



NORTHLANDS ANNUAL REPORT



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MESSAGE FROM EXECUTIVE

Creating tomorrow's memories every day. That's what we do. In 2012, through sporting events and concerts at Rexall Place, exhibitions and trade shows at the Edmonton EXPO Centre and some of the best horse racing in Western Canada at Northlands Park—Northlands helped make memories for all our guests, clients and stakeholders. Visitors came to Northlands to experience our Signature Events, some of the best in entertainment and our world-class venues.

As one of North America's top entertainment providers, we are well-positioned to be a destination for not only concerts and events but also for our guests. Northlands can provide an experience unlike any other and we are able to not only meet but exceed expectations. We are determined to continue being successful and significant while being socially responsible.

It's important for us to understand the needs of the community in which we operate. Through community investment and outreach efforts, our commitment to the community remains a top priority as we strive to enhance the quality of life for Edmonton and the Northern Alberta region.

2012 - SUCCESS AND SIGNIFICANCE

- Northlands strives to make the Capital Region and Northern Alberta a better place to live, work and do business. As a not-for-profit organization, any profit we make is invested back into our facilities, events and most importantly, our community. In 2012, Northlands invested over \$1.2 million in cash and value directly into Edmonton and the northern Alberta region. Much of this went to over 50 not-for-profit cause based organizations.

- To demonstrate our commitment to listening to the community, in 2012, Northlands launched the "Name Your Fair" contest for the re-naming of the summer festival formally known as Capital EX. More than 50,000 votes came in and the overwhelming response was that K-Days is the name that reflects what Edmonton and the community wants. With the K-Days brand now created, developing and attracting programming that will honour our past, but also look toward the future will be our main focus.
- As an agriculture society, in 2011 Northlands committed to hiring an innovative, collaborative and highly qualified Vice President of Agriculture to support our key agriculture initiatives. We made this a top priority and in April of 2012, Northlands announced that Stuart Cullum would take the role of Vice President of Agriculture. Prior to joining Northlands Stuart served as the Executive Director of novaNAIT where he was responsible for leading the Northern Alberta Institute of Technology's (NAIT) applied research and development activities. In 2012, Stuart launched an Agriculture Strategy with a focus on agriculture education, local food initiatives and business development.
- Northlands is one of Canada's oldest and most established agriculture societies. This past year we began to refocus our strategy to best position ourselves to meet the needs of the Canadian agriculture industry. In 2012, the Product Introduction Program was piloted. This pilot project provided a market access point for agri-food processing companies developing products for commercial sales. Active or former Food Processing Development Division clients have the opportunity to feature a product on a Northlands menu. The profiled product is named on the catering menu and Northlands assisted with product and business development support.

- In Pollstar's 2012 Year End Worldwide Ticket Sales Top 200 Arena Venues list, Rexall Place took the 26th position. This is up one spot from last year. The list includes all figures for tickets sold worldwide as reported to Pollstar for shows between January 1, 2012 and December 31, 2012. Pollstar is an entertainment publication for professionals in the concert industry and is the only publication that covers the business worldwide. In 2012, Rexall Place was rated as the #1 Top Spot for venues in the Pacific Northwest for by Venues Today. Venues Today bases their ranking on concert and event grosses from January 1, 2012 to December 10, 2012 and takes into consideration the venue, location, number of seats, total gross, total attendance and number of shows. The success of our arena business has been driven by a number of factors, including our strong economy, the region's appetite for entertainment, and our operational excellence.
- To increase the visibility and accessibility of horse racing, our racing and gaming venue, Northlands Park, provided a renewed entertainment experience that attracted many new guests to the only class "A" track in the province. Throughout the summer, our Park After Dark initiative combined action packed thoroughbred horse racing with entertainment, Edmonton's largest patio, and interactive activities. The success of Park After Dark translated into a very successful 83rd running of the Canadian Derby with thousands of guests coming out to enjoy the social event of the summer.
- Northlands and the City of Edmonton proudly produced River City Round Up from November 2-11, 2012. This 10 day festival celebrating the region's agriculture and western heritage came alive through the 39th edition of both Farmfair International and the Canadian Finals Rodeo. For the 90,665 guests who came to the Canadian Finals Rodeo, they were also treated to in the arena performances by country music artists Terri Clark, Chris Young and Gord Bamford.

- An organization such as Northlands cannot operate without its world-class volunteers. This year, more than 1,400 volunteers donated an astounding 19,342.75 hours of their time to events such as the Northlands Farm & Ranch Show, Capital EX, the Canadian Derby, River City Round Up, Canadian Finals Rodeo and Farmfair International. Their commitment, dedication and passion is second to none.

2012 marked a turning point for Northlands. We have set the foundation for improvements from an operational and organizational perspective. Looking forward, we know these enhancements can be achieved because of the dedication of our staff and volunteers. We remain committed to listening to and acting upon feedback from our guests and the community at large. Moving into 2013, we look forward to focusing on growing the organization while not losing sight of our vision to create memorable and exceptional experiences for our guests.



Richard L. Andersen

Richard L. Andersen, President and CEO



Randy Garvey

Randy Garvey, Chair of the Board



IT'S WHAT WE DO

CREATING TOMORROW'S MEMORIES EVERY DAY

We create memories by giving back and providing children and families in the community with the opportunity to dream.

We create memories by providing our community with a place to come together and experience the world through best in class entertainment on our nearly 160-acre campus.

We create memories by listening to what our guests need. We strive for excellence and deliver experiences that surpass their expectations.

We create memories by ensuring a safe environment where memories can be made.

VISION

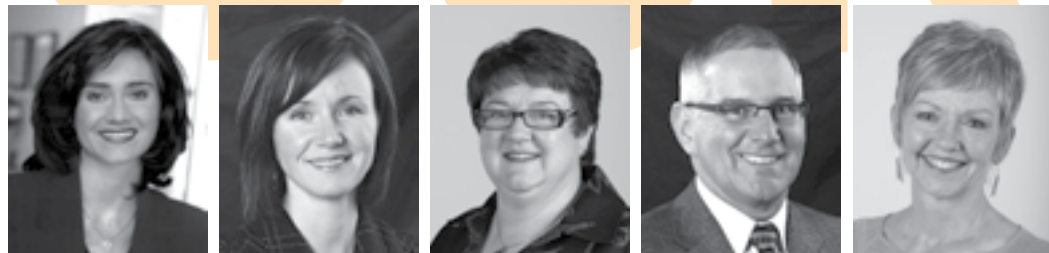
At Northlands, delivering exceptional experiences and creating memorable moments is what we do. We aspire to be known as the industry leader in providing world-class entertainment, business development and agricultural programming in Northern Alberta. Northlands will be synonymous with "best in class" for delivering entertainment experiences and business opportunities as a producer, corporate partner, facilitator and host. As a community service based organization, all of our efforts and strategic planning will be built around enriching the quality of life for our community and building prosperity for our city and region.

VALUES

SAFETY. Keeping people safe is always our number one value and first priority. **PEOPLE.** We're dedicated to everyone who makes Northlands special. **SERVICE EXCELLENCE.** Every interaction is a perfect opportunity to create an exceptional memory in all those we serve. **COMMUNITY ENRICHMENT.** We embrace every chance to make a difference and contribute to the communities that surround us. **INTEGRITY.** Given the choice between what's easy and what's right, we'll make the right choice every time.

OUR PEOPLE

VOLUNTEER BOARD OF DIRECTORS



Linda Banister
Jennifer Fisk
Laura Gadowsky
Randy Garvey
Susan Green**



Jeff Haley
Scott Kashuba
Harold Kingston
Dave Majeski



Neal Oberg
Burke Perry
Andrew Ross
Al Wachowich

REPRESENTING THE CITY OF EDMONTON



Councillor Kerry Diotte
Councillor Ed Gibbons
Mayor Stephen Mandel

REPRESENTING THE GOVERNMENT OF ALBERTA



Dave Quest,
MLA

COMMUNITY APPOINTMENT



Christy Morin

CHAIR BOARD OF GOVERNORS



Andrew Huntley

BOARD OF GOVERNORS



Jerry Bouma
Jim Campbell
Dale Cole
Don M. Hamilton*
W.J.M. (Bill) Henning



Harry Hole
Warren Holte
Don F. Jackson
Dale Leschiutta
Mike Marples



Ross A. McBain
H.L.D. (Len) Perry
JR Shaw
Allan Shenfield
Don H. Sprague



Dr. Robert Westbury
Gordon Wilson
John Windwick
Eric Young
Gerry Yuen

As of December 31, 2012

* Deceased - November 14, 2012

** Resigned - October 21, 2012



OUR VOLUNTEERS

^S Shareholder ^{HLM} Honorary Life Member ^D Deceased ^{BOG} Board of Governors

- | | | | | |
|--|---|---|---------------------------------------|------------------------------------|
| Abbott-Stein, Lorraine | Baziuk, Luba | Brewka, Sharon | Chen, Fiona | Czuroski, Rodney |
| Abdul-Razak, Nafisa | Beauchamp, Gerard 'Gerry' | Brickner, Diane ^S | Cherneskey, Russell ^S | D'Agnone, Shannon |
| Acker, Elizabeth 'Liz' | Beauchamp, Victoria 'Vicky' | Brown, Brian | Cherney, Dan ^S | Daniel, Donna |
| Acker, Robert 'Bob' | Becker, Bart ^S | Brown, Douglas | Chin, Asim | Danyluk, Kevin |
| Adams, Deana | Bedyk, Judy | Brown, Ebony-Rakae | Chmilar, Larry | Davies, Kenneth 'Ken' ^S |
| Adams, Janet 'Lynn' ^S | Belanger, Dale | Brown, Vera | Cho, William | Davies, Shedrack |
| Addorisio, Rose | Belanger, Dennis | Brownlee, Jeannette | Choi, Hobin | Davies, Trevor ^S |
| Adolf, Elizabeth 'Liz' | Belcourt, Virginia | Bruce, Carly | Cholak, Francis 'Frank' ^S | Davis, Shannon |
| Ali, Hasra | Belsher, Ricky | Buchanan, Donald ^S | Chomiak, John ^S | Davison, Linda ^S |
| Alleman, Selma | Benbow, Lloyd ^S | Buddle, Harry ^S | Chopp, Doreen | Day, Courtney ^S |
| Alleyne, Michael | Bencharsky, Natalia ^S | Budlong, Allan | Chornoluk, Richard 'Rick' | de Champlain, Patricia |
| Amlani, Rahman | Bennett, Gary ^S | Burger, Julie | Chow, Rosie | de Champlain, Remi |
| Anderson, James ^{HLM} | Bentley, David 'Bruce' ^S | Burke, James | Christ, Jean ^S | de Leon, Leticia |
| Andi, Alvin | Berkholtz, Ashley | Burns, Donald 'Don' ^S | Christy, Hana | de Rappard, George ^S |
| Andreoff, Georgina | Beson, Tammie | Burns, Margaret 'Peggy' | Clark, Marion | De Roij, Rod |
| Andrews, Chad | Best, Lyle ^S | Burns, Susan 'Valerie' | Clark, Melvin 'Mel' | Dean, Maureen ^S |
| Andrews, Deborah 'Debi' | Bhardwaj, Naresh | Burns, Terry | Clark, Norma | Dean, William 'Bill' |
| Andrichuk, Lenny ^S | Bhat, Rakesh | Burwash, Florence 'Flo' | Clarke, Jesusa 'Susie' | Debolt, Deborah |
| Ardiel, Nancy 'Linda' | Bidlock, R. 'Peter' ^S | Bush, William 'Bill' | Clarke, Norma | Dechaine, Alfred 'Fred' |
| Armstrong, Bernice | Bidlock, Geraldine | Butler, George ^S | Clarke, Dillon | Deeks, Gordon ^S |
| Armstrong, Beverley 'Bev' ^S | Bienert, Douglas 'Doug' ^S | Butler, Patricia 'Pat' ^S | Clarke, C.M., Donald ^S | Dembinski, Kristina |
| Arnold, Yvonne | Bienert, Helen | Butti, Olivia ^S | Clarke-Malaykhan, Krista-lee | Demers-Collins, Simone |
| Arnston, Don | Bijou, Robert | Byers, Richard ^S | Clipperton, Donald ^S | deMilliano, Emile ^S |
| Arpin, Mathieu | Bilida, Brett | Campbell, Brenda | Clipperton, Karen ^S | Denesik, Elizabeth |
| Ashbacher, Darrel | Bilida, Marie | Campbell, Colin ^S | Coatta, Donna-Rae | Derenowsky, Mike |
| Ashbacher, Wendy | Bissett, William 'Bill' ^S | Campbell, Gary ^S | Cole, Dale ^{BOG, S} | Des Jardine, Wanda |
| Atley, Aalyssa | Blair, Ruth | Campbell, R. 'Jim' ^{BOG, S} | Collins, Darlene | Desousa, Teagan |
| Au, Joycelyn | Blake-Leavitt, Daphne | Campos-Silvius, Sara | Collins, Leilani | Dibben, Dwight ^S |
| Aubichon, Edith | Blanchette, Diane-Ellen | Camrose Regional Exhibition, ^S | Collum, F. 'Elaine' | Dick, Margaret 'Peggy' |
| Auld, Robyn | Blanchette, Madeleine | Cantwell, Julianna ^S | Comer, David | Diduck, Tanya |
| Babcock, Martine | Blume, Marlene | Caouette, Alice | Comer, Eve | Dieno, JoAnne |
| Badowsky, Walter ^S | Blumentrath, Ursula | Carbert, Ryan | Connelly, Gerald 'Gerry' ^S | Differenz, Virginia ^S |
| Bagshaw, William 'Bill' ^S | Bodell, Florence 'Flossie' ^S | Cardinal, Doreen | Connelly, Glenn ^S | Diotte, Kerry ^{BOG} |
| Baird, Douglas | Bodell, Laura ^S | Cardinal, Yvonne | Copeland, Eleanor | Dixon, Barbara 'Barb' ^S |
| Baker, Kelsey | Bodell, Lorne ^S | Carlson, Ruth | Copeland, James 'Jim' | Dmyterko, Janice |
| Bakke, Jodi ^S | Bodell, Scott | Carstairs, Cindy ^S | Cormier, Sherry | Do, Helena |
| Bakker, Pamela 'Pam' ^S | Bodnar, Monica | Carstairs, Gail | Costley, Joyce | Dobush, Kenneth |
| Ball, T. Raymond 'Ray' ^S | Boivin, Gilles | Carstairs, Kimberly 'Kim' | Couffignal, Joslynn | Dolynchuk, Lawrence |
| Ball, Victoria 'Vicki' | Boivin, Rolande | Carstairs, Kristy | Creasey, Michael | Dominiuk, Stacey |
| Ball-Hudson, Jamie | Bokenfohr, Lawrence | Caterina, Antonio 'Tony' ^S | Crockett, Donald 'Don' | Donais, Melody |
| Banister, Linda ^{BOG, S} | Borle, Joanne | Cavanagh, Terrence 'Terry' ^S | Crowther, Muriel | Dong, Jufang 'Annie' |
| Bannard, Bruce | Boston, Tim ^S | Cavanagh, June ^{HLM} | Cucek, Brian | Doolittle, Douglas ^S |
| Baronasky, Katherine | Bouma, Gerben 'Jerry' ^{BOG, S} | Cenac, Kewrina | Cullum, Blake | Doran, Jillian 'Jill' |
| Barton, Michael | Boyd, Krystene | Chartier, Doreen | Cullum, Bobbi | Drouin, Jenny |
| Batty, Jane ^S | Bradley, Loveth | Chau, Germaine | Cullum, Danielle | Duckett, Ruth |
| Batty, Judith 'Judy' ^S | Brandt, Gerald | Chauvette, Cole | Cumming, James ^S | Dufresne, Cecile |
| Bavato, Dennis | Brechin, Beverley 'Bev' | | Cunningham, Kenneth 'Ken' | Dufresne, Kenneth |
| Bayus, Christian | Brewka, Dirk | | Cunningham, William | Duggan, Neil ^S |

CREATING TOMORROW'S MEMORIES EVERY DAY

Dunford, Darren	Gaim, Lili	Haunholter, Alyssa ^S	Jewell, Ryan ^S	Kozak, Peter	Lock, Amy	Maschmeyer, Douglas ^S	Moore, Leanne	Ottewell, John	Phillips, Joanne
Dunk, Elton ^S	Galliford, Shirley	Hawkins, James	Jewett, J. 'Hilary' ^S	Krisco, Denise	Lore, Sally ^S	Maschmeyer, Evelyn 'Lloy' ^S	Morin, Christy ^{BOG}	Owen, David 'Dave'	Pietsch, Edwin 'Ed'
Dunnigan, Patrick	Gallotti, Tomaso 'Tom'	Hayduk, Barrie	Ji, Lei	Krupp, Judith	Loree, Betty ^S	Maschmeyer, Gerald ^S	Morin, Majella	Owen, Marion	Pietsch, Leona
Duong, Hung	Galvez, Conchita	Hayes, Louise ^S	Johnson, Carolyn	Krushell, Kimberley ^S	Losty, Cherie	Maskaluk, Joyce	Morin, Paris	Owen, William 'Bill' ^S	Pirker, Deborah
Dyer, Ralph	Gao, Zhenyu	Hayter, Ronald 'Ron' ^S	Johnson, Connie	Krystyniak, Jennifer	Louis, Peggy ^S	Mason, Bob	Moser, Charles 'Chuck'	Ozubko, Betty	Pirtle, Arla
Edwards, Erin	Gardner, David	Heaney, Kevin	Johnston, Roselyn	Kuhn, Diane ^S	Lovig, Frieda	Matejka, Brittney	Moster, Daniel	Page, John 'Roger' ^S	Plazier, Peter 'Pete'
Eigner, Carol	Garg, Chakit	Henderson, Barbara	Jones, Angela	Kuhn, Ronald ^S	Lovig, Grant	Matejka, Carling	Moster, Megan	Pageé, Bernice	Playdon, Katherine 'Kathy' ^S
Elash, Trina	Garvey, Randell 'Randy' ^{BOG, S}	Henderson, Jean	Jones, Bryn	Kumpula, Bryanna	Loyek, Lawrence	Matichek, Andrew 'Andy' ^S	Moyes, Susan	Pageé, Rene	Plunkie, Irene
Elder, Leah	Gauthier, Lorna	Hendrickson, Dave	Jones, Elaine ^S	Kunimoto, Brenden	Lozowy, Roman	Mazankowski, Don ^{HLM}	Moyes, William	Paisley, Loretta 'Lorry'	Pointe, Gregory 'Greg'
Elder, Sarah	Geeves, Josephine 'Mary'	Hendrickson, Sharon	Jones, Ross	Kurylo, Michael	Luchak, Alexander 'Alex'	McBain, Allan 'Ross' ^{BOG, S}	Mulcair, John	Paisley, Sharla	Pon, Allan
Elliott, Margaret 'Marg' ^S	Gehring, Jennifer	Hennig, Calvin 'Cal'	Juha, Jessica	Kusiak, Linda	Luchak, Clara 'Sue'	McBain, Mark	Murphy, Michelle	Palahniuk, Patricia 'Pat'	Poon, Cathy
Elzinga, Peter ^S	Gibbon, Carole	Hennig, Rita ^S	Kadatz, Barbara 'Barb' ^S	Lacon, Bruce	Lukanuk, Olga	McBain, Neil ^S	Murray, Nicole	Paly, Clarence	Pope, Shaun
Emery, Dwayne	Gibbon, Robert 'Bob' ^S	Hennig, Shey	Kallal, Rebecca ^S	LaFleche, A. Bryan ^S	Lunawat, Sagar	McBee, Ross	Panchyshyn, Derek	Panchyshyn, Derek	Posadas, Rowena
Erker, Dennis ^S	Gibbons, Edward 'Ed' ^{BOG, S}	Henning, W. 'Bill' ^{BOG, S}	Kalra, Yash	Laforce, Diane	Luoma, Hilikka	McBurney, Derek	Pandi, Payton-Jade	Pandi, Payton-Jade	Posteraro, Erica
Ethier, Romeo	Gillespie, James 'Jim'	Herzog, Karen	Kapoor, Jean ^S	Laliberte, Mary	Lupul, Allen	McCarten, Colin ^S	Pandi, Tyron	Pang, Francis	Posthuma, John
Evans, Ivy	Gillespie, Reginald 'Reg'	Hicks, Taylor	Karbonik, Carol	Langley, Victor 'Larry' ^S	Lupul, Juliette 'Julie'	McClellan, Shirley ^{HLM}	Pang, Francis	Pannu, Komal	Posthuma, Marie 'Elaine'
Ewanchuk, Marie	Gillis, Destiny	Higgins, Joan ^S	Karbonik, George	Laroque, Vanessa ^S	Lupul, Robert	McCoy, Sharon	Nelson, Allyn	Paras, Ricaredo	Potruff, Eda
Ewanchuk, Nick	Gilroy, Stuart 'Gord' ^S	High, Daniel	Kashuba, Scott ^{BOG, S}	Laskey, Nancy	MacBeth, Roderick (Rod)	McDonald, Barry ^S	Nelson, Sherry	Pardilla, Freddy	Potts, Kelsey
Eyre, Irene	Glessman, Darlene	Hiller, Lois	Kay, Donald	Lastiwka, Alexandra 'Sandra'	MacDonald, Anna	McDonald, John	Nelson, Shirley ^S	Paredes, Marcela	Powers, Joan
Falkenberg, Aaron ^S	Goggin, Stephen 'Steve'	Hiits-Schlodder, Darlene	Kearl, Sharon	Lastiwka, Michael 'Mike'	MacDonald, George ^D	McDonell, Allan ^{HLM}	Nepoose, Jamal	Paredes, Ricardo	Prefontaine, Colleen ^S
Fanaeian, Olivia	Golinsky, Orlene	Hnidan, Roy	Keefe, Dennis	Latham, Jayleen	MacIntyre, Gordon	McDougall, John ^S	Nepoose, Jasmine	Paredes, Ricardo	Preshing Sr., William 'Bill' ^S
Fanget, Aline	Golinsky, Raymond 'Ray'	Ho, Uyen	Keefe, Makenna	Latham, Linda	Mackay, Lona	McGhan, Marilyn	Ness, Gayle	Paredes-Martinez, Karla	Prestage, Robert 'Bob' ^S
Farley, Helen 'Holly'	Goltz, Anne	Hobden, Sharon	Kehl, Walter	Latour, Frank	Mackell, Janet	McKee, Crystal	Newcombe, Barry	Parent, Janeen	Price, James 'Jim'
Farnell, Thomas 'Tom' ^S	Goltz, Donald	Hoffe, Gerald	Keller, Deborah	Laventure, Joan	Mackenzie, Matthew	McKee, Dawna	Newman, Clarence ^S	Park, Daniel	Primeau, Barbara
Fedoretz, Steve ^S	Gong, Qiao Qiao	Hoffman, Dolores	Kellington, Helen ^D	Lawrence, David	Maclachlan, Kyla	McKenney, Blair	Ngalula, Tshiala	Park, Diana	Prokop, Leona
Fedoruk, Donna	Goossens, Lindsay	Hogle, Bruce ^S	Kellington, Tracy	Lawrence, Vicki	MacLean, James 'Jamie' ^S	McKercher, Carol	Nguyen, Chuong	Parsons, Alan ^S	Puchyr, Wesley
Fedorus, Athena	Gorda, Arthur	Hole, Harry ^{BOG, S}	Kelly, George	Leavitt, Sylvan 'Ray' ^S	MacPherson, Irma ^S	McKinnon, Allen	Nicoli, Marlene	Patriquin, Gordon ^S	Pullishy, Paul 'Roger'
Fedynak, Georgia	Gordeyko, Bernice ^S	Hollands, Daniel 'Dan' ^S	Kendall, Ruth	LeBlanc, Daniel ^S	MacPherson, Neil	McLeod, Catherine	Nicoll, William 'Dave' ^S	Paul, Tasheena	Pullishy, Sonia
Fehlauer, Alfred 'Fred' ^S	Gordulic, Christine 'Chris'	Holte, Warren ^{BOG, S}	Kennedy, Steven	LeBlanc, Nicole	MacPherson, Sharon	Meakin, Anna ^S	Nieberding, Albert 'Carl'	Paul, William 'Bill'	Pupovac, Aleksandar
Feltan, Crystal	Gotaas, Barbara	Hoong, Angela	Kenyon, Anita	Lee, Alvin	Mah, Robin ^S	Mears, Deborah	Nirwan, Talwinder	Paull, Helen ^D	Purdy, William 'Bill' ^S
Fenske, Dannielle 'D. J.' ^S	Gouchey, Rebecca	Hoover, Azucena 'Bebe'	Kerr, Yvonne 'Irene'	Lee, Hoyeon	Mah, George ^{HLM}	Meier, Mark	Nolette, Dianne	Pawelek, Rooth ^S	Purschke, Eileen
Fenske, Jacqueline 'Jacquie' ^S	Gough, Nelda	Hoover, Douglas	Kinash, Victoria 'Vikki'	Lee, Kyung Eun 'Sam'	Majcher, Bernice	Melnychuk, Patricia 'Pat'	Nolette, Roland	Pawl, Lois	Pysh, Diane
Fenton, Al	Gould, Laurie	Horvey, Russel	King, Samantha ^S	Lee, Vincent	Majcher, Brent	Mercer, Doris	Nonay, David	Payne, Karen	Quaife, Sharon
Fenton, Gail	Graham, Neil	Howell, Lorne ^S	Kingston, Harold ^{BOG, S}	Lehoday, François	Majeski, David ^{BOG, S}	Mercier, Justin	Nonay, Wanda	Pazder, Sherri	Quarrie, Kelson ^S
Fenton, Loren	Graham, Stephen 'Steve' ^S	Huculak, Mike	Kisilevich, Lillian 'Betty'	Lei, Qi Juan	Mali, Pasa	Meroniuk, Lorraine	Norby, Reginald 'Reg' ^S	Pearse, Brian ^S	Quast, Dave ^{BOG}
Ferguson, Bradley 'Brad' ^S	Gray, Devin ^S	Hughes, George ^S	Kisilevich, Orest	Leicht, Betty	Malik, Kinza	Messiha, George	Normandeau, Victoria	Pearse, Dorene	Ramage, Melanie
Fetter, Jacqueline 'Jackie' ^S	Gray, Dinah ^S	Huising, Katherine ^S	Kiss, Jim ^S	LeLacheur, Rick ^S	Mandel, Stephen ^{BOG}	Middelkamp, Harco	Nott, AmberLynn	Peden, Ian	Ramsay, Christie
Fiddler, Debra	Green, Susan ^S	Hull, Keith	Kit, Carla	Lemay, Lucas	Mandryk, Ruby	Miles, Marianne ^S	Nott, Kenneth 'Ken'	Pedersen, George ^S	Ramsey, John ^S
Field, Carolyn	Greenough, James 'Greg' ^S	Hume, Darren	Kiziak, Gary	Leong, Adrian	Maniema Mpongo, Prospere	Miller, Gladys ^S	Nott, Nicole	Pedersen, Harry ^S	Rancier, Garth
Fischer, Robert 'Butch' ^S	Gregg, Dorothy ^S	Huntley, Andrew 'Andy' ^{BOG, S}	Klapstein, Earl ^S	Leong, Mui Chain	Mann, Karen	Miller, Janice 'Jan'	Nowicki, Judith	Pedersen, Samantha	Raro, Lora May
Fisk, Jennifer ^{BOG, S}	Groeneveld, Gaylene	Huntley, Susan 'Sue'	Klein, Marilyn	Leong, Yoke	Marko, Ronald 'Ron'	Miller, Wilfred 'Walter'	Nowicki, Walter	Pedwerboski, Olga 'Ollie'	Rasmussen, Annie 'Anne'
Fletcher, Amanda	Grotkowski, Lawrence 'Larry'	Hutchings, Charles 'Chuck'	Klein, Sandy	Leschiutta, Dale ^{BOG, S}	Marler, Reg ^D	Milligan, John	Nsengiyumva, Pontien	Pegg, Dave	Rault, Linda
Fong, Jason	Grundke, Deborah	Hutchings, Faye	Klein, Ralph ^{HLM}	LeTourneau, Jamie	Marples, Kelly ^S	Milner, Stanley ^{HLM}	Nsimba, Mireille	Pennock, D. 'Bruce' ^S	Reaville, Audrey
Forbes, Lois	Grundke, Werner	Hutchings, Janet	Kmech, Sr., Peter ^S	Lewis, John 'Ken' ^S	Marples, Michael 'Mike' ^{BOG, S}	Milton, John 'Dale'	Oberg, Neal ^{BOG}	Perkins, Brad ^S	Reaville, Royal 'Roy'
Forbes, Norman 'Muggsy' ^S	Guan, Danna	Ivankovich, Ivan ^S	Knowles HLM, Kenneth ^{HLM}	Lewis, Maria	Marsh, Nadia	Mittelstadt, Lovella	Oberik, Doreen	Perry, Burke ^{BOG, S}	Redekop, Cathy
Fowler, Sherry	Gushaty, George	Iyer, Ashwinkumar	Kobie, Franklin 'Frank' ^S	Lewis, Sandra 'Sandy' ^S	Marshall, Dorothy	Mixap, Bounthavilay	Odugbemi, Tofunmi	Perry, H. L. 'Len' ^{BOG, HLM}	Reichl, Lance
Francis, John 'Jack' ^S	Haggerty, Corinne	Jackson, Derek	Kokotilo, Louise	Li, Meng	Marshall, Olive	Modin, Nelson ^S	Oduro, Xena	Persson, Mary ^S	Reid, Dylan
Freeland, Donald ^S	Haley, Jeff ^S	Jackson, Donald 'Don' ^{BOG, S}	Kolewaski, Jeannette	Linder 4-H, Kathleen	Marshall, Robert 'Bob'	Moffatt, Sharon	Ohe, Mark ^S	Peters, John	Reid, Greg
Frigon, Stephanie	Hamilton, Donald ^D	Jacobs, Judith 'Judy' ^S	Kolmas, Janice	Linklater, Frances 'Fran'	Martin, Patricia 'Pat'	Mok, Paul	Ohlmann, Leonard	Peters, Marlene ^S	Reid, Shelley
Fritz, Ingeborg 'Hanni'	Harbin, Jennifer	Jacobs, Lawrence ^S	Kolmas, June	Lipon, Delores	Martin, Shivon	Mok, Veronica	Ohlmann, Lynn	Petherbridge, Josephine	Reith, Katherine 'Kathie'
Froese, Aron ^S	Harbin, Jill	James, Kerry	Kolstad, Beverley 'Bev'	Lipon, William 'Bill'	Martinuk, Eugene 'Gene' ^D	Molden, Judi	Ohlmann, Sherry	Petherbridge, Wayne	Renauld, Yvette
Fuhr, Gordon ^S	Harrold, Norman	James, Michael	Kolstad, Clayton	Lipsett, Thomas 'Tom' ^S	Martire, June	Molloy, Donna	Okon, Karen	Petruk, Cheryl ^S	Reppert, Janice 'Jan'
Funnell, Ronald ^S	Haswell, Jeff	Janiten, Heather	Korchinsky, Ernie ^S	Lipsett, Wayne ^S	Martyn, Audrey ^S	Money, Glenda	Osborne, Christina	Pham, Hung	Reynolds, Valerie
Gadowsky, Alisdair 'Al'	Haudenschild, June	Jarvis, James	Kotelko, Peter 'Bern' ^S	Littmann, Lynda	Martyn, John ^S	Monk, M. Lloyd ^S	Osborne, John ^S	Phan, Binh	Ring, Jim
Gadowsky, Laura ^S	Haudenschild, Robert 'Bob'	Jarvis, Karen	Kotio, Eastman	Litven, James 'Jim'	Maruschuk, Mike	Montgomery, Douglas ^D	Ostapchuk, Gordon	Phillips, Danial	Ripka, Pamela
Gagne, Janet	Haugen, Frances 'Betty' ^S	Jarvis, William ^S	Kozak, Jean	Livingstone, Sidney 'Sid'	Marzian, David	Moore, Brad	Ostapchuk, Marion	Phillips, Ellington	Ritchie, Gloria

Roadhouse, Katie 'Kay'
 Robertson, Michelle
 Robinson, Angele
 Robinson, Claire
 Robinson, Garrett
 Robinson, Jeffrey 'Jeff'⁵
 Robinson, Marcel
 Robinson, Wilf
 Roeleveld, Valerie 'Val'
 Roersma, Darlene
 Roersma, Jordan
 Roeske, Murray⁵
 Rogucki, Louise
 Rogucki, Terry
 Rolf, Clare
 Romanyshyn, Peter
 Ronaldson, David 'Dave'⁵
 Rookes, Dave
 Rookes, Gail
 Rosenberger, Rose⁵
 Ross, Andrew^{BOG, 5}
 Ross, Cheryl
 Rossington, Julie
 Ruiz, Luis
 Russell, Bonnie
 Russell, Harvey
 Rutherford, Jack⁵
 Saive, Betty
 Salikin, Jason
 Salokangas, Emilia
 Sampert, Raymond 'Ray'⁵
 Sanders, Doris
 Sanderson, Dylan
 Sanderson, Grace
 Sanderson, Melissa
 Sanderson, Shane
 Sapara, Cynthia
 Sarafinchan, O. 'Ollie'
 Savage, Frances 'Fran'⁵
 Schlodder, Harold
 Schmermund, Donnie 'Don'
 Schmermund, Lois
 Schmid, Dr. Horst A.^{HLM}
 Schmidt, Amanda
 Schmidt, Charles
 Schmidt, Lois⁵
 Schmidt, Sheri
 Schneider, Braydon
 Schneider, Emily
 Schneider, Nicole
 Schneider, Robert 'Bob'
 Schneider, Wendy⁵
 Schneider, Makenna
 Schultz, Edward 'Ed'⁵
 Schultz, Yolanda
 Schur, Alexandra 'Sandy'
 Schur, David 'Dave'
 Schwark, Carsten
 Schwark, Jewell
 Schwark, Leah
 Scuir, QC, Gary⁵
 Sebastianelli, Ricardo 'Rico'⁵
 Segin, Margaret
 Sellick, Linda

Semotiuk, John
 Semotiuk, Nick⁵
 Seutter, Jennifer
 Shalina, Isisha
 Shandro, Kimberly
 Shanley, Catherine 'Cathy'
 Shapka, Elizabeth
 Sharman, Paul
 Shaw, James 'JR'^{BOG}
 Shaw, Jason
 Shaw, Karen
 Sheard, Glenda⁵
 Shenfield, Allan^{BOG, 5}
 Shenfield, Kevin⁵
 Sherback, Christopher
 'Chris'⁵
 Sherren, Julianna
 Sherren, Louis 'Lou'
 Shih, Luc
 Shinkewski, Patsy 'Pat'
 Shustov, Marlen
 Shustova, Iryna
 Sibbald, Bernard 'Bernie'
 Sibbald, Maryke 'Mary'
 Sieben, Brian
 Simaey, Melissa
 Simnouce, Kristopher
 Skeels, Alexis
 Skelly, William 'Bill'⁵
 Skogstad, Ian
 Skoreyko, Alan⁵
 Skoreyko, Dale⁵
 Skuba, Helen
 Sluzar, Ollie
 Smalian, HLM, Ernie^D
 Smart, Else
 Smith, Brandan
 Smith, Corey⁵
 Smith, Darryl⁵
 Smith, Gordon
 Smith, Leigh⁵
 Smith, MacKenzie 'Mac'
 Smith, Ronna
 Smith, Shelley
 Sneddon, Carl
 Snider, Heather
 Snow, Roxane
 Sommer, Jason
 Sommer, Marie
 Song, Karine
 Song, Suping
 Sopel, Daneen
 Sorken, Paula⁵
 Spence, Gloria 'Judy'
 Sperber, Samantha
 Sprague, Donald^{BOG, 5}
 Spriggs, Carole
 Srala, Patricia-Lee
 Stadelman, James 'Jim'
 Stark, Doris
 Stark, Orville
 Steiky, Trina
 Stein, Edwin
 Stewart, David

Stewart, Goldie
 Stewart, William 'Bill'⁵
 Stinson, Lorri
 Stover, Bryton
 Strain, Terry^{HLM}
 Stretch-Strang, Dianne
 Strik, Lori
 Stroh, Joan
 Stumbur, Roxanna
 Sutherland, Sandra
 Sweet, Donald
 Symic, Elizabeth 'Betty'
 Symic, Ronald 'Ron'⁵
 Szoradi, Karin
 Szott, Benedict 'Ben'
 Szott, Patricia 'Pat'
 Szumlas, Frank 'John'⁵
 Takacs, Pirooska 'P.J.'
 Tang, Yuen-Fan
 Tanton, Victoria 'Vicki'
 Tardif, Rene⁵
 Taylor, Donald 'Don'
 Taylor, Ivan
 Tayo, Temitope
 Tchir, Jeanette 'Jayne'
 Thatcher, Kenneth⁵
 Thom, Barbara
 Thomas, Warren⁵
 Thompson, Cathryn
 Thompson, Sheila
 Thompson, Valerie
 Thronson, Donald
 Tiffen, Patricia⁵
 Tran, Janice
 Tran, Vanessa
 Trela, Grzegorz
 Triska, Ollie
 Tunio, Suhaima
 Turingan, Marissa
 Turko, Daniel⁵
 Turner, Barbara⁵
 Turner, Mary
 Twarog, Dennis
 Tweddle, John⁵
 Tymchuk, Karen
 Tymchuk, Michelle
 Urton, Craig⁵
 Van Meer, Patricia 'Pat'
 Van Vliet, Daniel
 VanBrabant, Carlene⁵
 Vandermeer, Audrey
 Vandermeer, Cornelis
 'Casey'⁵
 Vandermeer, Gerrit 'Jerry'⁵
 Vanderveen, Jordan
 Vanderveen, Lauren
 VanRiper, Sandra 'Sandy'
 Vegreville Agricultural Soc,⁵
 Ventura, Agnes
 Ventura, Fatima
 Ventura, Francis
 Verma, Jyoti
 Villanueva, Celia
 Vinluan, Ruth

Violette, Louise
 Vitvcci, Nicole
 Von Zur Gathen, Teresita 'Chita'
 Wachowich, Allan^{BOG, 5}
 Wagner, Terri-Jo 'T.J.'
 Waldern, Baylea
 Walker, Robert 'Bob'⁵
 Walker, Wayne⁵
 Walsh, Adele
 Wang, Huawei
 Wang, Jennifer
 Wang, Meijing
 Wards, Shona
 Warring, Doug
 Warring, Molly Anne⁵
 Wartman, Valerie
 Waschuk, Ricky
 Watt, J. Angus⁵
 Watt, Trevor
 Webb, James
 Webber, Garry⁵
 Weber, Walter⁵
 Wedman, Cynthia 'Cindy'
 Weir, Eva
 Weir, Howard⁵
 Weir, Mahlon⁵
 Weishaar, Jimmy 'Jim'
 Weishaar, Loretta 'Lori'
 Welker, Carol
 Wells, John
 Wengreniuk, Garrett
 Wengreniuk, Iris
 West, Elana
 West, Gerry
 West, Gordon
 West, James Tyler 'J.T.'
 West, Jason
 West, Lillian 'Lil'
 West, Sarah
 Westbury, Robert 'Bob'^{BOG, 5}
 Westerner Exposition Assoc⁵
 Weston, Judith 'Judi'⁵
 Whiting, Patricia 'Patty'⁵
 Whitnack, James 'Jim'
 Wickham, Alanna
 Wickham, Douglas⁵
 Wickham, Sharon
 Widney, Mark⁵
 Widynowski, Marjorie
 Wifladt, Elmer
 Wilkerson, Hailey
 Wilkes, Annette
 Wilkes, Gregory 'Greg'⁵
 Wilkes, Penelope 'Penny'⁵
 Willard, Alan
 Williams, Janice
 Williams, William 'Bill'
 Williamson, Damon
 Williamson, Deborah
 Williamson, Leocadia 'Leo'
 Williamson, Robert
 Wilson, C. Gordon^{BOG, 5}
 Wilson, Cory

Wilson, Dawn
 Wilson, Donald
 Wilson, Marilyn 'Heather'
 Wilson, Melanie⁵
 Windwick, Frederick 'Fred'⁵
 Windwick, John^{BOG, 5}
 Wirsta, Kevin
 Wittek, Valerie
 Wolf, Inga
 Woloschuk, Bonnie
 Woloschuk, David
 Woloschuk, Deanna
 Wood, Jennifer⁵
 Woodman, Bruce
 Woywitka, Pamela
 Xing, Bo-Han
 Xu, Qiongying
 Xue, Liang
 Yacyshyn, Greg
 Yakimchuk, Margaret
 Yakimshyn, Eugene 'Terry'
 Yang, Ruby
 Yang, Ya-Chin 'Jean'
 Yankowsky, Julius⁵
 Yaremko, Boris^D
 Yaremko, Teresa⁵
 Yee, Christopher
 Yee, Kazue 'Kay'
 Yee, Tony
 Yewchuk, Luba 'Lil'
 Youck, Robert 'Ted'⁵
 Youck, Sophie 'Bernice'
 Young, QC, Eric^{BOG, 5}
 Yuen, Gerald 'Gerry'^{BOG, 5}
 Yuill, Marie
 Yurkiw, Laurence 'Larry'⁵
 Yurkowski, Linda
 Zapisocki, Ollie
 Zapisocki, Wally
 Zelenak, Brandon
 Zelenak, Laurie
 Zelenak, Michael 'Mike'⁵
 Zelmer, H. Aaron
 Zenchyson-Smith, Devin
 Zenchyson-Smith, Jasmin
 Zhang, Ningning
 Zhang, Wenyi
 Zhu, Meijun
 Zilinski, Theodore 'Fred'⁵
 Zimmerman, Carol
 Zu, Jing
 Zylstra, John⁵

OUR MISSION



FINANCIAL INFORMATION

FOR THE YEAR ENDED DECEMBER 31, 2012

MANAGEMENT REPORT

The accompanying financial information of Edmonton Northlands (operating as Northlands) and all the information in this annual report are the responsibility of Management and have been approved by the Board of Directors.

The financial information has been prepared by Management in accordance with Canadian accounting standards for not-for-profit organizations. The financial information includes certain amounts based on estimates and judgments and management has determined such amounts on a reasonable basis in order to ensure that the financial information is presented fairly, in all material respects.

Northlands maintains internal accounting and administrative controls designed to provide reasonable assurance that the financial information is relevant, reliable and accurate and that the Company's assets are appropriately accounted for and adequately safeguarded.

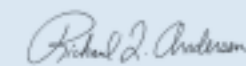
The Board of Directors is responsible for ensuring that Management fulfills its responsibilities for financial reporting and is ultimately responsible for reviewing and approving the financial information. The Board carries out this responsibility principally through its Finance and Audit Committee.

The Finance and Audit Committee is appointed by the Board, which is comprised of six members, none of which are employees of the Company. The Committee meets periodically with Management and the independent auditors, to discuss internal controls over the financial reporting process, auditing matters and financial reporting issues, to satisfy itself that each party is properly discharging its responsibilities, and to review the financial information and the auditor's report.

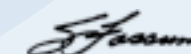
The Committee reports its findings to the Board for consideration when approving the financial information for issuance to the shareholder members. The Committee also considers, for review by the Board and approval by the shareholder members, the engagement or re-appointment of the auditors.

The financial information has been audited by Grant Thornton LLP in accordance with Canadian accounting standards for not-for-profit organizations on behalf of the shareholder members. Grant Thornton LLP has full and unrestricted access to the Finance and Audit Committee, with or without management being present.

To access the full version of the 2012 Audited Financial Statements, please visit www.northlands.com.



Richard L. Andersen
President & CEO



Sharilee Fossum
Vice President, Finance & Administration
Chief Financial Officer

Edmonton Northlands

Statements of Financial Position

	December 31 2012 \$000	December 31 2011 \$000	January 1 2011 \$000
Assets			
Current			
Cash and cash equivalents	2,505	5,363	512
Short-term investments	470	411	1,540
Accounts receivable	6,908	7,089	7,458
Due from related party	1,169	1,307	5,079
Inventories	500	482	448
Prepays	857	948	1,246
	12,409	15,601	16,284
Capital assets, goodwill and intangibles	199,464	208,203	215,870
	211,873	223,803	232,154
Liabilities and Net Assets			
Current			
Accounts payable and accrued liabilities	13,889	18,977	20,642
Deferred contributions and revenue	485	-	2,349
Funds held for others	5,419	6,427	3,087
Current portion of long-term debt	2,066	2,115	1,981
	21,859	27,520	28,060
Long-term debt	53,117	55,144	57,259
Deferred capital contributions	107,758	110,745	110,957
	182,733	193,409	196,276
Net Assets			
Share capital	1	1	1
Invested in capital assets	36,523	40,148	45,450
Unrestricted	(7,385)	(9,756)	(9,573)
	29,140	30,394	35,878
	211,873	223,803	232,154

Edmonton Northlands

Statements of Operations
Years Ended December 31

	2012 \$000	2011 \$000
Revenues		
Northlands Park	61,217	61,161
Rexall	27,987	34,521
Agriculture and Signature Events	14,723	16,883
EXPO Centre	16,595	15,865
	120,522	128,430
Expenditures		
Northlands Park	64,817	66,258
Rexall	24,002	29,862
Agriculture and Signature Events	14,071	16,382
EXPO Centre	14,036	13,513
	116,927	126,016
Excess of revenues over expenditures before other items and other income	3,595	2,414
Other items		
General, administration and corporate programs	9,700	10,242
Depreciation of capital assets and intangibles		
net of amortization of deferred capital contributions	5,977	6,496
General grounds and building maintenance	5,277	5,569
Interest expense	2,852	3,160
Sales and marketing	2,476	3,483
Total other items	26,282	28,949
Deficiency of revenues over expenditures before other income	(22,688)	(26,535)
Other income		
Grant revenue	21,433	21,051
Deficiency of revenues over expenditures	(1,254)	(5,484)

Edmonton Northlands

Statements of Cash Flows
Years Ended December 31

	2012	2011
Cash Provided By (Used In):	\$000	\$000
Operating Activities		
Deficiency of revenues over expenditures	(1,254)	(5,484)
Items not affecting cash:		
Depreciation of capital assets and intangibles	9,871	10,741
Amortization of deferred capital contributions	(4,238)	(4,230)
	4,379	1,027
Increase (decrease) in non-cash operating working capital		
Accounts receivable	181	369
Due from related party	139	3,772
Inventories	(18)	(34)
Prepays	90	299
Accounts payable and accrued liabilities	(5,039)	(1,492)
Deferred contributions and revenue	485	(2,349)
Funds held for others	(1,009)	3,340
Cash (used in) provided by from operating activities	(791)	4,932
Investing Activities		
Decrease in short-term investments	(59)	1,129
Purchase of capital assets	(1,132)	(3,074)
Cash used in investing activities	(1,191)	(1,945)
Financing Activities		
Decrease in accounts payable for the purchase of capital assets	(50)	(173)
Contributions received for capital assets	1,250	4,018
Repayment of long-term debt	(2,076)	(1,981)
(Decrease) increase in share capital	-	-
Cash (used in) provided by from financing activities	(876)	1,864
Net (decrease) increase in cash and cash equivalents	(2,858)	4,851
Cash and cash equivalents, beginning of year	5,363	512
Cash and cash equivalents, end of year	2,505	5,363

Exhibit A

Net Funds Generated by Northlands to Federal and Provincial Agencies

\$ Millions	2012	2011	2010	2009	2008	2007	2006	2005	2004	2003	2002	2001	2000	1999	10 Year
	\$	\$	\$	\$	\$	\$	\$	\$	\$	\$	\$	\$	\$	\$	Cumulative
HRA ¹ fees & levies	5.5	6.1	6.1	6.4	7.0	6.6	6.1	5.7	5.0	4.8	4.8	4.6	4.2	4.1	59.3
AGLC ² gaming proceeds	28.4	29.6	31.7	32.8	35.4	36.4	42.7	39.1	36.2	30.6	23.2	13.2	11.8	9.6	342.9
Federal tax	0.8	0.9	0.9	0.9	1.0	1.0	0.9	0.8	0.7	0.7	0.7	0.7	0.6	0.6	8.6
<i>Generated by Northlands</i>	34.7	36.6	38.7	40.1	43.4	44.0	49.7	45.6	41.9	36.1	28.7	18.5	16.6	14.3	410.8
Discretionary grant/pari-mutuel tax rebate	0.0	0.0	0.0	1.1	0.9	1.2	0.8	0.8	0.7	0.8	0.8	0.8	0.7	0.7	6.3
HRA Operating Grant	8.4	8.6	9.2	6.8	7.3	5.4	6.4	5.8	7.4	6.3	4.8	-	-	-	71.6
HRA Transitional Funding Grant	0.0	0.0	0.0	2.9	1.1	0.0	0.0	0.0	0.0	0.0	0.0	-	-	-	4.0
HRA Capital Grant	0.0	0.0	0.0	0.0	0.0	1.1	1.9	2.2	2.0	0.0	0.0	-	-	-	7.2
Alberta Lottery Grants	9.4	9.4	9.6	10.1	10.1	10.1	10.1	9.4	7.1	7.1	7.1	7.1	7.1	7.2	92.4
<i>Received by Northlands</i>	17.8	18.0	18.8	20.9	19.4	17.8	19.2	18.2	17.2	14.2	12.7	7.9	7.8	7.9	181.5
Net funds generated by Northlands	16.9	18.6	19.9	19.2	24.0	26.2	30.5	27.4	24.7	21.9	16.0	10.6	8.8	6.4	229.3

¹ HRA (Horse Racing Alberta), ² AGLC





NORTHLANDS

PO BOX 1480 EDMONTON ALBERTA T5J 2N5 TOLL FREE: 888.800.7275 PHONE: 780.471.8195