

6

EXHIBITION PLACE

October 14, 1999

To: The Board of Governors of Exhibition Place

From: Fatima Scagnol
Corporate Secretary

Subject: CNEA Agreement with Conklin Shows

Recommendation:

It is recommended that the Board of Governors concur with the recommendation of the Board of Directors of the CNEA with respect to a three-year agreement (2000, 2001, and 2002) with Conklin Shows

Background:

The attached report, which is self-explanatory, was approved by the Board of Directors of the CNEA at its meeting of September 16, 1999.

Also, for the information of the Board, the agreement between the CNEA and Conklin Shows can be terminated by either party, in accordance with the proper notice outlined in the agreement, at the end of each year as noted above.

Discussion:

Given that the term is beyond one year, the foregoing agreement requires approval of the Board of Governors.

Submitted by:

Fatima Scagnol
Corporate Secretary

Reviewed by:

Dianne Young
Interim General Manager

att.

The foregoing report was reviewed by the Executive Committee at its meeting held October 22, 1999 and is recommended to the Board of Governors for APPROVAL.



September 3, 1999

To: The Executive and Board of Directors
Canadian National Exhibition Association

From: David Bednar
General Manager

Subject: **Conklin Shows - Renewal of Contract**

Recommendation:

This report is submitted for the approval of the Executive Committee and the Board of Directors.

This report recommends a renewed agreement with Conklin for the next 3 years with revisions outlined below.

Background / Discussions:

The Conklin family have operated the rides at the CNE for over 60 years. In addition to rides, they operate food and game concessions. Their existing contract covered all of these operations for the 1998 and 1999 CNE's.

The Conklin food and game concessions pay the same rates as the other concessions on the independent line, ranging from 21% to 45%.

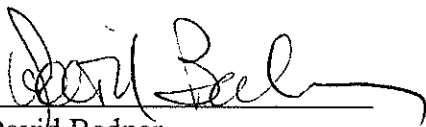
In 1998, the CNEA paid Conklin 32% of admission and ride upgrade revenues under the P.O.P. system. In 1999, Conklin pays 27% of ride revenues to the CNEA.

The new contract being proposed will no longer contain language pertaining to the P.O.P. system, as we do not contemplate a return to that system. The new contract will include a new clause pertaining to the sale of advance passes which include admission and rides. As was done for 1999, this clause will stipulate that advance sale revenue will be shared on the basis on the CNE receiving \$5 per pass and Conklin receiving \$15 per pass (both amounts net of commissions and taxes). The Conklin portion of the revenue is also subject to the 27% revenue sharing as mentioned above. Otherwise, the new contract will be on the same terms and conditions as the existing contract.

Conclusion:

This report recommends that the CNEA enter into a contract with Conklin Shows for the 2000, 2001 and 2002 exhibitions.

Respectfully submitted,


David Bednar
General Manager

The foregoing report was reviewed by the Executive Committee at it's meeting held on September 9, 1999 and is recommended to the Board of Directors for approval.