

Finance

BOSTON CONVENTION & EXHIBITION CENTER

Boston, Massachusetts

Financial projections are based on the demand projections for the new facility and the assumption of continued level demand for the Hynes. A summary of the demand projections for the new Trade & Convention Center is presented in Table 6-2.

Table 6-2 Trade & Convention Center Demand Projections

Type and Size of Event	2003	2007	2012
Conventions & Tradeshows			
0 to 75,000 SF	4	8	8
75,001 to 150,000 SF	14	20	22
150,001 to 300,000 SF	14	18	20
300,001 to 450,000 SF	4	7	9
450,001 to 600,000 SF	2	4	5
Sub Total	38	57	64
Community or Social			
<101 Attendees	2	2	2
101 to 500 Attendees	2	2	2
501 to 2000 Attendees	3	5	5
2001 to 5000 Attendees	1	1	1
>5000 Attendees	0	0	0
Sub Total	8	10	10
Meetings			
<101 Attendees	2	4	4
101 to 500 Attendees	2	6	6
501 to 2000 Attendees	4	8	8
2001 to 5000 Attendees	1	3	3
>5000 Attendees	0	0	0
Sub Total	9	21	21
Total Events	55	88	95
Projected Exhibit Hall Utilization			
	27%	42%	49%
Unused Exhibit Hall Capacity			
	38%	23%	16%
Annual Attendance			
Conventions & Trade Shows	302,800	470,600	537,600
Other Events	18,900	36,200	36,200
Annual Room Nights	398,135	675,000	794,000

Source: Johnson Consulting

7,968 8,256 8,450

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OPERATING FINANCE