

Appendix B - 2021 Budget Summary

Regina Exhibition Association Limited
operating Evraz Place
Total Business Overview

Total Business EBITDA

	January	February	March	April	May	June	July	August	September	October	November	December	2021 Budget
	\$	\$	\$	\$	\$	\$	\$	\$	\$	\$	\$	\$	\$
Revenues													
External Funding	217,307	216,666	616,667	216,667	216,666	216,667	216,667	244,666	216,667	216,667	216,666	216,667	3,028,640
Event Sales & Recoveries	478,110	481,237	532,906	674,274	1,069,194	1,151,460	4,050,135	2,418,988	1,086,812	868,744	1,462,318	750,630	15,024,808
Rental & Lease Revenue	708,941	690,374	814,918	447,048	647,106	1,565,021	359,973	470,201	692,590	802,653	821,117	676,109	8,696,051
Sponsorship Sales	105,757	105,344	117,277	89,100	89,103	526,108	93,309	448,243	159,917	155,374	138,708	94,921	2,123,161
Food & Beverage	320,642	303,535	414,468	329,658	330,537	1,042,422	1,390,807	1,009,027	1,178,519	1,000,286	1,141,454	575,995	9,037,349
Other Revenue	-	-	-	-	-	-	-	-	-	-	-	-	-
	1,830,757	1,797,156	2,496,236	1,756,746	2,352,606	4,501,678	6,110,891	4,591,125	3,334,505	3,043,724	3,780,263	2,314,322	37,910,009
Cost of Sales													
Event Sales & Recoveries	1,455	1,455	1,455	1,455	35,391	21,583	274,427	1,455	35,455	23,519	32,975	14,223	444,848
Sponsorships & Naming Rights Cost	32,100	2,100	2,100	2,100	2,100	152,100	2,100	52,100	52,100	2,100	2,100	2,100	305,200
Food & Beverage Cost	116,689	109,263	147,364	117,704	125,700	340,673	462,769	372,143	393,822	326,244	423,693	205,392	3,141,456
	150,244	112,818	150,919	121,259	163,191	514,356	739,296	425,698	481,377	351,863	458,768	221,715	3,891,504
Expenses													
Utilities	379,400	376,250	340,750	262,600	240,000	222,300	217,800	263,600	249,550	290,000	358,250	349,360	3,549,860
In-Scope Labour	555,386	546,366	636,371	651,955	679,552	920,786	727,652	782,456	788,807	767,531	988,259	781,922	10,575,824
Out-of-Scope Labour	393,361	393,361	393,361	401,236	393,628	428,753	428,753	428,753	428,753	428,753	443,753	428,753	5,987,961
Employee Benefits	186,060	183,796	200,263	207,176	215,163	258,756	227,247	238,051	239,088	233,696	276,766	235,460	-
Contracted Labour	56,705	56,705	42,585	48,881	33,483	216,474	381,892	222,420	130,505	131,665	72,365	46,830	1,440,510
Other Non-Labour Costs	672,132	385,359	683,888	498,532	785,296	1,435,417	3,390,025	2,285,383	808,010	758,978	636,180	631,490	12,970,690
Repairs & Maintenance	85,928	87,678	117,028	174,548	249,598	261,748	109,748	191,428	88,328	108,978	69,828	54,732	1,599,570
	2,328,972	2,029,515	2,414,246	2,244,929	2,640,721	3,744,234	5,483,117	4,412,090	2,733,041	2,719,601	2,845,402	2,528,546	36,124,415
EBITDA	(648,459)	(345,177)	(68,929)	(609,441)	(451,306)	243,088	(111,522)	(246,664)	120,087	(27,740)	476,093	(435,939)	(2,105,910)