

Financial Statements and Supplementary Information
(In Canadian dollars)

HOCKEY HALL OF FAME AND MUSEUM

Year ended June 30, 2014



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INDEPENDENT AUDITORS' REPORT

To the Board of Directors of Hockey Hall of Fame and Museum

We have audited the accompanying financial statements of Hockey Hall of Fame and Museum, which comprise the statement of financial position as at June 30, 2014, the statements of operations, changes in net assets and cash flows for the year then ended, and notes, comprising a summary of significant accounting policies and other explanatory information.

Management's Responsibility for the Financial Statements

Management is responsible for the preparation and fair presentation of these financial statements in accordance with Canadian accounting standards for not-for-profit organizations, and for such internal control as management determines is necessary to enable the preparation of financial statements that are free from material misstatement, whether due to fraud or error.

Auditors' Responsibility

Our responsibility is to express an opinion on these financial statements based on our audit. We conducted our audit in accordance with Canadian generally accepted auditing standards. Those standards require that we comply with ethical requirements and plan and perform the audit to obtain reasonable assurance about whether the financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on our judgment, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments, we consider internal control relevant to the entity's preparation and fair presentation of the financial statements in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the entity's internal control. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of accounting estimates made by management, as well as evaluating the overall presentation of the financial statements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

Opinion

In our opinion, the financial statements present fairly, in all material respects, the financial position of Hockey Hall of Fame and Museum as at June 30, 2014, and its results of operations and its cash flows for the year then ended in accordance with Canadian accounting standards for not-for-profit organizations.

Chartered Professional Accountants, Licensed Public Accountants

November 18, 2014
Toronto, Canada

HOCKEY HALL OF FAME AND MUSEUM

Statement of Financial Position
(In thousands of Canadian dollars)

June 30, 2014, with comparative information for 2013

	2014	2013
Assets		
Current assets:		
Cash	\$ 579	\$ 431
Accounts receivable	474	343
Sponsorships and contributions receivable (note 2)	2,128	1,993
Inventory	968	1,016
Prepaid expenses	68	84
	4,217	3,867
Capital assets (note 3)	8,311	7,940
Sponsorships and contributions receivable (note 2)	6,484	5,622
	\$ 19,012	\$ 17,429

Liabilities, Deferred Sponsorships and Contributions and Net Assets

Current liabilities:		
Bank indebtedness (note 4)	\$ 141	\$ 320
Accounts payable and accrued liabilities	2,102	1,438
Unearned revenue	471	388
	2,714	2,146
Long-term liabilities:		
Bank indebtedness (note 4)	359	430
National Hockey League loan (note 5)	669	848
	1,028	1,278
Deferred sponsorships and contributions (note 6):		
Capital assets	6,397	5,785
Expenses of future periods	2,498	3,262
Core operations	2,847	1,603
	11,742	10,650
Net assets:		
Investment in capital assets (note 7(a))	2,764	3,056
Internally restricted (note 8)	2,036	1,831
Unrestricted	(1,272)	(1,532)
	3,528	3,355
Commitments (note 9)		
Contingencies (note 13)		
	\$ 19,012	\$ 17,429

See accompanying notes to financial statements.

On behalf of the Board:

Director

Director

HOCKEY HALL OF FAME AND MUSEUM

Statement of Operations

(In thousands of Canadian dollars)

Year ended June 30, 2014, with comparative information for 2013

	2014	2013
Revenue:		
Sponsorships and contributions (note 6)	\$ 1,739	\$ 1,961
Admission	2,618	2,416
Spirit of Hockey retail	3,646	3,123
Facility sales	2,527	2,391
Licensing	2,224	1,765
Induction celebration	471	459
Miscellaneous	595	663
	<u>13,820</u>	<u>12,778</u>
Expenses:		
Cost of revenue and direct costs:		
Spirit of Hockey retail	2,673	2,352
Facility sales	1,897	1,810
Licensing	728	358
Induction celebration	327	317
Miscellaneous	396	484
	<u>6,021</u>	<u>5,321</u>
Other costs:		
Staff:		
Salaries, net of allocations	2,148	2,184
Fringe benefits	831	795
Travel and other	79	88
Amortization of capital assets	1,263	1,411
Marketing and promotion	795	693
Building occupancy and services	903	866
Contributed services and subsidized expenses (note 6)	996	1,054
Legal, audit and insurance	224	206
IT and general office	187	207
Resource centre and exhibits	64	67
Committee and meetings	120	108
Interest and other fees	16	24
	<u>7,626</u>	<u>7,703</u>
	<u>13,647</u>	<u>13,024</u>
Excess (deficiency) of revenue over expenses	\$ 173	\$ (246)

See accompanying notes to financial statements.

HOCKEY HALL OF FAME AND MUSEUM

Statement of Changes in Net Assets
(In thousands of Canadian dollars)

Year ended June 30, 2014, with comparative information for 2013

				2014	2013
	Investment in capital assets	Internally restricted	Unrestricted	Total	Total
Net assets, beginning of year	\$ 3,056	\$ 1,831	\$ (1,532)	\$ 3,355	\$ 3,601
Excess (deficiency) of revenue over expenses (note 7(b))	(538)	–	711	173	(246)
Net change in investment in capital assets (note 7(b))	246	–	(246)	–	–
Internally imposed restrictions (note 8)	–	205	(205)	–	–
Net assets, end of year	\$ 2,764	\$ 2,036	\$ (1,272)	\$ 3,528	\$ 3,355

See accompanying notes to financial statements.

HOCKEY HALL OF FAME AND MUSEUM

Statement of Cash Flows
(In thousands of Canadian dollars)

Year ended June 30, 2014, with comparative information for 2013

	2014	2013
Cash provided by (used in):		
Operating activities:		
Excess (deficiency) of revenue over expenses	\$ 173	\$ (246)
Items not involving cash:		
Amortization of capital assets	1,263	1,411
Amortization of deferred sponsorships and contributions related to capital assets	(725)	(883)
Amortization of deferred sponsorships and contributions related to expenses of future periods	(1,014)	(1,071)
Amortization of deferred sponsorships and contributions related to core operations	(686)	(572)
Net change in deferred sponsorship	3,518	1,225
Change in non-cash operating working capital	680	(306)
	3,209	(442)
Financing activities:		
Decrease (increase) in sponsorships and contributions receivable	(997)	988
Increase (decrease) in bank indebtedness	(250)	250
Repayment of National Hockey League loan	(179)	–
	(1,426)	1,238
Investing activities:		
Purchase of capital assets	(1,635)	(1,077)
Increase (decrease) in cash position	148	(281)
Cash position, beginning of year	431	712
Cash position, end of year	\$ 579	\$ 431
Supplemental cash flow information:		
Interest paid	\$ 16	\$ 24

See accompanying notes to financial statements.

HOCKEY HALL OF FAME AND MUSEUM

Notes to Financial Statements

(In thousands of Canadian dollars, unless otherwise indicated)

Year ended June 30, 2014

Hockey Hall of Fame and Museum (the "Hall of Fame") was incorporated under the provisions of Part II of the Canada Corporations Act and has filed articles of continuance under the Canada Not-For-Profit Corporations Act in March of 2013. The Hall of Fame is a registered charity under the Income Tax Act (Canada) (the "Act") and, accordingly, is exempt from income taxes provided certain requirements of the Act are met. Its purpose is to establish and maintain a depository or centre for the official archives of hockey to permanently catalogue and record the achievements of teams and individuals who have brought special distinction to the game of hockey and those who have made a major contribution to the development and advancement of hockey anywhere in the world.

1. Significant accounting policies:

These financial statements have been prepared in accordance with Canadian accounting standards for not-for-profit organizations. Significant accounting policies are summarized as follows:

(a) Revenue recognition:

The Hall of Fame follows the deferral method of accounting for contributions which include sponsorships.

(i) Restricted sponsorships and contributions:

The Hall of Fame has granted certain promotional licensing rights and privileges to corporate sponsors in respect of the use of trademarks and patents in connection with the development of the Hall of Fame. Sponsorships and contributions restricted for the purchase of capital assets are deferred and amortized into revenue on a straight-line basis over the life of the asset.

(ii) Unrestricted sponsorships and contributions:

Sponsorships and contributions which are not externally restricted are recorded as revenue when received or receivable if the amount to be recorded can be reasonably estimated and collection is reasonably assured. Where a portion of sponsorships and contributions relates to future periods, it is deferred and recognized in those subsequent periods.

HOCKEY HALL OF FAME AND MUSEUM

Notes to Financial Statements (continued)

(In thousands of Canadian dollars, unless otherwise indicated)

Year ended June 30, 2014

1. Significant accounting policies (continued):

(iii) Non-cash sponsorships and contributions:

The fair value of non-cash sponsorships and contributions is recorded as sponsorship revenue and as contributed services expense as the related services are rendered or products are provided.

(iv) Other:

Admissions, retail sales and facility sales are recognized as revenue in the year the related attendance occurs, goods are sold or when the facility event occurs, respectively.

(b) Capital assets:

Purchased capital assets are recorded at cost. Constructed capital assets are recorded at cost and include direct construction and development costs, overhead directly attributable to the construction and interest costs incurred during construction. Contributed capital assets are recorded at fair value at the date of contribution.

Exhibits are amortized on a straight-line basis over their useful lives which is the duration that the exhibit is on display. Leaseholds and furnishings are amortized on a straight-line basis over the term of the lease. Spirit of Hockey store leaseholds and fixtures are amortized on a straight-line basis over the term of the lease and IT and office equipment is amortized on a straight-line basis over five years.

(c) Hockey artifacts, archival material and memorabilia:

The collection of hockey artifacts, archival material and memorabilia, which has been donated to the Hall of Fame over the years since its inception, is not recorded in the accounts since the value of the items is not readily determinable.

(d) Inventory:

Inventory consists of goods and merchandise sold through the Spirit of Hockey retail store and is valued at the lower of cost and net realizable value.

HOCKEY HALL OF FAME AND MUSEUM

Notes to Financial Statements (continued)

(In thousands of Canadian dollars, unless otherwise indicated)

Year ended June 30, 2014

1. Significant accounting policies (continued):

(e) Use of estimates:

The preparation of financial statements requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities and disclosure of contingent assets and liabilities at the date of the financial statements and the reported amounts of revenue and expenses during the year. Actual results could differ from those estimates.

(f) Financial instruments:

Financial instruments are recorded at fair value on initial recognition. All financial instruments are subsequently recorded at cost or amortized cost, unless management has elected to carry the instruments at fair value. The Hall of Fame has not elected to carry any such financial instruments at fair value.

Financial assets are assessed for impairment on an annual basis at the end of the fiscal year if there are indicators of impairment. If there is an indicator of impairment, the Hall of Fame determines if there is a significant adverse change in the expected amount or timing of future cash flows from the financial asset. If there is a significant adverse change in the expected cash flows, the carrying value of the financial asset is reduced to the highest of the present value of the expected cash flows, the amount that could be realized from selling the financial asset or the amount the Hall of Fame expects to realize by exercising its right to any collateral. If events and circumstances reverse in a future period, an impairment loss will be reversed to the extent of the improvement, not exceeding the initial carrying value.

(g) Capital management:

The Hall of Fame manages its capital by maintaining optimum levels on an ongoing basis. The objective is to ensure an adequate supply for operations while maintaining the flexibility to maximize investment returns and/or to reduce the cost of any potential external financing.

The levels of liquid resources are considered in the annual budget process. Cash flows are monitored on a daily basis, and actual operating results are compared to budget on a quarterly basis.

HOCKEY HALL OF FAME AND MUSEUM

Notes to Financial Statements (continued)

(In thousands of Canadian dollars, unless otherwise indicated)

Year ended June 30, 2014

2. Sponsorships and contributions receivable:

Net contracted sponsorships and contributions receivable for the next five years and thereafter are as follows and include \$1,870 (2013 - \$2,145) in connection with contributed services commitments:

2015	\$ 2,128
2016	1,735
2017	1,498
2018	973
2019	728
Thereafter	1,550
	\$ 8,612

3. Capital assets:

	Cost	Accumulated amortization	2014 Net book value	2013 Net book value
Exhibits, leaseholds and furnishings financed by:				
Sponsorships and contributions	\$ 36,142	\$ 31,497	\$ 4,645	\$ 4,113
Core operations	7,635	5,473	2,162	2,376
Spirit of Hockey store leaseholds and fixtures financed by:				
Sponsorships and contributions	1,865	1,280	585	682
Core operations	773	271	502	580
IT and office equipment financed by:				
Sponsorships and contributions	1,755	1,438	317	89
Core operations	1,020	920	100	100
	\$ 49,190	\$ 40,879	\$ 8,311	\$ 7,940

HOCKEY HALL OF FAME AND MUSEUM

Notes to Financial Statements (continued)

(In thousands of Canadian dollars, unless otherwise indicated)

Year ended June 30, 2014

3. Capital assets (continued):

Included in capital assets above is \$1,437 related to the North Concourse Revitalizations Project, which include \$1,110 of exhibits, leaseholds and furnishings and \$277 of IT and office equipment financed by sponsorships and contributions and \$50 of IT and office equipment financed by core operations. Amortization will commence when the project is completed.

4. Bank indebtedness:

Bank indebtedness consists of a revolving operating loan bearing interest at bank prime rate plus 0.55%, and two non-revolving term facilities bearing interest at bank prime rate. Security for the facilities includes a general security agreement covering all personal property of the Hall of Fame, excluding all exhibit and other Hall of Fame materials collected for the purpose of archiving, exhibiting, and preserving the history of hockey.

The revolving operating loan is available as needed and is repayable on demand. Borrowings on the revolving operating loan are limited to a maximum of \$550. The operating loan has no amount drawn as at June 30, 2014.

The first non-revolving facility is limited to a maximum of \$500 and is repayable in annual payments of \$125 and the balance shall be repayable in full on April 1, 2017. Borrowings on the facility are to be used to finance the production of the Stanley Cup Odyssey 3D Feature Film Project (2012). The outstanding balance as at June 30, 2014 is \$375 (2013 - \$750).

The second non-revolving facility is limited to a maximum of \$3,100 and is repayable in annual payments of \$388 or a lesser amount equal to one eighth (1/8) of the total borrowing and the balance shall be repayable in full on April 1, 2019. Borrowings on the facility are to be used to finance the capital projects for the North Concourse Revitalization Project (2014). The outstanding balance as at June 30, 2014 is \$125.

The Hall of Fame is required to comply with certain financial covenants in accordance with the terms of the credit facilities. As at June 30, 2014, the Hall of Fame was in compliance with these financial and non-financial covenants.

Total interest expense on long-term debt for 2014 is \$16 (2013 - \$24).

HOCKEY HALL OF FAME AND MUSEUM

Notes to Financial Statements (continued)

(In thousands of Canadian dollars, unless otherwise indicated)

Year ended June 30, 2014

5. National Hockey League ("NHL") loan:

On November 30, 2005, the NHL agreed to lend to the Hall of Fame the sum of \$1,500 (the "Loan"), the proceeds of which shall be used solely for the purpose of paying the capital costs of developing, constructing and equipping the NHL Zone and/or making debt service payments under the new facility loan described above. The Loan bears no interest and is repayable out of surplus funds from operation (as defined in the agreement) and a portion of any sponsorship contributions specifically relating to the NHL Zone.

As at June 30, 2014, the Hall of Fame has \$848 outstanding on account of the Loan and has accrued for a repayment of \$179 of that balance to be repaid in November of 2014 as determined by the terms of the agreement.

The NHL received as collateral a general assignment of the Hall of Fame's receivables ranking second only to the bank's first charge.

6. Deferred sponsorships and contributions:

Deferred sponsorships and contributions represent the unamortized amount of sponsorship contributions received for the purchase of capital assets, to fund expenses of future periods, for repayment of debt and to fund core operations. The amortization of deferred sponsorships and contributions is recorded as revenue in the statement of operations.

(a) Related to capital assets:

	2014	2013
Balance, beginning of year	\$ 5,785	\$ 6,668
New sponsorship commitments, net	1,337	—
Amount amortized to revenue	(725)	(883)
Balance, end of year	\$ 6,397	\$ 5,785

HOCKEY HALL OF FAME AND MUSEUM

Notes to Financial Statements (continued)

(In thousands of Canadian dollars, unless otherwise indicated)

Year ended June 30, 2014

6. Deferred sponsorships and contributions (continued):

(b) Expenses of future periods:

	2014	2013
Balance, beginning of year	\$ 3,262	\$ 4,028
New sponsorship commitments	250	305
Contributed services and subsidized expenses	(996)	(1,054)
Amounts taken into revenue	(18)	(17)
Balance, end of year	\$ 2,498	\$ 3,262

(c) Related to core operations:

	2014	2013
Balance, beginning of year	\$ 1,603	\$ 1,255
New sponsorship commitments, net	1,930	920
Amounts reversed relating to termination of sponsorship agreement(s)	–	(50)
Amounts taken into core operations	(686)	(522)
Balance, end of year	\$ 2,847	\$ 1,603

7. Investment in capital assets:

(a) Investment in capital assets is calculated as follows:

	2014	2013
Capital assets	\$ 8,311	\$ 7,940
Amounts funded by:		
Deferred contributions, net of unspent	(5,547)	(4,884)
	\$ 2,764	\$ 3,056

HOCKEY HALL OF FAME AND MUSEUM

Notes to Financial Statements (continued)

(In thousands of Canadian dollars, unless otherwise indicated)

Year ended June 30, 2014

7. Investment in capital assets (continued):

(b) Change in net assets invested in capital assets is calculated as follows:

	2014	2013
Deficiency of revenue over expenses:		
Amortization of deferred sponsorships and contributions related to capital assets	\$ 725	\$ 883
Amortization of capital assets	(1,263)	(1,411)
	<u>\$ (538)</u>	<u>\$ (528)</u>
Net change in investment in capital assets:		
Purchase of capital assets	\$ 1,635	\$ 1,077
Amounts funded by deferred contributions	(1,389)	(625)
	<u>\$ 246</u>	<u>\$ 452</u>

8. Restrictions in net assets:

Pursuant to a resolution of the Board of Directors on June 10, 2010, it was resolved that for fiscal years ending after June 10, 2010, revenue and expenses will be included in the total net assets to be internally restricted, with the exception of revenue from sponsorships and contributions used to fund: (i) capital assets, (ii) contributed services, or (iii) interest. In addition, amortization of capital assets, contributed services and interest are also excluded from the determination of assets to be internally restricted other than any such expenses that are not funded by sponsorship and contributions or net assets previously restricted. The amount restricted will be set aside in order to fund the cost of enhancements to or replacements of exhibits or used for the general improvement of the facility and is not available for any other purpose without approval of the Board of Directors.

HOCKEY HALL OF FAME AND MUSEUM

Notes to Financial Statements (continued)

(In thousands of Canadian dollars, unless otherwise indicated)

Year ended June 30, 2014

8. Restrictions in net assets (continued):

The following sets out the changes in internally restricted amounts:

	2014	2013
Excess (deficiency) of revenue over expenses	\$ 173	\$ (246)
Sponsorships and contributions	(1,739)	(1,961)
Amortization of certain capital assets	1,136	1,284
Contributed services and subsidized expenses	996	1,054
Interest funded by sponsorships and contributions	16	24
Surplus from core operations	582	155
NHL loan repayment funded by core operations	(179)	–
Purchase of capital assets funded by internally restricted amounts	(198)	(402)
	205	(247)
Internally restricted amounts, beginning of year	1,831	2,078
Internally restricted amounts, end of year	\$ 2,036	\$ 1,831

9. Commitments:

The Hall of Fame has entered into operating leases for the premises of the Spirit of Hockey store, resource centre and warehouse that call for annual minimum future rental payments, exclusive of operating costs, as follows:

2015	\$ 472
2016	483
2017	495
2018	502
2019	484
Thereafter	910
	\$ 3,346

HOCKEY HALL OF FAME AND MUSEUM

Notes to Financial Statements (continued)

(In thousands of Canadian dollars, unless otherwise indicated)

Year ended June 30, 2014

10. Related entities:

The NHL is considered a related party through the fact that it appoints seven of the Hall of Fame's 18 directors and also by the existence of the agreement.

Transactions with the NHL are recorded at cost and include the following:

Licensing fees of \$99 (2013 - \$96) with respect to the sale of NHL merchandise in the Spirit of Hockey retail store.

The Hall of Fame has accrued for a repayment of \$179 on the Loan as noted in note 5. The remaining loan balance of \$669 is shown as a long-term liability on the statement of financial position.

Certain eligible employees of the Hall of Fame are members of the NHL's pension plan.

11. Fair values of financial assets and liabilities:

The carrying values of cash, accounts receivable, current sponsorships and contributions receivable and accounts payable and accrued liabilities approximate their fair values due to the short-term nature of these financial instruments. The fair value of long-term sponsorships and contributions receivable is not readily determinable.

The carrying value of bank indebtedness approximates fair value given that it carries a floating interest rate.

The carrying value of the NHL loan does not materially differ from its fair value.

12. Pension contributions:

Certain eligible employees of the Hall of Fame participate to the NHL pension plan, which is a multi-employer defined benefit plan. The participating employees are not required to contribute to the pension plan. The Hall of Fame expenses its pension contributions as incurred, as permitted by the Chartered Professional Accountants of Canada Handbook Section 3462, Employee Future Benefits, under multi-employer benefit plans. Total pension contributions for the year ended June 30, 2014 amount to \$596 (2013 - \$604), which includes \$385 (2013 - \$385) of special solvency payments.

HOCKEY HALL OF FAME AND MUSEUM

Notes to Financial Statements (continued)

(In thousands of Canadian dollars, unless otherwise indicated)

Year ended June 30, 2014

13. Contingencies:

The Spirit of Hockey lease covering the period from November 1, 2010 to December 31, 2020 has a percentage rent clause in the agreement whereby additional rent will be charged if 6% of gross revenue (net of HST) for each lease year exceeds the minimum rent payable under the terms of the lease. In 2014, the Hall of Fame incurred nil additional rent (2013 - nil). In 2015, additional rent will occur if 6% of gross revenue (net of HST) for the lease year exceeds \$198,495.

14. Travel Industry Council of Ontario ("TICO"):

TICO requires that the Hall of Fame disclose its activity relative to the sale of travel packages.

Included in licensing revenue is Gross Ontario Sales of \$82 related to the Hall of Fame's travel packages which offers visitors to the Hall of Fame transportation and accommodations. Customer deposits held in trust of \$3 is included in the Hall of Fame's cash balance:

	(In actual dollars)
Customer deposits	\$ 3,277
Covered by bank balance	3,522
Prepaid travel	—
<u>Total trust asset</u>	<u>3,522</u>
<u>Surplus/deficiency</u>	<u>\$ 245</u>

HOCKEY HALL OF FAME AND MUSEUM

Schedule 1 - Paid Attendance and Admission Revenue

(In thousands of Canadian dollars, except average admission revenue and admission prices)

Year ended June 30, 2014, with comparative information for 2013

(Unaudited)

	2014		2013	
	Paid attendance	Admission revenue	Paid attendance	Admission revenue
July	33,899	\$ 445	27,890	\$ 375
August	34,112	451	31,049	403
September	10,684	154	10,873	158
October	10,260	148	8,423	122
November	9,418	134	10,974	155
December	10,603	144	7,981	112
January	8,872	121	7,842	104
February	7,644	104	7,606	110
March	19,141	250	17,238	222
April	14,577	190	13,346	175
May	17,072	206	18,045	217
June	19,893	271	21,005	263
Total attendance/admission revenue	196,175	\$ 2,618	182,272	\$ 2,416

	2014	2013
Average admission revenue per capita	\$ 13.35	\$ 13.26
Admission prices*:		
General admission	\$ 18.00	\$ 17.50
Children, three years and under	Free	Free
Seniors	14.00	13.00
Youth (4 - 18 years)	12.00	11.00

*Note: Admission prices during fiscal 2014 were the same as fiscal 2013 until June 1, 2014.

HOCKEY HALL OF FAME AND MUSEUM

Schedule 2 - Spirit of Hockey Retail Operations
(In thousands of Canadian dollars)

Year ended June 30, 2014, with comparative information for 2013
(Unaudited)

	2014	2013
Sales	\$ 3,646	\$ 3,123
Cost of sales	1,903	1,620
	1,743	1,503
Other sales-related costs:		
Bank and credit card charges	89	74
E-Commerce shipping and handling	21	25
	110	99
	1,633	1,404
Other expenses:		
Staff:		
Salaries (Schedule 4)	296	282
Fringe benefits	30	30
Occupancy:		
Basic rent	216	216
Lease operating costs	70	66
Property taxes	15	14
Packaging and sales supplies	15	9
General office	5	4
Maintenance and repairs	13	12
	660	633
Net contribution from Spirit of Hockey retail operations	\$ 973	\$ 771

HOCKEY HALL OF FAME AND MUSEUM

Schedule 3 - Facility Sales

(In thousands of Canadian dollars)

Year ended June 30, 2014, with comparative information for 2013

(Unaudited)

	2014	2013
Revenue:		
Facility sales:		
Full facility rentals	\$ 171	\$ 153
Theatre rentals	66	79
Great Hall rentals	41	22
Boardroom rentals	3	4
Commercial access fees	12	6
Food and beverage	1,569	1,502
Staging and rentals	416	394
Staffing and security	144	148
Merchandise	27	21
Other	78	62
	<u>2,527</u>	<u>2,391</u>
Expenses:		
Staff:		
Salaries (Schedule 4)	176	184
Fringe benefits	24	24
Food and beverage	1,301	1,249
Staging and rentals	350	320
Merchandise	9	7
Direct marketing	8	5
Other	29	21
	<u>1,897</u>	<u>1,810</u>
Net contribution from facility sales operations	<u>\$ 630</u>	<u>\$ 581</u>

HOCKEY HALL OF FAME AND MUSEUM

Schedule 4 - Staff Salaries

(In thousands of Canadian dollars)

Year ended June 30, 2014, with comparative information for 2013

(Unaudited)

	2014	2013
Staff salaries, including bonuses and commissions:		
Salary payroll	\$ 2,055	\$ 2,229
Hourly payroll:		
Guest services	243	223
Retail services	178	165
Facility sales services	100	103
Building services	94	88
AV and IT support services	41	42
Resource centre and archival services	65	42
Administrative services	32	35
Contract payroll for special projects	115	38
Gross salaries and wages	2,923	2,965
Less direct cost allocations and other items:		
Spirit of Hockey retail	296	282
Facility sales	176	184
Licensing and other:		
Outreach Program	50	50
Legends Magazine	12	12
NHL Trophy Movement	30	30
Subsidized via resource centre grants	31	42
IIHF contribution and video archive project	150	155
Hockey Canada contribution	18	14
Induction celebration	12	12
	775	781
Staff salaries, net of direct cost allocations	\$ 2,148	\$ 2,184