

THE BOARD OF GOVERNORS OF EXHIBITION PLACE										
OPERATING BUDGET 2023										
		2018	2019	2020	2021	2022	2022	2023		
PAGE	PROGRAM	ACTUAL	ACTUAL	ACTUAL	ACTUAL	FORECAST	BUDGET	BUDGET	% Increase	Notes
	EXHIBITION PLACE AND ENERCARE CENTRE									
	REVENUE									
3	REVENUE - EP	30,325,180	33,484,047	15,450,644	16,504,638	28,143,257	28,196,080	30,120,189	7	
12	COVID 19 SUPPORT FROM CITY OF TORONTO	0	0	14,597,762	14,416,509	0	0	0	0	
35	REVENUE - EC	11,507,002	13,656,475	4,755,442	2,526,863	9,326,274	10,796,361	11,841,124	10	
		41,832,182	47,140,522	34,803,848	33,448,011	37,469,531	38,992,441	41,961,313	8	
	EXPENSES									
3	DIRECT EXPENSES - EP	8,028,006	8,821,544	2,022,461	2,778,257	6,970,042	6,795,745	7,593,003	12	
35	DIRECT EXPENSES - EC	5,248,043	6,925,481	4,501,029	4,739,314	5,768,373	5,447,701	6,086,124	12	
	DIRECT EXPENSES	13,276,049	15,747,025	6,523,489	7,517,570	12,738,415	12,243,446	13,679,127	12	
7	OVERHEAD EXPENSES	24,569,502	27,186,044	25,792,302	21,307,188	26,285,505	27,857,779	28,952,444	4	
		37,845,551	42,933,068	32,315,792	28,824,758	39,023,921	40,101,225	42,631,570	6	
	INCOME (LOSS) BEFORE DEBT CHARGES	3,986,631	4,207,454	2,488,056	4,623,252	(1,554,390)	(1,108,784)	(670,258)	40	
7	INTEREST AND AMORT EXPENSE - ENERGY RETROFIT ASSETS	1,524,939	1,619,331	1,616,801	1,387,405	1,735,610	1,653,216	1,674,742	1	
	NET INCOME (LOSS)	2,461,692	2,588,123	871,255	3,235,847	(3,290,000)	(2,762,000)	(2,345,000)	15	
	BEANFIELD CENTRE									
44	REVENUE	3,623,154	5,069,016	439,362	267,125	3,047,783	3,532,776	4,308,937	22	
44	EXPENSES	2,463,361	2,864,088	1,808,309	1,154,274	2,262,171	2,675,165	2,868,354	7	
	CASH FLOW BEFORE INTEREST, AMORT AND TRANSFERS	1,159,793	2,204,928	(1,368,947)	(887,150)	785,611	857,611	1,440,583	68	
52	LESS: INTEREST EXPENSES	1,583,572	1,542,530	1,499,517	1,454,381	1,407,073	1,407,073	1,357,454	(4)	
52	LESS: AMORTIZATION EXPENSE	1,931,964	1,851,814	1,647,204	1,647,204	0	0	0	0	
52	LESS: PRINCIPAL REPAYMENT - FCM LOAN	0	0	0	0	942,178	942,178	989,287	5	
52	LESS: PRINCIPAL REPAYMENT - CITY LOAN	0	0	0	0	103,860	103,860	106,342	2	
	INCOME (LOSS) BEFORE NAMING FEE	(2,355,743)	(1,189,417)	(4,515,668)	(3,988,735)	(1,667,500)	(1,595,500)	(1,012,500)	37	
44	NAMING FEES REVENUE (ENERCARE & BEANFIELD)	1,022,360	1,057,500	1,048,929	1,057,500	1,057,500	1,057,500	1,057,500	0	
	NET INCOME (LOSS)	(1,333,383)	(131,917)	(3,466,738)	(2,931,235)	(610,000)	(538,000)	45,000	108	
44	CASH TRANSFER FROM(TO) CONFERENCE CENTRE RESERVE	0	0	2,346,253	3,600,999	0	0	0	0	
	NET INCOME (LOSS) AFTER TSF PER FIN. STATEMENTS	(1,333,383)	(131,917)	(1,120,485)	669,764	(610,000)	(538,000)	45,000	(108)	
	SUMMARY									
	BOG									
	TOTAL REVENUE	46,477,696	53,267,038	38,638,392	38,373,634	41,574,813	43,582,717	47,327,749	9	
	TOTAL EXPENSE	45,349,388	50,810,832	38,887,622	34,468,023	45,474,813	46,882,717	49,627,749	6	
	NET INCOME (LOSS) PER FINANCIAL STATEMENTS	1,128,309	2,456,206	(249,230)	3,905,612	(3,900,000)	(3,300,000)	(2,300,000)	30	
	CASH CONVERSION:									
	EMPLOYEE BENEFITS	(224,963)	1,850	(573,867)	70,761					
	AMORTIZATION - EP/EC	43,332	66,613	89,892	119,364					
	AMORTIZATION - BEANFIELD CENTRE	1,931,964	1,851,814	1,647,204	1,647,204					
	PRINCIPAL REPAYMENT - BEANFIELD CENTRE	(869,633)	(910,648)	(953,623)	(998,779)					
	CAPITAL ASSETS SOLD/BOUGHT	0	(1,431,768)	0	(294,755)					
	NET STEP UP - LONG TERM LEASE	212,429	210,233	176,066	33,702					
	CASH PAYABLE (RECEIVABLE) FROM CITY	2,221,438	2,244,300	136,442	4,483,109	(3,900,000)	(3,300,000)	(2,300,000)		

**THE BOARD OF GOVERNORS OF EXHIBITION PLACE
OPERATING BUDGET 2023**

		2018	2019	2020	2021	2022	2022	2023	% Increase	Notes
PAGE	DEPARTMENT	ACTUAL	ACTUAL	ACTUAL	ACTUAL	FORECAST	BUDGET	BUDGET		
	EXHIBITION PLACE									
3	REVENUE	30,325,180	33,484,047	30,048,406	30,921,147	28,143,257	28,196,080	30,120,189	7	
3	DIRECT EXPENSES	8,028,006	8,821,544	2,022,461	2,778,257	6,970,042	6,795,745	7,593,003	12	
7	OVERHEAD EXPENSES	24,569,502	27,186,044	25,792,302	21,307,188	26,285,505	27,857,779	28,952,444	4	
	INCOME (LOSS) BEFORE DEBT CHARGES	(2,272,328)	(2,523,540)	2,233,643	6,835,703	(5,112,290)	(6,457,444)	(6,425,258)	0	
7	INTEREST AND AMORT EXPENSE - ENERGY RETROFIT ASSETS	1,524,939	1,619,331	1,616,801	1,387,405	1,735,610	1,653,216	1,674,742	1	
	NET INCOME (LOSS)	(3,797,268)	(4,142,871)	616,841	5,448,298.01	(6,847,900)	(8,110,660)	(8,100,000)	0	
	ENERCARE CENTRE									
37	REVENUE	11,507,002	13,656,475	4,755,442	2,526,863	9,326,274	10,796,361	11,841,124	10	
37	DIRECT EXPENSES	5,248,043	6,925,481	4,501,029	4,739,314	5,768,373	5,447,701	6,086,124	12	
	NET INCOME LOSS)	6,258,959	6,730,994	254,413	(2,212,451)	3,557,900	5,348,660	5,755,000	(8)	
	BEANFIELD CENTRE									
44	REVENUE	3,623,154	5,069,016	439,362	267,125	3,047,783	3,532,776	4,308,937	22	
44	EXPENSES	2,463,361	2,864,088	1,808,309	1,154,274	2,262,171	2,675,165	2,868,354	7	
	CASH FLOW BEFORE INTEREST, AMORT AND TRANSFER	1,159,793	2,204,928	(1,368,947)	(887,150)	785,611	857,611	1,440,583	68	
52	LESS: INTEREST EXPENSES	1,583,572	1,542,530	1,499,517	1,454,381	1,407,073	1,407,073	1,357,454	(4)	
52	LESS: AMORTIZATION EXPENSE	1,931,964	1,851,814	1,647,204	1,647,204	0	0	0	0	
52	LESS: PRINCIPAL REPAYMENT - FCM LOAN	0	0	0	0	942,178	942,178	989,287	5	
52	LESS: PRINCIPAL REPAYMENT - CITY LOAN	0	0	0	0	103,860	103,860	106,342	2	
	INCOME (LOSS) BEFORE NAMING FEE	(2,355,743)	(1,189,417)	(4,515,668)	(3,988,735)	(1,667,500)	(1,595,500)	(1,012,500)	37	
44	NAMING FEES REVENUE (ENERCARE & BEANFIELD)	1,022,360	1,057,500	1,048,929	1,057,500	1,057,500	1,057,500	1,057,500	0	
	NET INCOME (LOSS)	(1,333,383)	(131,917)	(3,466,738)	(2,931,235)	(610,000)	(538,000)	45,000	108	
44	TRANSFER FROM (TO) CONFERENCE CENTRE RESERVE	0	0	2,346,253	3,600,999	0	0	0	0	
	NET INCOME (LOSS) AFTER TSF PER FS	(1,333,383)	(131,917)	(1,120,485)	669,764.19	(610,000)	(538,000)	45,000	(108)	
	SUMMARY									
	BOG									
	TOTAL REVENUE	46,477,696	53,267,038	38,638,392	38,373,634	41,574,813	43,582,717	47,327,749	9	
	TOTAL EXPENSE	45,349,388	50,810,832	38,887,622	34,468,023	45,474,813	46,882,717	49,627,749	6	
	NET INCOME (LOSS) PER FINANCIAL STATEMENTS - BOG	1,128,309	2,456,206	(249,230)	3,905,612	(3,900,000)	(3,300,000)	(2,300,000)	(30)	

THE BOARD OF GOVERNORS OF EXHIBITION PLACE										
EXHIBITION PLACE										
REVENUE AND EXPENSE SUMMARY										
PAGE	DESCRIPTION	2018 ACTUAL	2019 ACTUAL	2020 ACTUAL	2021 ACTUAL	2022 FORECAST	2022 BUDGET	2023 BUDGET	%Increase	Notes
	REVENUE									
	RENTAL INCOME - TENANTS	1,180,417	1,493,277	1,296,720	1,400,736	1,634,806	1,766,820	1,607,191	(9)	1
	MLSE CONTRIBUTION - COCA-COLA & OVO CENTRE	1,175,772	1,244,901	1,188,385	1,219,146	1,218,246	1,220,581	1,218,246	(0)	9
	BMO FIELD GUARANTEE PAYMENT - NET	156,789	179,431	197,999	200,839	227,802	224,582	252,219	12	12
	ADDITIONAL RENT - MLSE/COCA-COLA COLISEUM - NET	98,000	98,005	98,000	89,837	98,000	98,000	98,000	0	2
	SUBTOTAL	2,610,978	3,015,614	2,781,104	2,910,558	3,178,854	3,309,984	3,175,656	(4)	
	RENTAL INCOME - CNEA EVENT	3,741,242	3,853,480	0	0	4,088,157	4,210,800	4,210,800	0	6
	RENTAL INCOME - EVENTS	1,210,680	1,128,559	337,198	576,469	829,408	1,055,315	1,041,193	(1)	
	BILLBOARD ADVERTISING -NET	1,809,820	2,224,229	1,574,279	1,651,209	1,840,704	1,925,101	2,071,350	8	
42200	CATERING CONCESSIONS	98,033	95,929	17,315	10,554	52,000	75,700	71,900	(5)	
	SUBTOTAL	9,470,753	10,317,810	4,709,897	5,148,790	9,989,123	10,576,900	10,570,899	(0)	
	SHOW SERVICES									
	- TENANTS	1,307,572	1,481,227	295,728	560,123	1,038,000	1,038,000	1,283,000	24	4
	- CNEA'S WORK ORDERS BILLED	3,211,766	3,570,548	26,180	20,415	2,821,280	2,821,280	3,250,000	15	11
	- EVENTS	1,415,631	1,611,133	242,485	399,368	1,031,000	1,183,000	1,131,600	(4)	3
	SHOW SERVICES REVENUE	5,934,969	6,662,909	564,393	979,906	4,890,280	5,042,280	5,664,600	12	
5	PARKING REVENUE	7,939,614	8,828,987	2,381,245	3,093,499	6,995,000	5,850,000	6,826,000	17	
	SUBTOTAL DIRECT REVENUE	23,345,336	25,809,706	7,655,534	9,222,195	21,874,403	21,469,180	23,061,499	7	
12	- ADMIN MARK UP, INTEREST AND MISC REVENUE	1,119,827	706,842	278,375	1,542,781	348,083	382,000	417,579	9	8
12	- PROPERTY TAX RECOVERIES	3,341,148	3,959,977	4,131,537	3,797,458	3,693,649	3,801,300	3,773,111	(1)	
16	- ERP PROJECTS - INCENTIVE RECEIVED	249,729	240,925	244,292	258,485	231,000	256,000	231,000	(10)	
18	- DISTRICT ENERGY SYSTEM - REVENUE	1,269,520	2,022,850	2,350,315	1,384,033	1,710,957	1,837,600	1,772,000	(4)	
19	- NAMING RIGHTS REVENUE - BEANFIELD CENTRE	425,000	425,000	425,000	425,000	425,000	425,000	425,000	0	
19	- NAMING RIGHTS EXPENSES & TSF - BEANFIELD CENTR	(425,000)	(425,000)	(425,000)	(425,000)	(425,000)	(425,000)	(425,000)	0	
	SUBTOTAL OTHER REVENUE	5,980,224	6,930,594	7,004,520	6,982,757	5,983,689	6,276,900	6,193,690	(1)	
11	- CONTRIBUTION FROM CONF. RESERVE FUNDS	0	0	0	0	0	0	0	0	
11	- CONTRIBUTION FROM RESERVES	999,620	743,747	790,590	299,686	285,165	450,000	865,000	92	
	SUBTOTAL CONTRIBUTION FROM RESERVES	999,620	743,747	790,590	299,686	285,165	450,000	865,000	92	
	TOTAL REVENUE	30,325,180	33,484,047	15,450,644	16,504,638	28,143,257	28,196,080	30,120,189	7	
	EXPENSE									
5	PARKING EXPENSES	3,161,031	3,277,142	1,576,360	1,949,445	2,966,042	2,693,645	2,920,403	8	
	SHOW SERVICES EXPENSES									
	- TENANTS EVENT DIRECT EXPENSE	1,178,260	1,346,262	262,526	486,916	927,000	927,000	1,145,500	24	4
	- CNEA'S WORK ORDERS EXPENSE	2,880,668	3,188,584	24,323	18,164	2,519,000	2,519,000	2,902,100	15	11
	- EVENTS DIRECT EXPENSE	647,453	859,235	129,895	241,381	447,000	528,100	504,400	(4)	3
	- EVENTS PMD COSTS	160,594	150,321	29,358	82,351	111,000	128,000	120,600	(6)	7
	SUB TOTAL SHOW SERVICE EXPENSES	4,866,974	5,544,402	446,101	828,812	4,004,000	4,102,100	4,672,600	14	
	TOTAL DIRECT EXPENSE	8,028,006	8,821,544	2,022,461	2,778,257	6,970,042	6,795,745	7,593,003	12	
	PROFIT (LOSS) BEFORE OVERHEAD EXPENSES	22,297,174	24,662,503	13,428,183	13,726,381	21,173,215	21,400,335	22,527,186	5	
7	OVERHEAD EXPENSES	26,094,441	28,805,374	27,409,104	22,694,593	28,021,115	29,510,995	30,627,186	4	
	NET OPERATING PROFIT (LOSS) BEFORE THE FOLLOWING	(3,797,268)	(4,142,871)	(13,980,920)	(8,968,211)	(6,847,900)	(8,110,660)	(8,100,000)	0	
	COVID-19 SUPPORT - FROM CITY OF TORONTO	0	0	14,597,762	14,416,509	0	0	0		
	NET OPERATING PROFIT (LOSS)	(3,797,268)	(4,142,871)	616,841	5,448,298	(6,847,900)	(8,110,660)	(8,100,000)	0	

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

NOTE:												
1. Budget increases starting 2021 due to additional revenue from lease 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 OVG(was Centerplate/Spectra).												
6. Rent per license agreement for renewal term; 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.												
13. 2023 billboard % rent per advertising sales forecast from Astra.												

THE BOARD OF GOVERNORS OF EXHIBITION PLACE										
EXHIBITION PLACE										
50-108 TRANSPORTATION SERVICES										
ACCT#	ACCOUNT NAME	2018 ACTUAL	2019 ACTUAL	2020 ACTUAL	2021 ACTUAL	2022 FORECAST	2022 BUDGET	2023 BUDGET	%/Increase	Notes
1-50-108-XXXX-										
	REVENUE									
	PARKING REVENUE									
40500	ECC EVENTS	3,405,633	4,117,507	779,823	999,986	2,640,000	2,620,000	3,145,500	20	14
40500	EP EVENTS	913,237	1,007,870	738,946	689,577	600,000	500,000	639,000	28	14
40500	TENANTS, LOTS RENTAL & PERMITS	572,580	792,892	410,818	489,284	670,000	550,000	570,500	4	
40501	ONTARIO PLACE EVENTS	597,803	730,031	17,790	57,795	850,000	390,000	505,000	29	
	SUB-TOTAL PARKING REVENUE	5,489,254	6,648,299	1,947,377	2,236,642	4,760,000	4,060,000	4,860,000	20	10
									0	
40520	COCA-COLA COLISEUM - SUBJECT TO REBATE	687,237	646,231	157,014	83,483	530,000	450,000	537,000	19	13
40521	BMO FIELD - SUBJECT TO REBATE - TFC	1,001,974	742,428	51,186	282,257	869,000	750,000	710,000	(5)	7
40522	BMO FIELD - SUBJECT TO REBATE - ARGOS	220,134	156,786	0	196,438	271,000	170,000	175,000	3	7
40599	BMO FIELD - NOT SUBJECT TO REBATE	128,582	216,291	148,352	194,702	270,000	125,000	188,000	50	16
40522	BMO FIELD - NOT SUBJECT TO REBATE - ARGOS	5,797	4,207	0	7,166	5,000	5,000	5,000	0	7
40500	MEDIAVAL TIMES	406,638	414,746	77,315	92,812	290,000	290,000	351,000	21	
	TOTAL REVENUE	7,939,614	8,828,987	2,381,245	3,093,499	6,995,000	5,850,000	6,826,000	17	10
1-50-108-50108-										
	EXPENSE									
60000	SALARIES - PERMANENT	638,792	654,441	673,641	705,606	665,500	692,231	681,181	(2)	1
60001	BENEFITS - PERMANENT	161,809	170,458	165,900	183,106	193,900	200,905	198,450	(1)	1
60002	SALARIES AND BENEFITS - HOURLY	757,039	791,396	240,827	354,592	614,200	513,600	599,300	17	15
60407	PARKING AUDIT	0	0	0	0	2,000	2,000	2,000	0	
60409	BANK & CREDIT CARD CHARGES/CASH HANDLING	115,700	120,377	75,592	11,135	91,600	76,600	95,600	25	3
60424	EQUIPMENT RENTALS	80	7,134	0	70,727	15,360	15,360	15,360	0	9
60425	EXPENSE ALLOWANCE	2,961	1,101	279	230	3,000	3,000	3,000	0	4
60459	STAFF DEVELOPMENT/TRAINING - UNIONIZED	1,433	512	0	0	2,000	2,000	2,000	0	12
60780	INTEREST EXPENSE - TPA LOAN	0	14,005	2,187	3,116	0	0	0	0	18
60801	CONTRACT SERVICES	5,421	5,459	3,004	1,818	6,000	6,000	6,000	0	8
61020	SALARY & BENEFITS RECOVERIES FROM CNEA	(39,928)	(41,859)	0	0	(44,980)	(44,980)	(46,300)	3	5
61036	EQUIPMENT MAINTENANCE - TPA	81,721	109,532	120,850	93,757	94,000	90,000	94,000	4	
61037	SECURITY - NET OF RECOVERIES	130,795	193,865	15,591	52,984	126,600	105,900	136,500	29	6
61072	P.M.D (SIGNAGES, COIN & CARD PROCESSING MACHINE	137,451	169,038	51,598	89,630	129,100	96,600	110,800	15	2
61088	ROAD MARKINGS AND SIGN REPAIRS (from 50-323)	26,874	43,858	35	30,249	75,000	75,000	75,000	0	17
63119	PRINTING & STATIONERY	3,864	8,597	2,203	966	9,000	9,000	9,000	0	
63126	SUPPLIES & GENERAL	5,104	10,482	3,900	1,464	4,000	4,000	4,000	0	
63127	UNIFORMS	5,767	3,705	714	5,464	5,000	5,000	9,000	80	
69800	AMORTIZATION EXPENSE - NEW TPA SYSTEM	0	23,281	46,560	76,032	52,262	52,262	52,262	0	18
	SUBTOTAL EXPENSES BEFORE REBATES	2,034,884	2,285,381	1,402,881	1,680,877	2,043,542	1,904,478	2,047,153	7	
51000	MEDIAVAL TIMES REBATE	203,319	207,379	38,658	46,406	145,000	145,000	175,500	21	11
51004	COCA-COLA COLISEUM REBATE	515,442	484,673	117,761	62,612	397,500	337,500	402,750	19	11
51005	BMO FIELD REBATE - TFC	333,999	247,452	17,060	94,076	289,667	250,000	236,667	(5)	11
51006	BMO FIELD REBATE - ARGOS	73,387	52,257	0	65,473	90,333	56,667	58,333	3	11
	TOTAL EXPENSES	3,161,031	3,277,142	1,576,360	1,949,445	2,966,042	2,693,645	2,920,403	8	
	NET PROFIT (LOSS)	4,778,583	5,551,845	804,885	1,144,054	4,028,958	3,156,355	3,905,597	24	

**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% of gross parking revenue. PMD includes TPA maintenance fee, signage, cost of coin and card processing machines. In 2017 we installed 2.5km bike lanes through ground
3. Budget is provided at 1.4% of gross parking revenue. 2018 actual was higher due to 2017 retro billing from TPA re mobile payment fee
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 2% 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. From 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. 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. 2023 budget assumed approx. 10% less car park and attendance during the recovery periods and lost revenue due to shortage of parking inventory during weekends of some major events. 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. 2023 budget increase to reflect actual annual requirements. Prior years budget was only provided part of the full cost. Budget includes road markings/signs, bicycle lanes etc...
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.

THE BOARD OF GOVERNORS OF EXHIBITION PLACE										
EXHIBITION PLACE										
OVERHEAD EXPENSE SUMMARY										
PAGE	DEPARTMENT	2018 ACTUAL	2019 ACTUAL	2020 ACTUAL	2021 ACTUAL	2022 FORECAST	2022 BUDGET	2023 BUDGET	% Increase	Notes
8	CHIEF EXECUTIVE OFFICER & HR	1,306,193	1,456,092	1,240,961	1,739,557	2,248,700	2,328,948	2,620,362	13	
9	ARCHIVES & COMMERCIAL RECORDS	486,936	491,073	472,362	512,128	544,907	543,839	575,582	6	
10	PURCHASING & STORES	218,524	196,199	204,212	190,123	199,200	217,833	230,346	6	
11	SICK BANK PAID OUT	206,860	212,457	251,737	91,361	85,165	250,000	250,000	0	
12	FINANCE	6,707,601	7,502,201	8,787,541	6,495,614	6,448,882	6,563,778	6,221,572	(5)	
14	COMMUNITY GRANTS - IN KIND DONATION	1,000	1,000	0	0	54,000	54,000	54,000	0	
15	OPERATIONS ADMINISTRATION	2,176,399	2,073,159	1,867,828	1,970,395	2,300,817	2,361,015	2,367,490	0	
20	UTILITIES	2,897,297	4,024,535	3,595,005	2,042,640	3,616,100	4,658,600	4,449,468	(4)	2
16	ENERGY RETROFIT ASSETS - ENERGY SAVING BUDGET	0	0	0	0	0	(425,216)	(362,715)	(15)	
21	HOUSE KEEPING SERVICE	910,945	979,267	883,521	914,495	945,833	997,803	1,000,126	0	
22	SPECIAL APPROPRIATIONS	741,244	1,016,231	1,180,947	245,548	965,000	1,265,000	1,215,000	(4)	
23	FACILITY SERVICES	1,637,308	1,763,870	1,572,980	1,358,572	1,599,523	1,687,454	1,807,685	7	
24	LABOUR	350,667	658,762	327,374	498,293	598,061	470,758	574,015	22	
25	ELECTRICAL	1,061,367	1,036,383	735,141	1,012,247	1,097,300	1,097,300	1,125,245	3	
26	ENGINEERING	69,624	(3,935)	(108,945)	(239,958)	1,100	1,100	1,150	5	
27	CARPENTRY	744,194	699,287	629,307	626,663	781,395	729,395	874,562	20	
28	PAINTING	237,692	214,612	87,939	166,459	174,200	250,200	271,200	8	
29	MECHANICAL & GARAGE	393,361	393,494	303,015	411,872	488,800	518,296	617,233	19	
30	PLUMBING	814,830	792,359	688,001	626,527	795,500	878,500	1,037,137	18	
31	HVAC	924,639	901,626	634,067	639,204	706,410	876,410	944,360	8	
32	PRODUCTION SERVICE	285,830	404,224	505,612	307,184	514,506	425,676	573,722	35	
33	SECURITY & COMMUNICATIONS	1,604,231	1,735,552	1,501,148	1,489,939	1,920,106	1,907,091	1,889,903	(1)	
11	FLEET & EQUIPMENTS PURCHASES	792,760	637,593	432,550	208,325	200,000	200,000	615,000	208	
34	PRESS & FOOD BUILDINGS EXP. - NON RECOVERABLE	0	0	0	(0)	0	0	0	0	1
	SUBTOTAL BEFORE ERP INTEREST AND AMORT	24,569,502	27,186,044	25,792,302	21,307,188	26,285,505	27,857,779	28,952,444	4	
16-17	ENERGY EFFICIENCY - INTEREST & DEPRECIATION	773,828	763,148	752,522	715,396	681,216	681,216	593,715	(13)	
18	DISTRICT ENERGY SYSTEM - COSTS	751,112	856,183	864,279	672,009	1,054,394	972,000	1,081,028	11	
	SUBTOTAL - ERP PROJECT EXPENSE	1,524,939	1,619,331	1,616,801	1,387,405	1,735,610	1,653,216	1,674,742	1	
	TOTAL EXPENSES	26,094,441	28,805,374	27,409,104	22,694,593	28,021,115	29,510,995	30,627,186	4	
NOTE:										
1. During the initial term 2013-2016 per agreement PMP (Labour, materials) and utilities (hydro, gas, water) costs to maintain Press building are assumed by BOG, thus not charged CNEA. Hydro (approx. 440,000 kwh), consumer gas (approx 12,000 m3), water (approx. 6,300 m3 in 2010).										
2. Budget electricity, gas, water budget base on anticipated volume change when venue is fully open. 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	2018 ACTUAL	2019 ACTUAL	2020 ACTUAL	2021 ACTUAL	2022 FORECAST	2022 BUDGET	2023 BUDGET	%/increase	Notes
1-50-100-50100-										
	EXPENSE									
60000	SALARIES - PERMANENT	546,699	699,541	816,761	1,237,170	1,368,900	1,356,390	1,493,992	10	1
60001	BENEFITS - PERM	150,795	181,701	145,445	243,935	402,600	399,358	439,560	10	1
60002	SALARY TEMPORARY - HR SUMMER OFFICE	64,614	48,989	4,756	0	0	0	0	0	9
60404	ADVERTISING - JOBS POSTING	1,846	5,323	1,321	1,824	3,000	3,000	3,000	0	8
60417	CONSULTANTS FEES	158,617	112,808	6,255	87,162	85,000	110,000	110,000	0	4
60418	MEETING CONVENTIONS & TRAVEL	8,603	7,075	946	0	15,000	15,000	15,000	0	2
60420	CORPORATE ENTERTAINMENT	0	2,000	1,880	0	1,000	1,000	2,000	100	
60421	CORPORATE PLANNING - BOG ONLY	40,826	62,541	3,285	18,535	45,000	31,000	70,000	126	3
60425	EXPENSE ALLOWANCES	3,311	5,612	2,593	4,199	3,000	3,000	5,600	87	
60439	PROFESSIONAL FEES, SUBSCRIPTIONS & MEMBERSHIPS	3,062	1,991	0	1,230	9,700	9,700	10,350	7	5
60444	PAYROLL PROCESSING COSTS - ADP	81,694	96,426	125,805	124,872	200,000	200,000	255,860	28	11
60445	PRESENTATIONS/PROMOTION	0	0	0	0	1,000	1,000	2,000	100	
60459	STAFF TRAINING, ENGAGEMENT AND RECOGNITION	109,031	84,538	15,589	18,887	60,000	170,000	180,000	6	6
60800	SALARIES & BENEFITS - EMPLOYEE & LABOUR RELATION	136,054	146,882	114,469	0	50,000	25,000	25,000	0	10
63119	PRINTING	0	0	0	0	1,000	1,000	2,000	100	
63126	SUPPLIES & GENERAL	1,040	667	1,857	1,744	3,500	3,500	6,000	71	7
	TOTAL EXPENSE	1,306,193	1,456,092	1,240,961	1,739,557	2,248,700	2,328,948	2,620,362	13	
NOTE:										
1. Budget increase because of wages and benefits costs of one new position for Policy and Strategic Planning Consultant, Tenants Service Coordinator transferred from Event Management department 60-807 and also all payroll staff transferred from Finance department 50-116. Provision for cost of living increase and financial reward.										
2. Includes travel for all departments on grounds except for the ECC Marketing Department 60-803.										
3. Expenses related to the Board's Suites - BMO, COCA-COLA, Indy, RAWF and misc.										
4. Cost includes Ontario Energy Leader (OEL) membership required to provide 3rd party verification for figures for environmental initiatives (green house reduction etc.), LEED certification, Toronto Board of Trade, Composing Council, Recycling Council, Canadian Green Building Council etc...2018 cost was high because it includes Rowan Williams Davies and Irwin for ECC LEED consulting. (total \$96K; shared between 50-100 and 50-301).										
5. 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										
6. Budget includes training cost for non-unionized security staff who were decertified from union in October 2019. Customer service program reflected in this budget, City of Toronto has informed Exhibition Place that City will no longer provide training to staff. Includes combined development and training for non-unionized staff for all programs.										
7. Includes expenses for CNEA's summer office (previous years charged directly to CNEA) such as: supplies, signage, badges, photocopier/AC rental, cost for new employee orientation kit etc....										
8. Costs for job posting for EP										
9. 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.										
10. From 2021 budget provides for in house staff. Prior to 2020 includes City's share service billing for Employee and Labour Relation. 2020 actual cost was lower due to 50% service reduction during COVID 19 shutdown months from March to December.										
11. Budget provide annual fees for new time and attendance & HR Information System module: time and attendance model annual fees for active employee enhance time module and unarchived employees HR model; payroll processing fees for weekly and bi-weekly salary; 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										
OVERHEAD										
50-104 - TECHNOLOGY AND INFORMATION SERVICES - ARCHIVES & COMMERCIAL RECORDS CENTRE										
ACCT#	ACCOUNT NAME	2018 ACTUAL	2019 ACTUAL	2020 ACTUAL	2021 ACTUAL	2022 FORECAST	2022 BUDGET	2023 BUDGET	%/Increase	Notes
1-50-104-50104-										
EXPENSE										
60000	SALARIES - PERMANENT	226,342	244,940	249,268	244,266	251,400	252,459	256,180	1	1
60001	BENEFITS - PERM	64,050	59,946	56,369	58,381	74,400	74,167	75,420	2	1
60002	SALARIES & BENEFITS - TEMPORARY	21,607	2,298	560	0	2,000	24,913	25,892	4	5
60422	DOORS OPEN TORONTO	2,061	1,000	0	0	2,000	2,000	2,000	0	2
60424	EQUIPMENT RENTAL	55,249	58,028	58,030	94,332	90,000	70,000	90,000	29	14
60425	EXPENSE ALLOWANCES	46	46	164	0	500	500	500	0	3
60428	FLOWERS	1,378	275	1,484	1,456	1,000	1,000	1,000	0	
60439	MEMBERSHIPS	789	183	994	826	1,200	1,200	1,200	0	4
60461	TELECOMMUNICATIONS	45,710	48,486	41,141	50,638	50,000	45,000	50,000	11	11
60800	CONTRACT STAFF - CORP SEC SERVICE	60,750	61,509	61,509	61,509	66,400	66,400	68,990	4	15
60801	FREEDOM OF INFORMATION & PIA - CITY SERVICE	0	1,500	1,500	1,500	1,500	1,500	1,500	0	13
61020	RECOVERIES FROM CNEA	(8,653)	(8,821)	(8,861)	(8,861)	(9,293)	(9,100)	(9,400)	3	9
61072	P.M.D	5,580	5,489	210	0	3,000	3,000	3,000	0	6
63118	POSTAGE & COURIER	2,460	3,468	2,496	529	3,500	3,500	2,000	(43)	12
63119	PRINTING & STATIONERY	33	33	552	1,748	300	300	300	0	7
63126	SUPPLIES & GENERAL	9,534	12,693	6,945	5,804	7,000	7,000	7,000	0	8
	TOTAL EXPENSES	486,936	491,073	472,362	512,128	544,907	543,839	575,582	6	
REVENUE										
49033	ARCHIVES REVENUE - GHOST/BOOKS/WORKSHOP/GRANT	0	0	0	0	0	0	0	###	10
	TOTAL REVENUE	0	0	0	0	0	0	0	###	
	NET EXPENDITURES	486,936	491,073	472,362	512,128	544,907	543,839	575,582	###	
NOTE:										
1. Provision for cost of living increase and financial reward. From 2018 cost was lower because one full time Senior Archivist was hired in exchange for full time manager per Board approved revised org chart in Feb 2018										
2. Expenses related to rental of display items, sound system, setup, etc. for viewing of Heritage buildings.										
3. Expenses related to meetings and misc. items incurred by R&A staff.										
4. Membership Fees related to 4 Organizations for R&A Manager prior to 2018										
5. Budget provided for part time Archive and Record assistance for special projects (Soil contamination, Exhibition during Pan Am in 2015 etc...).										
6. Expenses related to minor repairs/upgrades of R&A area.										
7. Expenses related to brochures for R&A Programs/Events.										
8. Expenses re Records Program (files, boxes, main. agreement, misc.) & labour to move records to Records Centre. Budget includes annual maintenance agreement with InMagic.										
9. Starting April 1, 2017 CNEA has been paying \$8,500/year + CPI increase for software portion. Purchase of R&A Services for the initial term April 1, 2013-March 31, 2017; price was computed using cost drive method of 5,000 units (CNEA-2,950 units; BOG-2,050 units) plus 12% admin fee. 2013 charged CNEA for 9/12 months.										
10. Revenue raised re annual Exhibition Place Haunted Walking Tours. From 2014/2015 reported as misc. finance revenue department 50-116										
11. Expenses related to Bell Canada & Bell Mobility for Exhibition Place.										
12. Expenses related to Postage for Exhibition Place (service provided by City of Toronto) & Courier services for Corp Sec.										
13. Privacy Impact Assessment and Freedom of Information service per City SLA										
14. Photocopiers rental and Docuware subscription. From 2021 cost is higher to include HR Ricoh software subscription approx. \$29K/an										
15. Budget provides for one full time position City Shared Service for City Clerk support service.										

THE BOARD OF GOVERNORS OF EXHIBITION PLACE										
OVERHEAD										
50-106 - PROCUREMENT										
ACCT#	ACCOUNT NAME	2018 ACTUAL	2019 ACTUAL	2020 ACTUAL	2021 ACTUAL	2022 FORECAST	2022 BUDGET	2023 BUDGET	%/Increase	Notes
1-50-106-50106-										
EXPENSE										
60000	SALARIES - PERMANENT	162,633	140,547	147,507	133,142	137,600	151,972	161,710	6	1
60001	BENEFITS - PERM	38,232	34,677	36,618	35,481	40,000	44,261	47,036	6	1
60436	MANAGEMENT FEES - "CITY"	17,128	20,000	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	52	861	0	0	1,000	1,000	1,000	0	
63126	SUPPLIES & GENERAL	480	113	87	1,500	600	600	600	0	
	TOTAL EXPENSE	218,524	196,199	204,212	190,123	199,200	217,833	230,346	6	
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	2018 ACTUAL	2019 ACTUAL	2020 ACTUAL	2021 ACTUAL	2022 FORECAST	2022 BUDGET	2023 BUDGET	%/Increase	Notes
1-50-109-50109-42320										
REVENUE										
42320	CONTRIBUTION FROM SICK BANK RESERVE	206,860	106,154	358,040	91,361	85,165	250,000	250,000	0	2
42330	CONTRIBUTION FROM FLEET RESERVES	231,329	401,593	232,550	208,325	0	0	415,000	0	4
42340	CONTRIBUTION FROM EQUIPMENT RESERVES	561,431	236,000	200,000	0	200,000	200,000	200,000	0	6
	CONTRIBUTION FROM ENVIRONMENTAL PROTECTION RESERVE	25,000	0	0	0	0	0	0	0	3
	SUBTOTAL - CONTRIBUTION FROM RESERVES	1,024,620	743,747	790,590	299,686	285,165	450,000	865,000	92	
	TOTAL CONTRIBUTION FROM RESERVES	1,024,620	743,747	790,590	299,686	285,165	450,000	865,000	92	
EXPENSES										
60001	SICK BANK PAID OUT EXPENSE	206,860	212,457	251,737	91,361	85,165	250,000	250,000	0	2
63010	FLEET PURCHASES	231,329	401,593	232,550	208,325	0	0	415,000	0	4
63101	EQUIPMENTS PURCHASES	561,431	236,000	200,000	0	200,000	200,000	200,000	0	6
	TREE PLANTING EXPENSE - RECOVERABLE	25,000	0	0	0	0	0	0	0	3
	NET WITHDRAWALS FROM RESERVES	0	(106,303)	106,303	0	0	0	0	0	1
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. Portable equipment replacement costs, 100% will be funded from Equipment Reserve (City's fund account #XQ1902)										

THE BOARD OF GOVERNORS OF EXHIBITION PLACE										
OVERHEAD										
50-116 - FINANCIAL & DATA SERVICES - CFO & CORPORATE SECRETARY, ACCOUNTING SERVICES										
ACCT#	ACCOUNT NAME	2018 ACTUAL	2019 ACTUAL	2020 ACTUAL	2021 ACTUAL	2022 FORECAST	2022 BUDGET	2023 BUDGET	%/Increase	Notes
1-50-116-50116-										
	EXPENSE									
60000	SALARIES - PERMANENT	1,305,169	1,408,873	1,414,141	1,108,159	1,094,800	1,115,156	1,154,269	4	1
60001	BENEFITS - PERM	365,886	380,141	327,012	268,950	320,200	325,574	337,444	4	1
60002	SALARIES & BENEFITS - HOURLY	52,254	8,225	0	0	0	0	0	0	18
60003	BENEFITS - RETIREES & LTD EMPLOYEES	145,945	186,427	227,560	256,286	275,000	230,000	280,000	22	8
60008	STAFF GAPPING - CITY BUDGET	0	0	0	0	0	(68,000)	0	(100)	2
60203	CONTRIBUTION TO RESERVE - CONF. CENTRE RESERVE	0	0	0	0	0	0	0	0	
60407	AUDIT	41,000	46,499	52,986	64,826	65,000	65,000	65,000	0	14
60408	BAD DEBTS	9,903	643,677	1,811,091	155,222	250,000	250,000	75,000	(70)	
60409	BANK FEES & CREDITCARD DISCOUNT	300	280	127	301	700	1,500	1,500	0	10
60418	CONVENTIONS & MEETINGS - BOG ONLY	14,369	11,277	547	0	1,000	12,000	12,000	0	16
60423	DUES AND SUBSCRIPTIONS	3,738	2,029	3,143	1,289	2,200	2,200	2,200	0	9
60425	EXPENSE ALLOWANCES	632	634	78	375	700	1,000	1,000	0	
60430	INSURANCE - GENERAL LIABILITY	795	1,650	0	0	0	9,015	9,015	0	19
60433	CONTRIBUTION TO INSURANCE RESERVE - CITY	458,498	448,430	448,430	0	0	0	0	0	3
60434	LEGAL FEES	442,138	454,426	403,867	529,609	540,000	540,000	400,000	(26)	17
60437	MEALS AND ENTERTAINMENT	225	525	0	0	0	400	400	0	
60447	PROFESSIONAL FEES	3,210	4,195	4,200	6,289	7,000	5,000	7,000	40	11
60449	E.I STUDY	0	0	0	0	0	75,000	25,000	(67)	5
63001	SMALL EQUIPMENT	0	0	315	360	300	300	300	0	
63119	PRINTING & STATIONERY	1,941	3,533	208	1,812	3,000	3,000	3,000	0	
63126	SUPPLIES & GENERAL	14,397	8,079	2,190	4,627	7,000	7,000	7,000	0	
69003	LIABILITY CONTRIBUTION	(213,130)	(283,462)	(174,510)	(206,583)	(325,000)	(325,000)	(325,000)	0	
69800	AMORTIZATION EXPENSE	43,332	43,332	43,332	43,332	43,333	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	129,330	121,604	131,123	140,456	270,000	270,000	150,000	(44)	4
	SUBTOTAL	2,869,932	3,540,374	4,745,840	2,425,311	2,605,233	2,612,478	2,298,461	(12)	
69900	EMPLOYEE VAC/SICK/ACTUARIAL BENEFITS LIAB.	(224,963)	1,850	(573,867)	70,761	0	0	0	0	13
69902	LABOUR MATTERS (2018)	721,484	0	0	0	0	0	0	0	
69904	COVID19 EXPENSE (2020-2023)	0	0	484,030	202,084	150,000	150,000	150,000	0	15
69905	PROPERTY TAX EXPENSE	3,341,148	3,959,977	4,131,537	3,797,458	3,693,649	3,801,300	3,773,111	(1)	
	TOTAL EXPENSE	6,707,601	7,502,201	8,787,541	6,495,614	6,448,882	6,563,778	6,221,572	(5)	
	REVENUE									
42400	DISCOUNTS & COMMISSIONS	1,128	583	38	103	100	100	100	0	
49032	OVO CENTRE 12% MARKUP	546	176	0	413	1,200	700	700	0	
49033	MISCELLANEOUS REVENUE	941,085	409,758	204,020	1,423,305	134,783	121,200	148,779	23	6
49034	COCA-COLA 12% MARKUP	101,371	182,249	44,924	37,302	130,000	140,000	144,000	3	7
49035	BMO FIELD 12% MARKUP	75,697	114,076	29,392	81,658	82,000	120,000	124,000	3	7
	SUBTOTAL REVENUE	1,119,827	706,842	278,375	1,542,781	348,083	382,000	417,579	9	
49036	PROPERTY TAX RECOVERIES	3,341,148	3,959,977	4,131,537	3,797,458	3,693,649	3,801,300	3,773,111	(1)	
49031	COVID-19 SUPPORT - FROM CITY OF TORONTO	0	0	14,597,762	14,416,509	0	0	0	0	
	NET PROFIT (LOSS)	(2,246,627)	(2,835,382)	10,220,133	13,261,135	(2,407,150)	(2,380,478)	(2,030,882)	(15)	

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

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

NOTE:

1. Provision for cost of living increase and financial reward. From 2021 cost 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. 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. Exhibition Place is a schedule B filer. WSIB costs are actual as required.
5. 2023 anticipated to use service provided by Destination Toronto's provincial EI muddling software. 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. 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

THE BOARD OF GOVERNORS OF EXHIBITION PLACE										
OVERHEAD										
50-201 COMMUNITY GRANTS										
ACCT#	ACCOUNT NAME	2018 ACTUAL	2019 ACTUAL	2020 ACTUAL	2021 ACTUAL	2022 FORECAST	2022 BUDGET	2023 BUDGET	%/Increase	Notes
1-50-201-50201-										
	EXPENSE									
69001	COMMUNITY GRANTS - IN KIND DONATION	1,000	1,000	0	0	4,000	4,000	4,000	0	1
69004	COMMUNITY ACTIVATION	0	0	0	0	50,000	50,000	50,000	0	2
	TOTAL EXPENSE	1,000	1,000	0	0	54,000	54,000	54,000	0	
NOTE:										
1. In kind donation for Board purchase of show services such as Bike Week.										
2. Budget provide for greater community activation; includes Bentway - Exhibition Place strategic partnership.										

THE BOARD OF GOVERNORS OF EXHIBITION PLACE										
OVERHEAD										
50-301 GENERAL MANAGER OF OPERATIONS										
		2018	2019	2020	2021	2022	2022	2023		
ACCT#	ACCOUNT NAME	ACTUAL	ACTUAL	ACTUAL	ACTUAL	FORECAST	BUDGET	BUDGET	% Increase	Notes
1-50-301-50301-										
	EXPENSE									
60000	SALARIES - PERMANENT	1,451,835	1,490,074	1,350,547	1,515,398	1,535,300	1,583,215	1,581,625	(0)	1
60001	BENEFITS - PERM	369,462	377,094	313,794	356,219	436,500	448,783	449,707	0	1
60417	CONSULTANTS FEES	55,812	25,093	27,600	31,255	25,000	25,000	25,000	0	6
60424	EQUIPMENT RENTAL	681	5,749	91	91	4,000	4,000	4,500	13	8
60425	EXPENSE ALLOWANCES FOR ALL TRADES	3,986	3,650	1,288	0	3,000	3,000	3,000	0	
60439	MEMBERSHIPS/DUES & SUBSCRIPTIONS	5,680	6,389	4,808	7,747	7,858	7,858	7,858	0	9
60451	SAFETY EQUIPMENT	6,686	4,957	8,111	11,822	8,000	8,000	8,800	10	5
60459	STAFF DEVELOPMENT/TRAINING - UNIONIZED	36,228	28,974	1,397	8,428	31,000	31,000	31,000	0	7
60800	CONTRACT STAFF	72,625	17,427	0	0	0	0	0	0	2
61036	EQUIPMENT MAINTENANCE (ELECTRONIC SECURITY)	0	0	0	0	77,000	77,000	82,000	6	12
61046	HARD LANDSCAPING	149,456	102,740	129,702	17,340	150,000	150,000	150,000	0	3
61102	TREE MAINTENANCE	0	0	0	0	0	0	0	0	11
63126	SUPPLIES & GENERAL	2,741	2,332	1,774	8,027	7,599	7,599	8,000	5	10
63127	UNIFORMS	21,207	8,680	28,717	14,068	15,560	15,560	16,000	3	4
	TOTAL EXPENSE	2,176,399	2,073,159	1,867,828	1,970,395	2,300,817	2,361,015	2,367,490	0	
NOTE:										
1. 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										
2. Budget for one full time Energy Management Facilitator, who became permanent in 2020 and is merged with permanent salary account 60000.										
3. 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.										
4. 2023 budget increase to reflect 2020 actual experience. Uniforms for Operation staff including Electrical Arch flash uniforms, PPE and HVAC safety uniforms										
5. Costs Includes safety shoes, PPE. Budget amount was transferred from HR - department 50-107 in 2013/2014										
6. 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).										
7. 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.										
8. Cost includes golf carts rental for safety monitoring and paging service										
9. Cost increase to include IFMA, PMI, BOMA, CAGBC, IAVM, Ontario Construction User Council, Canadian Fire Alarm Association, Professional Engineer Associations memberships										
10. 2022 budget increase to include \$2.5K for purchasing of office chairs from EgoCentric Seating Systems										
11. Budget is now provided in Facility Service department 50-310										
12. Effective Jan 1, 2022 the responsibilities and budget for electronic security services and dealings with AC tech for CCTV cameras and Access Card Systems was transferred from security department 50-500 to operation department 50-301										

THE BOARD OF GOVERNORS OF EXHIBITION PLACE										
OVERHEAD										
50-303 ENERGY RETROFIT PROJECTS - SELF SUFFICIENCY PROJECTS										
ACCT#	ACCOUNT NAME	2018 ACTUAL	2019 ACTUAL	2020 ACTUAL	2021 ACTUAL	2022 FORECAST	2022 BUDGET	2023 BUDGET	%Increase	Notes
EXPENSES										
1-50-303-50303-										
INTEREST EXPENSE										
60780	TRIGENERATION PROJECT - ECC	150,703	143,238	135,400	127,170	118,528	118,528	109,455	(8)	2
60780	PHOTOVOLTAIC - HORSE PALACE 100 KwH	12,846	12,278	11,681	10,997	10,181	10,181	9,324	(8)	3
60780	FIVE BUILDING RETROFIT- QE, GS, EA, HP, BLC	512	0	0	0	0	0	0	0	4
60780	ECC HALLS LIGHTING RETROFIT - ECC	0	0	0	0	0	0	0	0	1
60780	ECC HALLS LED LIGHT - 2015/2016	16,914	14,922	12,877	10,776	8,618	8,618	6,402	(26)	10
60780	BACK PRESSURE TURBINE, LED PATHWAY	22,625	21,230	19,765	18,224	16,606	16,606	14,904	(10)	5
60780	BOILERS REPLACEMENT & VARIOUS LIGHTING RETROFIT	35,945	35,235	34,492	33,716	32,509	32,509	31,047	(4)	6
60780	MULTIPLE ERP, EAST ANNEX PV(150kW) & WEST HP PV(100kW)	15,581	11,841	7,910	3,778	275	275	0	(100)	8
SUBTOTAL INTEREST EXPENSES		255,127	238,744	222,124	204,661	186,717	186,717	171,133	(8)	
1-50-303-50303-										
AMORTIZATION EXPENSE										
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	17,174	(83)	4
69880	LIGHTING RETROFIT - ECC (FULLY AMORTIZED JUN 2021)	53,333	53,333	53,333	24,538	0	0	0	0	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	(121,022)	(115,319)	(109,325)	(100,193)	(91,890)	(91,890)	(80,957)	(12)	
SUBTOTAL PRINCIPAL/AMORTIZATION EXPENSE		518,701	524,404	530,398	510,734	494,499	494,499	422,582	(15)	
TOTAL INTEREST AND AMORTIZATION EXPENSE - [A]		773,828	763,148	752,522	715,396	681,216	681,216	593,715	(13)	
REVENUE										
1-50-303-50303-										
INCENTIVE RECEIVED										
49910	TRIGENERATION PROJECCT - ECC (DR3)	0	0	0	0	0	0	0	0	2
49920	EAST HORSE PALACE PV 100 Kw - FIT	41,836	42,959	68,842	64,087	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	85,675	81,728	72,826	87,750	85,000	85,000	85,000	0	8
49960	EAST ANNEX(150kW) PV - FIT	115,957	104,300	96,939	86,990	95,000	120,000	95,000	(21)	8
49970	PV - BETTER LIVING CENTRE - RENT & ROYALTIES	6,261	5,498	5,685	5,445	6,000	6,000	6,000	0	
49970	OTHER ERP PROJECTS (OPERATIONAL SAVING/ADJ)	0	6,440	0	14,212	0	0	0	0	
SUBTOTAL INCENTIVE RECEIVED		249,729	240,925	244,292	258,485	231,000	256,000	231,000	(10)	
PROFIT (LOSS) BEFORE ENERGY SAVING		(524,099)	(522,223)	(508,230)	(456,911)	(450,216)	(425,216)	(362,715)	(15)	
1-50-303-00000-										
ENERGY SAVINGS (REFLECTED IN REDUCTION OF HYDRO/GAS EXPENSE)										
	TRIGENERATION PROJECT - ECC - NET SAVINGS	0	0	0	0	0	0	0	0	2
	EAST HORSE PALACE PV 100 Kw - FIT	7,868	10,177	20,238	11,475	10,000	10,000	10,000	0	3
	FIVE BUILDING RETROFIT - QE, GS, EA, HP, BLC	263,590	268,861	274,239	279,724	227,396	227,396	195,000	(14)	4
	LIGHTING RETROFIT - ECC (LED START IN 2015)	124,390	147,022	138,156	115,696	120,000	120,000	120,000	0	1
	LED PATHWAY LIGHTING	1,865	2,090	2,647	1,536	2,000	2,000	2,000	0	5
	BOILERS REPLACEMENT & VARIOUS LIGHTING RETROFIT	0	0	0	0	0	0	0	0	6
	PRESS BUILDING GEOTHERMAL	15,900	19,286	21,377	11,856	20,000	20,000	15,000	(25)	7
	UNDERGROUND PARKING LIGHTING CONTROL	39,188	46,762	58,060	35,874	40,000	40,000	40,000	0	
	EAST ANNEX(150kW)	19,960	23,006	27,634	15,342	24,000	24,000	24,000	0	8
	WEST HP(100kW) PV	15,658	18,344	21,203	13,916	16,000	16,000	16,000	0	8
	VARIATIONS ADJUSTMENT - PRODUCTION/TEMPERATUR	0	0	0	0	(9,180)	(34,180)	(59,285)	73	
SUBTOTAL ENERGY SAVING		488,419	535,548	563,554	485,419	450,216	425,216	362,715	(15)	
TOTAL ENERGY SAVING/INCENTIVE RECEIVED - [B]		738,148	776,473	807,846	743,904	681,216	681,216	593,715		
SAVING RESIDUAL (DEFFICIENCY) - [B] - [A]		(35,680)	13,325	55,324	28,508	0	0	0		

THE BOARD OF GOVERNORS OF EXHIBITION PLACE OVERHEAD									
50-303 ENERGY RETROFIT PROJECTS - SELF SUFFICIENCY PROJECTS									
NOTES:	Interest rate	Sources						End	YR
1. LIGHTING RETROFIT - ECC ExPlace Loan is directly with City ERP. Interest rate is a blended rate as City has financed this loan in part with funds from FCM (\$178,455 @ 2.51%) and City ERP (\$544,425 @ 5.0%).	Blended	City ERP Grant - THESL						2017	10
1A. LED LIGHTING RETROFIT 2015 - ECC HALLS A, B, C, D & HC Feasibility done by ExPlace in 2014 to replace 667 high pressure sodium lighting fixtures (450W) to LED lights (150W) and to install a programmable energy control system at ECC Halls A, B, C, D and Heritage court. Annual electricity consumption is estimated to decrease by 583,416 kwh and replacement cost saving at \$39,310. Loan is payable to City. Annual interest rate is 2.7%.	2.70%	BBP Capital/Other						2025	10
2. TRI-GENERATION PROJECT - EC \$256,000 one time principal payment was made in June 2009 as per prepayment clause. Feasibility study done in 2002 by Toronto Hydro Energy Services Inc. (THESI) estimated annual savings would be \$408K/year. Savings per 2008 THESI's revised pro forma is 196K/year. In May 2009 ExPlace participates in the Ontario Power Authority's Demand Response program.	5.00% 6.06% 2.34%	CITY ERP TAF FCM Grant - THESL						2032 2017 2017	27 10 10
3. PHOTOVOLTAIC - EAST HORSE PALACE BPP is non-interest bearing loan. In 2009 discount rate of 5% to compute present value of BPP loan as per E&Y.	0%	BPP - LRRF Grant-FCM Grant-TAF						2030	25
4. FIVE BUILDINGS RETROFIT (QE, GS, EA, HP, BLC) Loan is payable to City. Interest rate is a blended rate as City has financed this loan in part with funds from FCM (\$132,035 @ 2.51%; \$393,797 @ 2.58%) and City ERP (\$937,495 @ 5.0%).	Blended	CITY ERP Grant - TAF Grant - OTHER						2018	10
5. BACK PRESSURE TURBINE; LED PATHWAY Loan is payable to City. Toronto Energy Conservation Fund is non-interest bearing loan. Discount rate of 5% is used to compute present value of TECF loan.	0%	TGEF Grant-FCM Capital/Other						2030	20
6. BOILERS REPLACEMENT AND VARIOUS LIGHTING RETROFIT Loan is payable to City. Interest rate is a blended rate as City has financed this loan in part with funds from FCM (\$238,750 - Pending City application to FCM in 2010) and City ERP \$716,250. From 2018	4.50% 2.00%	CITY ERP City-FCM (pending)						2037 2021	29 13
7. PRESS BUILDING-GEOTHERMAL Originally \$328,000 of the project costs was supposed to be funded by Toronto Green Energy Fund.		Other /TGEF Grant-TAF Capital/Other							
8. MULTIPLE ERP, EAST ANNEX AND WEST HORSE PALACE PV BPP is non-interest bearing loan. Discount rate of 5% is used to compute present value of loan. On July 5, 2011 Exhibition Place signed a Feed-In Tariff (FIT) contract with OPA for \$0.713 per kW, at a capacity of 100kW for West HP PV and 150kW for East Annex PV. Production/Incentive from these two projects started in June 2012	0.00%	BBP Capital/Other						2022	10
9. DICTRICT ENERGY SYSTEM City Council adopted Government Management Committee Report No. GM 15.11 entitled "Energy Project at Exhibition Place" wherein Exhibition Place obtained approval for \$4.5mil capital expenditure from recoverable debt to redesign and connect the existing energy generation assets at Exhibition Place to supply heating, cooling and water heating to the proposed Princes' Gate Hotel development as well as to existing event facilities including COCA-COLA Coliseum, Coliseum Complex, Enercare Centre, and BEANFIELD Centre, in the	2.70%	CITY ERP						2026	10
TOTAL LOANS ADVANCE RECEIVED									

THE BOARD OF GOVERNORS OF EXHIBITION PLACE										
OVERHEAD										
50-303 - ENERGY RETROFIT PROJECTS - DISTRICT ENERGY SYSTEM PERFORMANCE										
ACCT#	ACCOUNT NAME	2018 ACTUAL	2019 ACTUAL	2020 ACTUAL	2021 ACTUAL	2022 FORECAST	2022 BUDGET	2023 BUDGET	% Increase	Notes
1-50-303-50303										
REVENUE										
49990	DISTRICT ENERGY SYSTEM - CAPACITY CHARGE	410,682	412,736	414,387	414,635	416,957	423,000	418,000	(1)	3
49991	ENERGY PRODUCTION - ELECTRICITY (HOTEL & ECC) - DES	530,870	1,227,509	1,643,712	717,988	977,000	1,104,600	1,027,000	(7)	2
49992	ENERGY SOLD - HOT WATER - DES	188,681	207,133	127,963	132,697	217,000	160,000	224,000	40	9
49993	ENERGY SOLD - CHILLED WATER - DES	139,287	175,472	164,254	118,713	100,000	150,000	103,000	(31)	9
	TOTAL REVENUE	1,269,520	2,022,850	2,350,315	1,384,033	1,710,957	1,837,600	1,772,000	(4)	
EXPENSES										
60000	SALARY - PERMANENT	79,344	82,413	83,436	80,655	83,465	90,777	92,746	2	1
60001	BENEFITS - PERMANENT	22,692	23,421	23,664	19,390	23,389	26,224	26,859	2	1
60252	NET OF FUEL COST FOR ENGINE (NATURAL GAS)	134,140	213,463	233,912	191,111	403,000	325,400	415,000	28	4
60255	ELECTRICITY SUBSIDY - HOTEL CHILLER PLANT			65,715	26,008	50,000	27,059	50,000	85	10
60459	STAFF TRAINING	1,600	4,900	0	0	3,000	5,000	5,000	0	
60801	SERVICE CONTRACTOR - ENGINE MAINTENANCE	186,434	199,169	84,691	35,511	120,400	120,400	124,000	3	7
61036	REPAIR AND MAINTENANCE - TIME AND MATERIAL - IN HOUSE	148	17,496	69,280	27,812	90,000	90,000	93,000	3	5
63117	PETROLEUM PRODUCTS	0	0	0	0	2,000	8,000	8,000	0	8
60780	INTEREST EXPENSE - ACCRUAL	101,753	90,321	78,581	66,523	54,140	54,140	41,423	(23)	6
69880	ASSET AMORTIZATION	225,000	225,000	225,000	225,000	225,000	225,000	225,000	0	6
	TOTAL EXPENSE	751,112	856,183	864,279	672,009	1,054,394	972,000	1,081,028	11	
	NET PROFIT (LOSS) FROM PROJECT	518,408	1,166,668	1,486,036	712,023	656,563	865,600	690,972	(20)	
	PRINCIPAL REPAYMENT - CITY LOAN	413,195	424,351	435,809	447,576	459,660	459,660	472,071		
NOTE:										
1. Budget provided for one full time stand-by Operator per financial proforma provided by Board's District Energy System consultant - FVB. Actual cost includes 50% of grade 6 Building Operator and 50% of Electrical Service Coordinator. Additional cost is absorbed by the savings from the elimination of one full time position providing Electrical Service to clients in 2015										
2. 2023 budget estimated assuming the Cogen will be operational all twelve months at similar monthly production as 2022; adjusted to reflect lower electricity rate when we are in class A. Prior year budget was estimated at approx. of 60% of FVB's proforma November 30, 2013. 2020/2021 actual was higher because we were able to run the DES at full load and electricity rates was approx. \$.07/kwh when we were under class B. Budget estimated electricity production that is sold to Hotel and used by ECC. Hotel opened in April 2018										
3. Capacity charge per contract.										
4. Cost (including heating subsidized by Explace re equipment efficiency) is estimated at approx. FVB's proforma.										
5. Budget estimated R&M cost per FVB proforma (i.e. 2% of capital cost). In house labour and materials										
6. City Council adopted Government Management Committee Report No. GM 15.11 entitled "Energy Project at Exhibition Place" wherein Exhibition Place obtained approval for \$4.5mil capital expenditure from recoverable debt to redesign and connect the existing energy generation assets at Exhibition Place to supply heating, cooling and water heating to the proposed Princes' Gate Hotel development as well as to existing event facilities including COCA-COLA Coliseum, Coliseum Complex, Enercare Centre, and BEANFIELD Centre, in the form of a district energy system .										
7. 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										
8. Budget estimated for petroleum used by the Co-Gen										
9. Budget estimated per FVB's proforma and adjust per prior years experience										
10. Budget estimated using actual reading provided by Operations										

THE BOARD OF GOVERNORS OF EXHIBITION PLACE										
OVERHEAD										
50-304 - BEANFIELD CENTRE NAMING RIGHTS - CONFERENCE AND CONVENTION CENTRE AT EXHIBITION PLACE										
ACCT#	ACCOUNT NAME	2018 ACTUAL	2019 ACTUAL	2020 ACTUAL	2021 ACTUAL	2022 FORECAST	2022 BUDGET	2023 BUDGET	%Increase	Notes
1-50-304-50304-										
REVENUE										
49041	NAMING FEE	425,000	425,000	425,000	425,000	425,000	425,000	425,000	0	2
EXPENSE										
60205	RE-BRANDING INCLUDING BUILDING SIGNAGE	32,199	0	0	0	0	0	0	0	
60200	COMMISSION	42,500	42,500	42,500	42,500	42,500	42,500	42,500	0	
60201	ADMINISTRATIVE COSTS	2,941	0	8,571	0	0	0	0	0	
60202	PRODUCTION EXPENSE	0	0	0	0	0	0	0	0	
		77,640	42,500	51,071	42,500	42,500	42,500	42,500	0	
	NET INCOME (LOSS)	347,360	382,500	373,929	382,500	382,500	382,500	382,500	0	
60203	TRANSFER TO CITY OBLIGATORY RESERVE FUND	(347,360)	(382,500)	(373,929)	(382,500)	(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).										

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

50-305 - UTILITIES EXPENSES

ACCT#	ACCOUNT NAME	2018 ACTUAL	2019 ACTUAL	2020 ACTUAL	2021 ACTUAL	2022 FORECAST	2022 BUDGET	2023 BUDGET	% Increa	Notes
1-50-305-50305-										
	EXPENSE									
	HYDRO									
60255	HYDRO - ALL PROGRAMS - GRID PURCHASE	5,584,181	6,453,513	4,916,144	4,032,668	4,943,300	6,779,000	6,222,000	(8)	1,2
60256	HYDRO - CNEA RECOVERY-REMAINING LOCATION	(379,343)	(423,424)	(119,792)	(85,563)	(351,600)	(449,300)	(408,000)	(9)	
60257	HYDRO - CNEA RECOVERY-ECC LOCATION	(220,606)	(279,618)	0	0	(237,400)	(296,700)	(270,000)	(9)	
60258	HYDRO - BEANFIELD RECOVERY	(236,535)	(312,892)	(211,965)	(122,179)	(174,500)	(224,000)	(301,600)	35	5
60259	HYDRO - BMO RECOVERY	(1,168,576)	(1,246,685)	(1,136,444)	(1,040,656)	(1,061,000)	(1,323,000)	(1,202,000)	(9)	
60261	HYDRO - OVO RECOVERY	(207,216)	(224,446)	(262,130)	(228,006)	(233,000)	(238,000)	(216,000)	(9)	
60262	HYDRO - IN HOUSE PRODUCTION - DISTRICT ENERGY SYSTEM	44,092	425,499	639,714	145,854	300,000	663,000	420,000	(37)	4
60262	HYDRO - HOTEL RECOVERY - GRID	(210,854)	(169,122)	(27,191)	(356,039)	(20,000)	(189,000)	(170,000)	(10)	6
60263	HYDRO - TENANTS RECOVERY	(746,311)	(795,838)	(761,005)	(740,881)	(627,900)	(845,000)	(765,000)	(9)	
60278	HYDRO - COCA-COLA RECOVERY	(699,200)	(675,014)	(424,555)	(578,562)	(523,600)	(716,000)	(650,000)	(9)	
	NET OF RECOVERIES	1,759,633	2,751,974	2,612,776	1,026,637	2,014,300	3,161,000	2,659,400	(16)	2
	GAS									
60252	GAS - EXHIBITION PLACE/CNEA/ECC/BFC	1,022,035	1,256,995	1,060,203	969,105	1,737,900	1,593,000	1,883,900	18	1,8
60253	GAS - TENANTS RECOVERY	(40,677)	(43,389)	(64,763)	(112,263)	(60,000)	(46,000)	(65,000)	41	3
60254	GAS - CNEA RECOVERY	(14,911)	(39,304)	(1,786)	(1,814)	(54,300)	(42,000)	(58,900)	40	
60282	GAS - HOTEL RECOVERY (NET OF DES CONSUMPTION)	(145,882)	(229,851)	(245,825)	(201,953)	(403,000)	(325,400)	(344,600)	6	8
	NET OF RECOVERIES	820,566	944,452	747,829	653,074	1,220,600	1,179,600	1,415,400	20	2
	WATER									
60281	WATER - ALL PROGRAMS	688,711	673,229	387,956	546,659	729,900	684,000	751,800	10	1
60251	WATER - CNEA RECOVERY	(133,542)	(120,635)	(595)	(1,003)	(122,400)	(128,000)	(126,100)	(1)	
60283	WATER - BMO FIELD RECOVERY	(48,007)	(21,936)	(8,131)	(14,096)	(23,800)	(23,000)	(24,500)	7	
60284	WATER - TENANTS RECOVERY	(164,239)	(162,100)	(117,311)	(147,548)	(175,800)	(172,000)	(181,000)	5	
60285	WATER - BEANFIELD RECOVERY	(24,765)	(39,965)	(27,254)	(20,821)	(26,200)	(42,000)	(45,032)	7	
60286	WATER - STANLEY BARRACK RECOVERY	(1,060)	(484)	(265)	(261)	(500)	(1,000)	(500)	(50)	7
	NET OF RECOVERIES	317,098	328,109	234,399	362,929	381,200	318,000	374,668	18	
	TOTAL UTILITIES EXPENSE - NET OF ERP SAVINGS	2,897,297	4,024,535	3,595,005	2,042,640	3,616,100	4,658,600	4,449,468	(4)	2
FOR INTERNAL INFORMATION ONLY:										
	UTILITIES EXPENSE - NET OF ERP SAVINGS	2,897,297	4,024,535	3,595,005	2,042,640	3,616,100	4,658,600	4,449,468		
	NON CASH - ENERGY SAVINGS - ERP PROJECTS (FROM 50-303)	488,419	535,548	563,554	485,419	450,216	425,216	362,715		
	GROSS UTILITIES EXPENSES (INCL. ERP PRODUCTION)	3,385,716	4,560,083	4,158,559	2,528,059	4,066,316	5,083,816	4,812,183		
	ENERGY PRODUCTION REVENUE AND SAVING - DISTRICT ENERGY SYSTEM	(1,269,520)	(2,022,850)	(2,350,315)	(1,384,033)	(1,710,957)	(1,837,600)	(1,772,000)		
	CASH - INCENTIVE RECEIVED FROM ERP PROJECTS (FROM 50-303)	(249,729)	(240,925)	(244,292)	(258,485)	(231,000)	(256,000)	(231,000)		
	UTILITIES EXPENSES - NET	1,866,467	2,296,308	1,563,951	885,541	2,124,359	2,990,216	2,809,183		
NOTE:										
1. . Budget is adjusted to reflect anticipated volume change. 2018 actual electricity cost was lower due to the one time credit adjustment from Toronto Hydro and prior year accrual reversal										
2. Budget electricity, gas, water increase to reflect anticipated volume change in 2022/2023 when venue is fully open. 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.										
3. Natural gas recoveries from QET, Fountain Blu, Stanley Barracks and TFI. Other tenants, BEANFIELD and BMO have separate gas meters, so there is no recovery.										
4. 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.										
5. Hydro recovery from BEANFIELD is per actual consumption from meters 200V and 600V at BEANFIELD Centre building										
6. 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.										
7. Hotel has separate meters and pay water directly to suppliers. 2015-2017 actual recoveries are for Stanley Barrack's meters and during construction only										
8. Budget increase due to federal carbon tax rates and additional gas consumed by District Energy System (see page 19). Hotel has separate meters and pays consumer gas directly to suppliers. 2015-2017 actual recoveries are for Stanley Barrack's meters and during construction only										

THE BOARD OF GOVERNORS OF EXHIBITION PLACE										
OVERHEAD										
50-306 - HOUSEKEEPING SERVICES EXPENSES										
ACCT#	ACCOUNT NAME	2018 ACTUAL	2019 ACTUAL	2020 ACTUAL	2021 ACTUAL	2022 FORECAST	2022 BUDGET	2023 BUDGET	%Increase	Notes
1-50-306-50306-										
	EXPENSE									
60002	SALARIES & BENEFITS - HOURLY (MAINTENANCE)	763,556	795,152	699,898	788,916	773,000	824,970	837,345	2	1
60009	SALARIES & BENEFITS - HOURLY (RECOVERABLE)	3,652,664	3,666,665	1,054,543	1,158,107	3,054,523	3,054,523	3,663,863	20	2
	TOTAL SALARIES & BENEFITS - HOURLY	4,416,221	4,461,817	1,754,441	1,947,024	3,827,523	3,879,493	4,501,208	16	
61020	CNEA RECOVERIES	(1,323,349)	(1,173,766)	(15,106)	(13,236)	(920,600)	(920,600)	(1,064,100)	16	2
61086	COCA-COLA RECOVERIES	(360,234)	(286,919)	(125,630)	(140,250)	(357,700)	(357,700)	(357,700)	0	2
61097	BMO FIELD	(250,231)	(210,518)	(145,342)	(249,987)	(246,600)	(246,600)	(246,600)	0	2
61107	BOG RECOVERIES	(431,674)	(468,226)	(242,028)	(255,544)	(366,323)	(366,323)	(468,226)	28	2
61108	ECC RECOVERIES	(1,041,347)	(1,186,154)	(424,015)	(447,910)	(964,200)	(964,200)	(1,186,154)	23	2
61110	BFC RECOVERIES	(245,829)	(341,083)	(102,422)	(51,181)	(199,100)	(199,100)	(341,083)	71	2
	MAINT. SALARIES AND BENEFITS - HOURLY	763,556	795,152	699,898	788,916	773,000	824,970	837,345	2	1
60801	CONTRACTED SERVICES	34,660	32,819	59,942	37,207	82,833	82,833	70,253	(15)	3
61031	DUMPING FEES - CITY & CO-MINGLE BINS	74,959	100,793	66,767	42,577	45,000	45,000	46,350	3	5
61036	EQUIPMENT MAINTENANCE	12,411	474	2,576	0	19,000	19,000	19,000	0	6
63100	MATERIAL & SUPPLIES	25,359	50,030	54,338	45,795	26,000	26,000	27,178	5	4
	SUBTOTAL	147,388	184,116	183,623	125,579	172,833	172,833	162,781	(6)	
	TOTAL EXPENSE	910,945	979,267	883,521	914,495	945,833	997,803	1,000,126	0	
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. 2023 budget adjust to reflect prior years actual experience. 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.										
6. Cleaning equipment										

THE BOARD OF GOVERNORS OF EXHIBITION PLACE										
OVERHEAD										
50-308 - SPECIAL APPROPRIATIONS										
ACCT#	ACCOUNT NAME	2018 ACTUAL	2019 ACTUAL	2020 ACTUAL	2021 ACTUAL	2022 FORECAST	2022 BUDGET	2023 BUDGET	%Increase	Notes
1-50-308-50308-										
	EXPENSE									
60411	AODA COMPLIANCE	0	0	83,613	19,278	100,000	100,000	50,000	(50)	3
61027	CONTRIBUTION TO CITY FLEET REPLACEMENT RESERVE	350,000	375,000	375,000	0	375,000	375,000	375,000	0	
61027	CONTRIBUTION TO RESERVE - EQUIPMENTS	200,000	200,000	200,000	0	200,000	200,000	200,000	0	1
63010	GENERAL PROJECTS APPROPRIATION	191,244	309,243	521,934	226,269	190,000	190,000	190,000	0	2
63128	SPECIAL PROJECTS APPROPRIATION (SOGR NON-CAPITAL)	0	131,987	400	0	100,000	400,000	400,000	0	2
	TOTAL EXPENSES	741,244	1,016,231	1,180,947	245,548	965,000	1,265,000	1,215,000	(4)	
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. 2023 budget provided for ground animation/activation as part of Board's strategic plan; replacement cost for aging equipment. 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										
OVERHEAD										
50-310 - FACILITY SERVICES										
ACCT#	ACCOUNT NAME	2018 ACTUAL	2019 ACTUAL	2020 ACTUAL	2021 ACTUAL	2022 FORECAST	2022 BUDGET	2023 BUDGET	%/Increase	Notes
1-50-310-50310-										
	EXPENSE									
60000	SALARIES - PERMANENT	820,116	904,226	946,818	860,786	812,100	878,435	859,550	(2)	1
60001	BENEFITS - PERM	217,340	245,371	222,707	255,927	237,600	256,090	251,438	(2)	1
60002	SALARIES & BENEFIT- HOURLY (SCHEDULERS)	238,939	100,016	11,551	0	0	0	0	0	2
60424	EQUIPMENT RENTAL	53,692	16,643	116,239	13,560	63,774	63,774	65,000	2	11
60425	EXPENSE ALLOWANCE	3,918	3,958	705	1,485	3,000	3,000	3,000	0	
60439	MEMBERSHIP, DUES & SUBSCRIPTIONS	4,153	150	230	0	700	700	700	0	5
60451	SAFETY ENGINEERING	72,688	96,597	39,029	42,082	80,000	80,000	82,400	3	13
60459	TRAINING & DEVELOPMENT - UNIONIZED	10,997	16,167	15,825	11,307	25,000	25,000	25,800	3	4
60800	SALARIES - CONTRACT AS NEED (FC II)	0	0	0	2,949	78,698	84,909	88,195	4	3
61108	SALARIES - CONTRACT RECOVERED FROM EVENTS	0	0	0	0	(39,349)	(42,455)	(44,098)	4	3
61056	LANDSCAPING EXTERIOR	119,841	188,822	115,440	85,550	175,000	175,000	175,000	0	9
61057	LANDSCAPING INTERIOR	14,504	39,704	15,508	29,455	35,000	35,000	91,300	161	8
61058	LEASABLE F.F.E.-FURNITURE REPAIRS	13,062	2,699	3,061	0	10,000	10,000	10,000	0	
61094	SOFT LANDSCAPING	16,417	68,741	0	767	23,000	23,000	73,000	217	12
61102	TREE MAINTENANCE	18,955	13,315	15,980	15,966	25,000	25,000	40,000	60	14
61103	CONTRIBUTE FROM ENVIRONMENTAL PROTECTION RESERVE	(25,000)	0	0	0	0	0	0	0	14
63105	EQUIPMENT FUEL	25,213	19,866	7,080	16,125	20,000	20,000	24,000	20	10
63126	SUPPLIES & GENERAL	11,555	27,390	35,065	16,181	25,000	25,000	25,000	0	7
63127	UNIFORMS	20,919	20,205	27,741	6,432	25,000	25,000	37,400	50	6
	TOTAL EXPENSES	1,637,308	1,763,870	1,572,980	1,358,572	1,599,523	1,687,454	1,807,685	7	
NOTE:										
1. Provision for cost of living increase and financial reward.										
2. Budget for three full time schedulers (cleaning and general labour) are merged with permanent salary budget account 60000 in 2019.										
3. 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.										
4. Awareness in Health and Safety for Trades. Supervisor training, WHMIS, material handling tractors, forklift, high reach equip, IATSE.										
5. Managers are required to have affiliation with RCO/CAEM/IAAM.										
6. Increase in prior years due to improving appearance of all staff										
7. General office supplies, file folders, pens, paper, labels, punch cards, waste roll-off slips, business cards. 2018 budget includes \$15,000 various signage for ground (transferred from department 50-334) and supplies for Production Service (department 50-330)										
8. 2023 budget includes full plants replacement for ECC/BFC and refreshing living wall. Budget provided for interior plant revitalization, Living Wall maintenance, service agreement for maintenance of approx. 80 flowers pots, two wall upgrades per year, and new plants upgrade.										
9. 2022 budget provided for \$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										
10. Budget provided for ground propane (net of recoveries from subcontractors) and an anticipated decrease in the propane cost as advised by City Fleet department. Also, there is reduction in need of propane fuel (CNE & Electrical now 3rd party)										
11. Rental of farm equipment, tractors, 9 golf carts for three months and snow removal equipment's.										
12. 2023 budget increase for Bandshell Park (\$20K) and for sod replacement & tree pruning, new upgrades of planters and flowers, red and natural mulch. 2019 actual cost includes living wall installation										
13. For safety compliance and training and annual grounds safety audit service provided by 2122654 Ontario Inc.(D.Yamashita @ approx. 650 hrs./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)										
14. 2023 budget provides for additional fall pruning and winter safety. Funding for this have been provided by the City Environmental Protection Reserve Fund up to 2018.										

THE BOARD OF GOVERNORS OF EXHIBITION PLACE										
OVERHEAD										
50-316 - LABOUR SERVICE EXPENSES										
ACCT#	ACCOUNT NAME	2018 ACTUAL	2019 ACTUAL	2020 ACTUAL	2021 ACTUAL	2022 FORECAST	2022 BUDGET	2023 BUDGET	%/Increase	Notes
1-50-316-50316-										
	EXPENSE									
60002	SALARIES & BENEFITS - HOURLY (MAINTENANCE)	282,132	400,469	300,896	347,980	454,000	326,697	383,100	17	1,5
60009	SALARIES & BENEFITS - HOURLY (RECOVERABLE)	1,079,997	1,178,414	216,921	175,705	1,113,400	1,113,400	1,154,607	4	2
	TOTAL SALARIES & BENEFITS - HOURLY	1,362,129	1,578,883	517,816	523,685	1,567,400	1,440,097	1,537,707	7	
61020	CNEA RECOVERIES	(397,423)	(382,349)	(2,564)	(5,036)	(299,900)	(299,900)	(346,600)	16	2
61086	COCA-COLA RECOVERIES	(9,559)	(4,712)	(1,033)	0	(25,300)	(25,300)	(4,783)	(81)	2
61097	BMO FIELD	42	(586)	0	(330)	(32,200)	(32,200)	(595)	(98)	
61107	BOG RECOVERIES	(224,988)	(236,772)	(85,751)	(130,998)	(289,800)	(289,800)	(240,324)	(17)	2
61108	ECC RECOVERIES	(432,844)	(531,726)	(122,793)	(34,560)	(428,300)	(428,300)	(539,701)	26	2
61110	BEANFIELD RECOVERY	(15,225)	(22,270)	(4,779)	(4,780)	(37,900)	(37,900)	(22,604)	(40)	
	MAINTENANCE SALARIES AND BENEFITS - HOURLY	282,132	400,469	300,896	347,980	454,000	326,697	383,100	17	1
60801	CONTRACT SERVICE - SNOW REMOVAL	0	158,909	5,653	108,934	68,495	68,495	115,000	68	5
61093	SNOW REMOVAL - SUPPLIES	35,223	60,070	19,486	35,487	44,651	44,651	45,000	1	4
63126	TOOLS, SUPPLIES AND EQUIPMENTS	33,312	39,314	1,339	5,891	30,915	30,915	30,915	0	3
	SUBTOTAL	68,535	258,293	26,478	150,312	144,061	144,061	190,915	33	
	TOTAL EXPENSE	350,667	658,762	327,374	498,293	598,061	470,758	574,015	22	
NOTE:										
1. Provision for anticipated wages increase										
2. Increase due to increase in wages and recoveries.										
3. General building tools & supplies: measuring/duct/caution tapes, measuring wheel, flash lights, batteries, hand tools, flags for main pole, pipes for parking curbs, shrink wrap, safety equipment etc....										
4. Cost includes salt spreaders, blowers, LEED salt, shovels, road salt, Increase due to the increase in price of road and LEED salt and snow removing supplies										
5. From 2019 budget includes costs of 3rd party contractor to provide snow removal services to parking lots & reduction of account 50316-60002 (in-house labour) by a similar amount										

THE BOARD OF GOVERNORS OF EXHIBITION PLACE										
OVERHEAD										
50-321 - ELECTRICAL EXPENSES										
ACCT#	ACCOUNT NAME	2018 ACTUAL	2019 ACTUAL	2020 ACTUAL	2021 ACTUAL	2022 FORECAST	2022 BUDGET	2023 BUDGET	%/Increase	Notes
1-50-321-50321-										
	EXPENSE									
60002	SALARIES & BENEFITS - HOURLY (MAINTENANCE)	842,666	785,357	567,009	773,616	825,000	825,000	810,000	(2)	1,3
60009	SALARIES & BENEFITS - HOURLY (RECOVERABLE)	405,688	480,104	191,466	415,917	403,700	403,700	421,600	4	8
	TOTAL SALARIES & BENEFITS - HOURLY	1,248,354	1,265,461	758,476	1,189,533	1,228,700	1,228,700	1,231,600	0	
61020	CNEA RECOVERIES	(145,440)	(155,141)	(74)	(76)	(121,700)	(121,700)	(140,600)	16	9
61086	COCA-COLA RECOVERIES	0	0	0	0	0	0	0	0	8
61097	BMO FIELD RECOVERIES	0	0	0	0	0	0	0	0	8
61107	BOG RECOVERIES	(148,791)	(219,709)	(145,493)	(331,850)	(161,000)	(161,000)	(112,000)	(30)	10
61108	ECC ELECCTRICAL/SHOW RECCOVERIES	(6,339)	(8,003)	(5,310)	(58,230)	(7,000)	(7,000)	(55,000)	686	8
61110	BFC RECOVERIES	(105,118)	(97,252)	(40,589)	(25,761)	(114,000)	(114,000)	(114,000)	0	
	MAINTENANCE SALARIES AND BENEFITS - HOURLY	842,666	785,357	567,009	773,616	825,000	825,000	810,000	(2)	1
60424	EQUIPMENT RENTAL	1,595	2,116	0	1,896	1,800	1,800	7,000	289	2
60801	CONTRACTED SERVICES	16,199	18,003	15,823	10,446	30,000	30,000	55,000	83	3
61010	BUILDING MAINTENANCE	962	12,343	2,633	17,820	20,000	20,000	27,295	36	5
61028	CONTROL MAINTENANCE	10,847	8,100	6,233	480	10,000	10,000	15,450	55	7
61032	ELECTRICAL MAINTENANCE SUPPLIES AND EQUIPMENT	138,964	159,906	102,079	128,515	170,000	170,000	170,000	0	4
61099	STREET LIGHTING	49,849	50,377	40,884	71,697	40,000	40,000	40,000	0	6
63126	SUPPLIES & GENERAL	285	181	480	7,777	500	500	500	0	8
	SUBTOTAL	218,701	251,026	168,131	238,631	272,300	272,300	315,245	16	
	TOTAL EXPENSE	1,061,367	1,036,383	735,141	1,012,247	1,097,300	1,097,300	1,125,245	3	
NOTE:										
1. 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.										
2. Includes high reach equipment, golf carts, spider lift etc. required for ECC										
3. Electrical safety inspections, fixed maintenance for skytracker excluding District Energy System (DES). DES and Cogen Generator maintenance contract service is provided for in department 50-303. High voltage distribution maintenance must be done after hours or at premium rate to suit tenants.										
4. Materials, equipment, emergency generator annual load bank testing, electrical motor repairs, emergency transfer switch annual maintenance, high voltage glove testing, safety equipment										
5. Annual maintenance of all electrical equipment and fixtures for all buildings.										
6. Budget provided for year round maintenance of street and display lights, Cobra Poles and Washington Posts. Flood lights outside Q.E, Parking lot and Gates lighting. Aging infrastructure creating increased maintenance and replacement costs and damaged poles no longer covered by insurance										
7. Calibration of meters and control valves and relays										
8. Cost decrease starting 2016 due to saving from outsourcing Electrical/Mechanical service.										
9. For 2017 and future years, the CNEA will work directly with the Contractor in planning, execution and billing of electrical and mechanical services, with an exception to the Food Building (special features) and exterior										
10. Budget provided for recoveries from capital, and to electrical show service to some EP base building events										

THE BOARD OF GOVERNORS OF EXHIBITION PLACE										
OVERHEAD										
50-323 - CAPITAL WORKS										
ACCT#	ACCOUNT NAME	2018 ACTUAL	2019 ACTUAL	2020 ACTUAL	2021 ACTUAL	2022 FORECAST	2022 BUDGET	2023 BUDGET	%/Increase	Notes
1-50-323-50323-										
	EXPENSE									
60000	SALARIES - PERMANENT	420,629	431,313	459,140	320,479	398,300	537,085	471,813	(12)	1
60001	EMPLOYEE BENEFITS - PERMANENT	96,574	102,105	116,756	78,149	115,200	155,239	136,464	(12)	1
60425	EXPENSE ALLOWANCES	0	75	0	0	400	400	400	0	5
60800	CONTRACT STAFF- TEMPORARY HELP	0	0	0	0	0	0	0	0	3
60800	CONTRACT STAFF	0	0	0	0	0	0	197,168	0	6
61999	RECOVERIES CADD & MISC. PRINTING	(1,405)	(1,266)	(122)	(610)	(1,200)	(1,200)	(1,500)	25	
63119	PRINTING	169	821	371	181	1,200	1,200	1,500	25	4
63126	SUPPLIES & GENERAL	156	18	1,406	0	700	700	750	7	4
	SUBTOTAL	516,124	533,065	577,551	398,198	514,600	693,424	806,595	16	
61109	RECOVERIES FROM CITY CAPITAL PROGRAM	(446,500)	(537,000)	(686,496)	(638,156)	(513,500)	(692,324)	(805,445)	16	2,1
	TOTAL EXPENSE	69,624	(3,935)	(108,945)	(239,958)	1,100	1,100	1,150	5	
NOTE:										
1. Provision for cost of living increase and financial reward. 2023 budget includes one full time position for Electrical Engineer for high voltage system upgrade.										
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. Engineering Bond from Cansel Survey Equipment, printing and stationery cost for pre-engineering work										
5. Mileage, tokens and parking fees as required while on duty										
6. Budget provided for two full time contract positions (Project Manager and Project Assistant) for the high voltage system upgrade.										

THE BOARD OF GOVERNORS OF EXHIBITION PLACE										
OVERHEAD										
50-325 - CARPENTRY EXPENSES										
ACCT#	ACCOUNT NAME	2018 ACTUAL	2019 ACTUAL	2020 ACTUAL	2021 ACTUAL	2022 FORECAST	2022 BUDGET	2023 BUDGET	%/Increase	Notes
1-50-325-50325-										
	EXPENSE									
60002	SALARIES & BENEFITS - HOURLY (MAINTENANCE)	406,439	361,791	347,600	404,255	462,000	410,000	530,762	29	1
60009	SALARIES & BENEFITS - HOURLY (RECOVERABLE)	282,486	324,386	177,135	184,148	279,100	279,100	221,898	(20)	
	TOTAL SALARIES & BENEFITS - HOURLY	688,925	686,178	524,736	588,402	741,100	689,100	752,660	9	
61020	CNEA RECOVERIES	(72,413)	(80,780)	0	0	(63,400)	(63,400)	(73,300)	16	1
61086	COCA-COLA RECOVERIES	0	(430)	(64)	0	(100)	(100)	(114)	14	4
61097	BMO FIELD RECOVERIES	0	0	0	0	0	0	0	0	4
61107	BOG RECOVERIES	(109,509)	(148,382)	(152,388)	(148,229)	(112,500)	(112,500)	(112,472)	(0)	1
61108	ECC RECOVERIES	(60,625)	(61,035)	(4,817)	(2,248)	(62,200)	(62,200)	(2,276)	(96)	1
61110	BFC RECOVERIES	(39,939)	(33,759)	(19,866)	(33,671)	(40,900)	(40,900)	(33,736)	(18)	
	MAINTENANCE SALARIES AND BENEFITS - HOURLY	406,439	361,791	347,600	404,255	462,000	410,000	530,762	29	1
60424	EQUIPMENT RENTAL	812	2,021	0	0	2,600	2,600	2,600	0	3
60801	CONTRACTED SERVICES	151,141	171,982	128,484	119,199	130,295	130,295	150,000	15	2
61010	BUILDING MAINT. AND REPAIRS	172,731	139,888	150,283	90,275	155,000	155,000	159,700	3	5
61011	CARILLON MAINTENANCE	0	0	0	0	1,500	1,500	1,500	0	
61085	RENTAL OF EQUIPMENT FOR MAINTENANCE	8,044	19,666	1,637	11,414	20,000	20,000	20,000	0	3
63111	LOCKSMITH SUPPLIES	5,029	3,939	1,304	1,520	10,000	10,000	10,000	0	6
	SUBTOTAL	337,756	337,496	281,707	222,408	319,395	319,395	343,800	8	
									0	
	TOTAL EXPENSE	744,194	699,287	629,307	626,663	781,395	729,395	874,562	20	
NOTE:										
1. Provision for increase per collective agreement, plus adjustment to reflect prior years experience.										
2. 2021 budget requires an extra 20k to complete legislative flush sprinkler piping which happens every 7 years. Budget provided for contract services provided by CEE Elevator, TSSA, HELP Safety Service										
3. Rental of equipment to do maintenance work i.e. high reach equip etc.										
4. Reduced maintenance expected in COCA-COLA and BMO										
5. Budget includes costs to repair & maintenance the overhead doors, fire and superior doors etc.										
6. Budget includes cost paid to BG distribution and CityWide Locksmiths										

THE BOARD OF GOVERNORS OF EXHIBITION PLACE										
OVERHEAD										
50-326 - PAINTING EXPENSES										
ACCT#	ACCOUNT NAME	2018 ACTUAL	2019 ACTUAL	2020 ACTUAL	2021 ACTUAL	2022 FORECAST	2022 BUDGET	2023 BUDGET	%/Increase	Notes
1-50-326-50326-										
	EXPENSE									
60002	SALARIES & BENEFITS - HOURLY (MAINTENANCE)	231,417	199,958	81,609	129,449	154,000	230,000	237,000	3	1,4
60009	SALARIES & BENEFITS - HOURLY (RECOVERABLE)	137,165	124,681	64,874	25,447	156,843	156,843	162,543	4	1
	TOTAL SALARIES & BENEFITS - HOURLY	368,582	324,639	146,482	154,896	310,843	386,843	399,543	3	
61020	CNEA RECOVERIES	(37,432)	(45,823)	(995)	0	(35,900)	(35,900)	(41,600)	16	1
61086	COCA-COLA RECOVERIES	(360)	0	0	0	0	0	0	0	1
61097	BMO FIELD RECOVERIES	0	0	0	0	0	0	0	0	1
61107	BOG RECOVERIES	(75,814)	(52,889)	(49,694)	(15,653)	(90,943)	(90,943)	(90,943)	0	1
61108	ECC RECOVERIES	(9,944)	(11,801)	(1,212)	(3,805)	(10,000)	(10,000)	(10,000)	0	1
61110	BFC RECOVERIES	(13,615)	(14,168)	(12,973)	(5,989)	(20,000)	(20,000)	(20,000)	0	
	MAINTENANCE SALARIES AND BENEFITS - HOURLY	231,417	199,958	81,609	129,449	154,000	230,000	237,000	3	1
									0	
60424	EQUIPMENT RENTAL	393	890	0	0	1,200	1,200	1,200	0	2
60801	CONTRACTED SERVICES	0	0	0	0	1,000	1,000	3,000	200	4
61010	BUILDING MAINTENANCE	5,882	13,765	6,331	37,010	18,000	18,000	30,000	67	3
	SUBTOTAL	6,275	14,655	6,331	37,010	20,200	20,200	34,200	69	
									0	
	TOTAL EXPENSE	237,692	214,612	87,939	166,459	174,200	250,200	271,200	8	
NOTE:										
1. Provision for COLA increase, plus adjustment to reflect prior years experience.										
2. Golf carts rental										
3. Budget includes additional Dulux and ICD paints costs / material gone up 150%. Aging building requires more paint after 2 years of COVID										
4. Budget decrease in house labour , and increase contracting services by similar amount. \$120k expect for an open PO										

THE BOARD OF GOVERNORS OF EXHIBITION PLACE										
OVERHEAD										
50-327 - MECHANICAL & GARAGE EXPENSES										
ACCT#	ACCOUNT NAME	2018 ACTUAL	2019 ACTUAL	2020 ACTUAL	2021 ACTUAL	2022 FORECAST	2022 BUDGET	2023 BUDGET	%/Increase	Notes
1-50-327-50327-										
	EXPENSE									
60000	SALARIES - PERMANENT	0	0	0	98,307	138,300	155,450	182,960	18	1
60001	BENEFITS - PERM	0	0	0	20,632	40,600	45,225	53,018	17	1
	SUB TOTAL SALARIES AND BENEFITS - PERMANENT	0	0	0	118,938	178,900	200,675	235,978	18	
60002	SALARIES & BENEFITS - HOURLY (MAINTENANCE)	139,383	111,743	117,660	65,044	44,400	52,121	63,255	21	2
60009	SALARIES & BENEFITS - HOURLY (RECOVERABLE)	21,258	34,070	27,416	14,330	28,300	28,300	30,800	9	2
	TOTAL SALARIES & BENEFITS - HOURLY	160,641	145,813	145,077	79,374	72,700	80,421	94,055	17	2
61020	CNEA RECOVERIES	(20,578)	(20,798)	0	0	(16,300)	(16,300)	(18,800)	15	4
61086	COCA-COLA RECOVERY	0	0	(1,507)	0	0	0	0	0	3
61097	BMO FIELD	0	0	0	0	0	0	0	0	3
61107	BOG RECOVERIES	0	(13,272)	(25,910)	(14,330)	(8,000)	(8,000)	(8,000)	0	3
61108	ECC RECOVERIES	(679)	0	0	0	(3,000)	(3,000)	(3,000)	0	3
61110	BFC RECOVERIES	0	0	0	0	(1,000)	(1,000)	(1,000)	0	3
	MAINTENANCE SALARIES AND BENEFITS - HOURLY	139,383	111,743	117,660	65,044	44,400	52,121	63,255	21	2
60424	EQUIPMENT RENTAL	4,612	2,997	3,575	2,287	3,000	3,000	3,000	0	7
60466	VEHICLE LICENSES	9,929	10,618	10,706	18,176	16,000	16,000	16,000	0	
61036	EQUIPMENT MAINTENANCE (INCL. WELDING SUPPLIES)	115,825	145,070	92,193	110,107	115,000	115,000	120,000	4	5
61105	VEHICLE MAINTENANCE	56,904	45,855	29,008	50,761	54,000	54,000	65,000	20	6
63102	DIESEL FUEL	38,346	42,701	24,609	22,611	40,000	40,000	63,000	58	8
63107	PROPANE & GASOLINE	28,362	31,362	24,753	23,719	35,000	35,000	46,000	31	8
63117	PETROLEUM PRODUCTS	0	3,148	511	229	2,500	2,500	5,000	100	
	SUBTOTAL	253,978	281,751	185,354	227,890	265,500	265,500	318,000	20	
	TOTAL EXPENSE	393,361	393,494	303,015	411,872	488,800	518,296	617,233	19	
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 become 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										
8. 2023 budget increase by 47.1% per City economic factor										

THE BOARD OF GOVERNORS OF EXHIBITION PLACE										
OVERHEAD										
50-328 - PLUMBING EXPENSES										
ACCT#	ACCOUNT NAME	2018 ACTUAL	2019 ACTUAL	2020 ACTUAL	2021 ACTUAL	2022 FORECAST	2022 BUDGET	2023 BUDGET	%/Increase	Notes
1-50-328-50328-										
	EXPENSE									
60002	SALARIES & BENEFITS - HOURLY (MAINTENANCE)	271,955	320,686	232,801	214,967	237,000	320,000	448,137	40	1
60009	SALARIES & BENEFITS - HOURLY (RECOVERABLE)	171,330	206,880	40,388	66,375	156,200	156,200	173,900	11	1
	TOTAL SALARIES & BENEFITS - HOURLY	443,284	527,565	273,188	281,342	393,200	476,200	622,037	51	
61020	CNEA RECOVERIES	(127,838)	(145,545)	(1,285)	0	(114,200)	(114,200)	(131,900)	15	7
61086	COCA-COLA RECOVERIES	(387)	(948)	(461)	0	0	0	0	0	1
61097	BMO FIELD	0	0	0	0	0	0	0	0	1
61107	BOG RECOVERIES	(23,167)	(15,203)	(18,342)	(54,725)	(18,000)	(18,000)	(18,000)	0	1
61108	ECC RECOVERIES	(8,298)	(17,820)	(1,831)	(1,716)	(11,000)	(11,000)	(11,000)	0	1
61110	BFC RECOVERIES	(11,640)	(27,364)	(18,469)	(9,934)	(13,000)	(13,000)	(13,000)	0	1
	MAINTENANCE SALARIES AND BENEFITS - HOURLY	271,955	320,686	232,801	214,967	237,000	320,000	448,137	40	1
60424	EQUIPMENT RENTAL	2,606	4,834	4,951	179	2,000	2,000	2,000	0	3
60427	FIRE PROTECTION EQUIPMENT	357,101	291,048	350,235	312,547	330,000	330,000	350,000	6	8
60801	CONTRACTED SERVICE	52,664	101,488	80,842	70,648	111,500	111,500	122,000	9	5
61010	BUILDING MAINTENANCE	1,110	14,681	41		15,000	15,000	15,000	0	2
61077	PLUMBING MAINTENANCE	42,768	41,131	19,131	21,965	40,000	40,000	40,000	0	4
61104	UNDERGROUND SERVICES	86,627	18,490	0	6,221	60,000	60,000	60,000	0	6, 5
63128	KITCHEN EQUIPMENT	0	0	0	0	0	0	0	0	
	SUBTOTAL	542,875	471,673	455,200	411,561	558,500	558,500	589,000	5	
	TOTAL EXPENSE	814,830	792,359	688,001	626,527	795,500	878,500	1,037,137	18	
NOTE:										
1. Provision for COLA increase.										
2. Preventative maintenance. In prior years cost was lower because works were done by building operators.										
3. Budget provides for one extra month golf cart rental										
4. Primarily includes repairs parts and service calls										
5. Due to OLRB decision we are now required to use ICI union construction contractor with higher labour rates (used to be civil non-union contractors) for large roadway asphalt repairs, concrete sidewalk repairs. This work could also include any maintenance work on ground level storm catch basins, water supply curb stop valves, removal/replacement of light poles, any above ground work that is deemed maintenance work. Includes contractors to clean and vacuum out pipes and ready for use.										
6. Starting in 2016 City is 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.										
7. From 2017 the CNEA will work directly with the Contractor in planning, execution and billing of electrical and mechanical services, with an exception to the Food Building.										
8. 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; equipment's barcoding for tracking as required by City. 2015/2016 cost was high due to NOA.										

THE BOARD OF GOVERNORS OF EXHIBITION PLACE										
OVERHEAD										
50-329 - HVAC EXPENSES										
ACCT#	ACCOUNT NAME	2018 ACTUAL	2019 ACTUAL	2020 ACTUAL	2021 ACTUAL	2022 FORECAST	2022 BUDGET	2023 BUDGET	%/Increase	Notes
1-50-329-50329-										
	EXPENSE									
60002	SALARIES & BENEFITS - HOURLY (MAINTENANCE)	430,631	364,263	264,609	225,313	230,000	400,000	423,360	6	1
60009	SALARIES & BENEFITS - HOURLY (RECOVERABLE)	48,113	67,550	17,372	5,756	79,793	79,793	24,372	(69)	1
	TOTAL SALARIES & BENEFITS - HOURLY	478,743	431,813	281,980	231,068	309,793	479,793	447,732	(7)	
61020	CNEA RECOVERIES	(3,703)	(4,011)	0	0	(3,200)	(3,200)	(3,700)	16	1
61086	COCA-COLA RECOVERIES	(1,453)	(2,403)	(693)	0	(2,500)	(2,500)	(2,403)	(4)	1
61097	BMO FIELD	0	(1,295)	0	0	(1,300)	(1,300)	(1,295)	(0)	1
61107	BOG RECOVERIES	(1,089)	(1,974)	(3,618)	(2,192)	(35,893)	(35,893)	(1,974)	(95)	1
61108	ECC RECOVERIES	(3,441)	(12,067)	(1,109)		(2,900)	(2,900)	(5,000)	72	1
61110	BFC RECOVERIES	(38,427)	(45,800)	(11,952)	(3,563)	(34,000)	(34,000)	(10,000)	(71)	
	MAINTENANCE SALARIES AND BENEFITS - HOURLY	430,631	364,263	264,609	225,313	230,000	400,000	423,360	(88)	1
60424	EQUIPMENT RENTAL	2,816	4,924	426	617	3,000	3,000	3,000	0	
60801	CONTRACTED SERVICES	128,384	102,992	129,370	128,433	138,000	138,000	138,000	0	3,4
61010	BUILDING MAINTENANCE	39,650	66,791	2,516	20,425	50,000	50,000	57,500	15	3
61028	CONTROLS & BUILDING AUTOMATION	123,020	109,838	92,734	95,144	123,600	123,600	148,000	20	2
61036	EQUIPMENT MAINTENANCE	182,050	213,888	136,906	153,843	130,810	130,810	143,500	10	4
61083	REFRIGERATION & AIR CONDITIONING	16,975	30,289	7,507	15,431	30,000	30,000	30,000	0	
63128	KITCHEN EQUIPMENT	1,114	8,642	0	0	1,000	1,000	1,000	0	
	SUBTOTAL	494,008	537,363	369,458	413,892	476,410	476,410	521,000	9	
	TOTAL EXPENSE	924,639	901,626	634,067	639,204	706,410	876,410	944,360	8	
NOTE:										
1. Provision for COLA increase.										
2. Cost increases due to the need of controls/automation for District Energy System. Budget provided for service agreements for Building Automation System for QE building, JCI - ECC, and energy meters calibration										
3. 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	2018 ACTUAL	2019 ACTUAL	2020 ACTUAL	2021 ACTUAL	2022 FORECAST	2022 BUDGET	2023 BUDGET	%/Increase	Notes
1-50-330-50330-										
	EXPENSE									
60000	SALARIES - PERMANENT	166,526	230,831	193,815	79,600	231,700	224,930	311,796	39	1
60001	BENEFITS - PERM	44,129	62,647	51,170	18,840	67,600	65,378	90,902	39	1
60800	SALARIES & BENEFITS - CONTRACT	0	0	0	0	42,000	0	46,524	0	5
	SUBTOTAL SALARIES AND BENEFITS - NON-UNIONIZED	210,655	293,478	244,985	98,440	341,300	290,308	449,222	55	
60002	SALARIES & BENEFITS - HOURLY (MAINTENANCE)	63,090	102,905	256,009	202,187	160,000	122,162	110,000	(10)	2
60009	SALARIES & BENEFITS - HOURLY (RECOVERABLE)	2,804,738	6,498,243	803,706	993,972	6,839,130	6,839,130	6,601,900	(3)	3
	TOTAL SALARIES & BENEFITS - UNIONIZED	2,867,828	6,601,147	1,059,715	1,196,159	6,999,130	6,961,292	6,711,900	(4)	
61020	CNEA RECOVERIES - IATSE	(20,633)	(527,501)	(3,181)	-	(413,700)	(413,700)	(476,900)	15	3
61086	COCA-COLA RECOVERIES	(414,997)	(1,085,321)	(223,477)	(154,936)	(1,162,000)	(1,162,000)	(1,000,000)	(14)	3
61097	BMO FIELD	(289,375)	(436,158)	(66,276)	(292,802)	(498,186)	(498,186)	(500,000)	0	3
61107	BOG RECOVERIES - IATSE	(748,203)	(1,105,639)	(227,994)	(414,460)	(1,180,530)	(1,180,530)	(1,000,000)	(15)	3
61108	ECC RECOVERIES - IATSE	(536,687)	(1,797,104)	(161,378)	(27,267)	(1,924,692)	(1,924,692)	(2,000,000)	4	3
61110	BFC RECOVERIES	(794,843)	(1,546,520)	(121,400)	(104,507)	(1,660,022)	(1,660,022)	(1,625,000)	(2)	
	MAINTENANCE SALARIES AND BENEFITS - HOURLY	63,090	102,905	256,009	202,187	160,000	122,162	110,000	(10)	
60425	EXPENSE ALLOWANCES	0	39	0	0	206	206	500	143	
61036	EQUIPMENT MAINTENANCE	12,086	5,891	4,619	6,557	12,000	12,000	12,000	0	4
63126	SUPPLIES & GENERAL	0	1,912	0	0	1,000	1,000	2,000	100	5
	SUBTOTAL	12,086	7,842	4,619	6,557	13,206	13,206	14,500	10	
									0	
	TOTAL EXPENSE	285,830	404,224	505,612	307,184	514,506	425,676	573,722	35	
NOTE:										
1. Provision for cost of living increase and financial reward. 2023 budget request one additional full time permanent PC was added to HR Org Chart May 2022, who will dedicate to service tenants 2023 budget provided for three full time staff (1 Manager, 2 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; added to HR Org Chart May 2019. 2021/2020 actual cost was lower because of staff gapping.										
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. In 2022 department request two contract as need Production Assistant positions at 675 hours each to support the production and payroll services teams, as Production Payroll Data Entry roles										

THE BOARD OF GOVERNORS OF EXHIBITION PLACE										
OVERHEAD										
50-500 - SECURITY SERVICE										
ACCT#	ACCOUNT NAME	2018 ACTUAL	2019 ACTUAL	2020 ACTUAL	2021 ACTUAL	2022 FORECAST	2022 BUDGET	2023 BUDGET	%/Increase	Notes
1-50-500-50500-										
	EXPENSE									
60000	SALARIES - PERMANENT	552,941	584,938	588,879	644,368	1,037,800	1,026,190	1,047,406	2	1
60001	BENEFITS - PERM	136,232	146,644	142,376	177,182	286,100	284,695	288,797	1	1
	SUB TOTAL SALARIES AND BENEFITS - PERMANENT	689,173	731,581	731,255	821,550	1,323,900	1,310,885	1,336,203	2	
60002	SALARIES AND BENEFITS - HOURLY	782,907	855,901	664,975	598,284	551,556	551,556	490,000	(11)	2
60009	SALARIES & BENEFITS - HOURLY (RECOVERABLE)	86,445	108,520	24,310	47,341	111,300	111,300	131,200	18	3
	TOTAL SALARIES & BENEFITS - HOURLY	869,352	964,422	689,286	645,625	662,856	662,856	621,200	(6)	
61107	BOG RECOVERIES	(9,600)	(10,311)	(12,768)	(15,917)	(10,600)	(10,600)	(15,000)	42	3
61108	ECC RECOVERIES	(5,597)	(11,550)	(2,615)	(28,205)	(11,800)	(11,800)	(20,000)	69	3
61020	CNEA RECOVERIES	0	0	0	0	0	0	0	0	6
61086	COCA-COLA RECOVERIES	(6,475)	(4,348)	(2,069)	0	(4,500)	(4,500)	(5,900)		31
61097	BMO FIELD	(192)	0		0	0	0	(6,300)		0
61110	BFC RECOVERIES	(64,580)	(82,311)	(6,858)	(3,219)	(84,400)	(84,400)	(84,000)	(0)	
	SUB TOTAL - HOURLY SALARIES AND BENEFITS	782,907	855,901	664,975	598,284	551,556	551,556	490,000	135	
60424	EQUIPMENT RENTALS	9,957	14,386	2,052	3,008	4,000	4,000	11,050		176
60439	MEMBERSHIPS	339	80	336	80	650	650	650		0
60459	STAFF DEVELOPMENT/TRAINING - UNIONIZED	9,627	7,314	56	5,625	0	0	0	0	5
60801	CONTRACT SERVICE - SECURITY	0	0	0	0	0	0	0		0
61036	EQUIPMENT MAINTENANCE	94,923	86,599	93,251	58,917	22,000	22,000	29,000	32	4
63126	SUPPLIES & GENERAL	2,123	7,338	815	474	3,000	3,000	3,000		0
63127	UNIFORMS	15,182	32,352	8,408	2,000	15,000	15,000	20,000	33	7
	SUB TOTAL - OTHER EXPENSES	132,150	148,069	104,918	70,105	44,650	44,650	63,700	43	
	TOTAL EXPENSE	1,604,231	1,735,552	1,501,148	1,489,939	1,920,106	1,907,091	1,889,903	(1)	
NOTE:										
1. Provision for cost of living increase and financial reward. 2021/2022 budget provides for five 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. Budget provided for radio equipment/bicycle maintenance and license. Effective Jan 1, 2022 the responsibilities and budget for electronic security services and dealings with AC tech for CCTV cameras and Access Card Systems was transferred from security department 50-500 to operation department 50-301.										
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. Budget adjust to reflect actual experience										

THE BOARD OF GOVERNORS OF EXHIBITION PLACE										
OVERHEAD										
50-600 - PRESS & FOOD BUILDINGS MAINTENANCE										
ACCT#	ACCOUNT NAME	2018 ACTUAL	2019 ACTUAL	2020 ACTUAL	2021 ACTUAL	2022 FORECAST	2022 BUDGET	2023 BUDGET	%/Increase	Notes
1-50-600-50600-										
	EXPENSE									
60255	PRESS & FOOD BUILDINGS - HYDRO	73,382	67,446	119,792	85,563	69,100	69,100	90,800	31	2
60252	PRESS & FOOD BUILDINGS - GAS	1,772	1,240	1,786	1,814	1,300	1,300	1,900	46	2
60281	PRESS & FOOD BUILDINGS - WATER	8,791	2,761	595	1,003	2,800	2,800	1,100	(61)	2
61061	PRESS BUILDING - MAINTENANCE - R&M ((NON SOGR)	0	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	(83,945)	(71,446)	(122,173)	(88,381)	(73,200)	(73,200)	(93,800)	28	4
43007	R&M RECOVERIES - PRESS & FOOD BUILDINGS	0	0	0	0	0	0	0	0	4
	TOTAL EXPENSE	0	0	0	(0)	0	0	0	0	
NOTE:										
1. Actuals include Beanfield management fee paid to Cerise for the use of the building during the CNE fair										
2. Utilities (hydro, gas, water) costs to maintain Press building are assumed by BOG during the initial terms 2013-2016 per master agreement. Hydro (approx. 440,000 kwh), consumer gas (approx 12,000 m3) , water (approx. 6,300 m3 in 2010).										
3. Budget provided for R&M costs to up keep the Press & Food building was subsidized by BOG during the initial terms Apr2013-Mar2017. All Press and Food building repair and maintenance costs were included with ground PMP costs and will be tracked separately starting April 1, 2017										
4. Per CNEA's proposal for renewal terms 2017-2020: CNEA will pay for Press & Food Building operating costs such as utilities, office cleaning, Repair and Maintenance costs (excl. SOGR cost). All these costs was subsidized by Board on the initial term 2013-2016										

THE BOARD OF GOVERNORS OF EXHIBITION PLACE ENERCARE CENTRE										
SUMMARY										
PAGE	ACCOUNT NAME	2018 ACTUAL	2019 ACTUAL	2020 ACTUAL	2021 ACTUAL	2022 FORECAST	2022 BUDGET	2023 BUDGET	%/Increase	Notes
	REVENUE									
	RENTAL - SHOWS	7,040,349	8,410,589	3,281,478	1,791,843	5,299,582	6,644,335	7,443,755	12	1
	RENTAL - RAWF	1,195,187	1,217,951	0	0	1,293,418	1,293,418	1,241,878	(4)	5
	SUB TOTAL	8,235,536	9,628,540	3,281,478	1,791,843	6,593,000	7,937,753	8,685,633	9	1
	ELECTRICAL SERVICES - NET	990,671	1,290,569	402,997	136,006	936,000	772,664	1,043,300	35	3
	CATERING CONCESSIONS	803,546	1,040,840	197,062	107,641	470,000	694,000	763,500	10	2
	SHOW SERVICES - NET	560,332	974,133	255,841	176,921	885,000	689,701	728,400	6	4
36	TECHNOLOGY & INFORMATION SERVICES - NET REVENUE	374,841	255,378	220,031	140,230	263,002	472,496	304,002	(36)	
38	SPONSORSHIP - NET	89,125	88,024	27,658	26,132	73,332	85,958	87,289	2	
40	OFFICIAL SUPPLIER	22,599	125,743	11,698	0	30,000	23,789	119,000	400	
40	ABM COMMISSIONS	108,256	85,388	5,336	1,519	60,000	85,000	85,000	0	
40	INTEREST AND OTHER INCOME	322,096	167,859	353,341	146,570	15,940	35,000	25,000	(29)	
	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	11,507,002	13,656,475	4,755,442	2,526,863	9,326,274	10,796,361	11,841,124	10	
	EXPENSES									
	DIRECT SHOW COSTS - PMD	653,919	2,572,858	524,611	468,081	702,000	510,866	731,373	43	4
36	TECHNOLOGY AND INFORMATION SERVICES	1,015,181	996,724	1,285,701	1,532,337	1,332,427	1,232,727	1,575,927	28	
39	GENERAL MANAGER OF CONVENTION CENTRE AND VENUES	408,693	343,141	376,561	354,786	405,250	414,005	547,652	32	
40	FINANCIAL & DATA SERVICES	154,582	171,014	41,574	53,876	88,000	88,000	88,000	0	
41	SALES AND MARKETING	1,777,310	1,701,535	1,244,803	1,287,032	2,194,600	2,185,145	2,067,774	(5)	
42	EVENT MANAGEMENT	1,337,062	1,188,688	1,101,917	1,077,452	1,105,150	1,122,412	1,147,452	2	
	SUB TOTAL	5,346,748	6,973,960	4,575,166	4,773,565	5,827,427	5,553,155	6,158,178	11	
	EXPENSE RECOVERIES									
43	UTILITIES & CLEANING RECOVERIES	(98,705)	(48,479)	(74,138)	(34,251)	(59,054)	(105,454)	(72,054)	(32)	
	TOTAL EXPENSES	5,248,043	6,925,481	4,501,029	4,739,314	5,768,373	5,447,701	6,086,124	12	
	NET INCOME (LOSS)	6,258,959	6,730,994	254,413	(2,212,451)	3,557,900	5,348,660	5,755,000	(8)	
NOTE:										
1. 2019 actual revenue was high due to contribution from Collision and one off large events such as Jehovah's Witnesses Convention, Canadian Open Volleyball, TD SMG Meeting and Salesforce World Tour etc..										
2. Minimum commission changed to \$575K in 2015.										
3. BOG out-sourced electrical/mechanical service to Showtech and received commission starting September 2015. Additional savings is reflected in overhead cost savings from various departments that previously provided electrical/HVAC/plumbing services to events.										
4. Budget profit margin % and PMD expense is adjusted to reflect concession given to events per prior years experience. 2023 budget includes F&B buy out and 2019 actual was high because of the IT infrastructure cost for Collision										
5. Budget per City Council approved 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	2018 ACTUAL	2019 ACTUAL	2020 ACTUAL	2021 ACTUAL	2022 FORECAST	2022 BUDGET	2023 BUDGET	%/Increase	Notes
1-60-850-60850-										
	EXPENSES									
60000	SALARIES - PERMANENT	823,055	663,101	732,073	717,396	626,800	750,748	747,441	(0)	1
60001	BENEFITS - PERMANENT	161,831	170,156	178,362	184,112	181,500	216,574	216,382	(0)	1
60002	SALARY AND BENEFITS - HOURLY	47,986	80,811	135,497	144,299	170,800	109,220	163,604	50	7
60423	DUES & SUBSCRIPTION	5,709	2,202	17,881	27,043	28,000	10,000	10,000	0	
60431	COMPUTER SUPPLIES	1,470	2,560	1,980	0	1,000	3,000	30,000	900	2
60441	MISCELLANEOUS EXPENSES	13,311	2,543	14,748	16,775	30,000	5,000	20,000	300	8
60456	ACCOUNTING SOFTWARE MAINTENANCE AGREEMENTS	51,824	75,428	70,477	89,542	80,000	80,000	101,000	26	3
60456	EBMS SOFTWARE MAINTENANCE	0	25,800	54,647	78,679	72,000	65,000	72,000	11	11
60461	TELEPHONE TRUNK & PSTN	148,283	149,243	174,415	200,741	180,000	180,000	200,000	11	6
60463	TELECOM CABLING & FIXTURES	11,796	14,163	120,879	30,761	30,000	12,000	40,000	233	
61020	TELECOMM RECOVERIES - ADMIN SERVICE TO CNEA	(304,280)	(310,206)	(311,583)	(311,583)	(326,773)	(317,815)	(336,600)	6	5
61060	MAINTENANCE AGREEMENTS - BEANFIELD	17,080	22,925	20,802	271,800	220,000	80,000	220,000	175	9
63023	OFFICE SUPPLIES	102	906	510	0	500	400	600	50	10
63101	COMPUTER EQUIPMENT	32,904	93,335	65,892	72,353	32,000	32,000	75,000	134	4
63125	SMALL EQUIPMENT/SOFTWARE	2,503	3,381	9,053	10,419	6,000	6,000	15,000	150	
63127	UNIFORMS	1,607	375	68	0	600	600	1,500	150	
	TOTAL EXPENSES	1,015,181	996,724	1,285,701	1,532,337	1,332,427	1,232,727	1,575,927	28	
	REVENUE									
43004	TELECOMM - EVENTS - NET	188,732	81,846	56,310	15,679	137,000	333,410	178,000	(47)	12
61111	TELEPHONE RECOVERIES	186,109	173,532	163,720	124,551	126,002	139,086	126,002	(9)	13
	TOTAL REVENUE	374,841	255,378	220,031	140,230	263,002	472,496	304,002	(36)	
	NET PROFIT (LOSS)	(640,341)	(741,346)	(1,065,670)	(1,392,107)	(1,069,426)	(760,231)	(1,271,925)	67	

**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. Budget provided for Microsoft Great Plain Dynamic, NuVolo, LSP Networks, Adobe annual fees. Prior to 2013 CNEA shared part of cost of Great Plain annual fee. 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. 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. 2023 budget is adjusted to reflect the increasing cost for using 3rd parties service supports in order to increase security and reliability for Office 365, servers support, switch supports anti spam etc... 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:

	2018	2019	2020	2021	2022	2022	2023
SCHEDULE A - TELEPHONE RECOVERIES	ACTUAL	ACTUAL	ACTUAL	ACTUAL	FORECAST	BUDGET	BUDGET
SOCCER STADIUM/BMO FIELD	57,768	54,970	52,137	34,724	35,713	43,797	35,713
COCA-COLA COLISEUM (MLSE)	46,417	43,904	41,890	26,829	26,840	31,840	26,840
RAWF	17,422	17,401	17,134	17,058	16,994	16,994	16,994
OVG (FORMERLY SPECTRA/OVATIONS)	4,607	4,605	3,297	836	836	836	836
CERISE	7,358	7,358	7,358	7,358	7,358	7,358	7,358
CSA - STADIUM	5,394	5,394	5,108	3,000	3,000	3,000	3,000
LIBERTY GRAND	3,000	3,000	3,000	3,000	3,000	3,000	3,000
COT-TABIA	1,435	1,443	1,435	1,435	1,435	1,435	1,435
TEC (FORMERLY MUZIK)	4,200	4,150	3,600	3,600	3,600	3,600	3,600
MEDIAEVAL TIMES	7,200	7,200	7,200	6,600	7,200	7,200	7,200
QE THEATRE & FD (MANAGED BY MRG)	7,196	7,196	5,098	3,598	3,598	3,598	3,598
TORONTO FASHON INCUBATOR	3,000	3,000	3,000	3,000	3,000	3,000	3,000
SHOW TECH	5,632	5,667	5,632	5,632	5,632	5,632	5,632
CNEA	8,126	8,242	7,829	7,880	7,796	7,796	7,796
PRINCES GATE HOTEL (DISCONTINUED IN 2019)	5,603	0	0	0	0	0	0
STANLEY BARRACK (DISCONTINUED IN 2019)	1,750	0	0	0	0	0	0
OVO CENTRE - NOT PROVIDED BY EXPLACE	0	0	0	0	0	0	0
	186,109	173,532	163,720	124,551	126,002	139,086	126,002

THE BOARD OF GOVERNORS OF EXHIBITION PLACE ENERCARE CENTRE										
60-830 - ADVERTISING, MARKETING AND SPONSORSHIP										
ACCT#	ACCOUNT NAME	2018 ACTUAL	2019 ACTUAL	2020 ACTUAL	2021 ACTUAL	2022 FORECAST	2022 BUDGET	2023 BUDGET	%/Increase	Notes
1-60-830-60830-										
	EXPENSES									
60401	ADMINISTRATIVE	0	0	0	0	0	0	0	0	
60412	COMMISSIONS - CONTRA ACCOUNT	0	0	0	0	0	0	0	0	
60413	COMMISSIONS	7,500	7,500	1,250	0	8,100	9,500	9,700	2	1
63120	PRODUCTION	0	0	0	0	0	0	0	0	
	TOTAL EXPENSES	7,500	7,500	1,250	0	8,100	9,500	9,700	2	
42000	REVENUE	96,625	95,524	28,908	26,132	81,432	95,458	96,989	2	2
	NET PROFIT (LOSS)	89,125	88,024	27,658	26,132	73,332	85,958	87,289	2	
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	2018 ACTUAL	2019 ACTUAL	2020 ACTUAL	2021 ACTUAL	2022 FORECAST	2022 BUDGET	2023 BUDGET	%/Increase	Notes
1-60-801-60801-										
	EXPENSES									
60000	SALARIES - PERMANENT	318,163	281,276	298,246	285,596	294,400	295,511	392,848	33	1
60001	BENEFITS	73,197	54,805	62,172	61,722	89,400	91,044	119,354	31	1
60416	CONFERENCE DEVELOPMENT	0	0	301	0	8,000	8,000	15,000	88	3
60423	DUES & SUBSCRIPTIONS	7,454	2,337	13,937	6,056	8,000	14,000	14,000	0	
60437	MEALS & ENTERTAINMENT	1,714	354	0	0	1,000	1,000	2,000	100	2
60441	MISCELLANEOUS EXPENSES	2,387	4,196	1,904	1,357	3,300	3,300	3,300	0	
60447	PROFESSIONAL FEES	0	0	0	0	500	500	500	0	
63023	OFFICE SUPPLIES	4,486	138	0	55	200	200	200	0	
63118	POSTAGE & COURIER	16	34	0	0	50	50	50	0	
63119	PRINTING & STATIONERY	328	0	0	0	200	200	200	0	
63125	SMALL EQUIPMENT	949	0	0	0	200	200	200	0	
	TOTAL EXPENSES	408,693	343,141	376,561	354,786	405,250	414,005	547,652	32	
NOTE:										
1. Provision for cost of living increase and financial reward. 2023 budget includes one full time position for Ungerboeck Specialist										
2. Board related and local sales entertainment										
3. Budget provides for ASM annual meeting, Web Summit (London), WIEN, industry travel										

THE BOARD OF GOVERNORS OF EXHIBITION PLACE										
ENERCARE CENTRE										
60-802 - FINANCIAL & DATA SERVICES - CFO & CORPORATE SECRETARY, ACCOUNTING SERVICE										
ACCT#	ACCOUNT NAME	2018 ACTUAL	2019 ACTUAL	2020 ACTUAL	2021 ACTUAL	2022 FORECAST	2022 BUDGET	2023 BUDGET	%/Increase	Notes
1-60-802-60802-										
EXPENSES										
60408	BAD DEBT EXPENSE (RECOVERY)	88,227	87,766	0	29,727	18,000	18,000	18,000	0	
60409	BANK CHARGES & CREDIT CARD DISCOUNTS	66,355	83,248	41,574	24,150	70,000	70,000	70,000	0	2
	SUB-TOTAL	154,582	171,014	41,574	53,876	88,000	88,000	88,000	0	
69800	DEPRECIATION - EQUIPMENT	0	0	0	0	0	0	0	0	1
	SUB-TOTAL	0	0	0	0	0	0	0	0	
	TOTAL EXPENSES	154,582	171,014	41,574	53,876	88,000	88,000	88,000	0	
REVENUE										
49003	INTEREST INCOME	90,728	88,515	4,359	0	0	15,000	5,000	(67)	3
49004	MISCELLANEOUS INCOME	231,368	79,344	348,983	146,570	15,940	20,000	20,000	0	6
49005	ABM COMMISSIONS	108,256	85,388	5,336	1,519	60,000	85,000	85,000	0	5
49006	OFFICIAL SUPPLIER	22,599	125,743	11,698	0	30,000	23,789	119,000	400	4
	TOTAL REVENUE	452,951	378,990	370,375	148,089	105,940	143,789	229,000	59	
	NET PROFIT (LOSS)	298,369	207,976	328,802	94,213	17,940	55,789	141,000	153	
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	2018 ACTUAL	2019 ACTUAL	2020 ACTUAL	2021 ACTUAL	2022 FORECAST	2022 BUDGET	2023 BUDGET	%/Increase	Notes
1-60-803-60803-										
	EXPENSES									
60000	SALARIES - PERMANENT	817,996	681,025	727,660	762,140	994,100	999,175	996,173	(0)	1
60001	BENEFITS	197,325	197,760	221,743	226,750	287,000	287,470	287,597	0	1
60002	SALARIES - TEMPORARY	110,404	178,125	69,150	26,116	0	0	0	0	6
60404	ADVERTISING	34,071	7,785	1,495	2,348	5,400	5,400	0	(100)	
60416	CONVENTION DEVELOPMENT/SPECIAL EVENTS FUND	250,000	250,000	0	0	250,000	250,000	125,000	(50)	4
60418	MEETINGS & CONVENTIONS	111,299	102,578	18,734	22,023	170,000	170,000	170,000	0	2
60419	CORPORATE ADVERTISING	75,112	80,003	52,310	13,954	280,000	280,000	280,000	0	7
60419	WAYFINDING MONITORS MAINTENANT - FWI FOUR WIND	30,963	35,335	35,602	52,592	55,000	40,000	55,000		38
60423	DUES & SUBSCRIPTIONS	31,976	44,841	9,271	26,391	35,000	35,000	36,498		4
60438	MEDIA / PUBLIC RELATIONS	0	7,250	4,000	12,283	4,100	4,100	0	(100)	8
60453	MARKETING FEE - SMG CANADA	72,000	72,000	72,000	72,000	72,000	72,000	75,000		4 3
63023	OFFICE SUPPLIES	5,702	4,590	2,933	486	3,000	3,000	3,000		0
63118	POSTAGE & COURIER	488	1,144	10	0	1,000	1,000	1,000		0
63122	RESOURCE MATERIALS	39,974	39,099	29,896	69,948	38,000	38,000	38,506		1 5
	TOTAL EXPENSES	1,777,310	1,701,535	1,244,803	1,287,032	2,194,600	2,185,145	2,067,774	(5)	
NOTE:										
1. Provision for cost of living increase and financial reward. Board approved new incentive plan starting in 2014										
2. Cost increase for market development, client activities, marketing initiatives and lead generation, business networking/promoting during special events & galas at Beanfield Centre.										
3. Contractual marketing alliance arrangement with SMG.										
4. TMIF (Toronto Marketing Incentive Fund) for Marketing of Conference Centre, Enercare Centre and ExPlace all grounds, dollars are matched by Tourism Toronto.										
5. Costs for printing materials and publications; EBMS system maintenance fee for Marketing users group (approx. \$8,000/year) is merged to IT department 60-850 in 2019										
6. Prior to 2020 budget provided for one fulltime contract sales staff who became permanent in 2019. 2020/2021 budget is merged with permanent full time account 60000										
7. From 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.										
8. 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	2018 ACTUAL	2019 ACTUAL	2020 ACTUAL	2021 ACTUAL	2022 FORECAST	2022 BUDGET	2023 BUDGET	%/Increase	Notes
1-60-807-60807-										
	EXPENSES									
60000	SALARIES - PERMANENT	937,401	870,270	873,562	836,392	786,700	800,587	814,432	2	1
60001	BENEFITS	225,476	219,509	207,502	202,381	228,100	231,475	236,120	2	1
60002	SALARIES & BENEFIT - HOURLY	90,180	0	0	0	0	0	0	0	2
60418	CONVENTIONS & MEETINGS	10,785	11,701	859	1,305	5,000	5,000	5,000	0	7
60423	DUES & SUBSCRIPTIONS	3,377	501	1,395	9,298	2,000	2,000	4,000	100	3
60437	MEALS & ENTERTAINMENT	5,496	5,275	976	72	3,000	3,000	6,000	100	9
60441	MISCELLANEOUS EXPENSES	4,904	4,600	705	80	3,000	3,000	3,000	0	4
60801	CONTRACT SERVICE - SHOW TECH	52,489	71,296	8,421	23,307	72,000	72,000	72,000	0	10
61108	RECOVERIES FROM EVENTS - EC/MC WAGES & BENEFITS	0	0	0	0	0	0	0	0	
63023	OFFICE SUPPLIES - EC & EXHIBITORS GROUP	5,764	3,775	7,809	4,616	4,000	4,000	5,000	25	6
63118	POSTAGE & COURIER	69	53	0	0	100	100	100	0	
63119	PRINTING & STATIONERY	195	296	88	0	200	200	400	100	8
63125	SMALL EQUIPMENTS	0	313	79	0	300	300	400	33	5
63127	UNIFORMS	926	1,101	521	0	750	750	1,000	33	
	TOTAL EXPENSES	1,337,062	1,188,688	1,101,917	1,077,452	1,105,150	1,122,412	1,147,452	2	
NOTE:										
1. 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.										
2. 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										
3. Association memberships (Director - IAAM, CAEM), (Manager - IAAM, IFMA)										
4. Departmental mileage, parking etc. Starting from 2019 budget for EBMS system annual maintenance fee for Event Service users group is merged to IT department 60-850. Prior to 2019 cost includes approx. \$2,000 EBMS annual fee										
5. For additional desks, computers and other equipment.										
6. Supplies for Show Manager / Exhibitor Services sales kit. Exhibitor Services sales kit cost is now paid by Showtech and reimbursed by Exhibition Place.										
7. Director travels to conventions, consistent with prior year experience (SMG, IAAM, CAEM, IFMA)										
8. Increase staff require, increase in stationery										
9. For clients entertainment and tenants information sessions.										
10. Budget provides for processing exhibitor service orders; now is done by Showtech plus estimated annual CPI increase of 2%. From 2019 cost increase due to EP has added Parking Services pass distribution to SPL's scope of work to be invoiced on an hourly basis										

THE BOARD OF GOVERNORS OF EXHIBITION PLACE										
ENERCARE CENTRE										
60-815 - EXPENSE RECOVERY										
ACCT#	ACCOUNT NAME	2018 ACTUAL	2019 ACTUAL	2020 ACTUAL	2021 ACTUAL	2022 FORECAST	2022 BUDGET	2023 BUDGET	%/Increase	Notes
1-60-815-60815-										
	EXPENSES RECOVERIES									
61021	HOUSEKEEPING RECOVERY - SPECTRA	(7,442)	(7,323)	(7,038)	(2,074)	(7,154)	(7,154)	(7,154)	0	1
61113	UTILITY RECOVERY	(91,263)	(41,156)	(67,100)	(32,176)	(51,900)	(98,300)	(64,900)	(34)	2
	TOTAL EXPENSES	(98,705)	(48,479)	(74,138)	(34,251)	(59,054)	(105,454)	(72,054)	(32)	
NOTE:										
1. From 2016 is estimated at 150 labour hours and materials per year plus 12% mark up. Prior to 2015 was cost recovery for corporate events in excess of \$15 @ .50C per head.										
2. 1% utility recovery per contractual arrangements, based on F&B sales, TTC's actual consumption, RAWF's original charge adjusted by annual inflation. 2019 forecast/2020 Budget estimated at 11% of F&B commission										

THE BOARD OF GOVERNORS OF EXHIBITION PLACE										
BEANFIELD CENTRE										
SUMMARY										
PAGE	ACCOUNT NAME	2018 ACTUAL	2019 ACTUAL	2020 ACTUAL	2021 ACTUAL	2022 FORECAST	2022 BUDGET	2023 BUDGET	%/Increase	Notes
	REVENUE									
	EVENTS RENT	1,811,045	2,419,620	87,226	35,215	1,649,783	1,844,476	2,044,536	11	5
	TENANT LEASE	161,720	161,720	161,720	161,720	121,000	121,000	442,862	266	6
	CATERING CONCESSIONS/RENTALS	1,140,851	1,680,782	140,761	60,411	740,000	1,128,000	1,254,400	11	9
	CONCESSION PAYABLE TO CERISE - SALES > \$5MIL	(75,000)	(100,000)	0	0	0	(75,000)	(75,000)	0	9
	SHOW SERVICES - NET	357,847	647,998	35,736	8,408	339,000	356,000	393,500	11	9
	PARKING - NET	226,691	258,896	13,919	1,371	198,000	158,300	248,639	57	9
	TOTAL REVENUE	3,623,154	5,069,016	439,362	267,125	3,047,783	3,532,776	4,308,937	22	
	DEPARTMENTAL OVERHEAD EXPENSES									
	EVENTS PMD COST	724,238	776,518	66,042	14,738	373,000	505,300	561,000	11	8
46	BUILDING OPERATIONS	537,569	607,953	502,624	295,728	481,200	541,665	620,132	14	
47	HOUSEKEEPING AND DÉCOR	101,535	161,217	83,872	46,554	109,012	177,960	181,157	2	
48	FINANCIAL AND DATA SERVICE	81,311	109,069	48,349	298	57,700	56,695	85,465	51	
49	CONCIERGE SERVICE	63,771	82,311	4,896	2,684	15,000	78,471	78,860	0	
53	SALES AND MARKETING	417,797	502,443	582,266	290,304	504,114	581,517	574,347	(1)	
54	EVENT MANAGEMENT	383,678	461,271	420,273	399,648	507,313	522,907	541,537	4	
55	HOUSE TECHNICIAN & EVENT PMD	153,461	163,306	99,987	104,320	214,832	210,650	225,856	7	
	TOTAL OPERATING EXPENSES	2,463,361	2,864,088	1,808,309	1,154,274	2,262,171	2,675,165	2,868,354	7	
	ANNUAL CASH FLOW IN (OUT) BEFORE INTEREST, AMORTIZATION EXPENSES AND TRANSFERS	1,159,793	2,204,928	(1,368,947)	(887,150)	785,611	857,611	1,440,583	68	
52	LESS: INTEREST EXPENSE-FCM LOAN	30,746	28,461	26,142	23,735	21,292	21,292	18,783	(12)	4
52	LESS: INTEREST EXPENSE-CITY LOAN	1,552,826	1,514,070	1,473,375	1,430,646	1,385,780	1,385,780	1,338,671	(3)	1
	CASH FLOW BEFORE AMORT/ PRINCIPAL REPAYMENT	(423,779)	662,397	(2,868,464)	(2,341,531)	(621,461)	(549,461)	83,129	115	
48	LESS: AMORTIZATION - EQUIPMENTS AND FIXTURES	381,372	301,222	96,612	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	942,178	942,178	989,287	5	
52	PRINCIPAL PAYMENT - FCM LOAN	0	0	0	0	103,860	103,860	106,342	2	
	NET INCOME (LOSS) BEFORE NAMING FEES	(2,355,743)	(1,189,417)	(4,515,668)	(3,988,735)	(1,667,500)	(1,595,500)	(1,012,500)	37	
50	NAMING FEES - BEANFIELD	347,360	382,500	373,929	382,500	382,500	382,500	382,500	0	2
51	NAMING FEES - ENERCARE	675,000	675,000	675,000	675,000	675,000	675,000	675,000	0	2
	SUBTOTAL NET NAMING REVENUE	1,022,360	1,057,500	1,048,929	1,057,500	1,057,500	1,057,500	1,057,500	0	
	NET INCOME (LOSS)	(1,333,383)	(131,917)	(3,466,738)	(2,931,235)	(610,000)	(538,000)	45,000	108	
	CASH TSF FROM CONFERENCE RESERVE FUND	0	0	2,346,253	3,600,999	0	0	0	0	11
	NET INCOME (LOSS) AFTER TSF PER FS	(1,333,383)	(131,917)	(1,120,485)	669,764	(610,000)	(538,000)	45,000	(108)	
	CASH CONVERSION:									
	NET INCOME (LOSS)	(1,333,383)	(131,917)	(3,466,738)	(2,931,235)	(610,000)	(538,000)	45,000		
	AMORTIZATION - EQUIPMENTS & FIXTURES	381,372	301,222	96,612	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	(50,803)	(40,720)	(40,720)	(40,720)	0	0	0		
	PRINCIPAL PAYMENT - CITY LOAN	(775,132)	(813,889)	(854,584)	(897,313)	0	0	0		1
	PRINCIPAL PAYMENT - FCM LOAN	(94,501)	(96,758)	(99,039)	(101,466)	0	0	0		4
	NET INCOME (LOSS) TSF TO CITY CCRF - CASH BASIS	(321,855)	768,530	(2,813,877)	(2,323,530)	(610,000)	(538,000)	45,000		
	TRANSFER FROM (TO) CITY CONFERENCE CENTRE RESERVE	0	0	2,346,253	3,600,999	0	0	0		11
	CASH INFLOW (OUTFLOW) AFTER TRANSFERS	(321,855)	768,530	(467,624)	1,277,469	(610,000)	(538,000)	45,000		

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

SUMMARY

NOTE:

1. City debt payment to start after the first full year of operation per loan agreement with the City. Interest at 5% over 25 years. Building opened October 19, 2009. First loan monthly payment started on November 1, 2010. New annual repayment started January 2017 per Amended agreement.
2. In accordance with the decision of City Council in December 2007, any surplus over budget target will be deposited in the Exhibition Place Conference Centre Reserve Fund (CCRF) to be held by the City of Toronto to provide a source of funding for any cash shortfalls with respect to Beanfield Centre operations for the purpose of guaranteeing the loan of \$35.6M (\$38.675M with accrued interest on cash advances during construction) from the City of Toronto for the renovations of the Conference Centre which reopened in October 2009. At its meeting on September 9, 2013 City Council recommended that Exhibition Place use its funds from the CCRF to fund the cost for the disposal of pre-existing contaminated soil dating from the early 1900's which expenditures are in keeping with Board's obligation and the terms of the lease agreement between Exhibition Place and Princes Gates Hotel LLP. As well City Council recommended that Exhibition Place will arrange to replenish back this fund from any operating surplus.
- Enercare agreement from June 1/2016 to May 31, 2026.
DEC naming fees recognized over ten years from Jan1/2006 to Dec31/2015;
Allstream Naming fees ended February 28/2017 (originally revenue was recognized over ten years from Oct/2009 to Sep/2018).
3. Attendees at Beanfield Centre are mostly from out of town, thus they use transit, shuttle or taxi instead of driving cars. Attendees for galas may use taxi as well.
4. FCM loan for LEED designation and capital restoration/heritage redevelopment (\$2.0M @ 2.375% semi-annually for 20 yrs.).
5. 2019 actuals revenue was higher due to contribution from one off large events such as Shopify United; Think 2019 Conference, Gartner Canada Symposium; IBM Smarter Business Summit etc...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. 2023 budget include participated rent. Prior years only includes basic rent
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 17% of total rent + F&B commission revenue
9. 2023 Budget at 90% 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	2018 ACTUAL	2019 ACTUAL	2020 ACTUAL	2021 ACTUAL	2022 FORECAST	2022 BUDGET	2023 BUDGET	%/Increase	Notes
1-70-701-70701-										
	EXPENSES									
60252	GAS	16,473	17,042	12,057	14,177	16,700	20,000	22,700	14	2
60255	HYDRO	252,535	329,392	228,965	131,096	189,500	239,000	317,600	33	1
60281	WATER	24,765	39,965	27,254	20,821	26,200	41,865	45,032	8	3
60427	FIRE PROTECTION	32,838	9,316	4,156	9,416	16,000	16,000	16,000	0	
61010	BUILDING REPAIR & MAINTENANCE	83,915	86,545	91,545	47,390	90,000	90,000	90,000	0	
61025	ELEVATORS & ESCALATORS	37,793	41,059	26,518	24,674	35,000	35,000	35,000	0	4
61032	ELECTRICAL MAINTENANCE	52,836	34,743	39,478	24,684	40,000	40,000	40,000	0	
61077	PLUMBING REPAIR & MAINTENANCE	16,708	27,733	42,458	16,382	25,000	25,000	25,000	0	6
61083	HVAC	50,031	64,934	33,658	8,596	61,800	61,800	61,800	0	5
61113	UTILITIES RECOVERIES - F&B PROVIDER	(30,325)	(42,774)	(3,465)	(1,507)	(19,000)	(27,000)	(33,000)	22	
	TOTAL EXPENSES	537,569	607,953	502,624	295,728	481,200	541,665	620,132	14	
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	2018 ACTUAL	2019 ACTUAL	2020 ACTUAL	2021 ACTUAL	2022 FORECAST	2022 BUDGET	2023 BUDGET	%/Increase	Notes
1-70-702-70702-										
	EXPENSES									
60002	SALARIES & BENEFITS - HOURLY (BASE BUILDING)	90,815	108,961	67,612	42,594	64,450	132,266	134,250	2	1
60009	SALARIES & BENEFITS - HOURLY (RECOVERABLE)	0	0	0	0	0	0	0	0	1
	TOTAL SALARIES & BENEFITS - HOURLY	90,815	108,961	67,612	42,594	64,450	132,266	134,250	2	1
61099	RECOVERIES-VARIOUS	0	0	0	0	0	0	0	0	1
	MAINT. SALARIES AND BENEFITS - HOURLY	90,815	108,961	67,612	42,594	64,450	132,266	134,250	2	
60252	LANDSCAPING (INTERIOR AND EXTERIOR)	5,988	7,092	11,717	272	9,052	10,184	10,337	2	
60281	SNOW REMOVAL	4,118	5,764	4,542	3,688	10,300	10,300	10,420	1	6
60801	CONTRACTED SERVICES	0	0	0	0	6,180	6,180	6,365	3	3
61031	DUMPING FEES	0	0	0	0	3,000	3,000	3,090	3	4
61036	EQUIPMENT MAINTENANCE	0	0	0	0	1,030	1,030	1,061	3	5
63100	CLEANING SUPPLIES	614	39,400	0	0	15,000	15,000	15,634	4	2
	SUBTOTAL	10,719	52,256	16,260	3,960	44,562	45,694	46,907	3	
	TOTAL EXPENSES	101,535	161,217	83,872	46,554	109,012	177,960	181,157	2	
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	2018 ACTUAL	2019 ACTUAL	2020 ACTUAL	2021 ACTUAL	2022 FORECAST	2022 BUDGET	2023 BUDGET	%Increase	Notes
1-70-703-70703-										
	EXPENSES									
60000	SALARIES - PERMANENT	66,920	86,127	40,747	0	38,300	62,340	59,752	(4)	1
60001	BENEFITS	14,391	22,459	7,602	0	11,400	18,355	17,713	(3)	1
60008	STAFF GAPPING - CITY BUDGET	0	0	0	0	0	(32,000)	0	(100)	
60408	BAD DEBT EXPENSE	0	483	0	298	8,000	8,000	8,000	0	
69800	AMORTIZATION EXPENSE-FF&E	381,372	301,222	96,612	96,612	96,617	96,617	96,617	0	2
	TOTAL EXPENSES	462,683	410,291	144,961	96,910	154,317	153,312	182,082	19	
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	2018 ACTUAL	2019 ACTUAL	2020 ACTUAL	2021 ACTUAL	2022 FORECAST	2022 BUDGET	2023 BUDGET	%/Increase	Notes
1-70-704-70704-										
EXPENSES										
60000	SALARIES - PERMANENT	63,771	82,311	4,896	2,684	15,000	60,599	60,834	0	1
60001	BENEFITS	0	0	0	0	0	17,872	18,026	1	1
60002	WAGES - SECURITY SERVICES	0	0	0	0	0	0	0	0	1
	TOTAL EXPENSES	63,771	82,311	4,896	2,684	15,000	78,471	78,860	0	
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	2018 ACTUAL	2019 ACTUAL	2020 ACTUAL	2021 ACTUAL	2022 FORECAST	2022 BUDGET	2023 BUDGET	%Increase	Notes
1-50-304-50304-										
49041	NAMING FEE REVENUE	425,000	425,000	425,000	425,000	425,000	425,000	425,000	0	2
EXPENSE										
60205	RE-BRANDING INCLUDING BUILDING SIGNAGE	32,199	0	0	0	0	0	0	0	
60200	COMMISSION	42,500	42,500	42,500	42,500	42,500	42,500	42,500	0	
60201	ADMINISTRATIVE COSTS	2,941	0	8,571	0	0	0	0	0	
60202	PRODUCTION EXPENSE	0	0	0	0	0	0	0	0	
		77,640	42,500	51,071	42,500	42,500	42,500	42,500	0	
	NET INCOME (LOSS)	347,360	382,500	373,929	382,500	382,500	382,500	382,500	0	
60203	TSF TO CITY CONFERENCE CENTRE OBLIGATORY RESERVE FUND	(347,360)	(382,500)	(373,929)	(382,500)	(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	2018 ACTUAL	2019 ACTUAL	2020 ACTUAL	2021 ACTUAL	2022 FORECAST	2022 BUDGET	2023 BUDGET	% Increase	Notes
1-60-812-60812-										
42300	NAMING FEE	750,000	750,000	750,000	750,000	750,000	750,000	750,000	0	2
	EXPENSE									
60205	RE-BRANDING INCLUDING BUILDING SIGNAGE	0	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	0	0	0	0	0	0	0	0	
60202	PRODUCTION EXPENSE	0	0	0	0	0	0	0	0	
		75,000	75,000	75,000	75,000	75,000	75,000	75,000	0	
	NET INCOME (LOSS)	675,000	675,000	675,000	675,000	675,000	675,000	675,000	0	
60203	TSF TO CITY CONFERENCE CENTRE OBLIGATORY RESERVE FUND	(675,000)	(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	2018 ACTUAL	2019 ACTUAL	2020 ACTUAL	2021 ACTUAL	2022 FORECAST	2022 BUDGET	2023 BUDGET	%/Increase	Notes
EXPENSE										
1-70-708-70801-										
69800	CITY DEBT - BUILDING AMORTIZATON	1,470,588	1,470,588	1,470,588	1,470,588	1,470,588	1,470,588	1,470,588	0	1
60781	CITY DEBT - INTEREST	1,552,826	1,514,070	1,473,375	1,430,646	1,385,780	1,385,780	1,338,671	(3)	1
	SUBTOTAL CITY DEBT	3,023,414	2,984,658	2,943,963	2,901,234	2,856,368	2,856,368	2,809,259	(2)	
1-70-708-70802-										
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	30,746	28,461	26,142	23,735	21,292	21,292	18,783	(12)	2
	SUBTOTAL FCM DEBT	110,750	108,465	106,146	103,739	101,292	101,292	98,783	(2)	
	TOTAL INTEREST AND AMORTIZATION	3,134,164	3,093,122	3,050,109	3,004,973	2,957,661	2,957,661	2,908,042	####	
1-00-000-00000-										
20390	CITY DEBT - PRINCIPAL REPAYMENT	775,132	813,889	854,584	897,313	942,178	942,178	989,287	5	3
20370	FCM LOAN - PRINCIPAL REPAYMENT	94,501	96,758	99,039	101,466	103,860	103,860	106,342	2	3
	TOTAL PRINCIPAL REPAYMENT	869,633	910,648	953,623	998,779	1,046,039	1,046,039	1,095,629	5	
NOTE:										
1. City debt payment to start after the first full year of operation per loan agreement with the City. Interest at 5% over 25 years. Building opened October 19, 2009. First loan monthly payment started on November 1, 2010. New annual repayment started January 2017 per Amended agreement.										
2. FCM loan for LEED designation and capital restoration/heritage redevelopment (\$2.0M @ 2.375% semi-annually for 20 years). First disbursement of loan advance from FCM received in January, 2010. First loan semi-annual repayment due on July 29, 2010.										
3. Amounts are recorded on balance sheet accounts as reduction of loans payable.										

THE BOARD OF GOVERNORS OF EXHIBITION PLACE										
BEANFIELD CENTRE										
70-709 - SALES AND MARKETING										
ACCT#	ACCOUNT NAME	2018 ACTUAL	2019 ACTUAL	2020 ACTUAL	2021 ACTUAL	2022 FORECAST	2022 BUDGET	2023 BUDGET	%/Increase	Notes
1-70-709-70709-										
	EXPENSES									
60000	SALARIES - PERMANENT	208,384	213,209	457,650	160,580	317,914	378,317	369,676	(2)	1
60001	BENEFITS	56,416	60,043	93,535	48,398	92,100	109,100	107,071	(2)	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	16,463	74,896	20,031	12,791	90,000	90,000	97,600	8	3
60438	MEDIA / PUBLIC RELATIONS	0	0	4,000	0	4,100	4,100	0	(100)	
60800	CONTRACT STAFF	136,279	154,286	7,050	68,536	0	0	0	0	2
63023	OFFICE SUPPLIES	0	0	0	0	0	0	0	0	
63118	COURIER	255	9	0	0	0	0	0	0	
63122	RESOURCE MATERIALS	0	0	0	0	0	0	0	0	
	TOTAL EXPENSES	417,797	502,443	582,266	290,304	504,114	581,517	574,347	(1)	
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	2018 ACTUAL	2019 ACTUAL	2020 ACTUAL	2021 ACTUAL	2022 FORECAST	2022 BUDGET	2023 BUDGET	%/Increase	Notes
1-70-710-70710-										
	EXPENSES									
60000	SALARIES - PERMANENT	215,697	225,029	300,307	308,465	321,763	325,552	332,772	2	1
60001	BENEFITS	60,155	68,082	82,076	88,288	93,700	94,505	96,865	2	1
60206	MANAGEMENT FEES - CERISE	41,400	41,400	27,600	0	41,400	41,400	41,400	0	2
60207	ADMIN FEES - CERISE	62,806	72,762	9,252	979	48,000	59,000	66,000	12	3
60437	MEALS & ENTERTAINMENT	85	0	0	1,589	150	150	500	233	
60800	CONTRACT STAFF	0	50,693	0	0	0	0	0	0	4
63119	PRINTING & STATIONERY	41	0	175	0	300	300	500	67	5
63126	SUPPLIES & GENERAL	3,494	3,305	862	327	2,000	2,000	3,500	75	5
63127	UNIFORMS	0	0	0	0	0	0	0	0	
	TOTAL EXPENSES	383,678	461,271	420,273	399,648	507,313	522,907	541,537	4	
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	2018 ACTUAL	2019 ACTUAL	2020 ACTUAL	2021 ACTUAL	2022 FORECAST	2022 BUDGET	2023 BUDGET	%/Increase	Notes
1-70-711-70711-										
	EXPENSES									
60000	SALARIES - PERMANENT	76,600	70,221	63,728	74,362	146,932	143,681	155,450	8	1
60001	BENEFITS	18,519	20,846	19,055	17,898	42,900	41,969	45,406	8	1
60800	CONTRACT STAFF	50,108	62,769	1,349	0	0	0	0	0	1
61036	LEASABLE AV EQUIPMENTS MAINTENANCE AND PARTS	8,235	9,470	15,855	12,059	25,000	25,000	25,000	0	
	TOTAL EXPENSES	153,461	163,306	99,987	104,320	214,832	210,650	225,856	7	
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)										