

## Year End Report

We had a good year this year despite the down turn in corporate budgets.

We had:

149 out of 158 booths purchased (14 not for profit at \$456.75 and 135 at \$561.75)

3 no shows

17 new exhibitors

This year we started pre-registration on-line for next year on the Friday. This was received very well by the exhibitors. We currently have 28 booth booked and have 10 paid online.

We have changed the cancellation policy to include a fine for cancelling in December due to the number of cancellations we had this year.

There will be a nominal increase of \$4.00 per booth this year. We had a few exhibitors close up early on both days, investigating incentives for exhibitors to stay open during the exhibit hours.

The transition of chairs was a bit bumpy, especially with payments and confirmations. I expect this year to go more smoothly.