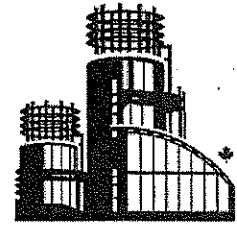


# MANAGEMENT REPORT

FOR THE MONTH ENDING  
SEPTEMBER 30, 2000



THE NATIONAL  
TRADE CENTRE

at  
EXHIBITION  
PLACE

8

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

## *New Event Debuts*

Truck World 2000, Canada's newest national trucks show event, made its debut at The National Trade Centre. Both interior (NTC) and exterior space (parking lot) was used for displays. Show attendance met expectation and management was very pleased with the facility and services provided by our staff.

IIDEX/NeoCon Canada enjoyed their second show at The National Trade Centre. Event Facility Services provided extensive services to this high-end interior design and office furnishing trade event.

O&Y/SMG Canada secured the GM Goodwrench meeting, CUPE 4400 Ratification Vote and the Fidelity Mutual commercial shoot during September 2000.

## *RAWF Cost Effectiveness Measurements*

The Facility Services staffs have been meeting on a weekly basis with the RAWF in order to provide the client with cost-effective services for their upcoming event in November.

## *Growing Inventory*

We have added 8 new show lighting trusses to our inventory that were required to complete our lighting requirements for shows held in the 3rd quarter. We have also completed an initiative to add additional safety cables to all of our lighting trusses to prevent the potential of falling equipment due to truss failure.

## *ABM Contract*

NTS has been chosen as the successful proponent to place the ABM machines here at The National Trade Centre and around the grounds. The National Trade Centre reviewed three separate proposals from alternative providers.

## *New Food Concepts*

New menu concepts as well as some existing concepts have been developed to give more variety to our clients. Some of the new selections you will find are Asia Star, The Matawa Market / Great Canadian Deli and Salad Sampler Station.

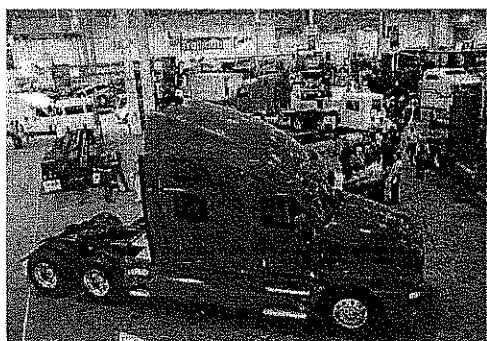
## *Financial Results*

O&Y SMG Canada is pleased to report that the net operating income for the nine months ended September 30, 2000 was \$1,417,709 an improvement of \$272,044 on a year over year comparison.

# SALES & MARKETING REPORT,

## THIRD QUARTER REPORT

In the third quarter, The National Trade Centre hosted 9 events including the Latvian Song & Dance Festival, Fall Gift Show, World Jewellery Expo, Truck World 2000, ComputerFest, GM Goodwrench Tech Rally, Fall Home Show, Navaratri, IIDEX NeoCon Canada along with the Molson Indy and The Canadian National Exhibition.



In September, Truck World 2000, Canada's newest national truck show event made its debut at The National Trade Centre. This highly successful tradeshow was attended by over 12,000 industry professionals during its three-day run. For a first time show, this event occupied over 500,000 square feet of exhibit space.

Also in September, the IIDEX/NeoCon Canada show returned to The National Trade Centre for its annual show. This tradeshow incorporated over 230,000 square feet of exhibit space consisting of over 300 exhibitors in the interior design & management industry. The show was attended by approximately 20,000 visitors.

## SEPTEMBER SALES ACTIVITY

During the month of September, the O&Y/SMG Canada's Sales & Marketing Team secured the GM Goodwrench meeting, CUPE 4400 Ratification Vote and the Fidelity Mutual commercial shoot for 2000. O&Y/SMG Canada's sales efforts have also resulted in the execution of contracts for the Interiors 2001 tradeshow and the 230,000 square foot Interior Design consumer/tradeshow for 2002. Of the 40 pieces of new business contracted to date this year for 2000, 4 are consumer shows, 16 are corporate bookings and 20 are special events/film shoots.

BOOKING STATUS FOR EVENTS	3rd QUARTER ACTIVITY	CONTRACTED 2000 BUSINESS
Contracted in 2000	40	
Contracted in 1999	11	
Contracted in 1998	1	Total: 52

## RESULTS OF AUGUST BUSINESS TRAVEL

As noted in the August management report, Susan Richardson, our Regional Sales Director, U.S. attended the ASAE (American Society of Association Executives) Annual Meeting & Exposition in Orlando. This is the premier tradeshow event for the US Association market. The National Trade Centre participated in this exposition as part of the Tourism Toronto booth. We have responded to a prospective piece of business generated from the ASAE exposition.

## **PUBLICITY**

The September 4, 2000 issue of the industry publication Tradeshow Week included an article summarizing the publication's annual study of exhibition facilities in North America. The National Trade Centre is recognized in this article as the largest exhibit hall in Canada.

The September 13, 2000 edition of The Toronto Star contained an article on the upcoming "Everything to do with sex" show- which will make its debut in the Automotive Building in October.

The September/October 2000 issue of Facilities & Destinations magazine listed The National Trade Centre as the largest Canadian Exhibition Centre (ranked by total square footage) under its spotlight section on Canada.

# EVENT SERVICES

During the third quarter of 2000, Event & Facility Co-ordinators were involved in the following events:

Consumer	Trade	Other
Latvian Song and Dance Festival	Toronto Fall Gift Show	CHAMPS Film Shoot
World Cup Triathlon		CHIN Picnic
O'Donnell Charity Challenge		
Molson Indy		
Ceylon Chamber of Commerce		
	World Jewellery Expo	Caribana
		Canadian National Exhibition
ComputerFest & MacExpo	Truck World 2000/Canadian International Truck Show	GM Goodwrench Tech Rally
Toronto Fall Home Show	IIDEX/NeoCon Canada	Navaratri Samuh Garba Raas

## THIRD QUARTER SUMMARY

Truck World 2000 was held at The National Trade Centre in September. Event Co-ordinators and Facility Co-ordinators worked closely with the Ontario Trucking Association to ensure a smooth first time event. Both interior (NTC) and exterior space (parking lot) was used for displays. Show attendance met expectation and management was very pleased with the facility and services provided by our staff.

IIDEX/NeoCon Canada enjoyed their second show at The National Trade Centre. Event Facility Services provided extensive services to this high-end interior design and office furnishing trade event.

Planning and preparation for other major events this fall have been conducted during this quarter for shows such as CFSM / Weld Expo, The RAWF, Print Ontario and the "One of a Kind" Christmas Craft Show. As noted on earlier reports, the quick configuration changes for the quarter events will be quite demanding on our resources and as such has required extensive planning.

The National Trade Centre Facility Co-ordinators are now providing additional support to the Chief Engineer, Event Co-ordinators and The National Trade Centre Exhibitor Order Desk as it pertains to electrical services.

Department staff have been working closely with Parallel Production Services to ensure the transition of our official technical services provider's front of house presentation to our clients will remain seamless.

## **AUTOMATED BANKING MACHINES**

Shortly after the opening of The National Trade Centre, The Royal Bank supplied 6 ABM machines, 5 within The National Trade Centre and one in the Automotive Building. No compensation was received for these machines, and neither was there any charge from the Royal Bank for providing this service. In early August the Royal Bank advised that it was rationalising it's ABM business, and would be removing the ABM's on October 2, 2000. The provision of ABM's is an essential service for any public facility.

NTS has been chosen as the successful proponent to place the ABM machines here at The National Trade Centre and around the grounds. O&Y/SMG Canada reviewed the three separate proposals from alternative providers. NTS was selected to replace ABM machines as their proposal yielded the highest return to the Board (\$0.40 per transaction) and was the only submission that called for a one year term which maintains our flexibility should a Bank sponsor be secured in the future. NTS provided ABM machines to the 2000 CNE Casino. They will charge a transaction fee of \$1.25, which is consistent with other white label machines in the city. The estimated return to the Board from this arrangement is estimated to be \$50,000 per year based on historical transaction numbers.

# OPERATIONS REPORT

## ELECTRICAL SERVICES

Management from both Exhibition Place and O&Y/SMG Canada continue to meet bi-weekly to discuss, plan and implement the delivery of utility services for upcoming Trade and Consumer shows and events at the National Trade Centre. We continue to strive to improve the delivery of utility services beyond our client's expectations.

The installation of the 600-Volt cable and equipment that was purchased under the Capital 2000 budget is continuing as time and resources are available. The project is 20% complete throughout halls A, B, C and D. Also, 600-Volt quick disconnect cables have been installed from sub-stations 1 & 2 which will allow us to provide additional power to the trade show floor on a permanent basis. Sub-stations 3 and 4 will be done in the next quarter.

We have added 8 new show lighting trusses to our inventory that were required to complete our lighting requirements for shows held in the 3rd quarter. We have also completed an initiative to add additional safety cables to all of our lighting trusses to prevent the potential of falling equipment due to truss failure.

Scheduled and unscheduled maintenance of all building equipment continues throughout the 3rd quarter:

- Replacement of all burnt out light bulbs and ballasts continues on an ongoing basis.
- The variable speed drive on Fan #16 was replaced due to mechanical failure.
- The East Annex boiler core has been replaced due to the age and condition of the equipment.
- Two fan motors on the HVAC failed and have been replaced.
- The Chiller tubes are currently being inspected and cleaned. This is done as part of our annual Chillers maintenance.
- Grinnell Fire Protection was awarded the contract to maintain and inspect the Fire suppression equipment throughout the Coliseum Complex and the National Centre in accordance with all fire codes until June 30, 2001.
- Air Con Systems was awarded the contract to maintain the 3 York Chillers located in the National Trade Centre until July 31, 2003. (See Board Report of July 27, 2000)

## FACILITY SERVICES

We are continually striving to maintain the facility to an optimum standard. The following are various repairs and functions that have been achieved throughout the last quarter.

### DOORS:

- The vinyl wallpaper on all partition walls in Halls A to D, including Salons had been repaired
- All exit doors are monitored by Security and repaired as needed
- The Service Contractor provided scheduled maintenance to the dock doors, plates, and rolling steel doors.

## **LABOUR:**

- Fence panels were ordered and installed in the North Extension. These fence panels provide security for labour inventory, and also maintain emergency exits per the Fire Plan
- Assisted with delivery of rentals and sign hanging for various shows over the last quarter.
- Cobra pole banners were repaired and re-installed at various locations on the south end of the Facility, and on-going project.

## **PAINTING:**

Extensive painting and repairs were completed throughout the facility as follows:

- Exterior and interior lines were re-painted throughout the East & West dock areas.
- South side of the National Trade Centre (Exterior, from Halls A to D), painted handrails, garbage receptacles and bollards.
- A paint touch-up was completed to all Salons and door frames
- Painted all concession stands within the Facility.
- Painted Staging, stairs, risers and barriers in preparation for the up-coming show season
- Re-painted damaged walls, doors, trim and columns throughout the Facility
- Re-painted new Telecommunication and IHL offices on 2<sup>nd</sup> floor Mid Arch.
- A paint touch-up was completed to the RAWF offices and meeting rooms
- Re-painted golf carts and forklifts.

## **CARPENTRY:**

The following repairs were completed:

- Washroom dispensers were continually repaired and replaced throughout all washrooms during shows.
- Repairs were completed to the building directional signage throughout facility.
- Completed various renovations to Servo-Canada's snack bars throughout Halls A to D.
- Construction of a desk (for computer/terminal) in the National Trade Centre, Management boardroom.
- Repairs were completed to the door weather stripping throughout the Facility.

## **CLEANING:**

Cleaning projects are an integral part of daily maintenance, and the following list projects that have been completed to date:

- Stripped and re-finished the Galleria Terrazzo floor at Café Sole.
- Extensive cleaning and wash down of the 3<sup>rd</sup> floor mechanical and sprinkler rooms located throughout the facility.
- Pressure washed all exterior walkway and cleaned windows on the South, East and West sides of the facility.
- Daily cleaning of the Galleria including washrooms, offices and pick-up of exterior refuse around the building perimeter. Weekly monitoring of the Galleria floor using the new slip meter.



- Serviced through Exhibition Place Garage, Tenant Equipment and Mr. Chemical, including all of the cleaning equipment used in the facility.
- Cleaned large overhead ducts throughout Halls A to D.
- Pressure washed Heritage Court and Underground garage.
- Extensive fogging throughout complex for flies after the CNE. Extra lights were purchased to assist in exterminating flies.

#### **EQUIPMENT:**

- Completed scheduled inspections on all facility equipment.
- Completed an inventory audit on all rental assets.
- Rented five Genie lifts from United Rentals, for use during Truck, NeoCon, National Home, Annie Avery, Old Clothing, Ski & Snowboard, Teddy Bear and Weld shows.
- The three Genie Lifts underwent extensive repairs during the last quarter.
- A spot cleaning machine was purchased to clean emergency carpet and furniture stains. The cost of the machine was approximately \$ 1,100.00.

#### **PARKS & PROPERTY:**

Exterior landscaping around The National Trade Centre was a priority throughout the last quarter. Gardens were enhanced with the addition of many flowers and shrubs around the facility. Various areas had to be re-sodded after Molson Indy and the CNE.

#### **TRAINING:**

The cleaning staff underwent training in the use of Butcher chemicals, as these chemicals are used throughout the facility on a daily basis.

#### **STAFF:**

The Facility Services staffs meets on a weekly basis with the RAWF in order to provide them with the most cost effective services for their upcoming event in November.

Ron Mills, Gil Amara, James Needler and Scott Barnum of the RAWF attended an Agricultural fair in Louisville Kentucky. The purpose of the visit was to view the Operations of this event, comparable to the RAWF. Staff strives to achieve a more efficient turnover, and continue to explore the marketplace for a more effective odour-controlling agent to be utilized at the conclusion of agricultural events.

During the past quarter, the Facility Co-ordinators have been working on numerous shows, providing estimates, scheduling services for the remainder of the 2000 show season, and also 2001.

#### **NEW PROJECTS:**

Belm Restoration repaired various brick & floor repairs throughout the interior and exterior of the National Trade Centre. Industrial Glass repaired numerous windows along the north end of the Complex and one large sheet in the Galleria.

A Tender has been issued for carpet replacement in three of the Salons, and this project is scheduled for completion after the RAWF. Floor treads leading to the Automotive basement washrooms will be replaced after the Ski & Snowboard Show. Tech Services has made necessary repairs to the sound cluster in the Coliseum Arena.

The Automotive roof is nearing completion and we are now discussing various masonry and insulated panel repairs required around the building exterior.

# FINANCIAL REPORT

O&Y SMG Canada is pleased to report that the net operating income for the nine months ended September 30, 2000 was \$1,417,709 an improvement of \$272,044 on a year over year comparison. Compared to a budget of \$1,262,761 the budget was exceeded by \$154,948. 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 \$101,386. Rental income has been exceeded with the new bookings by O&Y SMG Canada, of events such as Truck World 2000, 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 \$2,234,777 unfavourable to budget by (\$20,335). Food and beverage commission is \$1,079,915 an unfavourable variance of (\$72,233). Concession sales commission has not been achieved due to lower attendance in shows in the early part of the year. New food concepts have been introduced, and strong catering sales are projected for the 4<sup>th</sup> quarter.

Advertising income, net of cost is \$198,355. The budget has not been achieved to date mainly due to the fact that the beer deal has not yet been finalized. Commission and signage costs have been minimal. Achievement of the year-end budget will be dependent on Trillium's performance and ability to finalize the beer and beverage deal, and generate new sales.

Direct and indirect expenses are favourable to budget by \$98,293. The major favourable variance is due to timing of expenditures for maintenance. Maintenance expenditures are scheduled throughout the 4<sup>th</sup> quarter. The favourable timing variance is offset with higher gas costs than budgeted. O&Y/SMG Canada's Director of Operations for The National Trade Centre continues to monitor this area to maximize energy efficiencies.

Accounts receivable as at September 30, 2000 were \$1,144,352, consisting mainly of \$509,300 due for settlements between program areas, \$395,000 accrued for CNE recoveries, and \$114,303 from Exhibition Place. CNE costs have been prepared and are being reviewed with Operations Manager, CNE during the week of October 10<sup>th</sup>. Deposits of rent for future events total \$213,672 of which \$36,167 had been received by October 10<sup>th</sup>. \$115,650 is outstanding from Volume Services, contractually due on the 25<sup>th</sup> of the month. Additional show services for Truck World of \$62,470 is due and expected to be settled the week of the 10<sup>th</sup>. Collection activities continue, with the assistance of the City Solicitor for the East meets West receivable, fully reserved in 1997, and Moonglow Productions. The receiver for Al Madon productions has advised there are no assets for distribution and a writeoff request will be made to the Board.

During the month of September the Finance department completed final billings and estimates for 8 shows. Also during the month a comprehensive review was done of the price list for show management and exhibitor services. During the month all departments were working on the revised draft of the 2001 Operating Budget and the 2001 Capital Budget.

O&Y SMG Canada continued to support the evaluation of the IHL proposal for the Coliseum during the month of September. As well the Finance group assisted in the evaluation of ABM proponents.

## **TELECOMMUNICATIONS/INFORMATION TECHNOLOGY**

The month of September saw considerable demand from the telecommunications department for various services. Demand on the PBX was at an all time high and required decommissioning of certain lines in order to accommodate the exhibitors of various shows. Equipment for an expansion of the PBX was ordered and will provide additional connectivity in order to accommodate the increase demands put upon it by both full time and transient customers. September also saw the implementation of an email server for use by The Royal Winter Fair. This service provided by The National Trade Centre, Telecommunications Department will allow the Royal Winter Fair to utilize some of the state of the art facilities while also providing the Board of Governors with additional revenue.

The National Trade Centre, Telecommunications Department has installed wireless data transmission equipment, digital video cameras and voice over IP telephony equipment into Exhibition Place Parking kiosks. With this new technology parking kiosks can be easily deployed to any areas that have power (even portable power) and are not reliant on telephone wire or computer network cable. The system will allow managers to view parking queues and determine kiosk utilization and activation levels.

Telecommunications saw a 27% increase over budget for the quarter which translates to an increase of \$55,000.00 from \$202,000 to \$259,000. Highlights of the service and new deployments are as follows:

The Telecommunications/Information Systems new offices provide additional fibre optic connectivity to the grounds as well as additional security. The computer servers that are housed in the new server room now have additional fibre redundancy, filtered diesel generator backup power and independent climate control.

Virtual Private Networks were implemented during the Indy to allow staff to use their own server system within the office space that they occupied both in trailers as well as in the Automotive Building. Telecommunication provided over 138 connections for exhibitors in The National Trade Centre, Horse Palace and Queen Elizabeth Building during the CNE. 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 from 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.

# SERVO CANADA

## BUSINESS ACTIVITY

### RETAIL

The month of September's retail events included the end of the CNE, The Ontario Truck Show, Computerfest, G.M Truck Rally, The Fall Home Show and Iidex Neocon Canada.

The CNE performed a little below revenue expectations. Enhancements this year over last year included live entertainment at the Thirsty Cactus as well as the Budweiser truck and road show for the last weekend of the event.

Two highlights in shows this month include the Ontario Truck Show and Iidex Neocon Canada. Both shows were well attended, with retail services as well as catering services being very well received.

New menu concepts as well as some existing concepts were used during these shows and were very successful. Some of the new concepts used were:

1. The Asia Star – Concession # 2 and portable location for Iidex.
2. The Matawa Market / Great Canadian Deli – Concession #6 and Portable Location.
3. Salad Sampler Station – Portable location for Iidex.

These new concepts as well as our existing ones allowed us not only to service guests better but also to increase our revenues over expectations. They also offer our guests a wider range of products, which will allow us to increase our capture rate of guests dining on property.

The new concepts were rolled out in a trial and training class with The National Trade Centre and Exhibition Place employees acting as guests. The intent was to get feedback from them, in turn they were offered the items they ordered at no charge. The opportunity to show employees of The National Trade Centre and Exhibition Place staff new and exciting things with the food and beverage is good marketing and encourages all staff. In addition we were also able to use them to practice on and get some very constructive criticism.

## BUSINESS ACTIVITY

### CATERING

Catered events for the month included meeting breaks and meals for Iidex Neocon Canada, The Ontario Truck Show, The Fall Home Show and the GM Truck Rally.

All events were show related with the exception of the Lam Wedding, which was held at the QE Building. September marks the end of the slow season in catering and we are looking forward to an extremely busy fourth quarter of this first year of the new millennium. Catered events for the coming months include heavy show catering in October and November and extremely heavy stand-alone events in December. Below is a list of stand-alone events.

November Business				
Date	Company Name / Event	Function Space / Type of Event	Guests	Status
Thurs. Nov. 23	Bell Canada	Heritage Court	700	Confirmed
Sat. Nov. 24	KPMG	Heritage Court	600	Confirmed

December Business				
Date	Company Name / Event	Function Space / Type of Event	Guests	Status
Dec. 1, 2000	CAMH	FDR / revolving reception	500	Confirmed
Dec. 2, 2000	Compaq Canada	Heritage Court / Dinner	600	Confirmed
Dec. 3, 2000	Rabbi Zalsman	Heritage / Hall A / Wedding	3K – 5000?	Tentative
Dec. 5, 2000	Pfizer	Heritage Court / Dinner	650	Confirmed
Dec. 7, 2000	JR. Achievement	Heritage Court / Dinner	700-750	Confirmed
Dec. 9, 2000	Bombardier	Heritage Court/Hall A	4600	Confirmed
Dec. 12, 2000	Swiss Chalet	Heritage Court	1000	Confirmed
Dec. 15, 2000	AT&T	Heritage Court	500	Confirmed
Dec. 16	Anderson Consulting	Heritage Court	900	Tentative

# FINANCIAL REPORTS

## APPENDIX "A"

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

	MONTH ACTUAL	MONTH BUDGET	VARIANCE	YTD ACTUAL	YTD BUDGET	VARIANCE
Number of Events	6	4	2	69	40	29
Direct Event Income	565,898.19	537,518.00	28,380.19	5,418,934.26	5,317,548.00	101,386.26
Ancillary Income	237,913.86	234,582.00	3,331.86	2,234,777.28	2,255,112.00	(20,334.72)
Advertising Income	15,433.00	36,902.00	(21,469.00)	198,355.39	222,752.00	(24,396.61)
CNE Recovery	-	-	-	395,000.00	395,000.00	-
<b>Total Event Income</b>	<b>819,245.05</b>	<b>809,002.00</b>	<b>10,243.05</b>	<b>8,247,066.93</b>	<b>8,190,412.00</b>	<b>56,654.93</b>
Direct Expenses	417,695.75	494,569.00	76,873.25	3,873,053.54	3,938,921.00	65,867.46
Indirect Expenses	397,854.45	339,841.00	(58,013.45)	2,956,304.78	2,988,730.00	32,425.22
<b>Total Event Expenses</b>	<b>815,550.20</b>	<b>834,410.00</b>	<b>18,859.80</b>	<b>6,829,358.32</b>	<b>6,927,651.00</b>	<b>98,292.68</b>
<b>NET INCOME (LOSS)</b>	<b>3,694.85</b>	<b>(25,408.00)</b>	<b>29,102.85</b>	<b>1,417,708.61</b>	<b>1,262,761.00</b>	<b>154,947.61</b>
<b>EX PLACE PARKING ESTIMATE</b>						
PARKING INCOME	106,980.61	215,198.00	(108,217.39)	1,984,926.13	2,316,911.00	(331,984.87)
PARKING EXPENSE	22,465.93	45,191.31	22,725.38	416,834.49	486,551.31	69,716.82
<b>NET PARKING</b>	<b>84,514.68</b>	<b>170,006.69</b>	<b>(85,492.01)</b>	<b>1,568,091.64</b>	<b>1,830,359.69</b>	<b>(262,268.05)</b>

NOTE: 1 Actuals include 12% markup paid to Exhibition Place on labour and materials. At September 30, 2000 the markup paid to Exhibition Place was a total of \$ 337,593.95 (\$ 276,126.82 expensed against direct event income and the balance of \$ 61,467.13 in direct expense)

NOTE: 2 CNE operational expense recovery is based on estimates. Finance and Operational staff is working on finalizing actuals.



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

	1999 YTD SEPT ACTUAL	2000 YTD ACTUAL	2000 YTD BUDGET	2000 VARIANCE	VARIANCE TO YTD SEPT 1999 ACTUAL	%
Number of Events	61	69	40	29	8	13.1%
Direct Event Income	4,983,858.06	5,418,934.26	5,317,548.00	101,386.26	435,076.20	8.7%
Ancillary Income	2,042,989.53	2,234,777.28	2,255,112.00	(20,334.72)	191,787.75	9.4%
Advertising Income	129,655.45	198,355.39	222,752.00	(24,396.61)	68,699.94	53.0%
CNE Recovery	400,842.38	395,000.00	395,000.00	-	(5,842.38)	0.0%
<b>Total Event Income</b>	<b>7,557,345.42</b>	<b>8,247,066.93</b>	<b>8,190,412.00</b>	<b>56,654.93</b>	<b>689,721.51</b>	<b>9.1%</b>
Direct Expenses	3,409,146.04	3,873,053.54	3,938,921.00	65,867.46	(463,907.50)	(13.6%)
Indirect Expenses	3,002,534.39	2,956,304.78	2,988,730.00	32,425.22	46,229.61	1.5%
<b>Total Event Expenses</b>	<b>6,411,680.43</b>	<b>6,829,358.32</b>	<b>6,927,651.00</b>	<b>98,292.68</b>	<b>(417,677.89)</b>	<b>(6.5%)</b>
<b>NET INCOME (LOSS)</b>	<b>1,145,664.99</b>	<b>1,417,708.61</b>	<b>1,262,761.00</b>	<b>154,947.61</b>	<b>272,043.62</b>	<b>23.7%</b>
<b>EX PLACE PARKING ESTIMATE</b>						
PARKING INCOME	2,064,538.87	1,984,926.13	2,316,911.00	(331,984.87)	(79,612.74)	(3.9%)
PARKING EXPENSE	433,553.16	416,834.49	486,551.31	69,716.82	16,718.67	3.9%
<b>NET PARKING</b>	<b>1,630,985.71</b>	<b>1,568,091.64</b>	<b>1,830,359.69</b>	<b>(262,268.05)</b>	<b>(62,894.07)</b>	<b>(3.9%)</b>

NOTE: 1

Actuals include 12% markup paid to Exhibition Place on labour & materials. At September 30, 2000 the markup paid to Exhibition Place was a total of \$ 337,593.95 (\$ 276,126.82 expensed against direct event income and the balance of \$ 61,467.13 in direct expense)

# THE NATIONAL TRADE CENTRE EVENT STATISTICS

FOR THE MONTH OF SEPTEMBER 2000

	MONTH ACTUAL	YTD ACTUAL	PRIOR YEAR ACTUAL
Attendance [Note: 1]	59,010	1,055,585	923,927

EVENT	# OF PERFORMANCES		(IN THOUSANDS)		REFRESHMENT PER CAP'S ACTUAL [Note: 2]
	ACTUAL	BUDGET	ACTUAL	BUDGET	
Consumers Show	30	23	3,464	4,079	2.98
Trade Show	12	9	2,167	2,183	8.78
Concert	2	2	29	-	2.73
Photo/Film Shoot	5	0	33	-	47.87
Meeting/Corporate	20	6	623	148	23.98
	69	40	6,316	6,410	

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 SEPTEMBER 30, 2000

ASSETS	2000	1999
<b>CURRENT ASSETS</b>		
CASH	1,060,857.45	644,032.42
ADVANCE TO EX PLACE	250,000.00	250,000.00
TERM INVESTMENTS	2,750,000.00	3,150,000.00
AMERICAN EXPRESS	9,754.69	26,584.90
TRADE ACCOUNTS RECEIVABLE		
ALLOWANCE FOR DOUBTFUL ACCOUNTS	1,144,352.18	
NET ACCOUNTS RECEIVABLE	(59,972.46)	
RECEIVABLE FROM EX PLACE	1,084,379.72	1,577,396.16
OTHER RECEIVABLE	630.00	2,771.91
PREPAID EXPENSES	112,687.24	149,739.94
	255,381.61	203,414.89
<b>TOTAL CURRENT ASSETS</b>	<b>5,523,690.71</b>	<b>6,003,940.22</b>
<b>FIXED ASSETS</b>		
EQUIPMENT - NET	78,943.46	-
<b>TOTAL ASSETS</b>	<b>5,602,634.17</b>	<b>6,003,940.22</b>
<b>LIABILITIES &amp; EQUITY</b>		
<b>CURRENT LIABILITIES</b>		
ACCRUED LIABILITIES	1,976,361.14	
PROVINCIAL & FEDERAL SALES TAX PAYABLE	85,811.10	
DEFERRED REVENUE	2,122,753.32	4,858,275.23
<b>EQUITY</b>		
NET INCOME (LOSS) CURRENT	1,417,708.61	1,145,664.99
PRIOR YEAR SURPLUS	-	-
DISTRIBUTION TO EXHIBITION PLACE	-	-
	<b>6,275,883.84</b>	<b>6,003,940.22</b>

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

	MONTH	YTD
<b>CASH FLOW FROM OPERATIONS</b>		
NET INCOME (LOSS)	3,694.85	1,417,708.81
ADD: DEPRECIATION & AMORTIZATION	-	-
<b>SOURCES (USES) OF CASH</b>		
TERM INVESTMENTS	(250,000.00)	1,100,000.00
ACCOUNTS RECEIVABLE - TRADE	250,226.74	675,070.51
RECEIVABLE FROM EX PLACE B.O.G.	-	40,484.39
ACCOUNTS RECEIVABLE - OTHER	51,876.57	123,227.18
PREPAID EXPENSES	(45,574.97)	(133,468.13)
DEPOSITS AND OTHER ASSETS	13,056.87	92,002.00
ACCOUNTS PAYABLE & ACCRUED EXPENSES	939,093.14	422,229.57
OTHER PAYABLES	23,391.55	(42,247.11)
DEFERRED INCOME	(281,608.05)	(1,083,828.80)
ADVANCE DEPOSITS - Exhibition Place B.O.G.	-	-
<b>NET CASH FROM OPERATIONS</b>	<b>704,156.70</b>	<b>2,611,378.22</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>704,156.70</b>	<b>728,154.61</b>
<b>BEGINNING CASH BALANCE</b>	<b>356,700.75</b>	<b>332,702.84</b>
<b>ENDING CASH BALANCE</b>	<b>1,060,857.45</b>	<b>1,060,857.45</b>

THE NATIONAL TRADE CENTRE  
ACCOUNTS RECEIVABLE AGING

AS AT SEPTEMBER 30, 2000

CUSTOMER NAME	AMOUNT OUTSTANDING	CURRENT	30 - 60 DAYS	61 - 90 DAYS	OVER 90 DAYS	COMMENTS
<b>COMPLETED EVENTS</b>						
ONTARIO TRUCKING ASSOCIATION	62,469.73	62,469.73				EVENT SERVICES - CDN. INT'L TRUCK SHOW - SEPT. 2000
MERCHANDISE MART ENTERPRISES	14,621.70	14,621.70				ADDITIONAL EVENT SERVICES - IDEX / NEOCON SHOW - SEPT. 2000
GES CANADA EXPOSITIONS	12,428.81	2,271.80	10,157.21			VARIOUS SERVICES - JULY/SEPT EVENTS
CUSTOMER ACCOUNTS - LESS THAN \$10,000	162,653.03	82,485.25	68,715.24	11,452.54		
<b>SUB-TOTAL</b>	<b>252,173.27</b>	<b>161,848.28</b>	<b>78,872.45</b>	<b>11,452.54</b>		
<b>FUTURE EVENTS</b>						
REED EXHIBITION COMPANIES	74,132.22	256.80	73,875.42			BUILDING RENT - CFSM / WELD EXPO - OCT. 2000
COLISEUM ENTERTAINMENT CORP.	24,592.00	24,592.00				LEGAL FEES RE: ONGOING DJE DILIGENCE COSTS FOR I.H.L.
KELLY ALEXANDER COMMUNICATIONS	34,695.84	17,347.93	17,347.91			BUILDING RENT - SPEEDORAMA - JAN. 2001
CANADIAN NAT'L SPORTSMEN'S SHOWS	30,715.88	30,715.88				EVENT SERVICES ESTIMATES - TORONTO SKI & SNOWBOARD SHOW - OCT. 2000
SPARKS PRODUCTIONS INC.	22,638.40	22,638.40				PAID IN FULL
FREE LAND MARKETING INC.	13,528.81		13,528.81			PAID IN FULL
UMBRA LTD.	13,369.65	13,369.65				BUILDING RENT - UMBRA FACTORY SALE - DEC. 2000
<b>SUB-TOTAL</b>	<b>213,672.80</b>	<b>108,920.66</b>	<b>104,752.14</b>			
<b>SERVOMATION</b>						
SERVO CANADA	115,650.34	111,598.02	4,052.32			CATERING COMMISSIONS FOR SEPTEMBER CONTRACTUALLY DUE OCT. 25TH. CLEANING & UTILITIES FOR THE MONTH OF SEPTEMBER
<b>BOARD OF GOVERNORS</b>						
BOARD OF GOVERNORS	114,303.03	77,224.90		37,078.13		EVENT FACILITY SERVICES & BELL CANADA MEGALINK - JAN/JUNE 2000
CANADIAN NATIONAL EXHIBITION ASSOC.	395,000.00		395,000.00			CNE OPERATIONAL COSTS (ACCRUAL)
<b>SUB-TOTAL</b>	<b>509,303.03</b>	<b>77,224.90</b>	<b>395,000.00</b>	<b>37,078.13</b>		
<b>SPONSORSHIP</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>1,144,352.18</b>	<b>459,591.86</b>	<b>582,676.91</b>	<b>48,530.67</b>	<b>53,552.74</b>	
	100%	40%	51%	4%	5%	

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

CUSTOMER NAME	AMOUNT OUTSTANDING	61 - 90 DAYS	OVER 90 DAYS	COMMENTS
BOARD OF GOVERNORS	37,078.13	37,078.13		Event facility services for January to April 2000, plus Exhibition Place portion of the Bell Canada megalink for January-June 2000.
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.
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	11,452.54	11,452.54	-	Services for various shows. Collection attempts are in progress.
	102,083.41	48,530.67	53,552.74	



# COMPONENTS OF DIRECT EXPENSE

