORS OF EXHIBITION PLACE  
BEANFIELD CENTRE

70-703 - FINANCIAL & DATA SERVICES - CFO & CORPORATE SECRETARY, ACCOUNTING SERVICE

| ACCT#                  | ACCOUNT NAME                    | 2017<br>ACTUAL | 2018<br>ACTUAL | 2019<br>ACTUAL | 2020<br>ACTUAL | 2021<br>Q2<br>FORECAST | 2021<br>BUDGET | 2022<br>BUDGET | %Increase | Notes |
|------------------------|---------------------------------|----------------|----------------|----------------|----------------|------------------------|----------------|----------------|-----------|-------|
| <b>1-70-703-70703-</b> |                                 |                |                |                |                |                        |                |                |           |       |
|                        | <b>EXPENSES</b>                 |                |                |                |                |                        |                |                |           |       |
| 60000                  | SALARIES - PERMANENT            | 54,340         | 66,920         | 86,127         | 40,747         | 0                      | 60,000         | 62,340         | 4         | 1     |
| 60001                  | BENEFITS                        | 13,213         | 14,391         | 22,459         | 7,602          | 0                      | 17,410         | 18,355         | 5         | 1     |
| 60002                  | SALARIES & BENEFITS - TEMPORARY | 0              | 0              | 0              | 0              | 0                      | 0              | 0              | 0         |       |
| 60408                  | BAD DEBT EXPENSE                | 7,508          | 0              | 483            | 0              | 8,000                  | 8,000          | 8,000          | 0         |       |
| 69800                  | AMORTIZATION EXPENSE-FF&E       | 381,372        | 381,372        | 301,222        | 96,612         | 96,617                 | 96,617         | 96,617         | 0         | 2     |
| 49004                  | MISC EXPENSES (REVENUE)         | 0              | 0              | 0              | 0              | 0                      | 0              | 0              | 0         | 3     |
|                        | <b>TOTAL EXPENSES</b>           | <b>456,432</b> | <b>462,683</b> | <b>410,291</b> | <b>144,961</b> | <b>104,617</b>         | <b>182,027</b> | <b>185,312</b> | <b>2</b>  |       |

**NOTE:**

1. Provision for cost of living increase and financial reward. 2020/2021 actual cost is lower due to staff gapping

2. Budget provided 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<br>ACTUAL | 2018<br>ACTUAL | 2019<br>ACTUAL | 2020<br>ACTUAL | 2021<br>Q2<br>FORECAST | 2021<br>BUDGET | 2022<br>BUDGET | %Increase | Notes |
|------------------------|---------------------------|----------------|----------------|----------------|----------------|------------------------|----------------|----------------|-----------|-------|
| <b>1-70-704-70704-</b> |                           |                |                |                |                |                        |                |                |           |       |
|                        | <b><u>EXPENSES</u></b>    |                |                |                |                |                        |                |                |           |       |
| 60000                  | SALARIES - PERMANENT      | 66,691         | 63,771         | 82,311         | 4,896          | 5,000                  | 58,324         | 60,599         | 4         | 1     |
| 60001                  | BENEFITS                  | 0              | 0              | 0              | 0              | 1,500                  | 16,947         | 17,872         | 5         | 1     |
| 60002                  | WAGES - SECURITY SERVICES | 0              | 0              | 0              | 0              | 0                      | 0              | 0              | 0         | 1     |
|                        | <b>TOTAL EXPENSES</b>     | <b>66,691</b>  | <b>63,771</b>  | <b>82,311</b>  | <b>4,896</b>   | <b>6,500</b>           | <b>75,271</b>  | <b>78,471</b>  | <b>4</b>  |       |

**NOTE:**

1. Provision for cost of living increase and financial reward. Budget provided for one full time concierge per City pro forma: in house security (75%) and BBW providing services (25%).

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

**50-304 - BEANFIELD CENTRE NAMING RIGHTS - EXHIBITION PLACE**

| ACCT#                  | ACCOUNT NAME                                          | 2017<br>ACTUAL | 2018<br>ACTUAL | 2019<br>ACTUAL | 2020<br>ACTUAL | 2021<br>Q2<br>FORECAST | 2021<br>BUDGET | 2022<br>BUDGET | %Increase | Notes |
|------------------------|-------------------------------------------------------|----------------|----------------|----------------|----------------|------------------------|----------------|----------------|-----------|-------|
| <b>1-50-304-50304-</b> |                                                       |                |                |                |                |                        |                |                |           |       |
| 49041                  | NAMING FEE REVENUE                                    | 352,642        | 425,000        | 425,000        | 425,000        | 425,000                | 425,000        | 425,000        | 0         | 2     |
| <b>EXPENSE</b>         |                                                       |                |                |                |                |                        |                |                |           |       |
| 60205                  | RE-BRANDING INCLUDING BUILDING SIGNAGE                | 209,415        | 32,199         | 0              | 0              | 0                      | 0              | 0              | 0         |       |
| 60200                  | COMMISSION                                            | 28,333         | 42,500         | 42,500         | 42,500         | 42,500                 | 42,500         | 42,500         | 0         |       |
| 60201                  | ADMINISTRATIVE COSTS                                  | 0              | 2,941          | 0              | 8,571          | 0                      | 0              | 0              | 0         |       |
| 60202                  | PRODUCTION EXPENSE                                    | 50             | 0              | 0              | 0              | 0                      | 0              | 0              | 0         |       |
|                        |                                                       | 237,798        | 77,640         | 42,500         | 51,071         | 42,500                 | 42,500         | 42,500         | 0         |       |
|                        | NET INCOME (LOSS)                                     | 114,844        | 347,360        | 382,500        | 373,929        | 382,500                | 382,500        | 382,500        | 0         |       |
| 60203                  | TSF TO CITY CONFERENCE CENTRE OBLIGATORY RESERVE FUND | (114,844)      | (347,360)      | (382,500)      | (373,929)      | (382,500)              | (382,500)      | (382,500)      | 0         | 1     |
|                        | NET INCOME (LOSS) AFTER TRANSFER TO RESERVE           | 0              | 0              | 0              | 0              | 0                      | 0              | 0              | 0         |       |

**NOTE:**

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

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

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

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

| ACCT#                  | ACCOUNT NAME                                          | 2017<br>ACTUAL | 2018<br>ACTUAL | 2019<br>ACTUAL | 2020<br>ACTUAL | 2021<br>Q2<br>FORECAST | 2021<br>BUDGET | 2022<br>BUDGET | %Increase | Notes |
|------------------------|-------------------------------------------------------|----------------|----------------|----------------|----------------|------------------------|----------------|----------------|-----------|-------|
| <b>1-60-812-60812-</b> |                                                       |                |                |                |                |                        |                |                |           |       |
| 42300                  | <u>NAMING FEE</u>                                     | 750,000        | 750,000        | 750,000        | 750,000        | 750,000                | 750,000        | 750,000        | 0         | 2     |
| <b>EXPENSE</b>         |                                                       |                |                |                |                |                        |                |                |           |       |
| 60205                  | RE-BRANDING INCLUDING BUILDING SIGNAGE                | 1,347          | 0              | 0              | 0              | 0                      | 0              | 0              | 0         |       |
| 60200                  | COMMISSION                                            | 75,000         | 75,000         | 75,000         | 75,000         | 75,000                 | 75,000         | 75,000         | 0         |       |
| 60201                  | ADMINISTRATIVE COSTS                                  | 422            | 0              | 0              | 0              | 0                      | 0              | 0              | 0         |       |
| 60202                  | PRODUCTION EXPENSE                                    | 0              | 0              | 0              | 0              | 0                      | 0              | 0              | 0         |       |
|                        |                                                       | 76,769         | 75,000         | 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        | 675,000        | 0         |       |
| 60203                  | TSF TO CITY CONFERENCE CENTRE OBLIGATORY RESERVE FUND | (673,231)      | (675,000)      | (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              | 0         |       |

**NOTE:**

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

2. Enercare agreement from June 1/2016 to May 31, 2026; revenue will be recognized from Jan 1/2016. DEC naming fees were recognized over ten years from Jan1/2006 to Dec31/2015.

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

**70-708 - DEBT PAYMENTS**

| ACCT#                  | ACCOUNT NAME                           | 2017<br>ACTUAL   | 2018<br>ACTUAL   | 2019<br>ACTUAL   | 2020<br>ACTUAL   | 2021<br>Q2<br>FORECAST | 2021<br>BUDGET   | 2022<br>BUDGET   | %Increase  | Notes |
|------------------------|----------------------------------------|------------------|------------------|------------------|------------------|------------------------|------------------|------------------|------------|-------|
| <b>EXPENSE</b>         |                                        |                  |                  |                  |                  |                        |                  |                  |            |       |
| <b>1-70-708-70801-</b> |                                        |                  |                  |                  |                  |                        |                  |                  |            |       |
| 69800                  | CITY DEBT - BUILDING AMORTIZATON       | 1,470,588        | 1,470,588        | 1,470,588        | 1,470,588        | 1,470,588              | 1,470,588        | 1,470,588        | 0          | 1     |
| 60781                  | CITY DEBT - INTEREST                   | 1,589,737        | 1,552,826        | 1,514,070        | 1,473,375        | 1,430,646              | 1,430,646        | 1,385,780        | (3)        | 1     |
|                        | <b>SUBTOTAL CITY DEBT</b>              | <b>3,060,325</b> | <b>3,023,414</b> | <b>2,984,658</b> | <b>2,943,963</b> | <b>2,901,234</b>       | <b>2,901,234</b> | <b>2,856,368</b> | <b>(2)</b> |       |
| <b>1-70-708-70802-</b> |                                        |                  |                  |                  |                  |                        |                  |                  |            |       |
| 69800                  | FCM LOAN-BUILDING AMORTIZATION         | 80,004           | 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           | 23,735                 | 23,735           | 21,292           | (10)       | 2     |
|                        | <b>SUBTOTAL FCM DEBT</b>               | <b>112,971</b>   | <b>110,750</b>   | <b>108,465</b>   | <b>106,146</b>   | <b>103,735</b>         | <b>103,735</b>   | <b>101,292</b>   | <b>(2)</b> |       |
|                        | <b>TOTAL INTEREST AND AMORTIZATION</b> | <b>3,173,296</b> | <b>3,134,164</b> | <b>3,093,122</b> | <b>3,050,109</b> | <b>3,004,969</b>       | <b>3,004,969</b> | <b>2,957,661</b> | <b>(3)</b> |       |
| <b>1-00-000-00000-</b> |                                        |                  |                  |                  |                  |                        |                  |                  |            |       |
| 20390                  | CITY DEBT - PRINCIPAL REPAYMENT        | 738,221          | 775,132          | 813,889          | 854,584          | 897,313                | 897,313          | 942,178          | 5          | 3     |
| 20370                  | FCM LOAN - PRINCIPAL REPAYMENT         | 92,335           | 94,501           | 96,758           | 99,039           | 101,466                | 101,466          | 103,860          | 2          | 3     |
|                        | <b>TOTAL PRINCIPAL REPAYMENT</b>       | <b>830,557</b>   | <b>869,633</b>   | <b>910,648</b>   | <b>953,623</b>   | <b>998,779</b>         | <b>998,779</b>   | <b>1,046,039</b> | <b>5</b>   |       |

**NOTE:**

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

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

**70-709 - SALES AND MARKETING**

| ACCT#                  | ACCOUNT NAME             | 2017<br>ACTUAL | 2018<br>ACTUAL | 2019<br>ACTUAL | 2020<br>ACTUAL | 2021<br>Q2<br>FORECAST | 2021<br>BUDGET | 2022<br>BUDGET | %Increase | Notes |
|------------------------|--------------------------|----------------|----------------|----------------|----------------|------------------------|----------------|----------------|-----------|-------|
| <b>1-70-709-70709-</b> |                          |                |                |                |                |                        |                |                |           |       |
|                        | <b>EXPENSES</b>          |                |                |                |                |                        |                |                |           |       |
| 60000                  | SALARIES - PERMANENT     | 219,082        | 208,384        | 213,209        | 457,650        | 219,723                | 369,840        | 378,317        | 2         | 1     |
| 60001                  | BENEFITS                 | 49,612         | 56,416         | 60,043         | 93,535         | 93,694                 | 105,563        | 109,100        | 3         | 1     |
| 60404                  | ADVERTISING              | 0              | 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         | 20,031         | 20,000                 | 90,500         | 90,000         | (1)       | 3     |
| 60438                  | MEDIA / PUBLIC RELATIONS | 0              | 0              | 0              | 4,000          | 4,000                  | 4,100          | 4,100          | 0         |       |
| 60800                  | CONTRACT STAFF           | 125,536        | 136,279        | 154,286        | 7,050          | 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         |       |
|                        | <b>TOTAL EXPENSES</b>    | <b>427,162</b> | <b>417,797</b> | <b>502,443</b> | <b>582,266</b> | <b>337,417</b>         | <b>570,003</b> | <b>581,517</b> | <b>2</b>  |       |

**NOTE:**

1. Provision for cost of living increase and financial reward. 2021 forecast is lower due to staff gapping and there is no performance bonus due to the pandemic. 2020 actual cost was high because of termination cost.
2. From 2020 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 shared 50/50 between ECC/BFC of consolidated total cost per department request
4. From 2018 cost was shared 50/50 between ECC/BFC of consolidated total cost per department request

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

**70-710 - EVENT MANAGEMENT**

| ACCT#                  | ACCOUNT NAME             | 2017<br>ACTUAL | 2018<br>ACTUAL | 2019<br>ACTUAL | 2020<br>ACTUAL | 2021<br>Q2<br>FORECAST | 2021<br>BUDGET | 2022<br>BUDGET | %Increase | Notes |
|------------------------|--------------------------|----------------|----------------|----------------|----------------|------------------------|----------------|----------------|-----------|-------|
| <b>1-70-710-70710-</b> |                          |                |                |                |                |                        |                |                |           |       |
| <b>EXPENSES</b>        |                          |                |                |                |                |                        |                |                |           |       |
| 60000                  | SALARIES - PERMANENT     | 219,705        | 215,697        | 225,029        | 300,307        | 313,332                | 309,175        | 325,552        | 5         | 1     |
| 60001                  | BENEFITS                 | 58,796         | 60,155         | 68,082         | 82,076         | 90,537                 | 88,777         | 94,505         | 6         | 1     |
| 60206                  | MANAGEMENT FEES - CERISE | 41,400         | 41,400         | 41,400         | 27,600         | 10,000                 | 20,700         | 41,400         | 100       | 2     |
| 60207                  | ADMIN FEES - CERISE      | 66,449         | 62,806         | 72,762         | 9,252          | 1,000                  | 40,000         | 59,000         | 48        | 3     |
| 60437                  | MEALS & ENTERTAINMENT    | 275            | 85             | 0              | 0              | 300                    | 150            | 150            | 0         |       |
| 60800                  | CONTRACT STAFF           | 0              | 0              | 50,693         | 0              | 0                      | 0              | 0              | 0         | 4     |
| 63119                  | PRINTING & STATIONERY    | 671            | 41             | 0              | 175            | 200                    | 300            | 300            | 0         | 5     |
| 63126                  | SUPPLIES & GENERAL       | 746            | 3,494          | 3,305          | 862            | 1,000                  | 1,500          | 2,000          | 33        | 5     |
| 63127                  | UNIFORMS                 | 0              | 0              | 0              | 0              |                        | 0              | 0              | 0         |       |
| <b>TOTAL EXPENSES</b>  |                          | <b>388,042</b> | <b>383,678</b> | <b>461,271</b> | <b>420,273</b> | <b>416,369</b>         | <b>460,602</b> | <b>522,907</b> | <b>14</b> |       |

**NOTE:**

1. Provision for cost of living increase and financial reward. From 2020 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. Budget estimated at 2% of total rent and F&B commission. Admin fee paid to Cerise based on events at 15% of labour costs for water stations, washroom attendants and set up/tear down.
4. From 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 SERVICE**

| ACCT#                  | ACCOUNT NAME                                 | 2017<br>ACTUAL | 2018<br>ACTUAL | 2019<br>ACTUAL | 2020<br>ACTUAL | 2021<br>Q2<br>FORECAST | 2021<br>BUDGET | 2022<br>BUDGET | %Increase | Notes |
|------------------------|----------------------------------------------|----------------|----------------|----------------|----------------|------------------------|----------------|----------------|-----------|-------|
| <b>1-70-711-70711-</b> |                                              |                |                |                |                |                        |                |                |           |       |
|                        | <b><u>EXPENSES</u></b>                       |                |                |                |                |                        |                |                |           |       |
| 60000                  | SALARIES - PERMANENT                         | 86,736         | 76,600         | 70,221         | 63,728         | 73,288                 | 139,591        | 143,681        | 3         | 1     |
| 60001                  | BENEFITS                                     | 11,137         | 18,519         | 20,846         | 19,055         | 21,238                 | 40,239         | 41,969         | 4         | 1     |
| 60800                  | CONTRACT STAFF                               | 0              | 50,108         | 62,769         | 1,349          | 0                      | 0              | 0              | 0         | 1     |
| 61036                  | LEASABLE AV EQUIPMENTS MAINTENANCE AND PARTS | 8,882          | 8,235          | 9,470          | 15,855         | 20,000                 | 25,000         | 25,000         | 0         | 2     |
|                        | <b>TOTAL EXPENSES</b>                        | <b>106,755</b> | <b>153,461</b> | <b>163,306</b> | <b>99,987</b>  | <b>114,526</b>         | <b>204,830</b> | <b>210,650</b> | <b>3</b>  |       |

**NOTE:**

1. Provision for cost of living increase and financial reward. From 2020 budget provided for two permanent FT Production Coordinators. One additional PC was hired in 2018, is funded by increase in sales (was shared 75%/25% between EP and BFC from 2018-2020)