

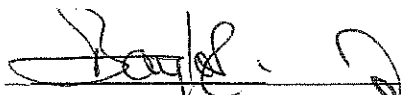
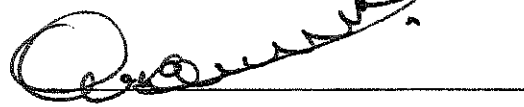
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# MANAGEMENT REPORT

FOR THE MONTH ENDING  
AUGUST 31, 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  
  
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# EXECUTIVE SUMMARY

Pope John Paul II announced that the City of Toronto has been selected to host the next World Youth Days Conference in 2002. O&Y/SMG Canada's Sales & Marketing team has been working closely with the City of Toronto and the Mayor's office on this event over the past year.

World Jewellery Expo held August 13-15, was very successful this year, the show organiser, Reed Expositions, was very pleased with exhibitor attendance and the services provided at The National Trade Centre.

The Utility Services and Client Services department have been contacting exhibitors from the IDEX Neo/Con, Weld Expo 2000, and Print Ontario 2000 to obtain pertinent information for any special utility requirements.

During the CNE staff ensured that the building was well maintained, by conducting pre and post inspection, we also responded to any alarms or incidences within the building during the event.

Net Operating Income for the eight months ended August 31, 2000 was \$1,414,014 compared to a budget of, \$1,288,169, a favourable variance of \$125,845.

## SALES & MARKETING REPORT,

During the month of August, O&Y/SMG Canada secured the Bicycle Fall Sale for 2000 and the Sportsworld Expo for the spring of 2001. Of the 37 pieces of new business contracted to date this year for 2000, 4 are consumer shows, 15 are corporate bookings and 18 are special events/film shoots. We are currently working with 2 clients to secure additional business for this year.

On August 20, 2000, His Holiness Pope John Paul II announced that the City of Toronto has been selected to host the next World Youth Days Conference in 2002. O&Y/SMG Canada's Sales & Marketing team has been working closely with the City of Toronto and the Mayor's office on this event over the past year.

BOOKING STATUS FOR EVENTS	3rd QUARTER ACTIVITY	CONTRACTED 2000 BUSINESS
Contracted in 2000	37	
Contracted in 1999	11	
Contracted in 1998	1	Total: 49

## EVENT SERVICES

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

Consumer	Trade	Other
	World Jewellery Expo	Caribana
		Canadian National Exhibition

World Jewellery Expo was very successful this year. Hall D was virtually sold out with booths. The show organiser, Reed Expositions, was very pleased with the overall response. There were a lot of last minute changes and orders for electrical by exhibitors for this event that were handled successfully by the O&Y/SMG Canada team.

Event and Facility Co-ordinators from The National Trade Centre provided significant organisation to the Caribana Parade assembly and competition areas at Exhibition Place.

Department staff assisted the CNE while planning for an extremely busy fall season of events at the National Trade Centre. Staff ensured that the building was well maintained, by conducting pre and post inspection, we also responded to any alarms or incidences with in the building during the event.

The National Trade Centre Facility Services Manager attended the Kentucky Fair and Exposition Centre for the move out of the Kentucky State Fair. On site meetings were conducted with Operations and Event staff regarding the turn over of the facility from agriculture to a consumer show. A representative of the Royal Agricultural Winter Fair was also on hand for this site tour. This site visit was initiated to gain additional expertise in preparation for the move out of this year's Royal Agricultural Winter Fair and move in of the One of A Kind Show. Many new initiatives will be undertaken this year from lessons learned in Kentucky.

## **OPERATIONS REPORT**

The Utility Services department continues to improve electrical equipment inventory by adding quick disconnect connections to transformers and distribution locations and installing 500 MCM cables to the building floor port infrastructure system, all in preparation for the busy Fall Trade & Consumer show season. The 600-volt floor port system upgrading will continue until the first Machine Show in mid October.

The Utility Services and Client Services department continue to contact exhibitors from the IIDEX Neo/Con, Weld Expo 2000, and Print Ontario 2000 to obtain pertinent information for any special utility requirements. The delivery of the services for these shows can then be planned to minimize the last minute requests for labour and materials.

### **FACILITY SERVICES**

The Facility Services department completed the following building maintenance throughout the month of August:

- Pressure washed walkways/staircases at entrances on the south side of the facility, and Heritage Court and Underground garage prior to the CNE.
- Paint touch ups were completed to the forklifts, high reach equipment and two of the golf carts.
- Maintenance was completed to the leveller plates at the East and West Loading docks
- The elevator contractor provided maintenance to the escalator leading to the underground garage at the west side of the Galleria
- Continuous maintenance has been provided to the replacement and/or repair of dispensers in the washrooms throughout the facility, along with washroom clean-up during the CNE
- Galleria floor is monitored on a weekly basis with the slip meter.

- Cleaning quotations are in preparation for the upcoming Trade and Consumer Show season.
- The Facility Services staff co-ordinated services for the CNE Horse Show in the Horse Palace complex.
- CNE exhibitors were assisted with special electrical requirements/concerns within the facility.

## FINANCIAL REPORT

Net Operating Income for the eight months ended August 31, 2000 was \$ 1,414,014 compared to a budget of, \$1,288,169, a favourable variance of \$125,845. Rental income is ahead of budget by \$46,821 at \$4,439,014. This favourable variance is offset by catering and concession commissions of \$985,913, negative to budget by (\$73,510). 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 by (\$103,078). A review of the variance due to rate versus consumption continues. Increases in the rate are having a negative effect and consumption has increased due to increased occupancy. While budgeted advertising revenues are below budget by (\$91,798) this is offset by the expenses such as commissions and signage costs incurred against these revenues also being reduced by \$80,021.

Accounts receivable at August 31, 2000 were \$1,394,579 consisting mainly of: 1) \$628,882 owed as deposits for future events, of which \$157,745 was received as of September 6, 2) \$395,000 accrued from CNEA - CNE operational costs will be finalized in September, 3) \$112,239 due from Exhibition Place for Event and Facility coordinators for Exhibition Place Events and Exhibition Place's share of the Bell Canada Megalink Service and, 4) \$30,743 owed by Servo Canada contractually due on the 25<sup>th</sup> of the following month;

**The CNE Operational expense recovery is based on estimates. Finance and Operation's staff is working on finalizing actual costs for September.**

### TELECOMMUNICATIONS/INFORMATION TECHNOLOGY

Telecommunications / IT provided services to the Jewellery World Expo as well as the CNE in August. Telecommunication provided over 138 connections for exhibitors in The National Trade Centre, Horse Palace and Queen Elizabeth Building. These connections included Internet access as well as standard Telephony. With the pervasive telephony infrastructure of the Exhibition Place grounds now being provided by a single source out of The National Trade Centre, show management for the CNE had lines relocated temporarily into locations within The National Trade Centre without necessity of third party intervention.

The National Trade Centre Telecommunications / IT department also provided show management exhibits with Internet access, system configurations and support during the CNE event. Examples include network connectivity and secure web browser configuration and installation on computers in the Automotive building for the CANADA 2000 exhibit.

## SERVO CANADA

The month of August's retail events included operations for Caribana, The World Jewellery Expo and the CNE. Caribana and the Jewellery Expo outperformed expectations, while the CNE got off to a slower start than previous years. The CNE gross revenue, as of the 31<sup>st</sup> of August was tracking behind \$20,000 from last year's gross sales figures.

Catered events for the month included meeting breaks and meals for The World Jewellery Expo and light events for the CNE.

On the Sales and Marketing front we were able to secure two more parties for the holiday season at the end of this year. This, along with other limited bookings will enable us to reach our revenue and commission goals for the year.



# FINANCIAL REPORTS

## APPENDIX "A"

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

	MONTH ACTUAL	MONTH BUDGET	VARIANCE	YTD ACTUAL	YTD BUDGET	VARIANCE
Number of Events	1	1	-	64	35	29
Direct Event Income	34,458.41	32,870.00	1,588.41	4,853,036.07	4,780,030.00	73,006.07
Ancillary Income	47,716.56	51,516.00	(3,799.44)	1,996,863.42	2,020,530.00	(23,666.58)
Advertising Income	23,414.49	36,900.00	(13,485.51)	186,213.89	197,991.00	(11,777.11)
CNE Recovery	395,000.00	395,000.00	-	395,000.00	395,000.00	-
<b>Total Event Income</b>	<b>500,589.46</b>	<b>516,286.00</b>	<b>(15,696.54)</b>	<b>7,431,113.38</b>	<b>7,393,551.00</b>	<b>37,562.38</b>
Direct Expenses	352,432.48	398,167.00	45,734.52	3,458,649.29	3,456,493.00	(2,156.29)
Indirect Expenses	324,549.10	318,101.00	(6,448.10)	2,558,450.33	2,648,889.00	90,438.67
<b>Total Event Expenses</b>	<b>676,981.58</b>	<b>716,268.00</b>	<b>39,286.42</b>	<b>6,017,099.62</b>	<b>6,105,382.00</b>	<b>88,282.38</b>
<b>NET INCOME (LOSS)</b>	<b>(176,392.12)</b>	<b>(199,982.00)</b>	<b>23,589.88</b>	<b>1,414,013.76</b>	<b>1,288,169.00</b>	<b>125,844.76</b>
<b>EX PLACE PARKING ESTIMATE</b>						
PARKING INCOME	15,000.00	15,018.00	(18.00)	1,877,945.52	2,101,713.00	(223,767.48)
PARKING EXPENSE	3,150.00	3,153.73	3.73	394,368.56	441,359.73	46,991.17
<b>NET PARKING</b>	<b>11,850.00</b>	<b>11,864.27</b>	<b>(14.27)</b>	<b>1,483,576.96</b>	<b>1,660,353.27</b>	<b>(176,776.31)</b>

NOTE: 1 Actuals include 12% markup paid to Exhibition Place on labour and materials. At August 31, 2000 the markup paid to Exhibition Place was a total of \$ 297,430.05 (\$ 237,506.82 expensed against direct event income and the balance of \$ 59,923.23 in direct expense)

NOTE: 1 CNE operational expense recovery is based on estimates. Finance and Operational staff is working on finalizing actuals for September.

**THE NATIONAL TRADE CENTRE  
FINANCIAL STATEMENT HIGHLIGHTS  
AS AT AUGUST 31, 2000 with COMPARISON TO 1999**

	1999 YTD AUG ACTUAL	2000 YTD ACTUAL	2000 YTD BUDGET	2000 VARIANCE	VARIANCE TO YTD AUG 1999 ACTUAL	%
Number of Events	52	64	35	29	12	23.1%
Direct Event Income	4,522,962.33	4,853,036.07	4,780,030.00	73,006.07	330,073.74	7.3%
Ancillary Income	1,834,334.02	1,996,863.42	2,020,530.00	(23,666.58)	162,529.40	8.9%
Advertising Income	115,321.65	186,213.89	197,991.00	(11,777.11)	70,892.24	61.5%
CNE Recovery	415,787.38	395,000.00	395,000.00	-	(20,787.38)	0.0%
<b>Total Event Income</b>	<b>6,888,405.38</b>	<b>7,431,113.38</b>	<b>7,393,551.00</b>	<b>37,562.38</b>	<b>542,708.00</b>	<b>7.9%</b>
Direct Expenses	2,906,944.95	3,458,649.29	3,456,493.00	(2,156.29)	(551,704.34)	(19.0%)
Indirect Expenses	2,690,667.56	2,558,450.33	2,648,888.00	90,438.67	132,217.23	4.9%
<b>Total Event Expenses</b>	<b>5,597,612.51</b>	<b>6,017,099.62</b>	<b>6,105,382.00</b>	<b>88,282.38</b>	<b>(419,487.11)</b>	<b>(7.5%)</b>
<b>NET INCOME (LOSS)</b>	<b>1,290,792.87</b>	<b>1,414,013.76</b>	<b>1,288,169.00</b>	<b>125,844.76</b>	<b>123,220.89</b>	<b>9.5%</b>
<b>EX PLACE PARKING ESTIMATE</b>						
PARKING INCOME	1,924,942.21	1,877,945.52	2,101,713.00	(223,767.48)	(46,996.69)	(2.4%)
PARKING EXPENSE	404,237.86	394,368.56	441,359.73	46,991.17	9,869.30	2.4%
<b>NET PARKING</b>	<b>1,520,704.35</b>	<b>1,483,576.96</b>	<b>1,660,353.27</b>	<b>(176,776.31)</b>	<b>(37,127.39)</b>	<b>(2.4%)</b>

NOTE: 1  
Actuals include 12% markup paid to Exhibition Place on labour & materials. At August 31, 2000 the markup paid to Exhibition Place was a total of \$ 297,430.05 (\$ 237,506.82 expensed against direct event income and the balance of \$ 59,923.23 in direct expense)



**THE NATIONAL TRADE CENTRE  
EVENT STATISTICS**

FOR THE MONTH OF AUGUST 2000

Attendance [Note: 1]	<u>MONTH ACTUAL</u>	1,800	<u>YTD ACTUAL</u>	996,575	<u>PRIOR YEAR ACTUAL</u>	923,927
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<u>EVENT</u>	<u># OF PERFORMANCES</u>		<u>(IN THOUSANDS)</u>		<u>REFRESHMENT PER CAP'S ACTUAL [Note: 2]</u>
	<u>ACTUAL</u>	<u>BUDGET</u>	<u>ACTUAL</u>	<u>BUDGET</u>	
Consumers Show	29	21	3,469	3,984	3.05
Trade Show	10	7	1,504	1,630	8.08
Concert	2	1	29	-	2.73
Photo/Film Shoot	5	0	33	-	47.87
Meeting/Corporate	18	6	619	148	24.15
	<u>64</u>	<u>35</u>	<u>5,654</u>	<u>5,763</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 AUGUST 31, 2000

ASSETS	2000	1999
<b>CURRENT ASSETS</b>		
CASH	356,700.75	305,176.90
ADVANCE TO EX PLACE	250,000.00	250,000.00
TERM INVESTMENTS	2,500,000.00	3,150,000.00
AMERICAN EXPRESS	3,149.62	(1,984.42)
TRADE ACCOUNTS RECEIVABLE	1,394,578.92	
ALLOWANCE FOR DOUBTFUL ACCOUNTS	(59,972.46)	
NET ACCOUNTS RECEIVABLE	1,334,606.46	864,332.56
RECEIVABLE FROM EX PLACE	630.00	418,328.95
OTHER RECEIVABLE	164,563.81	170,407.22
PREPAID EXPENSES	209,806.64	275,291.10
<b>TOTAL CURRENT ASSETS</b>	4,819,457.28	5,431,552.31
<b>FIXED ASSETS</b>		
EQUIPMENT - NET	98,605.40	-
<b>TOTAL ASSETS</b>	4,918,062.68	5,431,552.31
<b>LIABILITIES &amp; EQUITY</b>		
<b>CURRENT LIABILITIES</b>		
ACCRUED LIABILITIES	1,037,298.00	
PROVINCIAL & FEDERAL SALES TAX PAYABLE	62,419.55	
DEFERRED REVENUE	2,404,361.37	
	3,504,048.92	4,140,759.44
<b>EQUITY</b>		
NET INCOME (LOSS) CURRENT	1,414,013.76	1,290,792.87
PRIOR YEAR SURPLUS	-	-
DISTRIBUTION TO EXHIBITION PLACE	(1,883,224.00)	(1,883,224.00)
	4,918,062.68	5,431,552.31

THE NATIONAL TRADE CENTRE  
 FINANCIAL STATEMENT HIGHLIGHTS  
**STATEMENT OF CASH FLOW**  
 FOR THE PERIOD ENDED AUGUST 31, 2000

	MONTH	YTD
<b>CASH FLOW FROM OPERATIONS</b>		
NET INCOME (LOSS)	(176,392.12)	1,414,013.76
ADD: DEPRECIATION & AMORTIZATION	-	-
<b>SOURCES (USES) OF CASH</b>		
TERM INVESTMENTS	200,000.00	1,350,000.00
ACCOUNTS RECEIVABLE - TRADE	(549,674.51)	424,843.77
RECEIVABLE FROM EX PLACE B.O.G	229.16	40,484.39
ACCOUNTS RECEIVABLE - OTHER	(5,586.22)	71,350.61
PREPAID EXPENSES	(78,194.42)	(87,893.16)
DEPOSITS AND OTHER ASSETS	25,914.29	78,945.13
ACCOUNTS PAYABLE & ACCRUED EXPENSES	(103,130.11)	(516,863.57)
OTHER PAYABLES	458.43	(65,638.66)
DEFERRED INCOME	795,854.61	(802,020.75)
ADVANCE DEPOSITS - Exhibition Place B.O.G	-	-
<b>NET CASH FROM OPERATIONS</b>	<b>109,479.11</b>	<b>1,907,221.52</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>109,479.11</b>	<b>23,997.91</b>
<b>BEGINNING CASH BALANCE</b>	<b>247,221.64</b>	<b>332,702.84</b>
<b>ENDING CASH BALANCE</b>	<b>356,700.75</b>	<b>356,700.75</b>

THE NATIONAL TRADE CENTRE  
**ACCOUNTS RECEIVABLE AGING**

AS AT AUGUST 31, 2000

CUSTOMER NAME	AMOUNT OUTSTANDING	CURRENT	30 - 60 DAYS	61 - 90 DAYS	OVER 90 DAYS	COMMENTS
<b>COMPLETED EVENTS</b>						
KEY 3 MEDIA	11,897.33	13,043.00	11,897.33			PAID IN FULL
GES CANADA EXPOSITIONS	22,689.50	93,817.08	9,656.50	12,364.92		VARIOUS SERVICES - MAY/AUGUST EVENTS
CUSTOMER ACCOUNTS - LESS THAN \$10,000	139,567.28		33,385.28			
<b>SUB-TOTAL</b>	<b>174,164.11</b>	<b>106,860.08</b>	<b>54,339.11</b>	<b>12,364.92</b>		
<b>FUTURE EVENTS</b>						
ROYAL AGRICULTURAL WINTER FAIR	223,164.22	214,297.84		8,866.38		BUILDING RENT - ROYAL WINTER FAIR - NOV. 2000 + VARIOUS SERVICES RENTAL PAYMENT OF \$214,000.00 TO BE PROCESSED W/ SEPT. 15
CANADIAN CRAFT SHOWS LTD.	157,745.47	157,745.47				BUILDING RENT - CHRISTMAS ONE OF A KIND - REC'D \$196,354.84 ON SEPT. 6/00
REED EXHIBITION COMPANIES	73,875.42		73,875.42			BUILDING RENT - CFNM / WELD EXPO - OCT. 2000
MERCHANDISE MART (CANADA) LTD.	38,388.87		38,388.87			BUILDING RENT - IDEX/NEOCON SHOW - SEPT. 2000
INTERNATIONAL SHOWCASE ASSOCIATES	37,996.50		37,996.50			BUILDING RENT - CREATIVE SEWING - NOV. 2000
CANADIAN CRAFT SHOWS LTD.	29,113.63		29,113.63			BUILDING RENT - SPRING ONE OF A KIND SHOW - MAR. 2001
SHOWFEST PRODUCTIONS INC.	24,351.87		6,117.29	16,234.58		BUILDING RENT - COMPUTERFEST - SEPT. 2000 - REC'D \$16,234.58 SEPT. 7/00
KELLY ALEXANDER COMMUNICATIONS	17,347.93		17,347.93			BUILDING RENT - SPEEDORAMA - JAN. 2001
FREE LAND MARKETING INC.	13,528.81		13,528.81			BUILDING RENT - EVERYTHING ABOUT SEX SHOW - OCT. 2000
UMBRA LTD.	13,369.65		13,369.65			PAID IN FULL
<b>SUB-TOTAL</b>	<b>628,882.37</b>	<b>466,051.90</b>	<b>137,729.51</b>	<b>25,100.96</b>		
<b>SERVOMATION</b>						
SERVO CANADA	30,743.06	21,315.33	9,427.73			CATERING COMMISSIONS FOR AUGUST CONTRACTUALLY DUE SEPT. 25TH. CLEANING & UTILITIES FOR THE MONTH OF AUGUST
<b>BOARD OF GOVERNORS</b>						
BOARD OF GOVERNORS	112,236.64	75,158.51	37,078.13			EVENT FACILITY SERVICES & BELL CANADA MEGALINK - JAN/MAY 2000
CANADIAN NATIONAL EXHIBITION ASSOC.	395,000.00	395,000.00				ONE OPERATIONAL COSTS (ACCRUAL)
<b>SUB-TOTAL</b>	<b>507,236.64</b>	<b>470,158.51</b>	<b>37,078.13</b>			
<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 - REQUEST TO CITY LEGAL FOR UPDATE ON STATUS
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 - RECEIVER BDO DUNWOODY ADVISES THERE ARE NO ASSETS FOR DISTRIBUTION - BOARD REQUEST FOR WRITEOFF TO FOLLOW
<b>SUB-TOTAL</b>	<b>53,552.74</b>				<b>53,552.74</b>	
	<b>1,394,578.92</b>	<b>1,064,385.82</b>	<b>239,174.48</b>	<b>37,465.88</b>	<b>53,552.74</b>	
	100%	76%	17%	3%	4%	

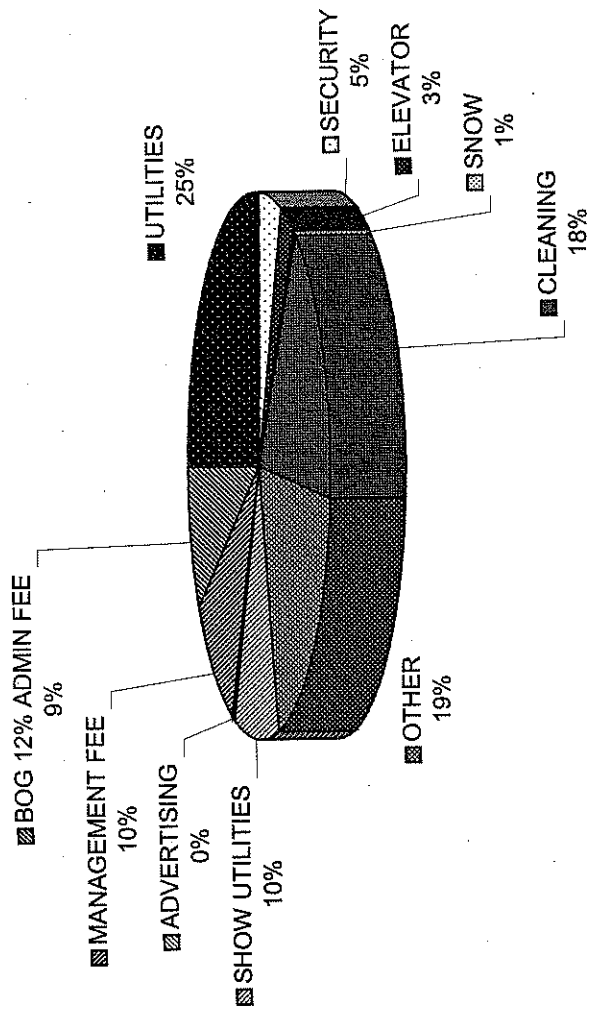


THE NATIONAL TRADE CENTRE  
**ACCOUNTS RECEIVABLE AGING**  
 ADDITIONAL INFORMATION ON A/R GREATER THAN 60 DAYS  
 AS AT AUGUST 31, 2000.

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 Maiden Mother Crone event. Event has been cancelled.
SHOWFEST PRODUCTIONS INC.	16,234.58	16,234.58		<b>PAID IN FULL</b>
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	8,866.38	8,866.38		Various items including interest revenue lost re: 1999 R.A.W.F.
CUSTOMER ACCOUNTS - LESS THAN \$10,000	12,364.92	12,364.92	-	Services for various shows. Collection attempts are in progress.
	91,018.62	37,465.88	53,552.74	



### COMPONENTS OF DIRECT EXPENSE



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

