

## MIRA INFORM REPORT

<b>Report No. :</b>	518821
<b>Report Date :</b>	11.07.2018

### IDENTIFICATION DETAILS

<b>Name :</b>	NORTHSTAR TRAVEL MEDIA, LLC
<b>Registered Office :</b>	251 Little Falls Drive, Wilmington, New Castle, De, 19808, Usa
<b>Country :</b>	United States
<b>Financials (as on) :</b>	2017 (Summarized)
<b>Year of Establishment :</b>	1989
<b>Legal Form :</b>	Corporation
<b>Line of Business :</b>	The Company offers marketing, SAAS, ecommerce, and data solutions, such as media brands, digital media, face-to-face events, online subscription information services, and business intelligence services.
<b>No. of Employees :</b>	330

### RATING & COMMENTS

(Mira Inform has adopted New Rating mechanism w.e.f. 23<sup>rd</sup> January 2017)

<b>MIRA's Rating :</b>	A+
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Credit Rating	Explanation	Rating Comments
A+	Low Risk	Business dealings permissible with low risk of default

<b>Status :</b>	Good
<b>Payment Behaviour :</b>	Regular
<b>Litigation :</b>	Clear

#### NOTES :

Any query related to this report can be made on e-mail : [infodept@mirainform.com](mailto:infodept@mirainform.com) while quoting report number, name and date.

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**ECGC Country Risk Classification List**

Country Name	Previous Rating (31.12.2017)	Current Rating (01.04.2018)
United States	A1	A1

Risk Category	ECGC Classification
Insignificant	A1
Low Risk	A2
Moderately Low Risk	B1
Moderate Risk	B2
Moderately High Risk	C1
High Risk	C2
Very High Risk	D

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**UNITED STATES - ECONOMIC OVERVIEW**

The US has the most technologically powerful economy in the world, with a per capita GDP of \$59,500. US firms are at or near the forefront in technological advances, especially in computers, pharmaceuticals, and medical, aerospace, and military equipment; however, their advantage has narrowed since the end of World War II. Based on a comparison of GDP measured at purchasing power parity conversion rates, the US economy in 2014, having stood as the largest in the world for more than a century, slipped into second place behind China, which has more than tripled the US growth rate for each year of the past four decades.

In the US, private individuals and business firms make most of the decisions, and the federal and state governments buy needed goods and services predominantly in the private marketplace. US business firms enjoy greater flexibility than their counterparts in Western Europe and Japan in decisions to expand capital plant, to lay off surplus workers, and to develop new products. At the same time, businesses face higher barriers to enter their rivals' home markets than foreign firms face entering US markets.

Long-term problems for the US include stagnation of wages for lower-income families, inadequate investment in deteriorating infrastructure, rapidly rising medical and pension costs of an aging population, energy shortages, and sizable current account and budget deficits.

The onrush of technology has been a driving factor in the gradual development of a "two-tier" labor market in which those at the bottom lack the education and the professional/technical skills of those at the top and, more and more, fail to get comparable pay raises, health insurance coverage, and other benefits. But the globalization of trade, and especially the rise of low-wage producers such as China, has put additional downward pressure on wages and upward pressure on the return to capital. Since 1975, practically all the gains in household income have gone to the top 20% of households. Since 1996, dividends and capital gains have grown faster than wages or any other category of after-tax income.

Imported oil accounts for more than 50% of US consumption and oil has a major impact on the overall health of the economy. Crude oil prices doubled between 2001 and 2006, the year home prices peaked; higher gasoline prices ate into consumers' budgets and many individuals fell behind in their mortgage payments. Oil prices climbed another 50% between 2006 and 2008, and bank foreclosures more than doubled in the same period. Besides dampening the housing market, soaring oil prices caused a drop in the value of the dollar and a deterioration in the US merchandise trade deficit, which peaked at \$840 billion in 2008. Because the US economy is energy-intensive, falling oil prices since 2013 have alleviated many of the problems the earlier increases had created.

The sub-prime mortgage crisis, falling home prices, investment bank failures, tight credit, and the global economic downturn pushed the US into a recession by mid-2008. GDP contracted until the third quarter of 2009, the deepest and longest downturn since the Great Depression. To help stabilize financial markets, the US Congress established a \$700 billion Troubled Asset Relief Program (TARP) in October 2008. The government used some of these funds to purchase equity in US banks and industrial corporations, much of which had been returned to the government by early 2011. In January 2009, Congress passed and former President Barack OBAMA signed a bill providing an additional \$787 billion fiscal stimulus to be used over 10 years - two-thirds on additional spending and one-third on tax cuts - to create jobs and to help the economy recover. In 2010 and 2011, the federal budget deficit reached nearly 9% of GDP. In 2012, the Federal Government reduced the growth of spending and the deficit shrank to 7.6% of GDP. US revenues from taxes and other sources are lower, as a percentage of GDP, than those of most other countries.

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Wars in Iraq and Afghanistan required major shifts in national resources from civilian to military purposes and contributed to the growth of the budget deficit and public debt. Through FY 2018, the direct costs of the wars will have totaled more than \$1.9 trillion, according to US Government figures.

In March 2010, former President OBAMA signed into law the Patient Protection and Affordable Care Act (ACA), a health insurance reform that was designed to extend coverage to an additional 32 million Americans by 2016, through private health insurance for the general population and Medicaid for the impoverished. Total spending on healthcare - public plus private - rose from 9.0% of GDP in 1980 to 17.9% in 2010.

In July 2010, the former president signed the DODD-FRANK Wall Street Reform and Consumer Protection Act, a law designed to promote financial stability by protecting consumers from financial abuses, ending taxpayer bailouts of financial firms, dealing with troubled banks that are "too big to fail," and improving accountability and transparency in the financial system - in particular, by requiring certain financial derivatives to be traded in markets that are subject to government regulation and oversight.

In December 2012, the Federal Reserve Board (Fed) announced plans to purchase \$85 billion per month of mortgage-backed and Treasury securities in an effort to hold down long-term interest rates, and to keep short-term rates near zero until unemployment dropped below 6.5% or inflation rose above 2.5%. The Fed ended its purchases during the summer of 2014, after the unemployment rate dropped to 6.2%, inflation stood at 1.7%, and public debt fell below 74% of GDP. In December 2015, the Fed raised its target for the benchmark federal funds rate by 0.25%, the first increase since the recession began. With continued low growth, the Fed opted to raise rates several times since then, and in December 2017, the target rate stood at 1.5%.

In December 2017, Congress passed and President Donald TRUMP signed the Tax Cuts and Jobs Act, which, among its various provisions, reduces the corporate tax rate from 35% to 21%; lowers the individual tax rate for those with the highest incomes from 39.6% to 37%, and by lesser percentages for those at lower income levels; changes many deductions and credits used to calculate taxable income; and eliminates in 2019 the penalty imposed on taxpayers who do not obtain the minimum amount of health insurance required under the ACA. The new taxes took effect on 1 January 2018; the tax cut for corporations are permanent, but those for individuals are scheduled to expire after 2025. The Joint Committee on Taxation (JCT) under the Congressional Budget Office estimates that the new law will reduce tax revenues and increase the federal deficit by about \$1.45 trillion over the 2018-2027 period. This amount would decline if economic growth were to exceed the JCT's estimate.

Source : CIA

## ***STATUTORY INFORMATION***

Legal Name	NORTHSTAR TRAVEL MEDIA, LLC
Trade Name	NORTHSTAR TRAVEL MEDIA, LLC
ID	ID
ID Details	3422597
Creation Date	1989
Incorporation Date	8/6/2001
Legal Address	251 LITTLE FALLS DRIVE, WILMINGTON, NEW CASTLE, DE, 19808, USA
Operative Address	100 Lighting Way 2nd Floor Secaucus, NJ 07094 United States
Telephone	1-201-902-2000
Fax	1-201-902-2045
Legal Form	CORPORATION
E-Mail	tkemp@ntmlc.com
Registered In	DELAWARE
Website	www.northstartravelmedia.com
Contact	Thomas L. Kemp - Chairman and CEO
Staff	330
Activity	SIC Code: 2721, Periodicals: Publishing, or Publishing and Printing NAICS Code: 511120, Periodical Publishers

## ***BANKS***

Name of Bank	Reported Amount
BANK OF AMERICA	



**MIRA INFORM PRIVATE LIMITED**  
 605, Palmspring, Near D'Mart, Link Road,  
 Malad (West), Mumbai - 400 064. INDIA  
 Tel : 91-22-40448000 (44 lines)  
 Fax : 91-22-40448045 / 40448046  
 E-mail : mira@mirainform.com  
 info@mirainform.com  
 Website : http://www.mirainform.com  
 http://www.miraglobalcheck.com  
 http://www.miraglobalcollections.com

## **HISTORY**

History	The company was founded in 1989.
Key Developments	NA
Parent Company	The company operates as a subsidiary of: The Wicks Group of Companies, L.L.C. 400 Park Avenue New York, NY 10022 United States

## **PRINCIPAL ACTIVITY**

General Description	Northstar Travel Media, LLC provides software and marketing solutions.
Service/Product Description	The Company offers marketing, SAAS, ecommerce, and data solutions, such as media brands, digital media, face-to-face events, online subscription information services, and business intelligence services.
Sales	Wholesale
Operations Area	National and International
Employees	330 employees
Payments With Suppliers	Regular
Brands Brand	Comments
TRAVEL WEEKLY	-
TRAVEL AGE WEST	-
M&C MEETINGS AND CONVENTIONS	-
BTN BUSINESS TRAVEL NEWS	-
INCENTIVE	-
SUCCESSFUL MEETINGS	-

Clients Name of Client	Country	Comments
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There are not informed clients

Comments

Northstar Travel Media serves travel, retail, corporate, and sports clients worldwide.

Suppliers

Supplier Name

Country

Comments

There are not informed suppliers

Comments

-

## ***LOCATION***

Headquarters

100 Lighting Way 2nd Floor Secaucus, NJ 07094  
United States

Branches

Northstar Travel Media, LLC  
1910 S HIGHLAND AVE LOMBARD, IL, 60148-6163  
United States

Northstar Travel Media, LLC 11400 W OLYMPIC BLVD  
STE 325 LOS ANGELES, CA, 90064-1561 United  
States

## ***GROUP STRUCTURE AND SUBDIARY COMPANIES***

Listed at the stock exchange

NO

Capital

NA

Shareholders (%)

The company does not disclose information on shareholders. The following information has been provided by private sources:

The company operates as a subsidiary of:  
The Wicks Group of Companies, L.L.C.  
400 Park Avenue  
New York, NY 10022  
United States

Management

Thomas L. Kemp - Chairman and CEO  
Tom Cintorino - EVP Digital Media  
Janine L. Bavoso - Senior Vice President, Human Resources  
David Blansfield - Executive Vice President/Group Publisher, Meetings Group  
Lori Cioffi - Senior Vice President/Editorial Director,

Subsidiary Companies	Meetings Group Lisa Cohen - Chief Financial Officer No subsidiary companies were found.
Related Companies	No related companies were found.

## ***FINANCIAL INFORMATION***

General Description	The company does not make its financial statements public. The following information has been provided by private sources:
Year/Currency	USD 2017
Sales	290M
Money Flow	Normal
Import Fob Dollar Year	Amount
There are not Import Fob Dollar informed	
Export Fob Dollar Year	Amount
There are not Export Fob Dollar informed	

## ***LEGAL FILINGS***

Lawsuits	Northstar Travel Media, LLC v. Ektron, Inc. Plaintiff: Northstar Travel Media, LLC Defendant: Ektron, Inc. Case Number: 1:2008cv00219 Filed: June 4, 2008 Court: New Hampshire District Court Office: Contract: Other Office County: Merrimack Presiding Judge: Joseph N. Laplante Referring Judge: Nature of Suit: Plaintiff Cause of Action: Diversity Jury Demanded By: 28:1332 Diversity-Contract Dispute
Trademarks	TRAVELAGE NEWSPAPER FOR TRAVEL AGENCIES

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Malad (West), Mumbai - 400 064. INDIA  
Tel : 91-22-40448000 (44 lines)  
Fax : 91-22-40448045 / 40448046  
E-mail : mira@mirainform.com  
info@mirainform.com  
Website : <http://www.mirainform.com>  
<http://www.miraglobalcheck.com>  
<http://www.miraglobalcollections.com>

Owned by: NORTHSTAR TRAVEL MEDIA, LLC  
Serial Number: 72278377

MEETINGS & CONVENTIONS  
PERIODICAL MAGAZINE  
Owned by: NORTHSTAR TRAVEL MEDIA, LLC  
Serial Number: 73110662

M&C  
magazine dealing with planning and facilities for  
meetings and conventions  
Owned by: NORTHSTAR TRAVEL MEDIA, LLC  
Serial Number: 74084353

OFFICIAL MEETING FACILITIES GUIDE  
periodically issued travel directories  
Owned by: NORTHSTAR TRAVEL MEDIA, LLC  
Serial Number: 74084357

HOTEL & TRAVEL INDEX  
directory of lodging information arranged  
geographically  
Owned by: NORTHSTAR TRAVEL MEDIA, LLC  
Serial Number: 74319398

GOLD TEE  
standards in golfing accommodations at conferences  
and meetings  
Owned by: NORTHSTAR TRAVEL MEDIA, LLC  
Serial Number: 74509631  
No records found.

Patents Registered

Renewals

UCC (Uniform Commercial Code)

OFAC Sanctions List Search

No records found.

No records found.

The company is not listed in the OFAC Sanctions List.

## ***SUMMARY***

Summary

Founded in 1989, Northstar Travel Media LLC is an organization in the Periodical Publishers Industry headquartered in Secaucus, NJ. The company has 330 regular employees and generates an estimated \$290 million USD in annual revenue. It operates nationally and internationally. It is ACTIVE in business with no

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Tel : 91-22-40448000 (44 lines)  
Fax : 91-22-40448045 / 40448046  
E-mail : mira@mirainform.com  
info@mirainform.com  
Website : <http://www.mirainform.com>  
<http://www.miraglobalcheck.com>  
<http://www.miraglobalcollections.com>

negative records.

## **RISK INFORMATION**

Debts	Controlled
Payments	Regular
Cash Flow	Normal
State	Active

## **INTERVIEW**

First Name	Mike
Position	Sales
Comments	He confirmed the name of the company, the address of the headquarters and location, the date of creation of the company, the number of employees and the name of the Chief Executive Officer.

**FOREIGN EXCHANGE RATES**

Currency	Unit	Indian Rupees
US Dollar	1	INR 68.79
UK Pound	1	INR 91.11
Euro	1	INR 80.78
US Dollar	1	INR 68.76

**Note :** Above are approximate rates obtained from sources believed to be correct

**INFORMATION DETAILS**

<b>Analysis Done by :</b>	NIS
<b>Report Prepared by :</b>	DNS

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**RATING EXPLANATIONS**

Credit Rating	Explanation	Rating Comments
A++	Minimum Risk	Business dealings permissible with minimum risk of default
A+	Low Risk	Business dealings permissible with low risk of default
A	Acceptable Risk	Business dealings permissible with moderate risk of default
B	Medium Risk	Business dealings permissible on a regular monitoring basis
C	Medium High Risk	Business dealings permissible preferably on secured basis
D	High Risk	Business dealing not recommended or on secured terms only
NB	New Business	No recommendation can be done due to business in infancy stage
NT	No Trace	No recommendation can be done as the business is not traceable

NB is stated where there is insufficient information to facilitate rating. However, it is not to be considered as unfavourable.

This score serves as a reference to assess SC's credit risk and to set the amount of credit to be extended. It is calculated from a composite of weighted scores obtained from each of the major sections of this report. The assessed factors are as follows:

- Financial condition covering various ratios
- Company background and operations size
- Promoters / Management background
- Payment record
- Litigation against the subject
- Industry scenario / competitor analysis
- Supplier / Customer / Banker review (wherever available)

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