

# MANAGEMENT REPORT

FOR THE MONTH ENDING  
APRIL 30, 2000



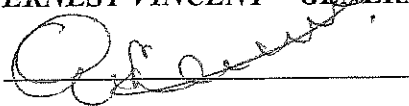
17 (6)

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* - GENERAL MANAGER - NTC

  
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## EXECUTIVE SUMMARY

During the month of April, O&Y/SMG Canada's Sales & Marketing team secured 6 new bookings for 2000. These include Canadian National Marsville, Ontario Healthcare Housekeepers Assoc. Meeting, ISO Meeting, Reggae Concert, Toronto Police Meeting and Greek Church.

The 2000 Spring National Home Show was very successful with attendance up 15%. DMG rented both the Inglis and Ontario Place parking lots for the show. Limited free parking at Ontario Place was promoted.

As part of O&Y/SMG Canada's quality assurance program, two consumer shows were independently surveyed in April. Exhibitors overwhelmingly (over 90%) described their experience at the NTC as either outstanding or good with over 97% indicating that they would recommend the NTC to other exhibitors.

The Facility Services department scheduled and executed extensive general maintenance during the month. This program is a required part of keeping the facility in optimum condition.

## SALES & MARKETING REPORT

O&Y/SMG Canada's Sales & Marketing team has secured 23 pieces of new business during the first quarter for 2000 in April. These include 2 consumer shows, 11 are corporate bookings and 10 are special events/film shoots.

### PUBLICITY

During the month of April, The NTC hosted The National Home Show, Postage Stamp Show, Creative Sewing & Needlework Festival. Event coverage for these events included articles and photographs printed in The Toronto Star and National Post as well as broadcasts on local media including CITY TV.

## EVENT SERVICES

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

| Consumer                                | Trade | Other                       |
|---|-------|-----------------------------|
| National Home Show                      |       | Peace Games                 |
| Toronto National Postage Stamp Show     |       | LIFE! Rave (EP)             |
| Creative Sewing and Needlework Festival |       | IHL Private Reception       |
| Old Clothing Show & Sale                |       | Glaxo Wellcome              |
|   |       | Polish Concert              |
|   |       | Khalsa Birthday Celebration |

Attendance was up 15% for The National Home Show. DMG Media (formerly Southex Exhibitions) rented both the Inglis and Ontario Place lots for the show with limited free parking at Ontario Place.

The O&Y/SMG Canada quality assurance survey was conducted for exhibitors of the National Home Show. Results will be compiled and included in next month's report to the Board. The InterMed Trade Show in May will also be surveyed.

Glaxo-Wellcome had a corporate reception for 2,700 people on April 29, 2000. The event featured major entertainment and extensive food services. The organisers have advised O&Y/SMG Canada that they were very happy with the facility and services and are hoping to return to the NTC in the future.

## **OPERATIONS REPORT**

The Utility Services Department has submitted requisition forms for materials, which will be installed in The National Trade Centre to upgrade the 600 volt 3 phase floor port system. This improvement to the building electrical infrastructure is vital to the delivery of electrical services for larger trade shows, and it will also reduce the show set up costs.

The Facility Services department scheduled and executed extensive general building maintenance required in keeping the facility in optimum condition. This included repairs to the Huffcore walls in Halls A, B, C and D.

Extensive painting and repairs of the roll up doors, man doors and the salons were a priority. Stringent cleaning projects is an integral part of daily maintenance including the re-finishing of the Galleria Terrazzo floor, pressure washing all exterior walkways, and cleaned windows on the south side of facility. We also completed an annual inspection of forklifts as per Occupational Health & Safety regulations.

First Aid training course dates have been confirmed for June 13th and June 20th to be held in Salon 102.

## **FINANCIAL REPORT**

Net Operating Income for the four months ended April 30, 2000 was \$2,186,728 compared to a budget of \$2,226,652, a variance of (\$39,924). Rental income is ahead of budget by \$38,388 at \$3,564,269. This favourable variance is offset by catering and concession commissions of \$882,533, negative to budget by (\$31,910). While the catered business has grown in 2000, earlier consumer shows did not achieve budgeted concession commissions. Direct operating expenses were higher than budget due primarily to the cost for Natural Gas, which was negative to budget (\$97,000). A review of the variance due to rate versus consumption continues. Increases in the rate are having a negative effect and consumption has increased. While budgeted advertising revenues are below budget by (\$45,571) this is offset by the expenses such as commissions and signage costs incurred against these revenues also being reduced by \$48,444.

Net operating income is \$16,940 higher when compared to the prior year, April 30, 1999, net operating income of \$2,169,787.

Accounts receivable at April 30, 2000 were \$1,321,918 consisting mainly of: 1) \$366,039 owed by Servo Canada contractually due on the 25<sup>th</sup> of the following month; 2) show services for the National Home Show of \$240,259 3) \$198,145 owed as deposits for future events, of which \$100,923 was collected by May 8, 2000; 4) \$117,700 owed by Molson's for sponsorship in the NTC and paid on May 5, 2000.

Included in Appendix "A" is a forecast to year-end. Overall the forecast is that the 2000 budget will be achieved. While the gas utility variance (due to increased rate and consumption) will be an issue, it is projected that it will be reduced by efficiencies in other areas

## TELECOMMUNICATIONS

Telecommunications infrastructure upgrades of the Automotive building were completed in April. This will allow for increased efficiency in serving customers within that location. These upgrades included a new cable distribution system, which enables connections to be made to Exhibitor booths from short distribution points.

John S Koperwas will be attending the HiTec 2000 Hospitality Industry Technology Exposition and Conference in Dallas Texas on June 20th-22nd of 2000. This event is the largest and most comprehensive showcase of hospitality technology in the world. This event will showcase hospitality technology from point-of-sale systems, through to telecom and central reservation systems.

## SERVO CANADA

Catering and Retail Sales performed well for the month of April. Servo supplied service to the Spring One of a Kind Craft Show, The National Home Show, Creative Sewing, The National Postage Stamp Show, and the Liquid Groove Rave at the Better Living Centre.

On April 29, a dinner was hosted for the pharmaceutical firm Glaxo Wellecome, where over 2800 guests enjoyed a wonderful four course dinner. Following dinner, Cirque de Soleil, Jann Arden, and Colin James stunned guests with sensational performances. Our client, Mosaic Group and their client, Glaxo Wellecome was extremely pleased with our seamless efforts and we have since received a wonderful thank you letter and an invitation to lunch.

With successful events of this calibre, The National Trade Centre is developing a reputation as the special event facility of Toronto.

The month of April also saw the addition of Karen Gilmore as Catering Sales Manager In addition to many years experience in the food and beverage industry, for the past three (3) years Karen worked at Freeman Decorating in the position of Exhibitor Services Representative. Karen's strong organizational skills, attention to detail, high service standards and industry knowledge & connections will be of great benefit to The National Trade Centre. Aleksander Milovanovic as Banquet Supervisor to strengthen our existing team. Aleks is a graduate of Ryerson Technical University with a Bachelor of Science, Food Nutrition. For the past two years Aleks has worked at the Sky Dome Hotel as Food and Beverage Analyst/Purchasing Manager. Aleks offers a great deal of food and beverage knowledge and looks forward to the challenge of large scale catering at The National Trade Centre.



# FINANCIAL REPORTS

## APPENDIX "A"

**THE NATIONAL TRADE CENTRE  
FINANCIAL STATEMENT HIGHLIGHTS  
APRIL 2000 and YEAR TO DATE**

|                                  | MONTH<br>ACTUAL     | MONTH<br>BUDGET     | VARIANCE           | YTD<br>ACTUAL       | YTD<br>BUDGET       | VARIANCE           |
|----------------------------------|---------------------|---------------------|--------------------|---------------------|---------------------|--------------------|
| Number of Events                 | 5                   | 4                   | 1                  | 35                  | 23                  | 12                 |
| Direct Event Income              | 1,089,920.12        | 1,186,301.00        | (96,380.88)        | 3,872,047.15        | 3,846,841.00        | 25,206.15          |
| Ancillary Income                 | 462,640.22          | 448,851.00          | 13,789.22          | 1,572,335.78        | 1,596,296.00        | (23,960.22)        |
| Advertising Income               | 25,881.27           | 36,901.00           | (11,019.73)        | 101,828.27          | 98,955.00           | 2,873.27           |
| CNE Recovery                     | -                   | -                   | -                  | -                   | -                   | -                  |
| <b>Total Event Income</b>        | <b>1,578,441.61</b> | <b>1,672,053.00</b> | <b>(93,611.39)</b> | <b>5,546,211.20</b> | <b>5,542,092.00</b> | <b>4,119.20</b>    |
| Direct Expenses                  | 468,527.43          | 452,372.00          | (16,155.43)        | 2,068,932.09        | 1,952,845.00        | (116,087.09)       |
| Indirect Expenses                | 318,020.53          | 342,851.00          | 24,830.47          | 1,290,550.82        | 1,362,595.00        | 72,044.18          |
| <b>Total Event Expenses</b>      | <b>786,547.96</b>   | <b>795,223.00</b>   | <b>8,675.04</b>    | <b>3,359,482.91</b> | <b>3,315,440.00</b> | <b>(44,042.91)</b> |
| <b>NET INCOME (LOSS)</b>         | <b>791,893.65</b>   | <b>876,830.00</b>   | <b>(84,936.35)</b> | <b>2,186,728.29</b> | <b>2,226,652.00</b> | <b>(39,923.71)</b> |
| <b>EX PLACE PARKING ESTIMATE</b> |                     |                     |                    |                     |                     |                    |
| PARKING INCOME                   | 533,249.43          | 567,633.00          | (34,383.57)        | 1,653,885.42        | 1,739,060.00        | (85,174.58)        |
| PARKING EXPENSE                  | 111,982.38          | 119,202.60          | 7,220.22           | 347,315.94          | 365,202.60          | 17,886.66          |
| <b>NET PARKING</b>               | <b>421,267.05</b>   | <b>448,430.40</b>   | <b>(27,163.35)</b> | <b>1,306,569.48</b> | <b>1,373,857.40</b> | <b>(67,287.92)</b> |

NOTE: 1 Actuals include 12% markup paid to Exhibition Place on labour and materials. At April 30, 2000 the markup paid to Exhibition Place was a total of \$ 205,532.27 (\$ 173,233.12 expensed against direct event income and the balance of \$ 32,299.15 in direct expense)

**THE NATIONAL TRADE CENTRE  
FINANCIAL STATEMENT HIGHLIGHTS  
AS AT APRIL 30, 2000 with COMPARISON TO 1999**

|                                  | 1999<br>YTD APRIL<br>ACTUAL | 2000<br>YTD<br>ACTUAL | 2000<br>YTD<br>BUDGET | 2000<br>VARIANCE    | VARIANCE TO<br>YTD APRIL 1999<br>ACTUAL | %              |
|----------------------------------|-----------------------------|-----------------------|-----------------------|---------------------|---|----------------|
| Number of Events                 | 34                          | 35                    | 23                    | 12                  | 1                                       | 2.9%           |
| Direct Event Income              | 3,821,891.17                | 3,872,047.15          | 3,846,841.00          | 25,206.15           | 50,155.98                               | 1.3%           |
| Ancillary Income                 | 1,432,571.10                | 1,572,335.78          | 1,596,296.00          | (23,960.22)         | 139,764.68                              | 9.8%           |
| Advertising Income               | 76,746.25                   | 101,828.27            | 98,955.00             | 2,873.27            | 25,082.02                               | 32.7%          |
| CNE Recovery                     | -                           | -                     | -                     | -                   | -                                       | 0.0%           |
| <b>Total Event Income</b>        | <b>5,331,208.52</b>         | <b>5,546,211.20</b>   | <b>5,542,092.00</b>   | <b>4,119.20</b>     | <b>215,002.68</b>                       | <b>4.0%</b>    |
| Direct Expenses                  | 1,800,115.37                | 2,068,932.09          | 1,952,845.00          | (116,087.09)        | (268,816.72)                            | (14.9%)        |
| Indirect Expenses                | 1,361,305.30                | 1,290,550.82          | 1,362,595.00          | 72,044.18           | 70,754.48                               | 5.2%           |
| <b>Total Event Expenses</b>      | <b>3,161,420.67</b>         | <b>3,359,482.91</b>   | <b>3,315,440.00</b>   | <b>(44,042.91)</b>  | <b>(198,062.24)</b>                     | <b>(6.3%)</b>  |
| <b>NET INCOME (LOSS)</b>         | <b>2,169,787.85</b>         | <b>2,186,728.29</b>   | <b>2,226,652.00</b>   | <b>(39,923.71)</b>  | <b>16,940.44</b>                        | <b>0.8%</b>    |
| <b>EX PLACE PARKING ESTIMATE</b> |                             |                       |                       |                     |   |                |
| PARKING INCOME                   | 1,917,186.42                | 1,653,885.42          | 1,739,060.00          | (85,174.58)         | (263,301.00)                            | (13.7%)        |
| PARKING EXPENSE                  | 402,609.15                  | 347,315.94            | 365,202.60            | 17,886.66           | 55,293.21                               | 13.7%          |
| <b>NET PARKING</b>               | <b>1,514,577.27</b>         | <b>1,306,569.48</b>   | <b>1,373,857.40</b>   | <b>(103,061.24)</b> | <b>(208,007.79)</b>                     | <b>(13.7%)</b> |

Actuals include 12% markup paid to Exhibition Place on labour & materials. At April 30, 2000 the markup paid to Exhibition Place was a total of \$ 205,532.27 (\$ 173,233.12 expensed against direct event income and the balance of \$ 32,299.15 in direct expense)

NOTE: 1



**THE NATIONAL TRADE CENTRE  
EVENT STATISTICS**

FOR THE MONTH OF APRIL 2000

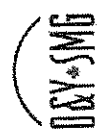
|                      |                         |                       |
|----------------------|-------------------------|-----------------------|
|                      | <u>MONTH<br/>ACTUAL</u> | <u>YTD<br/>ACTUAL</u> |
| Attendance [Note: 1] | 272,912                 | 814,872               |

| EVENT             | (IN THOUSANDS)    |           |                             |              | REFRESHMENT<br>PER CAP'S<br>ACTUAL [Note: 2] |
|-------------------|-------------------|-----------|-----------------------------|--------------|--|
|                   | # OF PERFORMANCES |           | NET EVENT INCOME [ Note: 3] |              |  |
|                   | ACTUAL            | BUDGET    | ACTUAL                      | BUDGET       |  |
| Consumers Show    | 19                | 15        | 3,290                       | 3,607        | 3.46   |
| Trade Show        | 4                 | 3         | 960                         | 955          | 11.50  |
| Concert           | 0                 | 0         | 4                           | -            | -  |
| Photo/Film Shoot  | 1                 | 0         | 1                           | -            | -  |
| Meeting/Corporate | 11                | 5         | 399                         | 120          | 56.04  |
|                   | <u>35</u>         | <u>23</u> | <u>4,654</u>                | <u>4,682</u> |  |

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 APRIL 30, 2000

|  | 2000                | 1999                |
|--|---------------------|---------------------|
| <b>ASSETS</b>                          |                     |                     |
| <b>CURRENT ASSETS</b>                  |                     |                     |
| CASH                                   | 622,839.35          | 224,748.76          |
| ADVANCE TO EX PLACE                    | 250,000.00          | 250,000.00          |
| TERM INVESTMENTS                       | 2,950,000.00        | 3,050,000.00        |
| AMERICAN EXPRESS                       | 36,786.34           | 8,865.89            |
| TRADE ACCOUNTS RECEIVABLE              | 1,321,918.21        |                     |
| ALLOWANCE FOR DOUBTFUL ACCOUNTS        | (59,972.46)         |                     |
| NET ACCOUNTS RECEIVABLE                | 1,261,945.75        | 1,268,245.08        |
| RECEIVABLE FROM EX PLACE               | 6,552.45            | 93,655.31           |
| OTHER RECEIVABLE                       | 34,564.70           | 187,725.84          |
| PREPAID EXPENSES                       | 132,335.13          | 88,405.84           |
| <b>TOTAL CURRENT ASSETS</b>            | <b>5,295,023.72</b> | <b>5,171,646.70</b> |
| <b>FIXED ASSETS</b>                    |                     |                     |
| EQUIPMENT - NET                        | 164,855.47          |                     |
| <b>TOTAL ASSETS</b>                    | <b>5,459,879.19</b> | <b>5,171,646.70</b> |
| <b>LIABILITIES &amp; EQUITY</b>        |                     |                     |
| <b>CURRENT LIABILITIES</b>             |                     |                     |
| ACCRUED LIABILITIES                    | 1,626,519.90        |                     |
| PROVINCIAL & FEDERAL SALES TAX PAYABLE | 109,090.51          |                     |
| DEFERRED REVENUE                       | 1,537,540.49        |                     |
|  | <b>3,273,150.90</b> | <b>3,001,852.85</b> |
| <b>EQUITY</b>                          |                     |                     |
| NET INCOME (LOSS) CURRENT              | 2,186,728.29        | 2,168,793.85        |
| PRIOR YEAR SURPLUS                     | 1,883,224.00        |                     |
| DISTRIBUTION TO EXHIBITION PLACE       | (4,883,224.00)      |                     |
|  | <b>5,459,879.19</b> | <b>5,171,646.70</b> |



THE NATIONAL TRADE CENTRE  
 FINANCIAL STATEMENT HIGHLIGHTS  
**STATEMENT OF CASH FLOW**  
 FOR THE PERIOD ENDED APRIL 30, 2000

|   | MONTH               | YTD                   |
|---|---------------------|-----------------------|
| <b>CASH FLOW FROM OPERATIONS</b>                    |                     |                       |
| NET INCOME (LOSS)                                   | 791,893.65          | 2,186,728.29          |
| ADD: DEPRECIATION & AMORTIZATION                    |                     |                       |
| <b>SOURCES (USES) OF CASH</b>                       |                     |                       |
| TERM INVESTMENTS                                    |                     | 900,000.00            |
| ACCOUNTS RECEIVABLE - TRADE                         | (449,831.37)        | 497,504.48            |
| RECEIVABLE FROM EX PLACE B.O.G                      | (6,032.45)          | 34,561.94             |
| ACCOUNTS RECEIVABLE - OTHER                         | 253,574.82          | 201,349.72            |
| PREPAID EXPENSES                                    | (24,665.23)         | (10,421.65)           |
| DEPOSITS AND OTHER ASSETS                           | (31,321.22)         | (20,941.66)           |
| ACCOUNTS PAYABLE & ACCRUED EXPENSES                 | 11,700.67           | 72,388.33             |
| OTHER PAYABLES                                      | (2,232.35)          | (18,967.70)           |
| DEFERRED INCOME                                     | (811,467.44)        | (1,668,841.63)        |
| ADVANCE DEPOSITS - Exhibition Place B.O.G           |                     |                       |
| <b>NET CASH FROM OPERATIONS</b>                     | <b>(268,380.92)</b> | <b>2,173,360.12</b>   |
| <b>OTHER SOURCES (USES) OF CASH</b>                 |                     |                       |
| CAPITAL EXPENDITURES                                |                     |                       |
| PAYMENTS OF DEBT                                    |                     | (1,883,223.61)        |
| DISTRIBUTION TO OWNERSHIP - Exhibition Place B.O.G. |                     |                       |
| <b>NET CASH FROM OTHER SOURCES</b>                  |                     | <b>(1,883,223.61)</b> |
| <b>NET INCREASE (DECREASE) IN CASH</b>              | <b>(268,380.92)</b> | <b>290,136.51</b>     |
| <b>BEGINNING CASH BALANCE</b>                       | <b>891,220.27</b>   | <b>332,702.84</b>     |
| <b>ENDING CASH BALANCE</b>                          | <b>622,839.35</b>   | <b>622,839.35</b>     |

THE NATIONAL TRADE CENTRE  
**ACCOUNTS RECEIVABLE AGING**

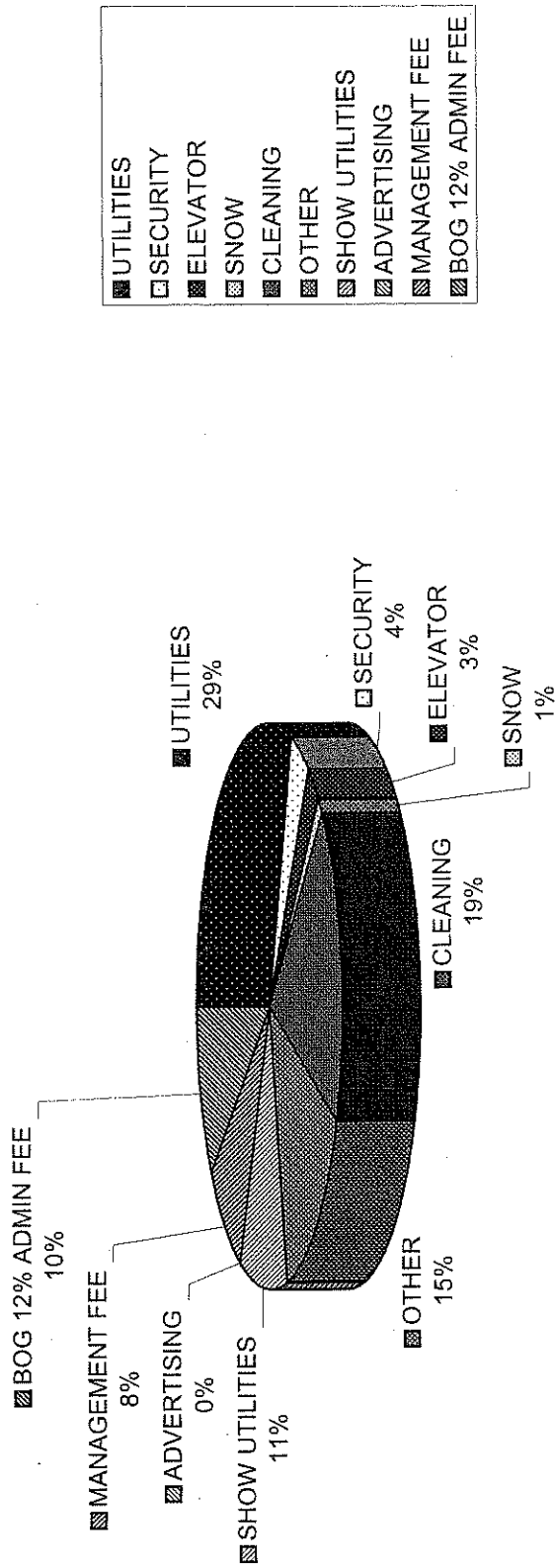
AS AT APRIL 30, 2000

| CUSTOMER NAME                          | AMOUNT<br>OUTSTANDING | CURRENT             | 30 - 60<br>DAYS  | 61 - 90<br>DAYS  | OVER 90<br>DAYS  | COMMENTS  |
|--|-----------------------|---------------------|------------------|------------------|------------------|---|
| <b>COMPLETED EVENTS</b>                |                       |                     |                  |                  |                  |   |
| DMG WORLD MEDIA (CANADA) / SOUTHEX     | 240,258.54            | 240,258.54          |                  |                  |                  | EVENT SERVICES - NATIONAL HOME SHOW   |
| CDN. NATIONAL SPORTSMEN'S SHOWS        | 59,630.93             | 59,630.93           |                  |                  |                  | EVENT SERVICES - TORONTO SPORTSMEN'S SHOW   |
| CANADIAN CRAFT SHOWS LTD.              | 58,181.78             | 58,181.78           |                  |                  |                  | EVENT SERVICES - SPRING ONE OF A KIND CRAFT SHOW  |
| INTERNATIONAL SHOWCASE ASSOCIATES      | 29,819.88             | 29,819.88           |                  |                  |                  | EVENT SERVICES - CREATIVE SEWING & NEEDLEWORK FESTIVAL  |
| NATIONAL MARINE MANUFACTURERS ASSOC.   | 27,824.08             | 27,824.08           |                  |                  |                  | PAID IN FULL MAY 16/00  |
| 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 TAKEN |
| GEORGE P. JOHNSON COMPANY              | 13,615.91             | 13,615.91           |                  |                  |                  | PAID IN FULL MAY 3/00   |
| ROYAL AGRICULTURAL WINTER FAIR         | 11,998.33             | 2,697.09            | 7,200.82         | 2,100.42         |                  | INTEREST REVENUE LOST RE: 1989 RAWF + LONG DISTANCE FOR 2000  |
| AL MAIDON PRODUCTIONS                  | 11,322.97             |                     |                  |                  | 11,322.97        | BUILDING RENTAL - SWING MAGIC - EVENT CANCELLED, COMPANY FILE FOR BANKRUPTCY CLAIM SUBMITTED TO BANKRUPTCY TRUSTEE  |
| WORDEN WATSON LTD.                     | 10,522.02             | 10,522.02           |                  |                  |                  | VARIOUS SERVICES PROVIDED FOR THE NATIONAL HOME SHOW  |
| CUSTOMER ACCOUNTS - LESS THAN \$10,000 | 106,304.69            | 89,227.96           | 8,346.07         | 10,730.66        |                  |   |
| <b>SUB-TOTAL</b>                       | <b>596,600.12</b>     | <b>490,338.20</b>   | <b>29,162.80</b> | <b>40,655.16</b> | <b>36,343.96</b> |   |
| <b>FUTURE EVENTS</b>                   |                       |                     |                  |                  |                  |   |
| MPE INTERNATIONAL INC.                 | 66,130.85             | 66,130.85           |                  |                  |                  | BUILDING RENT - INTERMED 2000 - MAY 2000  |
| CHRISTIAN EXPO                         | 31,552.56             | 31,552.56           |                  |                  |                  | PAID IN FULL MAY 1/00   |
| DMG WORLD MEDIA (CANADA) / SOUTHEX     | 31,352.07             | 31,352.07           |                  |                  |                  | BUILDING RENT - FALL HOME SHOW - SEPT. 2000   |
| PHARMASAVE DRUGS (NATIONAL) LTD.       | 23,511.26             | 23,511.26           |                  |                  |                  | PAID IN FULL MAY 3/00   |
| MOONGLOW PRODUCTIONS                   | 17,208.78             |                     |                  |                  | 17,208.78        | BUILDING RENT - MAIDEN MOTHER SHOW - MAR. 2000 - EVENT CANCELLED - LETTER SENT REQUESTING FULL PYMT BY MAR. 24, 2000 OTHERWISE LEGAL ACTION WILL BE TAKEN           |
| JUNIOR ACHIEVEMENT OF TORONTO          | 14,860.68             | 14,860.68           |                  |                  |                  | PAID IN FULL MAY 1/00   |
| FREE LAND MARKETING INC.               | 13,528.81             | 13,528.81           |                  |                  |                  | BUILDING RENT - EVERYTHING ABOUT SEX SHOW - OCT. 2000   |
| <b>SUB-TOTAL</b>                       | <b>198,145.01</b>     | <b>149,584.16</b>   | <b>31,352.07</b> |                  | <b>17,208.78</b> |   |
| <b>SPONSORSHIP</b>                     |                       |                     |                  |                  |                  |   |
| MOLSTAR INC.                           | 117,700.00            | 117,700.00          |                  |                  |                  | PAID IN FULL MAY 5/00   |
| NESTLE CANADA INC.                     | 16,050.00             |                     |                  |                  | 16,050.00        | 3RD YEAR OF SPONSORSHIP AS OFFICIAL COFFEE SUPPLIER   |
| SIGNATURE RESTAURANT SYSTEMS           | 10,593.00             | 10,593.00           |                  |                  |                  | ADVERTISING RIGHTS FOR THE PERIOD OF APR.30/2000-APR.29/2001  |
| <b>SUB-TOTAL</b>                       | <b>144,343.00</b>     | <b>117,700.00</b>   | <b>10,593.00</b> |                  | <b>16,050.00</b> |   |
| <b>SERVOMATION</b>                     |                       |                     |                  |                  |                  |   |
| SERVO CANADA                           | 366,036.67            | 347,549.52          | 18,489.15        |                  |                  | CATERING COMMISSIONS FOR APRIL CONTRACTUALLY DUE MAY 26TH.  |
| <b>BOARD OF GOVERNORS</b>              |                       |                     |                  |                  |                  |   |
| BOARD OF GOVERNORS                     | 16,891.41             | 16,891.41           |                  |                  |                  |   |
| <b>TOTAL</b>                           | <b>1,321,918.21</b>   | <b>1,122,063.29</b> | <b>89,597.02</b> | <b>40,655.16</b> | <b>69,602.74</b> |   |
|  | 100%                  | 85%                 | 7%               | 3%               | 5%               |   |

THE NATIONAL TRADE CENTRE  
**ACCOUNTS RECEIVABLE AGING**  
 ADDITIONAL INFORMATION ON A/R GREATER THAN 60 DAYS  
 AS AT APRIL 30, 2000

| CUSTOMER NAME                          | AMOUNT<br>OUTSTANDING | 61 - 90<br>DAYS | OVER 90<br>DAYS | COMMENTS   |
|--|-----------------------|-----------------|-----------------|--|
| NATIONAL MARINE MANUFACTURERS ASSN.    | 27,824.08             | 27,824.08       |                 | PAID IN FULL MAY 16/00   |
| 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. |
| MOONGLOW PRODUCTIONS                   | 17,208.78             |                 | 17,208.78       | Building rent for the Maiden Mother Crone event. Event has been  |
| NESTLE CANADA INC.                     | 16,050.00             |                 | 16,050.00       | 3rd year of sponsorship as official coffee supplier to the N.T.C.  |
| 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 | 12,831.08             | 12,831.08       | -               | Services for various shows. Collection attempts are in progress.   |
|  | 110,257.90            | 40,655.16       | 69,602.74       |  |

**COMPONENTS OF DIRECT EXPENSE**



THE NATIONAL TRADE CENTRE

**BUDGET AND FORECAST INFORMATION - AS AT APRIL 2000**

|                                     | [ IN THOUSANDS ] |               |             |
|-------------------------------------|------------------|---------------|-------------|
|                                     | BUDGET           | FORECAST      | VARIANCE    |
| <b>DIRECT EVENT INCOME</b>          |                  |               |             |
| RENTAL                              | 6,975            | 6,975         | (0)         |
| SHOW SERVICES - NET                 | 526              | 526           | 0           |
|                                     | <u>7,501</u>     | <u>7,501</u>  | <u>(0)</u>  |
| <b>ANCILLARY INCOME</b>             |                  |               |             |
| CATERING/CONCESSIONS                | 1,563            | 1,563         | (0)         |
| ELECTRICAL SERVICES - NET           | 1,070            | 1,020         | (50)        |
| TELECOMMUNICATIONS                  | 386              | 390           | 4           |
| OFFICIAL SUPPLIER & BUSINESS CENTRE | 100              | 100           | (0)         |
|                                     | <u>3,120</u>     | <u>3,073</u>  | <u>(47)</u> |
|                                     | <u>10,621</u>    | <u>10,574</u> | <u>(47)</u> |
| <b>TOTAL EVENT INCOME</b>           |                  |               |             |
| <b>OTHER INCOME</b>                 |                  |               |             |
| ADVERTISING - NET                   | 299              | 299           | 0           |
| OTHER INCOME                        | 152              | 191           | 39          |
|                                     | <u>450</u>       | <u>490</u>    | <u>40</u>   |
|                                     | <u>11,071</u>    | <u>11,064</u> | <u>(7)</u>  |
| <b>DIRECT/INDIRECT EXPENSES</b>     |                  |               |             |
| DIRECT OPERATING COSTS              | 4,340            | 4,407         | (67)        |
| OPERATIONS                          | 668              | 642           | 26          |
| MARKETING                           | 843              | 832           | 11          |
| FINANCE                             | 753              | 723           | 30          |
| DEPRECIATION - EQUIPMENT            | -                | 49            | (49)        |
| EVENT SERVICES                      | 968              | 962           | 6           |
| EXECUTIVE                           | 508              | 478           | 29          |
| DIRECT SHOW COSTS                   | 483              | 483           | 0           |
| MANAGEMENT FEE                      | 567              | 551           | 16          |
| TELECOMMUNICATIONS                  | 338              | 338           | 0           |
|                                     | <u>9,469</u>     | <u>9,466</u>  | <u>3</u>    |
| <b>RECOVERY OF COSTS</b>            |                  |               |             |
| EX PLACE - TELECOM REMITTANCE       | (69)             | (69)          | -           |
| CNE - ANNUAL EXHIBITION             | 395              | 395           | -           |
| SERVOMATION - UTILITIES/CLEANING    | 69               | 73            | 3           |
| EX PLACE - EVENT/EXHIBITOR SERVICES | .76              | .77           | 1           |
|                                     | <u>471</u>       | <u>475</u>    | <u>4</u>    |
| <b>NET INCOME (LOSS)</b>            | <u>2,073</u>     | <u>2,073</u>  | <u>(0)</u>  |

NOTE: Actual and Budget figures include 12% markup on labor and materials from Exhibition Place of \$438,000 and \$433,004 respectively.

