ANNUAL REPORT
A YEAR IN REVIEW
by the numbers

The Javits Center is more popular than ever—and its success means more business, more jobs and more economic activity for New Yorkers. Located on Manhattan’s West Side, the Javits Center is a 24/7 facility that is operated by the New York Convention Center Operating Corporation (NYCOCO), a public benefit corporation. With the building’s comprehensive renovation, advanced technological upgrades and a renewed focus on customer service, trade shows are coming to New York to experience all of the excitement and energy the Empire State has to offer.

- **840,000** SQUARE FEET OF EXHIBITION SPACE
- **2 MILLION** VISITORS
- **102** MEETING ROOMS
- **35,000** COMPANIES EXHIBITED
- **400,000** HOTEL ROOM NIGHTS GENERATED
- **4** FLOORS
- **14,000** JOBS SUPPORTED
- **$1.5 BILLION** ECONOMIC ACTIVITY GENERATED

Above statistics reflect annual totals. Photo © David Sundberg / Esto. All rights reserved.
Dear Friends,

"Pardon our Progress" has been our message to customers at the Javits Center, and it has been exciting to see that progress at all levels of our business. Once again, we’ve delivered on our mission of creating significant economic impact for the State and the City. We’ve created new business, supported existing economic engines and enhanced our customer service. As the events business has continued to rebound, we have worked with our customers to ensure that the services they need to be successful are here and available.

Thanks to our colleagues at the Convention Center Development Corporation, we’re nearing the completion of our renovation. The building has never looked better, and the Convention Center Operating Corporation’s newly focused maintenance program will keep it that way. I appreciate the hard work of our employees, our business partners and our customers. The success of the Javits Center depends on the support and dedication of all of you.

Manhattan’s West Side is poised to be New York’s newest and most exciting neighborhood. The Javits Center is ready to play our part in that excitement. With new events like the recent “X-Men: Days of Future Past” worldwide film premiere and NBC’s “Up Front,” with additional business-to-business events like the International Council of Shopping Centers, and with events returning to New York like Lightfair International and Medical Design & Manufacturing East Conference, the Javits Center is busier, and more vibrant, than ever before.

None of our success would be possible without our committed and caring employees, our business partners and our customers. Nor would it be possible without Governor Andrew Cuomo, who this year opened the New York International Auto Show, and who later this year will host the first State Conference on International Business Development at the Javits Center.

The leadership team thanks each and every one of you for your support. The Javits Center has been a government service agency, meeting operating requirements from internal, governmental resources and open the creation of new jobs and new businesses. I am committed to ensuring that the results you have seen and will see again and again formed in our Javits Center.

Sincerely,

Alan E. Steel
The extension of the 7 Subway will open directly across the street from the Javits Center, connecting the facility to all parts of New York City for the price of a Metrocard.

Operations at the Javits Center are led by an elite team of skilled professionals, including carpenters, cleaners, electricians, engineers, event solution managers, plumbers and teamsters, who coordinate and construct some of the largest trade shows and events in the United States. The Javits Center has instituted performance standards for all employees in order to improve operations throughout the organization, while conducting customer surveys to understand the evolving needs of exhibitors who visit the facility. In an effort to reach new audiences, our exclusive caterer, Centerplate, one of the largest hospitality companies in the world, has recently partnered with luxury caterer Sonnier & Castle to attract more unique events to the Javits Center.

The one-of-a-kind structure is more energy efficient than at any other time in its 28-year history. We installed a giant green roof, as well as more than 100 energy-efficient HVAC units, to reduce the building's energy consumption. We also partnered with the Audubon Society, Drexel University and Parsons The New School for Design to study the environmental impacts of the 6.75-acre green roof as a part of our focus on improving the quality of life in and around the building.
supporting new york’s economy

The Javits Center is more than just a building. It serves as an economic generator, a job creator and an exciting hub of commerce for businesses and tourists around the world. Only minutes from thousands of hotel rooms and restaurants, the Javits Center generates a tremendous amount of economic activity for New York City and New York State. The facility is the only major convention center in the country that does not rely on government subsidies for its day-to-day operations—and the work of its men and women serves as a major boost to the Empire State economy. Each year, trade shows, conventions and special events at the Javits Center generate up to $1.5 billion in economic activity and support as many as 14,000 jobs for New Yorkers—from cab drivers and carpenters to restaurants and retail shops.

Up to 35,000 companies exhibit at the Javits Center each year, leading to the booking of nearly 400,000 hotel room nights—a staggering number by any measure. Whether it’s the National Retail Federation’s Big Show or the New York International Auto Show, more than two million people visit the Javits Center each year, and as a result, the facility serves as an economic boon and a major tourist destination for the Empire State.

The Javits Center experienced significant economic growth in Fiscal Year 2014, positioning itself on the right track for years to come. With a comprehensive renovation coming to a close and other infrastructure investments, the facility is prepared to host a more diverse group of events and welcome new audiences that will further support its reputation as the Marketplace for the World. In Fiscal Year 2014, the number of trade shows and special events increased by more than 10%, resulting in a gross square foot increase of 3.7 million to 17.9 million, a 26% jump. Total operating revenue increased by 22% to $152.6 million—both strong indicators of the growing popularity of the Javits Center as a must-see destination for tourists and businesses around the globe.

In Fiscal Year 2014, our 3,300 employees worked approximately 1.7 million hours, representing a 13.3% increase over the prior year. Total operating expenses increased 19.7%, but the revenue increase demonstrates a positive economic outlook in the years ahead.

$1.5 BILLION ANNUAL ECONOMIC ACTIVITY GENERATED FOR NEW YORK

14,000 ANNUAL JOBS SUPPORTED BY JAVITS CENTER EVENTS

10% INCREASE OF EVENTS AT JAVITS CENTER IN FY2014

More than two million people visit the Javits Center each year, and as a result, the facility serves as an economic boon and a major tourist destination for the Empire State.
Since opening in 1986, the Javits Center has become an economic driving force for the Empire State, attracting businesses from around the world which support New York’s economy. Trade shows, public shows and special events at the Javits Center generate spending from event delegates, exhibitors and organizers who would not otherwise have spent money in the local economy.

As direct spending from these sources flows through the economy, additional rounds of spending, employment and earnings are generated. The total impacts generated are estimated by applying “multipliers” derived from the economic infrastructure of New York City and New York State to the estimates of initial direct spending. Thousands of New Yorkers depend on our events for sources of employment and business opportunities, making the Javits Center a critical component of the Empire State economy. In calendar year 2013, $737 million in wages were earned by workers in New York City as a result of events at the Javits Center.

New York City and New York State also benefit from operations at the Javits Center in the form of tax revenues. The primary taxes affected by the Javits Center-related expenditures include sales tax, hotel occupancy tax and personal income tax. The total fiscal benefits to New York State and New York City presented are based on the estimated total expenditures generated by conventions, trade shows and public shows held at the Javits Center in calendar year 2013 and the applicable tax rates.

The completion of the comprehensive renovation at the Javits Center will help to increase these positive economic impacts in the years ahead. With new services, new facilities and a new emphasis on customer service, the iconic structure is enticing new audiences to explore all that the building has to offer—from a state-of-the-art WiFi system to a one-of-a-kind food court to a variety of unique spaces that can be tailored to each customer.

<table>
<thead>
<tr>
<th>CY2012</th>
<th>CY2013</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Annual Event Activity</strong></td>
<td><strong>Conventions &amp; Trade Shows</strong></td>
</tr>
<tr>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
</tr>
</tbody>
</table>

| **Public Shows** | **Events** | **Show Attendance** | **Number of Exhibiting Companies** |
| | 12 | 3,472 |
| | | 1,404,000 | 1,567,400 |
| | | 3,810 |

| **Total Economic Impacts ($millions)** | **New York** | **Sales** | **Income** | **Employment** |
| | | 1,391 | 685 |
| | | 12,600 |

| **State of New York** | **Sales** | **Income** | **Employment** |
| | 1,452 | 635 |
| | 14,300 |

| **Total Fiscal Impacts ($millions)** | **New York City** | **Sales** | **Hotel** | **Income** | **Subtotal - City** |
| | | 37.1 | 12.5 | 15.0 |
| | | 39.7 | 13.7 | 16.3 |

| **New York State** | **Sales** | **Hotel** | **Income** | **Subtotal - State** |
| | 32.6 | 1.0 | 24.9 |
| | 34.6 | 1.0 | 27.1 |

| **Metropolitan Transit Authority** | **Sales** | **Income** | **Subtotal - MTA** |
| | 3.1 | 3.3 |
| | 3.3 |

Above statistics do not include special events.

Left: Chris Cooper

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supporting new york’s economy
When the renovation and expansion of the Javits Center was set in motion, it was critical that this vital upgrade allow operations to proceed so the iconic structure could continue to fulfill its mission of stimulating New York’s economy. More than any other facility of its kind, the Javits Center fuels the region’s economic engines, and a key element of the project was ensuring that its operations moved forward. Five years, more than $460 million and one giant green roof later, the wraps are off—and the Javits Center is brilliantly—and breathtakingly—accomplishing its mission.

Taking in the full scope of the monumental project, it’s fair to say that the Javits Center hasn’t been merely renovated—but revitalized and reimagined. Reflecting the energy of Manhattan’s resurgent West Side, the new Javits Center is the most dazzling industry showcase in New York’s most dynamic new neighborhood—now being transformed with the new 7 Subway line extension and Hudson Yards development. Nowhere else will one find all of the ingredients for success on one incomparable stage, right in the heart of the greatest city in the world.

All of the energy, creativity, and unlimited economic potential of New York is at our doorstep, with the reconstructed halls of the Javits Center taking center stage.

Working together with the New York Convention Center Development Corporation, construction manager Tishman Construction and architects FXFOWLE and Epstein, we executed a bold, indelible vision for the new Javits Center. Even while the renovation was in progress, the Javits Center maintained its role as the country’s busiest convention center, generating billions of dollars of economic activity across the city and state. The transformation of the building is evident everywhere, inside and out. And driven by a strong commitment to sustainability and a focus on efficiency, the repositioned building is pursuing LEED Silver certification.

Highlights of the history-making renovation include:

Construction of the largest green roof in the Northeast
- Spanning 6.75 acres, the state-of-the-art green roof reduces water runoff and heat gain at the convention center, helping to lower the facility’s annual energy consumption by 26%.
- The green roof also helps protect the roof membrane, enhances the aesthetics of the building when seen from above and creates a natural wildlife habitat.

New façade, flooring, mechanical and lighting systems
- The Javits Center’s existing curtain wall was replaced with 3,722 panels of energy-efficient, high-performance glass, which simplified and lightened the aesthetic of the original façade—making the facility more inviting than ever before.
- The original flooring, which consisted of diamond patterned Tuscan red terrazzo, has been replaced with soft tones of gray terrazzo—modernizing the interior spaces.

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New mechanical systems have improved indoor air quality, reduced ambient noise and significantly saved on energy consumption. The building now features an upgraded, high-efficiency HVAC system, which involved the replacement of more than 100 mechanical units, each weighing 20,000 pounds.

The installation of 2,400 skylight panels allow natural light to permeate the interior spaces and enhance the building’s distinctive exterior.

New Javits North

The construction of this phenomenal 110,000-square-foot, column-free exhibit hall boosts the entire building’s prime exhibit space to 840,000 square feet. As a result, the Javits Center moved from 16th to 13th place in the Trade Show Executive magazine’s World’s Top Convention Centers (WTCC) ranking.

In late 2012, Hurricane Sandy deposited up to a foot of contaminated water across 800,000 square feet of the first level of the facility, requiring extensive repairs and replacement of materials. Repairs are expected to be completed by the end of 2014. In order to mitigate future damage, three flood gates were installed at the entry points on 12th Avenue, and there are plans to install additional gates. Central computer equipment, along with telephone and Internet hardware, was also relocated from the first level to the fourth level as a precaution.

For chief executives and business professionals, show managers and meeting planners, as well as millions of tourists and New Yorkers, all of these improvements clearly position the Javits Center as a premier convention center that rivals any venue. Now more than ever, the Javits Center is where New York meets the world.

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Customer service is a top priority for the Javits Center team. We have instituted a “Culture of Yes” philosophy among our employees that’s designed to emphasize the importance of the customers’ needs, and we have taken significant steps to live up to those ideals. From adding more customer service staff to increasing employee training, we have implemented a number of changes to enhance the customer experience and better accommodate our visitors. We have modernized our escalator banks and windows, installed new concierge desks and added new food kiosks, weaving areas and logos to help navigate the building.

As a result, trade shows and special events are scheduling a return to New York in the coming months and years. More than two million people walk through our doors each year—from corporate titans and business executives to comic book fans and college graduates—and each customer has special needs we seek to fulfill. We have set the standard for major events throughout the world, and our specialized teams of professionals are committed to ensuring each event is an absolute success for its hosts and attendees.

NEW MARKETPLACE

The Javits Center is steps away from thousands of restaurants in New York City, but sometimes, customers just want a quick bite that tastes great. That’s why we constructed the Marketplace, a new state-of-the-art food court in the Crystal Place in conjunction with our exclusive hospitality provider, Centerplate. Inspired by the products and diversity of the New York region and developed with celebrated local chefs Dave Pasternak, Roberto Santibañez and Richard Landau, the Marketplace provides made-to-order meals and snacks ranging from classic burgers to Mexican tortas to Vegan fare—all using New York products. It’s the perfect choice for New Yorkers on the go.

Centerplate is a member of the Pride of New York program, which was created by Governor Andrew M. Cuomo to promote the sale of agriculture products grown in the Empire State, as well as food products processed here. Centerplate offers local products in its catering menus and café offerings, such as Red Jacket Juices from Finger Lakes Farm and fresh fruit, granola, fried onions and popcorn from Squeeze Raw Snacks in Brooklyn. Other local farms and businesses include: Benti’s Fresh Bread, Continental Organics and Island Fresh.

From film premieres to fundraising galas, the Javits Center can host any type of event due to its sheer size and versatility. Thanks to a new partnership between Centerplate and New York-based luxury caterer Sonnante & Castle, we are able to service a wider range of culinary demands, making our one-of-a-kind destination the perfect choice for corporate events, intimate gatherings and social functions.

As a part of our renovation project, our partners have received new, modernized facilities in order to maximize the use of our space and improve customer service. A full-service Starbucks, Hudson News, SuperShuttle, India Office and American Express OPEN Business Lounge are all permanent tenants of our building, offering unsurpassed convenience to our customers.
Our technology experts have partnered with industry leaders and worked closely with customers in order to pinpoint the most effective ways to enhance services at the Javits Center.

**New Technology**

From underground subway networks to wireless networks above, the Javits Center is connecting to everything New York. We have made a significant investment in our technology infrastructure, and as a result, our customers have better wireless and internet access than ever before. Our technology experts have partnered with industry leaders and worked closely with customers in order to pinpoint the most effective ways to enhance services at the Javits Center.

Our advanced antenna system provides cell phone coverage for AT&T and Verizon users. In 2014, the iconic facility will complete an overhaul of our telecommunications systems—turning our halls into state-of-the-art spaces equipped to meet the needs of any event for decades to come.

We’re installing a new High Density WiFi system throughout the 2.1 million square-foot building, including more than 700 unique access points across the interior spaces and exterior areas near the entrances. This system will be able to provide WiFi access to more than 70,000 users at a time—more than sold-out crowds at Yankee Stadium and Madison Square Garden combined. Designed and manufactured by Cisco, the new WiFi system is scheduled to be completed by the end of 2014 and will allow millions of customers to order service directly from their mobile device while visiting the Javits Center.

We have also installed fiber optic wiring throughout the building to provide high-speed internet connections for our customers who depend on the Javits Center to conduct millions of dollars worth of business each year. To ensure connectivity, there are multiple and redundant appliances within the network, allowing users to work electronically in a seamless fashion.

**Serving Our Customers**

<table>
<thead>
<tr>
<th>703 WiFi Access Points Throughout the Buildings</th>
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<tbody>
<tr>
<td>70,000 Users Can Access Our WiFi Simultaneously</td>
</tr>
<tr>
<td>2.1 Million Square Feet of Area Where WiFi is Available</td>
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</table>
On track to achieve LEED Silver certification, we are meeting the goal of exceeding New York State’s mandate of reducing energy and water consumption by 20% by the year 2020—and reducing office waste by more than the required 10% annually. More than at any time in its history, the Javits Center is poised to sustain a green environment far into the future, thanks to a number of new projects that kicked off in 2013:

- **Green Technology**: Installation of new air-conditioning systems which enable engineers to monitor and adjust the temperature in hundreds of spaces for visitors’ additional comfort.

- **Energy Dashboard**: Investment in a cutting-edge energy dashboard that allows designated engineers and employees to monitor consumption levels for electric, gas, and water. The Energy Dashboard facilitates the tracking of consumption levels, which can be specified by individual meters or time frames. More data has been collected since 2010, allowing consumption reduction goals. The program is designed to reduce brownouts in the city during high-demand days—a benefit that can help the Javits Center surpass the state mandate of 20% reduction in energy consumption by the year 2020.

- **Bird-Friendly Glass**: Installation of thousands of new glass panels, which are not only energy-efficient but protect the area’s bird population. The pixelated glass panels along the façade and rooftop are designed to prevent birds from sustaining injury by accentuating the structure in front of them. Since the installation, the number of bird collisions has dropped significantly, creating a healthier environment for the West Side community.

The new Javits Center has raised the bar on sustainability through its renovation and expansion—from its high-efficiency glass-encased façade to its energy-saving green roof. When completed, the spectacular green roof will be the second largest of its kind in the United States. Yet even as the epic renovation winds down, the Javits Center’s commitment to sustainability continues.
greening our environment

In addition to these forward-thinking programs, the advanced recycling practices at the Javits Center have continued to keep large amounts of waste out of landfills.

- Recycling: 1,627 tons of garbage were collected from our trash hauler. From that, 1,273 tons, or 33%, was diverted from landfills and recycled. To increase diversion rates and reduce plastic waste basket liners, individual trash cans were eliminated in all administrative offices, and employees were encouraged to deposit trash in centralized trash bins labeled “Mixed Recycling” and “Waste Only.”

- Composting: A state-of-the-art composting program has been managed by Centerplate, our caterer. In 2013, 41.2 tons of organic material were collected by the trash hauler. The organic material is carted offsite and turned into compost, which is sold to farmers and homeowners to supplement their soil.

- Partnering: The Javits Center has joined the Green Meeting Industry Council—an important source of sustainability knowledge for the meeting, events and conference industry—and partnered with event producers to increase the sustainability of events.

Like the stunning renovation itself, the development and improvement of the Javits Center’s sustainability programs is not just cosmetic. It will help forge a vital, fully functional link between the man-made structure and its environment, contributing to a healthy building, green procurement practices and community outreach.

Our dedication to sustainability embodies everything that the new Javits Center stands for: world-class technological innovation, resourcefulness and an unrivaled commitment to excellence.

When completed, the spectacular green roof will be the second largest of its kind in the United States.
behind the glass

The foundation of the Javits Center’s success is its people. Producing spectacular events inside the country’s busiest convention center is a never-ending challenge that requires a special set of skills and determination. Facing high stakes and hard deadlines in a high-pressure environment, our dedicated workforce delivers day-to-day quality service that keeps the iconic facility constantly buzzing with new events, new businesses and new people on the show floor.

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Our event solutions teams, administrative units, carpenters, electricians, environmental solutions staff, public safety officers and set-up crews work closely with our contractor partners to ensure the expectations of every customer are met. Our workforce reflects the diverse communities of New York and the world with employees speaking at least 17 different languages, including Arabic, Croatian, Farsi, French, Greek, Italian, Mandarin, Persian, Russian, Tagalog and Urdu.

Business opportunities depend on quality events and service, and our in-house staff is the best of the best. For exhibitors, conference presenters or attendees, face-to-face marketing occupies a unique place in today’s e-commerce-based economies. Face-to-face engagement creates a personal connection and builds trust, creating stronger, more meaningful, and more profitable business relationships. According to Meeting Professionals International, 40% of prospects converted to new customers via face-to-face meetings, and 28% of current business would be lost without face-to-face meetings.

Our staff is committed to maintaining the building in prime condition—on every day, for every event. The Javits Center is a place where people make a difference, and where people collaborating with people, make business succeed.

With less than 100,000 visitors interacting with more than 100,000 exhibitors at 150 events each year, the Javits Center serves as a global nexus of commerce where relationships are created, renewed and transformed. Our events are constant creators of opportunities, and through those opportunities, businesses are expanded, and jobs are created regionally, nationally and internationally. Known as the Marketplace for the World, the Javits Center has become a magnet for international business since it opened its glass doors in 1986.

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### Financial Statement

#### Assets

<table>
<thead>
<tr>
<th>Current Assets</th>
<th>03.31.14</th>
<th>03.31.13</th>
</tr>
</thead>
<tbody>
<tr>
<td>Cash and cash equivalents</td>
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<tr>
<td>Short-term investments</td>
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<tr>
<td>Accounts receivable, net of allowances of $1,207,609 in 2014 and 2013, respectively</td>
<td>$9,196,869</td>
<td>$6,041,066</td>
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<tr>
<td>Prepaid and other assets</td>
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<td>$12,414,771</td>
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<tr>
<td><strong>Total current assets</strong></td>
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<td><strong>$94,625,756</strong></td>
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<tr>
<td>Property, Plant and Equipment, Net</td>
<td>$23,556,316</td>
<td>$20,535,943</td>
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<tr>
<td><strong>Total assets</strong></td>
<td><strong>$107,666,020</strong></td>
<td><strong>$107,161,699</strong></td>
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#### Liabilities and Net Assets

<table>
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<th>Current Liabilities</th>
<th>03.31.14</th>
<th>03.31.13</th>
</tr>
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<tbody>
<tr>
<td>Accounts payable</td>
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<tr>
<td>Accrued expenses, current</td>
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<td>$10,577,878</td>
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<tr>
<td>Unearned revenue</td>
<td>$15,118,879</td>
<td>$19,408,453</td>
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<tr>
<td>Reserve for emergency repairs</td>
<td>$2,964,088</td>
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<tr>
<td>Estimated litigation and insurance claims</td>
<td>$599,364</td>
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<tr>
<td>Capital lease liability, current</td>
<td>$1,785,668</td>
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<tr>
<td>Other postretirement employee benefits obligation, current</td>
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<td>$341,851</td>
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<tr>
<td><strong>Total current liabilities</strong></td>
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</tr>
<tr>
<td>Accrued expenses, net of current portion</td>
<td>$966,430</td>
<td>$841,743</td>
</tr>
<tr>
<td>Capital lease liability, net of current portion</td>
<td>$6,392,174</td>
<td>-</td>
</tr>
<tr>
<td>Other postretirement employee benefits obligation</td>
<td>$31,228,392</td>
<td>$28,102,841</td>
</tr>
<tr>
<td><strong>Total liabilities</strong></td>
<td><strong>$76,610,899</strong></td>
<td><strong>$73,361,517</strong></td>
</tr>
</tbody>
</table>

#### Commitments and Contingencies

<table>
<thead>
<tr>
<th>Non-Operating Revenues</th>
<th>03.31.14</th>
<th>03.31.13</th>
</tr>
</thead>
<tbody>
<tr>
<td>Interest income, net</td>
<td>$31,333</td>
<td>$98,030</td>
</tr>
<tr>
<td><strong>NET LOSS</strong></td>
<td><strong>($2,745,061)</strong></td>
<td><strong>($4,193,483)</strong></td>
</tr>
<tr>
<td><strong>NET ASSETS</strong></td>
<td><strong>$31,055,121</strong></td>
<td><strong>$33,800,182</strong></td>
</tr>
<tr>
<td><strong>NET ASSETS</strong>—Ending</td>
<td><strong>$31,055,121</strong></td>
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</tbody>
</table>

#### Operating Revenues

<table>
<thead>
<tr>
<th>Operating Revenues</th>
<th>03.31.14</th>
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</tr>
</thead>
<tbody>
<tr>
<td>Space rentals</td>
<td>$22,961,092</td>
<td>$18,285,464</td>
</tr>
<tr>
<td>Event-related services</td>
<td>$123,378,457</td>
<td>$100,610,074</td>
</tr>
<tr>
<td>Concession commissions</td>
<td>$4,966,124</td>
<td>$4,573,474</td>
</tr>
<tr>
<td>Advertising income</td>
<td>$1,288,245</td>
<td>$1,619,384</td>
</tr>
<tr>
<td><strong>Total operating revenues</strong></td>
<td><strong>$152,620,677</strong></td>
<td><strong>$125,185,554</strong></td>
</tr>
</tbody>
</table>

#### Operating Expenses

<table>
<thead>
<tr>
<th>Operating Expenses</th>
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</tr>
</thead>
<tbody>
<tr>
<td>Employee compensation and benefits</td>
<td>$126,644,542</td>
<td>$107,226,029</td>
</tr>
<tr>
<td>Selling, general and administrative expenses</td>
<td>$10,824,550</td>
<td>$8,223,843</td>
</tr>
<tr>
<td>Annual other postemployment benefits expense</td>
<td>$3,367,767</td>
<td>$3,156,932</td>
</tr>
<tr>
<td><strong>Total operating expenses</strong></td>
<td><strong>$153,538,194</strong></td>
<td><strong>$128,219,766</strong></td>
</tr>
</tbody>
</table>

#### Non-Operating Revenues

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</table>
2014 & beyond

Manhattan’s West Side neighborhood is on the verge of greatness.

A new subway station for the 7 line is opening in the coming months. The final section of the High Line is being completed alongside Hudson River Park. Skyscrapers with new apartments and businesses are being constructed. Hotel developers and retail entrepreneurs are locking over maps to build and accommodate a wave of new residents and tourists who want to explore New York’s next great neighborhood. And the Javits Center is in the middle of it all.

With our comprehensive renovation coming to an end, the facility looks and operates better than ever, and we’re excited for millions of visitors to use our space in new and different ways—from corporate events to product launches to intimate, luxurious gatherings.

With hundreds of new WiFi antennas and a new subway station across the street, we’re connecting to New Yorkers on so many levels. We’ve hired new employees to increase our dialogue with the communities we serve, we’re redesigning our website—and we’re developing a state-of-the-art mobile app to help customers easily find the latest information about the Javits Center. By 2015, all parts of New York City, including Grand Central Station, downtown Brooklyn, the Bronx and the eastern corner of Queens, will be a subway ride away from the Javits Center—making it easier than ever to visit the busiest convention center in the country.

New York is well known as the financial, fashion, media and entertainment capital of the world—and the Jacob K. Javits Convention Center has become a critical part of its economy. Our building was named after a great man who proudly served New York for decades—as a U.S. Congressman, Attorney General and U.S. Senator—and we are pleased to honor his legacy by continuing to serve New Yorkers for generations to come.

By 2015, all parts of New York City, including Grand Central Station, downtown Brooklyn, the Bronx and the eastern corner of Queens, will be a subway ride away from the Javits Center—making it easier than ever to visit the busiest convention center in the country.
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Mark Sims
Vice President/Chief Information Officer

executive staff

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