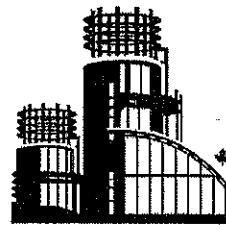


# MANAGEMENT REPORT

9



THE NATIONAL  
TRADE CENTRE

at  
EXHIBITION  
PLACE

FOR THE MONTH ENDING  
JUNE 30, 2000

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

# EXECUTIVE SUMMARY

## ***50 Events Hosted during the Second Quarter***

In the second quarter alone, The National Trade Centre hosted 50 events, which extended our show-season to the end of June. O&Y/SMG Canada's sales team secured 6 new bookings for June 2000: Great Canadian Drive-In, USA Today Film Shoot, Instill Productions Photo Shoot, D2K Film Shoot, 7<sup>th</sup> Day Adventists Chaplain Association Meeting and a Toronto Star Photo Shoot.

## ***Increased attendance at Consumer Shows:***

The period from April to June 2000 at the National Trade Centre saw an increase in attendance for consumer shows. In May and June The National Trade Centre accommodated numerous speciality events such as the Glaxo Wellcome Corporate Event, Oracle/iDevelop 2000 and Mount Sinai Dinner. Irwin Toys held their Annual General Meeting in the QE Exhibit Hall and Theatre. Film shoots for USA Today and Credit Suisse/First Boston was also staged in The National Trade Centre Galleria.

## ***NTC's Internet Capability in Demand:***

High technology events utilizing Internet and high-speed networking continue to increase in frequency. Examples include PharmaPlus which utilized a network of over 300 computers and Oracle who recently displayed some of it's newest data bases e-commerce solutions at The National Trade Centre. Oracle Corporation is one of the largest suppliers of data base systems for Internet companies and is a key player in today's high speed Internet revolution.

## ***Quality Assurance Program a Success:***

The O&Y SMG Canada Customer Quality Assurance Program continued in the second quarter with emphasis placed on both employee training and independent surveys of exhibitors at The National Trade Centre. A comprehensive report will be presented to the Board at the July meeting.

## ***Staff Training:***

During the month of June 22 members of The National Trade Centre attended an Emergency 1<sup>st</sup> Aid/CPR Training Course.

## ***World-Class Facility Standards being maintained:***

In order to maintain the facility at world class standards extensive painting and cleaning was completed in June and into the month of July. Scheduled and unscheduled maintenance is presently tracked on the Angus Maintenance Management Program, which will provide a history of repairs, and cost breakdown for future maintenance.

## ***Media***

During the month of June, The National Trade Centre received on-site media coverage by CITY-TV, which was broadcast on the evening news. The NTC was also named as the "best-dressed" centres in the world in the June issue of Expo Magazine. Tradeshow Week mentioned the NTC in their article on Canadian Facilities

## ***Financial Results:***

O&Y SMG Canada is pleased to report that the net operating income for the six months ended June 30, 2000 was \$1,761,364 an improvement of \$133,280 on a year over year comparison.

# SALES & MARKETING REPORT,

## SECOND QUARTER REPORT

In the second quarter alone, The National Trade Centre was buzzing with activity, hosting 50 events, which extended our show-season to the end of June.

During the month of June, The National Trade Centre hosted the "Hope for Today" Seventh Day Adventists Church Ontario Conference, AIMR Exams, Unity 2000, Oracle iDevelop, USA Today Film Shoot, Instill Productions Photo Shoot, D2K Film Shoot and Toronto Star Photo Shoot.

During the second quarter we experienced a highly successful National Home Show, who increased their attendance by 15% over last year; and a new client booking which included a month-long occupancy of the Coliseum building by the Seventh Day Adventists. We hosted the Annual General Meeting of Irwin Toy company, whose unique Junior Partner Shareholder meeting involved an interactive toy-experience as part of the AGM.

O&Y/SMG Canada's sales and marketing initiatives include a focus on the hi-tech capabilities of The National Trade Centre. The results of our efforts were exemplified in the Pharmasave vendor tradeshow, which incorporated over 400-networked computers; and the ZD Events tradeshow booking for Oracle iDevelop. O&Y/SMG Canada had been actively pursuing ZD Events, a leading US-based hi-tech tradeshow organizer, for over 18 months – and we were pleased to successfully execute the Oracle computer software show during this quarter.

## JUNE SALES ACTIVITY

During the month of June, the Sales & Marketing Department secured 6 new bookings for 2000: Great Canadian Drive-In, USA Today Film Shoot, Instill Productions Photo Shoot, D2K Film Shoot, 7<sup>th</sup> Day Adventists Chaplain Association Meeting and a Toronto Star Photo Shoot. Of the 34 pieces of new business contracted during the first and second quarter for 2000, 3 are consumer shows, 15 are corporate bookings and 16 are special events/film shoots.

BOOKING STATUS FOR EVENTS	2 <sup>nd</sup> QUARTER ACTIVITY	CONTRACTED 2000 BUSINESS
Contracted in 2000	34	
Contracted in 1999	11	
Contracted in 1998	1	Total: 46

### Results of June Business Travel:

As noted in the May management report, the Director of Sales & Marketing and Regional Sales Director, US attended the IAEM (International Association of Exhibition Management) mid-year meeting, where they met with prospective US tradeshow organizers and were invited to participate in an international industry focus group session initiated by IAEM. As a result of the IAEM meeting, O&Y/SMG Canada is now working with 2 new US organizers for potential tradeshow business.

The Director of Sales & Marketing attended the UFI (Union des Foires Internationales) summer session conference in mid-June. Our participation established Toronto's National Trade Centre among the world's most prestigious exhibition hall owners and organizers – with over 240 people from over 70 countries in attendance. Laura Purdy joined Mr. Ernest Vincent, Chairman Joe Pantalone and Ms. Dianne Young and Mr. Bruce Graham (City of Toronto EDD) at the conference. The conference provided the forum for NTC's continued discussions with UK and German Tradeshows organizers, and the opportunity to introduce Chairman Pantalone to the President of UFI. The National Trade Centre has made a formal membership application to become the first Canadian hall owner-member of UFI – the results of our application will be announced in the last quarter of 2000.

#### Upcoming Business Travel:

In July, Susan Richardson, Regional Sales Director, U.S. will be attending the MPI (Meeting Planners International) World Education Conference in Los Angeles to develop sales leads with U.S. hi-tech corporate organizations.

At the end of July, Barbara Outschoorn, Sr. Sales Manager-Canada, will be attending the C.S.A.E. (Canadian Society of Association Executives) Annual Meeting in Toronto to promote The National Trade Centre to Canadian event planners.

#### **PUBLICITY**

The Mount Sinai Gala (event booked by Servo Canada) held on June 15<sup>th</sup> received on-site media coverage by CITYTV which was broadcast on the evening news.

The June 2000 issue of Expo Magazine names The NTC as one of the “best-dressed” centres in the world and features a photo of the brick façade marking the entrance to the Coliseum from Heritage Court.

The June 19, 2000 issue of Tradeshows Week contains an article on Canadian facilities. The National Trade Centre is mentioned under the Toronto section of the report.

# EVENT SERVICES

## EVENT FACILITY SERVICES MANAGEMENT REPORT FOR JUNE 2000

During the second quarter of 2000, 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
Creative Sewing and Needlework Festival		IHL Private Reception
Old Clothing Show & Sale		Glaxo Wellcome
		Polish Concert
		Khalsa Birthday Celebrations
Christian Expo 2000	Can Clean	City of Toronto Human Resources Meeting
Henderson Hoe Down	Pharmasave Buying Show 2000	Strut Fest 2000
Good Food Festival	Intermed	OHHA Meeting
Reggae Concert		ISO Cleaning Solutions Inc. Meeting
Canadian National Marsville		City of Toronto Public Auction
		Credit Suisse/First Boston Film Shoot
People in Motion	Oracle/iDevelop 2000	AIMR Chartered Financial analyst Exams
7 <sup>th</sup> . Day Adventists Church		C. G. A. Exams
Unity 2000		Y.M.C.A. Charity Run
		D2K
		Irwin Toys
		Seventh Day Adventist Healthcare Meeting
		U.S.A. Today Filmshoot
		Mount Sinai

### SECOND QUARTER SUMMARY

The period from April to June 2000 at the National Trade Centre featured a continuance of the increased attendance experienced at consumer shows this year. In May and June The National Trade Centre accommodated numerous speciality events such as the Glaxo Wellcome Corporate Event, Oracle/iDevelop 2000 and Mount Sinai Dinner. Irwin Toys held their Annual General Meeting in the QE Exhibit Hall and Theatre. Film shoots for USA Today and Credit Suisse/First Boston was also staged in The National Trade Centre Galleria.

The National Trade Centre Event Facility Staff were also called upon to help provide co-ordination of Exhibition Place events including the CHIN Picnic, Caribana, YMCA Corporate Team Run and the Molson Indy.

On June 14, 2000 the Third Annual NTC Golf Tournament was held at the Richmond Hill Golf Club. Again, this year the occasion was very well received by clients, suppliers and guests, and members of the Board of Governors of Exhibition Place. This event provided a significant team building opportunity for all those doing business at The National Trade Centre. Sponsorship by suppliers and entrance fees by participants supported the cost.

In late June, the Director of Event Facility Services attended the annual conference of the Canadian Association of Exposition Management in British Columbia. The core of the conference was a comprehensive education program that featured sessions on e-business in the show industry, managers as a coach, team building, professional ethics and presentation skills. Over 150 attended with the majority being current or potential show management clients of the National Trade Centre. The National Trade Centre hosted the opening evening reception for all attendees.

The O&Y SMG Canada Customer Quality Assurance Program continued in the second quarter with emphasis placed on both employee training and independent surveys of exhibitors at the National Trade Centre. Cumulated exhibitor survey results from shows at the NTC have shown a consistently high rate of satisfaction of the NTC and its services with 80% rating Telecommunications and 90% rating Electrical Services either outstanding or good. Additionally 93.1 % of exhibitors ranked the overall attitude of NTC staff as outstanding or good. A comprehensive report will be presented to the Board at the July meeting.

# OPERATIONS REPORT

The facility is in pristine condition after extensive painting and cleaning which was completed in June and into the month of July. Scheduled and unscheduled maintenance is presently tracked on the Angus Maintenance Management Program, which will provide a history of repairs, and cost breakdown for future maintenance.

The Facility Services Department continues to make building and equipment improvements as follows:

## PAINTING

- East & West Loading dock, painted hand railings, roll up doors, man doors, cleaning compactor unit, entrance gates to loading bays and dock plates.
- South side of the NTC (Exterior, from Halls A to D), painted hand rails, garbage receptacles, and bollards.
- The Lower walls of the underground garage including the south service rooms, columns and entrances to the Galleria were painted.
- Touched up all Salons within facility. Walls, doors and door frames. Exception, was Salon 105 as the entire room was painted.
- Resident Caterer concessions was initiated in late June and will be complete in July.
- In preparation of future events, staging, stairs, risers and barriers will be painted.

## CLEANING:

Stringent cleaning projects is an integral part of daily maintenance, and the following projects have been completed to date:

- Completely stripped and re-finished the Galleria Terrazzo floor.
- Extensive cleaning and wash down of the 3<sup>rd</sup> floor mechanical rooms and sprinkler rooms located at the north end of the Coliseum Complex.
- Thoroughly washed approximately 500 refuge containers for shows
- Inspected and steam cleaned approximately 3,000 ballroom chairs, and an estimated 4,000 to complete.
- Pressure washed all exterior walkway and cleaned windows on the south side of the facility.
- Daily cleaning of the Galleria including washrooms, offices and pick-up of exterior refuge around the building perimeter.
- Using the new slip meter, the Galleria floor is monitored on a weekly basis.
- Applied a wax finish throughout Heritage Court. This area had to be re-waxed following the National Home Show, as it was used as a Garden display.
- Serviced through Exhibition Place Garage, Tenant Equipment and Mr. Chemical, all cleaning equipment
- Purchased one burnisher unit. This is for use in buffing the Galleria terrazzo floor. Approximate purchase was \$ 8,000.00. The burnishers that we presently use have logged a considerable amount of hours and consequently are in constant need of repair. Placed request for purchase of three industrial type (brand name-N.S.S. "PIG") dry vacuums. To be used primarily for booth cleaning in shows within facility. Approximate purchase cost was \$1,700.00 per unit. These units were received on May 3, 2000.

- Prepared cleaning quotations for up-coming shows and events.
- Purchased and utilised vanity items (hand lotions, facial tissues, and paper towel) for event in Hall A. (Glaxo).
- Washroom dispensers are continually repaired and replaced.
- Installation of signage for handicapped washrooms was completed throughout the facility.

## **BUILDING & EQUIPMENT**

- Huffcore walls in Halls A, B, C and D were repaired as staff had difficulty closing the walls for scheduled events
- Numerous exit doors in the Automotive Building had to be repaired due to breakdown throughout various shows. All exit doors are monitored by Security and repaired on an on-going basis.
- Repaired cracks/holes in Coliseum Arena floor.
- Completed an annual inspection of forklifts as per Occupational Health & Safety regulations.
- Received 50-stauntion heads to maintain our facility assets.
- Rented five Genie lifts from United Rentals, for the use of a major event in Hall A. (Glaxo).
- The two 60ft. Genie Lifts underwent extensive repairs as both rotator gears were sheared in half.
- Cobra pole banners were repaired and re-installed at various locations south end of the facility. These items are on going.

## **PARKS & PROPERTY**

- Numerous plants & flowers were added to the exterior landscaping and are maintained on a daily basis.

## **TRAINING**

- First Aid training took place on June 13<sup>th</sup> and June 20<sup>th</sup> for NTC and Exhibition Place staff.

## **NEW PROJECTS:**

- The Labour Pool room was renovated primarily to accommodate CNE Agriculture Department for the summer months and may be utilized for shows throughout the year.
- A minor renovation was required to set up Telecom in the upper Mid Arch offices.
- Fifteen exterior rectangular planters were purchased, and are located at each tower entrance including the east and west. entrance.
- Interior plants were purchased for eight washrooms throughout Halls A to D.



# FINANCIAL REPORT

O&Y SMG Canada is pleased to report that the net operating income for the six months ended June 30, 2000 was \$1,761,364 an improvement of \$133,280 on a year over year comparison. Compared to a budget of \$1,780,173 the budget was not achieved by (\$18,808). 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 favourable to budget by \$73,871. Rental income has been exceeded with the new bookings by O&Y SMG Canada, of events such as the Siebel eBusiness event, The Bay National Spring Conference, Oracle, Seventh Day Adventists, and AIMR exams.

Ancillary income, consisting of commissions from food and beverage, electrical, telecommunications revenue and interest, was \$1,816,102 unfavourable to budget by (\$47,418). Food and beverage commission is \$957,613 an unfavourable variance of (\$69,347). Concession sales commission has not been achieved due to lower attendance in shows in the early part of the year.

Advertising income, net of cost is \$148,562. The budget has been achieved to date as commission and signage costs have been minimal. Achievement of the year-end budget will be dependent on Trillium's performance and ability to generate new sales.

Direct and indirect expenses are unfavourable to budget by \$45,351. The major variance is due to higher utility costs than budgeted. The Director of Operations for The National Trade Centre is reviewing this area including a review of energy efficiency.

Accounts receivable as at June 30, 2000 were \$498,729, consisting mainly of \$185,646 for deposits of rent for future events, \$81,069 due from Volume Services, contractually due on the 25<sup>th</sup> of the month. Collection activities continue, with the assistance of the City Solicitor for the East meets West receivable, fully reserved in 1997, and Moonglow Productions and Al Madon productions, two events which cancelled prior to opening.

During the month of June the Finance department completed final billings and estimates for 6 shows and 25 in the second quarter. Also during the month a comprehensive review was done of the price list for exhibitor services. During the month all departments were working on the first draft of the 2001 Operating Budget and the 2001 Capital Budget. During the month of June 22 members of The National Trade Centre attended an Emergency 1<sup>st</sup> Aid/CPR Training Course as including members the Finance department.

## **TELECOMMUNICATIONS/INFORMATION TECHNOLOGY**

Telecommunications has moved into new offices within The National Trade Centre. The complete complement of server equipment including grounds wide file servers, mail servers and web servers have been relocated to a location that has enhanced fibre optic connectivity, more direct emergency power facilities and additional space. This new location will be home to the combined Information Technology and Telecommunications group that services systems across the Exhibition Place grounds with clients including the CNE, Exhibition Place, International Hockey League, Royal Winter Fair, Trade Link, Servo Canada, The National Trade Centre Administration as well as Event Exhibitors.

John S Koperwas, Manager of Information Systems and Telecommunications attended the Trade/Conference "Hitech" in Dallas Texas in June. This event is geared to provide attendees with information and products telecommunications and information technology for the hospitality industry. Wireless telephony and Internet access was the hot topic at this years "HiTech" show. Hotels and Trade Show facilities are planning to offer 802.11 and 802.11b wireless Ethernet connectivity for internet and voice over IP telephony access in the very near future. The National Trade Centre has been offering wireless 802.11 internet access since early in 1999, placing us ahead of the pack in regards to wireless internet delivery. Other main topics of the convention included e-commerce for service procurement and delivery as well as the convergence of voice and data. The National Trade Centre is currently in the process of implementing both of these technologies in the immediate future.

High technology events utilizing Internet and high-speed networking continue to increase in frequency. Examples include PharmaPlus, which utilized a network of over 300 computers in hall 'C' to display e-procurement to its various retailers. Telecommunications/Information Technology provided fibre optic connectivity and network distribution in order to make this event a success.

Oracle recently displayed some of its newest data bases e-commerce solutions at The National Trade Centre. Oracle Corporation is one of the largest suppliers of data base systems for Internet companies and is a key player in today's high speed Internet revolution. Oracle utilized a variety of services including analog and digital telephony as well as high-speed Ethernet networking and Internet connectivity. Customers within this event using the state of the art services of the Trade Centre included Intel, Redhat, Veritas, Hewlet Packard, TurboLinux and Sun Microsystems to name a few.

Telecommunications/Information Technology is poised to deliver the state of the art in trade telecommunications with the installation of a 24 port Meridian Voice over IP gateway and wireless 802.11b networking/ voice communications in the next few months. These services will ensure that The National Trade Centre remains at the forefront of Information Technology/Telecommunications.

# SERVO CANADA

## **BUSINESS ACTIVITY**

The month of June started off with a successful People in Motion Show. The Unity Dance took place during the month of June and went very well as Servo operated 5 bars, as well as water and food stations that were spread throughout the Automotive Building. Sales were up over last year figures mainly due to the increase in attendance.

Catered events for the month included one of the cities premier fund raising events. Mount Sinai Hospital had their annual fundraiser in Hall D and the east side of the Galleria. The event was done on the sub contract agreement for food only with GMB Caterers. Servo Canada supplied the beverages and staff for the event. This was necessary due to the fact that the event had a need for kosher food. Hall D was transformed into a garden paradise with walls of trees and plants. The entertainment for the evening included a silent auction, a live auction featuring one of the cities new exclusive art moose and a concert performance by Donna Summer.

Other catered events for the month included a wedding reception in the Fountain Dining Room for 185 guests and a two day meeting at The National Trade Centre hosted by Oracle iDevelope for over 300 guests.

## **SECOND QUARTERLY REVENUES AND COMMISSIONS**

To date while food and beverage revenues are ahead of last year, sales are up by \$418,401 and food and beverage commissions are up by \$74,537 over 1999 figures, but commissions for 2000 are under budget by \$69,347. We are confident that catering will continue to keep growing in 2000, but further analysis is needed. We will continue to keep the NTC and the Board updated on progress or shortfalls in this area.



# FINANCIAL REPORTS

## APPENDIX "A"

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

	MONTH ACTUAL	MONTH BUDGET	VARIANCE	YTD ACTUAL	YTD BUDGET	VARIANCE
Number of Events	10	3	7	58	31	27
Direct Event Income	272,404.84	208,324.00	64,080.84	4,555,458.62	4,481,588.00	73,870.62
Ancillary Income	87,947.62	82,011.00	5,936.62	1,816,102.03	1,863,520.00	(47,417.97)
Advertising Income	26,960.35	36,900.00	(9,939.65)	148,562.30	148,473.00	89.30
CNE Recovery	-	-	-	-	-	-
<b>Total Event Income</b>	<b>387,312.81</b>	<b>327,235.00</b>	<b>60,077.81</b>	<b>6,520,122.95</b>	<b>6,493,581.00</b>	<b>26,541.95</b>
Direct Expenses	393,903.79	418,769.00	24,865.21	2,802,225.93	2,697,471.00	(104,754.93)
Indirect Expenses	358,502.63	334,891.00	(23,611.63)	1,956,532.82	2,015,937.00	59,404.18
<b>Total Event Expenses</b>	<b>752,406.42</b>	<b>753,660.00</b>	<b>1,253.58</b>	<b>4,758,758.75</b>	<b>4,713,408.00</b>	<b>(45,350.75)</b>
<b>NET INCOME (LOSS)</b>	<b>(365,093.61)</b>	<b>(426,425.00)</b>	<b>61,331.39</b>	<b>1,761,364.20</b>	<b>1,780,173.00</b>	<b>(18,808.80)</b>

**EX PLACE PARKING ESTIMATE**

PARKING INCOME	66,308.07	189,382.00	(123,073.93)	1,826,204.87	2,023,098.00	(196,893.13)
PARKING EXPENSE	13,924.69	39,765.58	25,840.89	383,503.02	424,850.58	41,347.56
<b>NET PARKING</b>	<b>52,383.38</b>	<b>149,616.42</b>	<b>(97,233.04)</b>	<b>1,442,701.85</b>	<b>1,598,247.42</b>	<b>(155,545.57)</b>

NOTE: 1

Actuals include 12% markup paid to Exhibition Place on labour and materials. At June 30, 2000 the markup paid to Exhibition Place was a total of \$ 264,493.66 (\$ 215,492.97 expensed against direct event income and the balance of \$ 49,000.69 in direct expense)

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

	1999 YTD JUNE ACTUAL	2000 YTD ACTUAL	2000 YTD BUDGET	2000 VARIANCE	VARIANCE TO YTD MAY 1999 ACTUAL	%
Number of Events	49	58	31	27	9	18.4%
Direct Event Income	4,175,849.96	4,555,458.62	4,481,588.00	73,870.62	379,608.66	9.1%
Ancillary Income	1,662,125.28	1,816,102.03	1,863,520.00	(47,417.97)	153,976.75	9.3%
Advertising Income	70,180.06	148,562.30	148,473.00	89.30	78,382.24	111.7%
CNE Recovery	-	-	-	-	-	0.0%
<b>Total Event Income</b>	<b>5,908,155.30</b>	<b>6,520,122.95</b>	<b>6,493,581.00</b>	<b>26,541.95</b>	<b>611,967.65</b>	<b>10.4%</b>
Direct Expenses	2,264,052.10	2,802,225.93	2,697,471.00	(104,754.93)	(538,173.83)	(23.8%)
Indirect Expenses	2,016,018.88	1,956,532.82	2,015,937.00	59,404.18	59,486.06	3.0%
<b>Total Event Expenses</b>	<b>4,280,070.98</b>	<b>4,758,758.75</b>	<b>4,713,408.00</b>	<b>(45,350.75)</b>	<b>(478,687.77)</b>	<b>(11.2%)</b>
<b>NET INCOME (LOSS)</b>	<b>1,628,084.32</b>	<b>1,761,364.20</b>	<b>1,780,173.00</b>	<b>(18,808.80)</b>	<b>133,279.88</b>	<b>8.2%</b>
<b>EX PLACE PARKING ESTIMATE</b>						
PARKING INCOME	1,870,472.97	1,826,204.67	2,023,066.00	(196,893.13)	(44,268.10)	(2.4%)
PARKING EXPENSE	392,799.32	383,503.02	424,850.58	41,347.56	9,296.30	2.4%
<b>NET PARKING</b>	<b>1,477,673.65</b>	<b>1,442,701.65</b>	<b>1,598,215.42</b>	<b>(155,545.57)</b>	<b>(34,971.80)</b>	<b>(2.4%)</b>

NOTE: 1  
Actuals include 12% markup paid to Exhibition Place on labour & materials. At June 30, 2000 the markup paid to Exhibition Place was a total of \$ 264,493.66 (\$ 215,492.97 expensed against direct event income and the balance of \$ 49,000.69 in direct expense)

# THE NATIONAL TRADE CENTRE EVENT STATISTICS

FOR THE MONTH OF JUNE 2000

	MONTH ACTUAL	YTD ACTUAL
Attendance [Note: 1]	81,766	970,503

EVENT	# OF PERFORMANCES		(IN THOUSANDS)		REFRESHMENT PER CAP'S
	ACTUAL	BUDGET	NET EVENT INCOME [ Note: 3] ACTUAL	BUDGET	ACTUAL [Note: 2]
Consumers Show	28	20	3,488	3,983	3.05
Trade Show	7	5	1,172	1,282	10.87
Concert	1	0	21	-	4.86
Photo/Film Shoot	4	0	26	-	39.73
Meeting/Corporate	18	6	592	148	23.77
	58	31	5,301	5,414	

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 JUNE 30, 2000

ASSETS	2000	1999
<b>CURRENT ASSETS</b>		
CASH	739,468.99	564,443.37
ADVANCE TO EX PLACE	250,000.00	250,000.00
TERM INVESTMENTS	2,500,000.00	2,950,000.00
AMERICAN EXPRESS	-	2,571.99
TRADE ACCOUNTS RECEIVABLE	498,729.41	
ALLOWANCE FOR DOUBTFUL ACCOUNTS	<u>(59,972.46)</u>	
NET ACCOUNTS RECEIVABLE	438,756.95	951,080.52
RECEIVABLE FROM EX PLACE	634.58	4,032.68
OTHER RECEIVABLE	160,356.63	269,412.15
PREPAID EXPENSES	46,833.36	44,879.80
<b>TOTAL CURRENT ASSETS</b>	4,136,050.51	5,036,420.51
<b>FIXED ASSETS</b>		
EQUIPMENT - NET	156,568.13	-
<b>TOTAL ASSETS</b>	4,292,618.64	5,036,420.51
<b>LIABILITIES &amp; EQUITY</b>		
<b>CURRENT LIABILITIES</b>		
ACCRUED LIABILITIES	1,123,752.20	
PROVINCIAL & FEDERAL SALES TAX PAYABLE	60,380.91	
DEFERRED REVENUE	<u>1,347,121.33</u>	3,408,336.19
<b>EQUITY</b>		
NET INCOME (LOSS) CURRENT	1,761,364.20	1,628,084.32
PRIOR YEAR SURPLUS	-	1,883,224.00
DISTRIBUTION TO EXHIBITION PLACE	-	<u>(1,883,224.00)</u>
	4,292,618.64	5,036,420.51



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

	MONTH	YTD
<b>CASH FLOW FROM OPERATIONS</b>		
NET INCOME (LOSS)	(365,093.61)	1,761,364.20
ADD: DEPRECIATION & AMORTIZATION	-	-
<b>SOURCES (USES) OF CASH</b>		
TERM INVESTMENTS	450,000.00	1,350,000.00
ACCOUNTS RECEIVABLE - TRADE	111,231.77	1,320,693.28
RECEIVABLE FROM EX PLACE B.O.G	(82.13)	40,479.81
ACCOUNTS RECEIVABLE - OTHER	(25,115.96)	75,557.79
PREPAID EXPENSES	33,285.67	75,080.12
DEPOSITS AND OTHER ASSETS	47,387.00	24,132.02
ACCOUNTS PAYABLE & ACCRUED EXPENSES	(220,224.77)	(430,379.37)
OTHER PAYABLES	(59,205.47)	(67,677.30)
DEFERRED INCOME	148,690.94	(1,859,260.79)
ADVANCE DEPOSITS - Exhibition Place B.O.G	-	-
<b>NET CASH FROM OPERATIONS</b>	<b>120,873.44</b>	<b>2,289,989.76</b>

<b>OTHER SOURCES (USES) OF CASH</b>		
CAPITAL EXPENDITURES	-	-
PAYMENTS OF DEBT	-	-
DISTRIBUTION TO OWNERSHIP - Exhibition Place B.O.G.	-	(1,883,223.61)
<b>NET CASH FROM OTHER SOURCES</b>	<b>-</b>	<b>(1,883,223.61)</b>
<b>NET INCREASE (DECREASE) IN CASH</b>	<b>120,873.44</b>	<b>406,766.15</b>
<b>BEGINNING CASH BALANCE</b>	<b>618,595.55</b>	<b>332,702.84</b>
<b>ENDING CASH BALANCE</b>	<b>739,468.99</b>	<b>739,468.99</b>

THE NATIONAL TRADE CENTRE  
**ACCOUNTS RECEIVABLE AGING**

AS AT JUNE 30, 2000

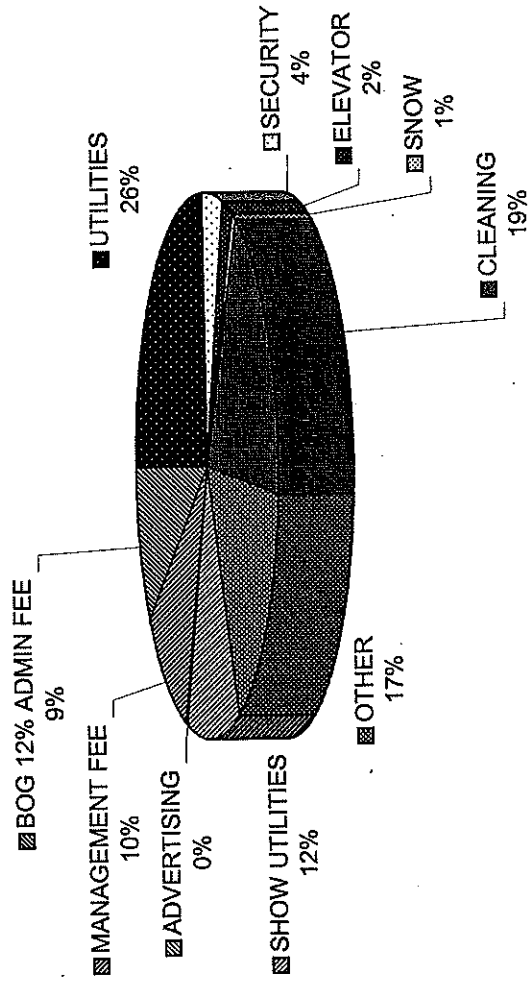
CUSTOMER NAME	AMOUNT OUTSTANDING	CURRENT	30 - 60 DAYS	61 - 90 DAYS	OVER 90 DAYS	COMMENTS
<b>COMPLETED EVENTS</b>						
ROYAL AGRICULTURAL WINTER FAIR	17,169.29	1,496.15	8,472.32		7,200.82	INTEREST REVENUE LOST RE: 1999 PAWF + LONG DISTANCE/TELECOM FOR 2000 REC'D \$8,302.91 ON JULY 4/00
GES CANADA EXPOSITIONS	10,759.63	848.60	9,911.03			
CUSTOMER ACCOUNTS - LESS THAN \$10,000	107,344.55	69,629.08	15,321.91	22,393.56		VARIOUS SERVICES - APRIL/JUNE EVENTS
<b>SUB-TOTAL</b>	<b>135,273.47</b>	<b>71,973.83</b>	<b>33,705.26</b>	<b>22,393.56</b>	<b>7,200.82</b>	
<b>FUTURE EVENTS</b>						
ONTARIO TRUCKING ASSOCIATION	75,369.58	75,369.58				BUILDING RENT - CANADIAN TRUCK SHOW - SEPT. 2000
MacLAREN McCANN RETAIL	33,016.45	33,016.45				BUILDING RENT - GM GOODWRENCH - SEPT. 2000
DMG WORLD MEDIA (CANADA)	27,264.67	27,264.67				BUILDING RENT - FALL HOME SHOW - SEPT. 2000
REED EXHIBITION COMPANIES	18,115.32	18,115.32				BUILDING RENT - JEWELLERY WORLD - AUG. 2000 REC'D \$9,057.66 ON JULY 4/00
SHOWFEST PRODUCTIONS INC.	16,234.58	16,234.58				BUILDING RENT - COMPUTERFEST & MAC EXPO - SEPT. 2000
CDN. NATIONAL SPORTSMEN'S SHOWS	15,645.54	15,645.54				BUILDING RENT - TORONTO SKI & SNOWBOARD SHOW - OCT. 2000
<b>SUB-TOTAL</b>	<b>185,646.14</b>	<b>169,411.56</b>	<b>16,234.58</b>			
<b>SERVOMATION</b>						
SERVO CANADA	81,068.93	64,562.32	16,506.61			CATERING COMMISSIONS FOR JUNE CONTRACTUALLY DUE JULY 25TH. REC'D \$15,672.47 ON JULY 4/00
<b>BOARD OF GOVERNORS</b>						
	43,188.13	43,188.13				EVENT FACILITY SERVICES & BELL CANADA MEGALINK - JAN/MAY 2000
<b>LITIGATION / RECEIVERSHIP</b>						
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
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
AL MADON PRODUCTIONS	11,322.97				11,322.97	BUILDING RENTAL - SWING MAGIC - EVENT CANCELLED, COMPANY FILE FOR BANKRUPTCY CLAIM SUBMITTED TO BANKRUPTCY TRUSTEE
<b>SUB-TOTAL</b>	<b>53,552.74</b>				<b>53,552.74</b>	
	<b>498,729.41</b>	<b>349,135.84</b>	<b>66,446.45</b>	<b>22,393.56</b>	<b>60,753.56</b>	
	101%	70%	13%	5%	12%	



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

CUSTOMER NAME	AMOUNT OUTSTANDING	61 - 90 DAYS	OVER 90 DAYS	COMMENTS
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 Malden Mother Crone event. Event has been cancelled.
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.
ROYAL AGRICULTURAL WINTER FAIR	7,200.82		7,200.82	Interest revenue lost re: 1999 Royal Agricultural Winter Fair
CUSTOMER ACCOUNTS - LESS THAN \$10,000	22,393.56	22,393.56	-	Services for various shows. Collection attempts are in progress.
	83,147.12	22,393.56	60,753.56	

**COMPONENTS OF DIRECT EXPENSE**



- UTILITIES
- ▣ SECURITY
- ELEVATOR
- ▣ SNOW
- CLEANING
- ▣ OTHER
- ▣ SHOW UTILITIES
- ▣ ADVERTISING
- ▣ MANAGEMENT FEE
- ▣ BOG 12% ADMIN FEE