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## ANAGEMENT REPORT

**FOR THE MONTH ENDING  
NOVEMBER 1999**



**SUBMITTED TO: THE BOARD OF GOVERNORS OF EXHIBITION PLACE**

**SUBMITTED BY: O&Y/SMG CANADA**

**SUBMITTED BY: RON TAYLOR - MANAGING DIRECTOR - O&Y/SMG CANADA**

*Ernest Vincent*  
**ERNEST VINCENT - GENERAL MANAGER - NTC**

*Ron Taylor*

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# EXECUTIVE SUMMARY

## SIGNIFICANT ACTIVITIES DURING THE MONTH OF NOVEMBER

1999 Sales Activity	93 Licenses issued 60 New business 33 Renewals
1999 Rental Income	\$ 6,314,568 Earned to November \$ 6,601,000 Budgeted for 1999 (annual)
Annual New Business	\$ 1,500,000 New business budget for '99 \$ 1,729,985 Projected in '99 115% Achieved
1999 Net Operating Profit	\$ 1,809,392 Net operating profit to November \$ 1,991,330 Budget for 1999 to November 91% Achieved

## NOVEMBER SHOW SUMMARY

During the month of November The National Trade Centre was the site of the 1999 Royal Agricultural Winter Fair, Rug Expo '99 Trade Show, Christ the King Rally, One of a Kind Christmas Craft Show, Tamil Cultural Show and some Christmas Parties.

The Telecommunications Department connected the Royal Agricultural Winter Fair to the Internet via our in house infrastructure and systems and have implemented an email services for "royalfair.org". This enhanced connectivity allows for greater communications between the fair staff and other services across the grounds and beyond.

Servo Canada operated successfully during the Royal Agricultural Winter Fair and also had several successful catered events such as The Covington Financial, Lever Ponds, Molson Breweries Awards Dinner and the CUPE Christmas Party.

The Utility Services Department received favourable feedback on electrical services from Show Management and Exhibitors of the Creative Sewing & Needlework Festival Show. The Utility Services Department continues to develop and implement new electrical distribution systems that will enhance the delivery of the electrical services more efficiently and cost effectively.

# SALES & MARKETING REPORT

## NOVEMBER 1999 ACTIVITIES

November sales efforts have resulted in the year to date issuance of 93 license agreements with a breakdown of 60 new business and 33 renewals for existing clients. This month the sales & marketing staff conducted 15 site inspections for potential clients.

In November, The National Trade Centre Sales & Marketing Department issued a news release to announce the economic impact of O&Y/SMG Canada's sales effort as a result of an independent economic and fiscal impact analysis. The news release was circulated to local print media as well as local and national prints, TV and Radio media. As a result, an article was printed in the Toronto Star as outlined under the Publicity section of this report.

In November, Laura Purdy travelled to Lisbon to attend the ICCA Annual Congress (International Congress and Convention Association). Representatives from 56 countries attended the 37<sup>th</sup> Annual Congress. While abroad, Laura Purdy also held business development meetings in London with Independent Show Organizers and Hall Owners.

## FOURTH QUARTER SALES SUMMARY

To date, the Sales & Marketing Team has exceeded budget and secured fifty-eight events representing \$1,729,985 in new business revenue for 1999. Of the 58 pieces of new business contracted for 1999, 12 are tradeshow, 7 are consumer shows, 7 are corporate bookings and 32 are special events/film shoots.

	NEW BUSINESS REVENUE OCCURRING IN 1999
ANNUAL 1999 NEW BUSINESS BUDGET	\$1,500,000
Booked in 1997	\$ 390,888
Booked in 1998	\$ 692,547
Booked in 1999	\$ 602,433
Deemed Sales	\$ 44,117
Cumulative total	\$1,729,985

## 1999 NEW SALES ACTIVITY

The Sales & Marketing Department is currently working with 2 new clients to secure additional business for 1999, Christ the King Rally and Chris Nicholls Photo Shoot.

BOOKING STATUS	NOVEMBER ACTIVITY	CONTRACTED 1999 BUSINESS
Tentative	2	
Definite	2	
Contracted this month	3	
Contracted in 1999	45	Sub-Total: 61
Contracted in 1998	15	Less cancellation: 3
Contracted in 1997	1	Total: 58

## 1999 RENEWALS OF EXISTING SHOWS

STATUS (1999)	NOVEMBER/99	YEAR TO DATE
Definite	0	
Contracted	1	Total: 41

## 2000 RENEWALS OF EXISTING SHOWS

STATUS (1999)	NOVEMBER/99	YEAR TO DATE
Definite	5	
Contracted	4	Total: 18

## 2000 NEW SALES ACTIVITY

To date, the Sales & Marketing Department is currently negotiating with 18 new clients to secure additional business for 2000.

BOOKING STATUS	NOVEMBER ACTIVITY	CONTRACTED 2000 BUSINESS
Tentative	18	
Definite	4	
Contracted this month	3	
Contracted in 1999	8	
Contracted in 1998	1	
		Total: 9

<b>NEW BUSINESS CONTRACTED IN NOVEBER (YEAR BOOKED)</b>	<b>NEW BUSINESS CONTRACTED YEAR TO DATE</b>
Polish Winter Festival	Canadian Truck Show
7 <sup>th</sup> Day Adventists	Christian Expo 2000
AIMR Examinations	Kubota Dealer Meeting
	11 <sup>th</sup> Latvian Song & Dance Festival in Canada
	Maiden, Mother, Crone – A Goddess Festival & International Women's Day Fair
	Pharmasave Buying Show 2000

## **PUBLICITY**

### **Facility Coverage**

As a result of the economic impact media release distributed by the Sales & Marketing team, a brief article and exterior view photograph appeared in the November 21 issue of the Toronto Star.

The National Trade Centre is included in the recently issued 1999 Canadian Directory for Meetings and Conventions, which is distributed by the Canadian Tourism Commission.

The October/November issue of Association magazine features a special section on Toronto and includes factual information on The National Trade Centre as well as a photograph.

The October 1999 issue of the Communiqué, a newsletter issued by C.A.E.M. (Canadian Association of Exposition Managers) acknowledged the receipt of the ASAE 1<sup>st</sup> Place PRIMA Award, which was presented to The National Trade Centre for newsletter design.

### **Event Coverage**

During the month of November, print media coverage resulted in eight articles on the Royal Agricultural Winter Fair from various issues of the National Post, the Toronto Star and the Globe & Mail. In addition, the Globe & Mail printed an article in its November 26<sup>th</sup> issue on the One of a Kind Christmas Craft Show & Sale and the National Post included photographs and editorial on the Titanic Exhibition in the November 27 & 30 issues.

# EVENT SERVICES

## EVENT FACILITY SERVICES - NOVEMBER

During the month of November, Event & Facility Co-ordinators were involved in the following events:

Consumer	Trade	Other
Royal Agricultural Winter Fair	Rug Expo '99 Trade Show	Certified General Accountants Examinations
		Tamil Cultural Show
		ADP Seminar (I added this because the list is rather skimpy)
		CUPE Holiday Party
		Use of Force Training Seminars

## EVALUATION OF NOVEMBER EVENTS

The Royal Agricultural Winter Fair had strong attendance. As was the case last year, The National Trade Centre provided significant services for a contract price. Show management in order to save cost reduced standby crews for this event which somewhat reduced responsiveness to concerns after-hours.

## CUSTOMER SERVICE ASSURANCE PROGRAM UPDATE

In November Computer Training for The National Trade Centre staff was conducted. Microsoft Word (intermediate level), Excel, Access and PowerPoint were covered as well as specific workshops with management staff to address specific application uses.

## FACILITY SERVICES

Inventory of all The National Trade Centre equipment has been completed. This information has been entered into the concentric facility management program to ensure tracking of rental inventory.

A building wash down took place in Halls B, C, & D after the RAWF. All brick walls were steam cleaned, floors were scrubbed and washed and floor ports were vacuumed. A scent was fogged into the HVAC system after the RAWF. This scent was formulated to attack the animal odour left after the RAWF and prepare the building for One Of A Kind Craft Show.

Facility services completed work on the One of A Kind Show and will continue to co-ordinate the move-out of the RAWF. The preparation of work schedules for up coming Christmas shows will be ongoing in December.

# O PERATIONS

## PHYSICAL PLANT/FACILITY SERVICES

Scheduled and unscheduled building and equipment maintenance continued throughout the month of November. The following is a list of projects that are ongoing and/or completed:

- The ceilings in Halls A, B & C were cleaned after the RAWF. Compressed air was used to blow out the ducts, steel members, underside of deck and wall grates.
- All HVAC filters were changed throughout Halls A to D.
- An extensive list of RAWF damages was prepared. This work will be incorporated into the 2000 maintenance program starting in January.
- The East and West entrances into the underground garage were repainted.
- Two metal doors including frame, were installed in the North lane between the Industry building and East Annex.
- The new electrical storage room renovation will be completed in January due to budget restraints.
- Electrical performed burnout maintenance throughout Halls B, C, & D, in preparation for the One of A Kind Craft Show. The remaining areas will be incorporated in the January maintenance program.
- A 2-½ in. sprinkler line was damaged during the RAWF move-out causing water damages in many areas. The repairs are on going and will be completed in December. The Royal Agricultural Winter Fair has been billed for these costs.
- The following doors were ordered during November, however, installation will take place in January; the Dutch door for security office; two glazed panel doors for the East Rotunda entrance; two glazed panel doors for the East Mid Arch entrance; one solid metal door for the North end of East Annex.



## UTILITY SERVICES

The following shows were successfully serviced by The National Trade Centre in-house electrical for the month of November:

Rug Expo '99 Trade Show	Nov. 4 - 7/99	Automotive Building
Royal Agricultural Winter Fair	Nov. 4 - 13/99	The National Trade Centre
One of a Kind Christmas Craft Show & Sale	Nov. 25 - Dec. 5/99	The National Trade Centre Halls B - D
CUPE Holiday Party	Nov. 27/99	Coliseum Arena, NTC.
Tamil Cultural Show	Nov. 27/99	Automotive Building, NTC.
Molson Breweries Holiday Party	Nov. 27/99	Heritage Court, NTC.
Use of Force Training Sessions	Nov. 29 - Dec. 2/99	Automotive Building, NTC.

Preparation is underway with electrical requirements for the upcoming trade & consumer shows for the month of December.

The Utility Services Department received favourable feedback on electrical services from Show Management and Exhibitors of the Creative Sewing & Needlework Festival Show.

The Utility Services Department continues to develop and implement new electrical distribution systems within The National Trade Centre, which will make delivery of electrical services more efficiently and cost effective.

# FINANCIAL REPORT

Net Operating income for the eleven months ended November 30, 1999 was \$1,809,392 compared to a budget of \$1,991,329, an unfavourable variance of (\$181,937). The unfavourable variance is a direct result of the financial performance on the Canadian Machine and Tool Show (CMTS), which resulted in a loss of approximately (\$241,000). While the unfavourable variance may not fully correct itself by year-end, additional cost control measures have been implemented in an effort to achieve the year-end target. An estimate of Parking revenue related to The National Trade Centre events is provided for information purposes, however the total actual Parking for the entire grounds is reported in The Exhibition Place financial reports.

Direct event income, consisting of rent and show services is unfavourable to budget by (\$258,406). Rental income has been exceeded by year-end, but the 10% efficiency improvement in the delivery of show services has not been achieved.

Ancillary income, consisting of commissions from food and beverage, electrical, telecommunications revenue and interest, was \$2,384,541 unfavourable to budget by (\$258,333). Food and beverage commission is \$1,154,460 an unfavourable variance of (\$197,716) resulting mainly from the fact that little new, large catered events have been booked, so new business targets have not been achieved. As well, reduced attendance levels at both the July and Spring Gift Show, and Computerfest impacted attendance results. Gross revenues for Servo Canada at November 30, 1999 were \$4,325,387.

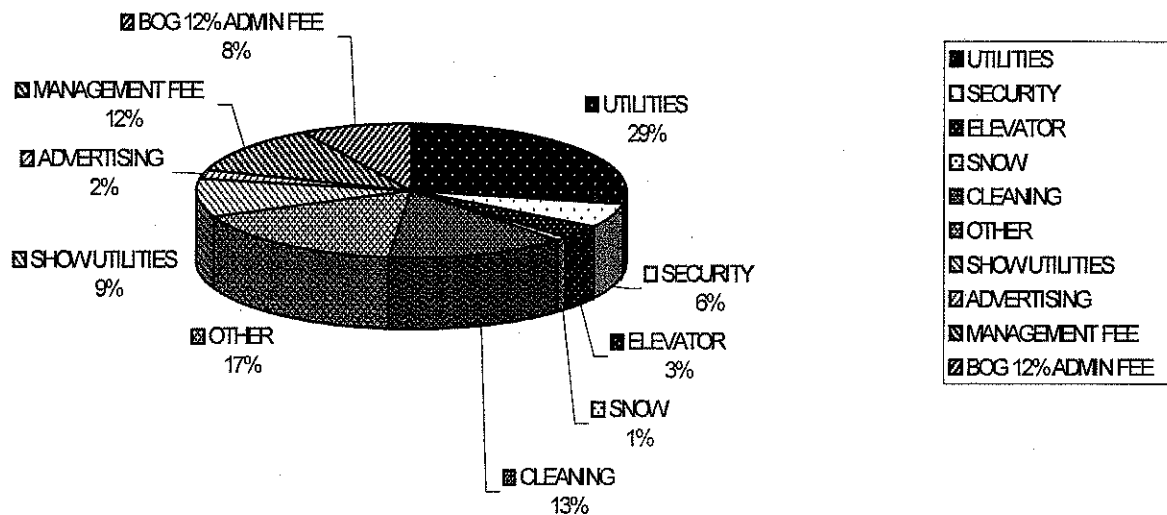
Electrical income, net of cost to deliver the service, is \$673,964, an unfavourable variance of (\$232,261). The performance is a result of the cost of service delivery on the CMTS show

Advertising income to November 30, 1999, net of cost is \$163,982 compared to a budget of \$257,636. This performance is mainly due to the fact that a bank sponsor and a year round car sponsor have not yet been secured.

Direct and indirect expenses are favourable to budget by \$490,374. All required building maintenance programs continue. Details of ongoing maintenance are highlighted in the Operations report. In addition there have been operational savings as a result of more efficient scheduling of staff.

Accounts receivable as at November 30, 1999 were \$2,694,441 consisting mainly of \$972,288 due from the Royal Agricultural Winter Fair, of which \$652,799 were received by December 16, 1999. Deposits owing for future events totalled \$818,205 of which payments totalling \$628,003 were received in December against these future events. City Legal continues to assist in collection efforts with East Meets West.

## COMPONENTS OF DIRECT EXPENSE



## TELECOMMUNICATIONS

The Royal Winter Fair utilized The National Trade Centres Telecommunication services as the exclusive provider for all telephone and internet services. As opposed to previous years in which exhibitors as well as show management used Bell Canada in conjunction with the in house system, telecommunications provide circuits in doors as well as outside for all aspects of the event.

The telecommunications department also connected the Royal Winter Fair to the internet via our in house infrastructure and systems and have implemented an email server for "royalfair.org". This enhanced connectivity allows for greater communications between the fair staff and other services across the grounds and beyond.

# SERVO CANADA

## NOVEMBER 1999 FOOD AND BEVERAGE REPORT

### BUSINESS ACTIVITY

November started off with the Royal Agricultural Winter Fair, which went quite well. We operated concessions and restaurants in approximately the same capacity as last year. There were some concerns that will be addressed for next year such as, locations, competition and commissions paid to the Board.

The One of a Kind Christmas Craft Show started on November 25<sup>th</sup> and continues until December 5<sup>th</sup>. The show operated successfully with result that were comparable to the 1998 revenue.

Other events for the month of November included catered events for Covington Financial – A VIP Reception for 200 guests at the Better Living Centre in the Titanic Exhibit. The guests enjoyed food stations, butler-passed hors d'oeuvres and open bars.

Lever Ponds – This event was a lunch for 250 guests in the Queen Elizabeth Theatre Foyer and a meeting in the Fountain Dining Room. Service and quality of product was well accepted by the guests.

Molson Breweries Awards Dinner – This event took place in Heritage Court and was a reception and sit-down dinner for 350 guests. The event went smoothly and all guests were pleased with the food and service. The atmosphere was outstanding with lighting and other set-ups that helped to showcase Heritage Court as the great piece of catering space that it is.

CUPE Christmas Party – This event took place in and around the Coliseum and was a children's Christmas Party, including games and rides for 5,500 adults and children. Guests were pleased with the outcome of the event.

### NEW BUSINESS

Group	Date	Function	# People	Location
Toronto Zoo	December 7/99	Reception	30	Better Living Centre
J I E	December 12/99	Dance	1500	Heritage Court
Travelodge Hotel	December 16/99	Dinner	75	Fountain Dining Room
Chateau Travel	February 7/00	Dinner	75	Fountain Dining Room

# APPENDIX "A"

## THE NATIONAL TRADE CENTRE FINANCIAL STATEMENT HIGHLIGHTS AS AT NOVEMBER 30, 1999

	MONTH ACTUAL	MONTH BUDGET	VARIANCE	YTD ACTUAL	YTD BUDGET	VARIANCE
Number of Events	9	4	5	80	48	32
Direct Event Income [Note 2]	1,007,216.03	1,119,834.09	(112,618.06)	6,874,323.74	7,132,730.09	(258,406.35)
Ancillary Income	216,104.14	180,839.40	35,264.74	2,384,541.49	2,642,874.40	(258,332.91)
Advertising Income	41,069.00	47,918.00	(6,849.00)	183,982.24	257,636.00	(93,653.76)
CNE Recovery	(12,705.00)	-	(12,705.00)	373,082.38	435,000.00	(61,917.62)
<b>Total Event Income</b>	<b>1,251,684.17</b>	<b>1,348,591.49</b>	<b>(96,907.32)</b>	<b>9,795,929.85</b>	<b>10,468,240.49</b>	<b>(672,310.64)</b>
Direct Expenses	447,918.96	462,938.02	15,019.06	4,222,368.14	4,272,825.02	50,456.88
Indirect Expenses	336,969.42	363,774.22	26,804.80	3,764,169.40	4,204,086.22	439,916.82
<b>Total Event Expenses</b>	<b>784,888.38</b>	<b>826,712.24</b>	<b>41,823.86</b>	<b>7,986,537.54</b>	<b>8,476,911.24</b>	<b>490,373.70</b>
<b>NET INCOME (LOSS)</b>	<b>466,795.79</b>	<b>521,879.25</b>	<b>(55,083.46)</b>	<b>1,809,392.31</b>	<b>1,991,329.25</b>	<b>(181,936.94)</b>
<b>EX PLACE PARKING ESTIMATE</b>						
PARKING INCOME	430,252.29	424,192.00	6,060.29	2,812,426.59	3,062,317.00	(249,890.41)
PARKING EXPENSE	90,352.98	89,080.57	(1,272.41)	590,609.58	643,086.57	52,476.99
<b>NET PARKING</b>	<b>339,899.31</b>	<b>335,111.43</b>	<b>4,787.88</b>	<b>2,221,817.01</b>	<b>2,419,230.43</b>	<b>(197,413.42)</b>

NOTE: 1 Actuals include 12% markup paid to Exhibition Place on labour and materials. At November 30, 1999 the markup paid to Exhibition Place was a total of \$ 355,840.62 (\$ 286,490.00 expensed against direct event income and the balance of \$ 69,350.62 in direct expense)

NOTE: 2 Net income does not include \$36,000 of rental revenue produced and budgeted by NTC sales relating to the Neon Park and Drive event for use of parking lots. This revenue has been transferred to Exhibition Place.

# THE NATIONAL TRADE CENTRE EVENT STATISTICS

FOR THE MONTH OF NOVEMBER 1999

	MONTH		YTD
	ACTUAL	BUDGET	ACTUAL
Attendance [Note: 1]	417,300		1,565,887
EVENT	# OF PERFORMANCES		(IN THOUSANDS)
	ACTUAL	BUDGET	
Consumers Show	34	32	4,637
Trade Show	17	10	2,679
Concert	5	0	64
Photo/Film Shoot	3	0	27
Meeting/Corporate	21	6	328
	80	48	7,735
			8,624
			3.08
			8.98
			2.04
			12.76
			13.65

REFRESHMENT  
PER CAP'S  
ACTUAL [Note: 2]

Note: 1 Attendance estimates provided by Show Management.

Note: 2 Refreshment per cap's based on information reported by Servo Canada

Note: 3 Net event income includes rent and services, ancillary income includes catering and electrical commissions, parking is included at net.

**THE NATIONAL TRADE CENTRE**  
**BALANCE SHEET**  
AS AT NOVEMBER 30, 1999

**ASSETS**

**CURRENT ASSETS**

		<u>1999</u>	<u>1998</u>
* CASH		36,672.93	708,566.88
ADVANCE TO EX PLACE		250,000.00	250,000.00
TERM INVESTMENTS		3,350,000.00	2,850,000.00
AMERICAN EXPRESS		663.63	65,476.44
TRADE ACCOUNTS RECEIVABLE	2,694,440.68		
ALLOWANCE FOR DOUBTFUL ACCOUNTS	<u>(47,319.40)</u>		
NET ACCOUNTS RECEIVABLE		2,647,121.28	2,106,618.28
RECEIVABLE FROM EX PLACE		4,689.84	197,987.45
OTHER RECEIVABLE		94,010.73	252,767.91
PREPAID EXPENSES		<u>314,140.09</u>	<u>21,831.76</u>
<b>TOTAL CURRENT ASSETS</b>		6,697,298.50	6,453,248.72

**FIXED ASSETS**

EQUIPMENT - NET	147,705.00	
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**TOTAL ASSETS**

<u><u>6,845,003.50</u></u>	<u><u>6,453,248.72</u></u>
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**LIABILITIES & EQUITY**

**CURRENT LIABILITIES**

ACCRUED LIABILITIES	1,790,630.51		
PROVINCIAL & FEDERAL SALES TAX PAYABLE	140,711.46		
DEFERRED REVENUE	<u>3,104,269.22</u>	5,035,611.19	5,167,495.36

**EQUITY**

NET INCOME (LOSS) CURRENT		1,809,392.31	1,285,753.36
PRIOR YEAR SURPLUS	1,006,922.06	-	-
DISTRIBUTION TO EXHIBITION PLACE	<u>(1,006,922.06)</u>	-	-

<u><u>6,845,003.50</u></u>	<u><u>6,453,248.72</u></u>
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THE NATIONAL TRADE CENTRE  
FINANCIAL STATEMENT HIGHLIGHTS  
**STATEMENT OF CASH FLOW**  
FOR THE PERIOD ENDED NOVEMBER 30, 1999

	<u>MONTH</u>	<u>YTD</u>
<b>CASH FLOW FROM OPERATIONS</b>		
NET INCOME (LOSS)	466,795.79	1,809,392.31
ADD: DEPRECIATION & AMORTIZATION	-	-
<b>SOURCES (USES) OF CASH</b>		
TERM INVESTMENTS	-	(500,000.00)
ACCOUNTS RECEIVABLE - TRADE	(147,440.25)	(824,635.94)
RECEIVABLE FROM EX PLACE B.O.G	212.44	87,834.68
ACCOUNTS RECEIVABLE - OTHER	85,450.58	122,353.92
PREPAID EXPENSES	49,430.94	(255,986.57)
DEPOSITS AND OTHER ASSETS	(23,300.03)	(142,832.45)
ACCOUNTS PAYABLE & ACCRUED EXPENSES	(837,532.38)	364,841.78
OTHER PAYABLES	(54,973.70)	34,291.28
DEFERRED INCOME	112,079.61	102,167.43
ADVANCE DEPOSITS - Exhibition Place B.O.G	-	-
<b>NET CASH FROM OPERATIONS</b>	<u>(349,277.00)</u>	<u>797,426.44</u>
<b>OTHER SOURCES (USES) OF CASH</b>		
CAPITAL EXPENDITURES	-	-
PAYMENTS OF DEBT	-	-
DISTRIBUTION TO OWNERSHIP - Exhibition Place B.O.G.	-	(1,006,922.06)
<b>NET CASH FROM OTHER SOURCES</b>	-	<u>(1,006,922.06)</u>
<b>NET INCREASE (DECREASE) IN CASH</b>	(349,277.00)	(209,495.62)
<b>BEGINNING CASH BALANCE</b>	385,949.93	246,168.55
<b>ENDING CASH BALANCE</b>	<u>36,672.93</u>	<u>36,672.93</u>



THE NATIONAL TRADE CENTRE  
ACCOUNTS RECEIVABLE AGING

AS AT NOVEMBER 30, 1999

CUSTOMER NAME	AMOUNT OUTSTANDING	CURRENT	30 - 60 DAYS	61 - 90 DAYS	OVER 90 DAYS	COMMENTS
<b>COMPLETED EVENTS</b>						
ROYAL AGRICULTURAL WINTER FAIR	972,287.86	967,145.11			5,142.75	BUILDING RENT & SERVICES - ROYAL WINTER FAIR \$7,370.60 PYMT REC'D DEC. 9/99 & \$645,428.50 PYMT REC'D DEC. 15/99
BOARD OF GOVERNORS	125,801.99	76,764.77	49,037.22			EVENT FACILITY SERVICES, MOLSON INDY & CNE RELATED ITEMS
CANADIAN TIRE CORPORATION	94,389.80		94,389.80			EVENT SERVICES - CTC PRODUCT PARADE - EVENT SETTLEMENT FINALIZED
GES CANADA EXPOSITIONS	77,978.42	31,929.29	46,049.13			OFFICIAL SUPPLIER & SERVICES FOR VARIOUS SHOWS - SEPT / NOV. '99
MERCHANDISE MART ENTERPRISES (USA)	33,311.46			33,311.46		EVENT SERVICES - IDEXNEOCON SHOW - EVENT SETTLEMENT FINALIZED
EAST MEETS WEST PRODUCTIONS	25,020.99				25,020.99	ACCOUNT IN DISPUTE - LETTER SENT WITH RECOMMENDATION TO ACCEPT SETTLEMENT OFFER BEFORE COMMENCING PERSONAL LITIGATION IF OFFER REFUSED - RESERVE FOR BAD DEBT SET UP
CANADIAN NATIONAL SPORTSMEN'S SHOWS	19,732.61		19,732.61			EVENT SERVICES - SKI SHOW - PAID IN FULL ON DEC. 1/99
REED EXHIBITION COMPANIES	16,650.33	9,057.65	7,592.68			ADDITIONAL BUILDING RENT - MACHINE TOOL SHOW - OCT. '99
TORONTO HADASSAH-WIZO	16,280.60		16,280.60			EVENT SERVICES - HADASSAH BAZAAR - PAID IN FULL ON DEC. 6/99
AL MADON PRODUCTIONS	11,322.97			11,322.97		BUILDING RENTAL - SWING MAGIC - EVENT CANCELLED, COMPANY FILE FOR BANKRUPTCY CLAIM SUBMITTED TO BANKRUPTCY TRUSTEE
MERCHANDISE MART ENTERPRISES (CANADA)	10,228.03		90.62	10,137.41		EVENT SERVICES - IDEXNEOCON SHOW - EVENT SETTLEMENT FINALIZED
CUSTOMER ACCOUNTS - LESS THAN \$10,000	165,627.99	150,011.15	12,329.08	3,287.76		
<b>SUB-TOTAL</b>	<b>1,568,633.05</b>	<b>1,234,907.97</b>	<b>245,501.74</b>	<b>58,059.60</b>	<b>30,163.74</b>	
<b>FUTURE EVENTS</b>						
NATIONAL MARINE MANUFACTURERS ASSN.	234,388.85	234,388.85				BUILDING RENT - BOAT SHOW - JAN. 2000 - PAID IN FULL ON DEC. 3/99
CANADIAN NATIONAL SPORTSMEN'S SHOWS	133,724.37	133,724.37				BUILDING RENT - SPORTSMEN'S SHOW - MAR. 2000 - PAID IN FULL DEC. 10/99
SOUTHEX EXHIBITIONS INC.	89,118.35	89,118.35				BUILDING RENT - SPRING GIFT SHOW - FEB. 2000
CANADIAN RETAIL HARDWARE ASSN.	73,164.53	73,164.53				BUILDING RENT - HARDWARE SHOW - FEB. 2000 - PAID IN FULL DEC. 6/99
CANADIAN CRAFT SHOWS - FALL 1999	70,519.71			70,519.71		BUILDING RENT - ONE OF A KIND - CHRISTMAS 1999 - PAID IN FULL DEC. 1/99
SFX FAMILY ENTERTAINMENT	65,999.20	16,822.00	49,177.20			BUILDING RENT (30%) - TITANIC EXHIBITION - SEPT. 1999 / FEB. 2000 - PAID \$49,177.20
KELLY ALEXANDER COMMUNICATIONS	35,880.96	17,940.48	17,940.48			BUILDING RENT - SPEEDORAMA - JAN. 2000
CITY OF TORONTO ECONOMIC DEVELOPMENT	32,798.67				32,798.67	SECONDMENT OF J. KOPERWAS FOR EXHIBITION PLACE Y2K PROJECT
UMBRA LTD.	28,001.04	28,001.04				EVENT SERVICES ESTIMATES - UMBRA FACTORY SALE - PAID IN FULL DEC. 9/99
SOUTHEX EXHIBITIONS INC.	25,218.33	25,218.33				BUILDING RENT - METRO HOME SHOW - JAN. 2000 - REC'D \$22,583.15 ON DEC. 6/99
PHARMASAVE DRUGS (NATIONAL) LTD.	16,452.32	16,452.32				BUILDING RENT - PHARMASAVE BUYING SHOW - MAY 2000 - PAID IN FULL DEC. 1/99
NATIONAL SHOBIZ INC.	12,938.86	12,938.86				BUILDING RENT - NATIONAL BRIDAL SHOW - FEB. 2000
<b>SUB-TOTAL</b>	<b>818,205.19</b>	<b>647,769.13</b>	<b>67,117.68</b>	<b>70,519.71</b>	<b>32,798.67</b>	
<b>SPONSORSHIP</b>						
COCA-COLA BOTTLING LTD.	64,200.00	64,200.00				THIRD YEAR MARKETING FEE FOR EXCLUSIVE ADVERTISING RIGHTS
<b>SERVOMATION</b>						
SERVO CANADA	229,910.06	188,708.31	41,201.75			CATERING COMMISSIONS + VARIOUS SERVICES AND UTILITIES RECOVERY - PAYMENT CONTRACTUALLY DUE DEC. 25/99
<b>CNE</b>						
CANADIAN NATIONAL EXHIBITION ASSOCIATION	13,492.38		13,492.38			CNE OPERATIONAL COSTS
<b>TOTAL</b>	<b>2,694,440.68</b>	<b>2,135,585.41</b>	<b>367,313.55</b>	<b>128,579.31</b>	<b>62,962.41</b>	

100%

79%

14%

5%

2%

THE NATIONAL TRADE CENTRE  
**ACCOUNTS RECEIVABLE AGING**  
 ADDITIONAL INFORMATION ON A/R GREATER THAN 60 DAYS  
 AS AT OCTOBER 31, 1999

CUSTOMER NAME	AMOUNT OUTSTANDING	61 - 90 DAYS	OVER 90 DAYS	COMMENTS
CITY OF TORONTO ECONOMIC DEVELOPMENT DEPARTMENT	32,798.67		32,798.67	Secondment of John Koperwas for the Y2K Project for Exhibition Place for the period of August 1/99 - December 31/99
EAST MEETS WEST PRODUCTIONS	25,020.99		25,020.99	Feb 1998 event. Total billings \$ 100,020.99, payment received \$75,000. City Legal Department has written letter on our behalf to demand payment. Reserve for bad debt has been set up.
CANADIAN CRAFT SHOWS LTD.	70,519.71	70,519.71		Building rental balance for the Christmas One of a Kind Craft Show. Payment was remitted in full on December 1, 1999.
MERCHANDISE MART ENTERPRISES (USA)	33,311.46	33,311.46		Event services for the IDEX/Neocon show in September 1999.
MERCHANDISE MART ENTERPRISES (CANADA)	10,137.41	10,137.41		Event services for the IDEX/Neocon show in September 1999.
ROYAL AGRICULTURAL WINTER FAIR	5,142.75		5,142.75	Utilities charges due for the period of March - May 1999. Payment was remitted to Exhibition Place and will be credited to NTC A/R in December.
ALMADON PRODUCTIONS	11,322.97	11,322.97		Building rental fee for Swing Magic event. The event was cancelled and the company filed for bankruptcy. A claim has been submitted to the bankruptcy trustee.
CUSTOMER ACCOUNTS - LESS THAN \$10,000	3,287.76	3,287.76	-	Services for various 1999 shows. Collection attempts are in progress.
	191,541.72	128,579.31	62,962.41	