



Cumberland County
Board of Trustees Cross Insurance Arena
Meeting Agenda - Final

Meeting Location: Hall of Fame Lounge

Tuesday, April 8, 2025

9:00 AM

**Cross Insurance Arena
Hall of Fame Lounge
1 Civic Center Square
Portland Maine**

CALL TO ORDER

ROLL CALL

APPROVAL OF MINUTES

1. [BT 25-001](#) Approval of the minutes, September 16, 2024, meeting of the Board of Cross Insurance Arena Trustees

Attachments: [CIA Minutes Draft 2024.09](#)

NEW BUSINESS

2. [BT 25-002](#) Appointment of Chair and Vice Chair for the 2025 Board of Trustees
3. [BT 25-003](#) Update from Maine Mariners

4. [BT 25-004](#) Approval of Financial Reports July 2024 - February 2025

Attachments: [FS - July 2024](#)
[FS - August 2024](#)
[FS -September 2024](#)
[FS - October 2024](#)
[FS - November 2024](#)
[FS - December 2024CC](#)
[FS - January 2025CC](#)
[FS - February 2025CC](#)

5. [BT 25-005](#) Approval of Events Report August 2024 - February 2025

Attachments: [Events Report - August 2024](#)
[Events Report - September 2024](#)
[Events Report - October 2024](#)
[Events Report - November 2024](#)
[Events Report - December 2024](#)
[Events Report - January 2025](#)
[Events Report - February 2025](#)

6. [BT 25-006](#) Recommendation of the 2025/2026 Cross Insurance Arena Operating, Capital and Trustee budgets.

Attachments: [2025 Arena Capital Needs Multi Year](#)
[2025-2026 CIA - Operating Budget for Trustees](#)
[CIA Trustee Budget 2025-2026](#)

7. [BT 25-007](#) Executive Session 1 MRSA 405 (6)(D) Discussion of ongoing negotiations with OVG 360 and Powerplay LLC.

MEMBER UPDATES

NEXT MEETING:

ADJOURNMENT



Cumberland County

142 Federal St
Portland, ME 04101

Position Paper

File #: BT 25-001

Agenda Date: 4/8/2025

Agenda #: 1.

Title:

Approval of the minutes, September 16, 2024, meeting of the Board of Cross Insurance Arena Trustees

Background and Purpose of Request:

Review and approve the attached minutes.

Staff Contact: Katharine Cahoon, Executive Dept



Cumberland County

Board of Trustees Cross Insurance Arena

Cross Insurance Arena,
Portland, Maine

Meeting Minutes - Action Results

Meeting Location: Hall of Fame Lounge

Thursday, September 19, 2024

9:00 AM

Cross Insurance Arena
Hall of Fame Lounge
1 Civic Center Square
Portland Maine

CALL TO ORDER

The Board of Trustees met for their regularly scheduled meeting at the Cross Insurance Arena, the meeting was called to Order by Chair Tom Tyler at 9:06 AM.

ROLL CALL

- Present:** 6 - Vice Chair Jon Crimmins, Trustee Frank Clark, Trustee Lori Norman, Trustee Steve Woods, Trustee Tom Tyler and Trustee Sam Surprise
- Excused:** 1 - Trustee John Jamieson
- NonVoter:** 1 - Commissioner Susan Witonis

Additional Guests:

Michael Loconte, Oak View Group
 Mark Eddy, Oak View Group
 Peter Doyle, Oak View Group
 Adam Goldberg, Maine Mariner's Hockey
 James Gailey, County Manager
 Katharine Cahoon, Cumberland County

NEW BUSINESS

1. [BT 24-006](#) Approval of the minutes, April 24, 2024, meeting of the Cross Insurance Board of Trustees

A motion was made by Vice Chair Crimmins, seconded by Trustee Clark, that this CIA Trustees' Agenda Item be APPROVED. The motion carried by a unanimous vote.
2. [BT 24-007](#) Update from the Maine Mariners

 Maine Mariners Sales VP Adam Goldberg shared that the opening game of October 18, 2024 and a following game on the 19th. There are seven home games and a lot of planning has gone into the first part of the season. The current number of FSE is 1,400 and revenue has doubled. There are some transitions to the Dexter Paine group, a new addition is a Director of Finance, and all other internal operations such as IT and HR have been outsourced using local vendors. Eaton Peabody Law Firm is a sponsor and will provide legal

services for the group. The Maine Mariners will continue to be supported by Comcast for the next 6 months until the transition is final. Chair Tyer asked when the agreement would be finalized, VP Greenburg stated that the agreement is complete at the end of September pending final approval from the ECHL. General Manager Mike Loconte (GM Loconte) asked how the black and gold colors for the specialty jerseys will be determined? VP Goldberg answered that it's a strategic decision, auctioned monthly, the 3rd jerseys are done every Sunday. GM Loconte asked about the seats tarped over, VP Goldberg stated that they are sponsored, there is minimal tarping for school days. The marketing will be revisited in next season.

This CIA Trustees' Agenda Item was READ INTO THE RECORD.

3. [BT 24-008](#) Acceptance of Financial Reports for the months of March through July 2024.

Referred to page 41 that there were 125 events for the year and a budget loss but then a \$782,000 net income. Popular events were Cooper Flagg, Mackenzie Holmes and several comedies. The goal was to have events return, the tattoo event and the Comic Con decided not to return due to reduced spaced needs. GM Loconte explained that that is the draw back to having new events as they sometimes decide not to return. The Death Cab for Cutie show was very popular, it was anticipated to generate \$2.7 million and brought in \$3 million. The stated goal for the number of shows for Fiscal Year 2025 remains 100 but management's goal is to exceed 125 shows.

GM Loconte continued, page 50, the Arena shut down to allow for the new Hockey Safety System in July 2024. The new system is acrylic and shatter resistant, it's higher and offers more protection for the audience. The change over for removing the new glass system is a lot faster. The benches and penalty boxes are now on the correct side after 40 years. For income, the Arena was shut down for July, but in August and September there is a small amount of income generated.

This CIA Trustees' Agenda Item was APPROVED.

Yes: 6 - Vice Chair Crimmins, Trustee Clark, Trustee Norman, Trustee Woods, Trustee Tyler and Trustee Surprise

No: 0

Absent: 1 - Trustee Jamieson

4. [BT 24-009](#) Acceptance of Events Reports from March through June of 2024.

Chair Tyler asked if there were upcoming larger shows, GM Loconte stated that there is a Broadway show, Book of Mormon, that could lead to other Broadway shows. Mercy Me is almost sold out. Tom Segura was successful and led to the opportunity of Sebastian Maniscalco, one of the biggest names in comedy and they're expecting strong sales for the show in March 2025.

GM Loconte went over pages 112 and 114 in the Agenda Packet. He stated that staffing has been an ongoing issue and there are 6 or 7 recent hires as a result of their hiring fair but needs at least 15 to 20 more people. They recently hired a

new box office second manager, Jennifer Fernandez, who is a previous ticket box office manager and has a lot of experience.

This CIA Trustees' Agenda Item was RECEIVED AND FILED.

5. [BT 24-010](#) Presentation of the General Managers report and update on capital projects.

A motion was made by Trustee Clark, seconded by Trustee Norman, that the CIA Trustees' Agenda Item be APPROVED. The motion carried by the following vote:

Yes: 6 - Vice Chair Crimmins, Trustee Clark, Trustee Norman, Trustee Woods, Trustee Tyler and Trustee Surprise

No: 0

Absent: 1 - Trustee Jamieson

6. [BT 24-011](#) The County Manager will provide an update on the Arena contracts and operations.

For Capital projects, GM Loconte pointed out the new Marquee that is in the southeast corner of the building. The clarity is fantastic and it has a lot of potential. Stone Mountain Audio completed the upgrade to the infrastructure of the existing sound system. The improvements allow the system to be operable with an ipad. The next phase of the audio improvement project is to replace the speakers. The final capital improvement project is to replace the Wifi, it's 10 years old, it needs new access and some updated components.

GM Loconte listed upcoming shows which included Nitro Circus a motocross event, The Price is Right Live, Blue Man, a private event, Hot Wheels, Mariners, Mercy Me Christmas Show, Joy Coy, Basketball games, Disney on Ice, Cirque Du Soleil, and Umaine Men's and Women's hockey all scheduled until the end of December. There are some events on hold which include a rock concert, a country show and some Live Nation Shows that are all pending.

Chair Tyler asked if Fluffy, Gabriel Iglesias, would be returning, GM Loconte stated the contract was close to be finalized but could potentially be returning in March.

This CIA Trustees' Agenda Item was APPROVED.

TRUSTEE COMMENTS

The Trustees thanked General Manager Loconte for his hard work.

EXECUTIVE SESSION

7. [BT 24-012](#) The Trustees will go into Executive Session pursuant to 1 MRSA Section 405(6) (A) to discuss the annual evaluation of OVG360, the Arena's management company.

Time Into Executive Session: 9:46 am

A motion was made by Trustee Norman, seconded by Vice Chair Crimmins, that

the CIA Trustees' Agenda Item be APPROVED. The motion carried by the following vote:

- Yes:** 6 - Vice Chair Crimmins, Trustee Clark, Trustee Norman, Trustee Woods, Trustee Tyler and Trustee Surprise
- No:** 0
- Absent:** 1 - Trustee Jamieson

Time Out of Executive Session: 10:15 am

A motion was made by Vice Chair Crimmins, seconded by Trustee Norman, that the CIA Trustees' Agenda Item be CONCLUDED. The motion carried by the following vote:

- Yes:** 6 - Vice Chair Crimmins, Trustee Clark, Trustee Norman, Trustee Woods, Trustee Tyler and Trustee Surprise
- No:** 0
- Absent:** 1 - Trustee Jamieson

8. [BT 24-013](#) Approval of the Management Fee of \$118,643 for the Oak View Group 2023-2024 Management Fee Incentive (Added in Session)

A motion was made by Trustee Norman, seconded by Vice Chair Crimmins, that the CIA Trustees' Agenda Item be APPROVED. The motion carried by the following vote:

- Yes:** 6 - Vice Chair Crimmins, Trustee Clark, Trustee Norman, Trustee Woods, Trustee Tyler and Trustee Surprise
- No:** 0
- Excused:** 1 - Trustee Jamieson

NEXT MEETING: To Be Determined

The Trustees discussed when they would meet again to discuss renewing the contract with the Maine Mariners and the Oak View Group Management contract renewal in March of 2025. The Board of Trustees agreed that the contract subcommittee, consisting of Trustee Tyler, Trustee Surprise, and Commissioner Witonis and County Manager Gailey, would look at the contracts for both renewals and report back to the Board.

ADJOURNMENT

With no other business to discuss, the Board of Trustees adjourned at 10:20 am.



Cumberland County

142 Federal St
Portland, ME 04101

Position Paper

File #: BT 25-002

Agenda Date: 4/8/2025

Agenda #: 2.

Title For Agenda Item:

Appointment of Chair and Vice Chair for the 2025 Board of Trustees

Background:

Appointment of Chair and Vice Chair for the 2025 Board of Trustees



Cumberland County

142 Federal St
Portland, ME 04101

Position Paper

File #: BT 25-003

Agenda Date: 4/8/2025

Agenda #: 3.



Cumberland County

142 Federal St
Portland, ME 04101

Position Paper

File #: BT 25-004

Agenda Date: 4/8/2025

Agenda #: 4.



One Civic Center Square, Portland, ME 04101

JULY 2024

Fiscal Year ending June 30, 2025

Submitted By
Mark Eddy

SPECTRA VENUE MANAGEMENT

H. Abate
K. Hilsgen
J. McGarr
G. O'Dell
K. Vaske

Mark Eddy

Mark Eddy, Director of Finance

Mike LoConte

Mike LoConte, General Manager



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**Cross Insurance Arena
FINANCIAL STATEMENT COMMENTS
Month Ending July 31, 2024**

	<u>ACTUAL</u>	<u>BUDGET</u>	<u>FAV(UNFAV) VARIANCE</u>
NO OF EVENTS	0	0	0
PAID ATTENDANCE	0	0	0
DIRECT EVENT INCOME	0	0	0
FACILITY FEE	0	0	0
SUITE REVENUE	0	0	0
NET TICKETING REVENUE	0	0	0
ANCILLARY INCOME	0	0	0
TOTAL EVENT INCOME	<u>0</u>	<u>0</u>	<u>0</u>
OTHER INCOME	58,177	59,239	(1,062)
INDIRECT EXPENSES	170,210	217,222	47,012
NET INCOME (LOSS)	<u>(112,032)</u>	<u>(157,983)</u>	<u>45,951</u>

EVENT INCOME:				
	UNDER	BUDGET BY	0	DUE TO THE FOLLOWING:
	Actual	MTD Budget	FAV(UNFAV) VARIANCE	COMMENTS:
OTHER INCOME:				
	UNDER	BUDGET BY	(1,062)	DUE TO THE FOLLOWING:
	Actual	MTD Budget	FAV(UNFAV) VARIANCE	COMMENTS:
Advertising Sponsorship Incr	44,073	44,802	(729)	
Premium Seat Income	10,541	14,087	(3,546)	Lower seat license renewals in July
Other revenue	3,563	350	3,213	Higher order fee revenues than originally projected.
	<u>58,177</u>	<u>59,239</u>	<u>(1,062)</u>	
INDIRECT EXPENSES:				
	UNDER	BUDGET BY	47,012	DUE TO THE FOLLOWING:
	Actual	MTD Budget	FAV(UNFAV) VARIANCE	COMMENTS:
EXECUTIVE	11,993	17,156	5,163	Lower wages and benefit costs than projected for July.
MARKETING	8,579	11,619	3,040	Lower wages and benefit costs than projected for July.
FINANCE	13,736	24,893	11,157	One less FTE than originally budgeted for the month.
BOX OFFICE	8,061	9,799	1,738	Lower part-time labor and benefit costs than originally projected for the month.
OPERATIONS	36,489	40,381	3,892	Lower wages and maintenance expenses than projected for July.
EVENT SERVICES	21,885	31,171	9,286	Lower wages and benefit costs than projected for July.
GROUP SALES	3,293	7,600	4,307	Lower wages and benefit costs than projected for July.
ADVERTISING/SPONSOR	0	500	500	
FOOD AND BEVERAGE	10,324	20,455	10,131	One less FTE than originally projected for the month.
OVERHEAD	55,850	53,649	(2,201)	Higher utility expenses than originally budgeted for July.
	<u>170,210</u>	<u>217,222</u>	<u>47,012</u>	

Cross Insurance Arena
FINANCIAL STATEMENT COMMENTS
For the One Month Ending July 2024

	<u>ACTUAL</u>	<u>BUDGET</u>	<u>FAV(UNFAV)</u> <u>VARIANCE</u>
NO OF EVENTS	0	0	0
PAID ATTENDANCE	0	0	-
DIRECT EVENT INCOME	0	0	-
FACILITY FEE	0	0	-
SUITE REVENUE	0	0	-
NET TICKETING REVENUE	0	0	-
ANCILLARY INCOME	0	0	-
TOTAL EVENT INCOME	<u>0</u>	<u>0</u>	<u>-</u>
OTHER INCOME	58,177	59,239	(1,062)
INDIRECT EXPENSES	170,210	217,222	47,012
NET OPERATING INCOME(LOSS)	<u>(112,032)</u>	<u>(157,983)</u>	<u>45,951</u>

COMMENTS:

EVENT INCOME:	OVER	BUDGET BY	0	DUE TO THE FOLLOWING:
	YTD	YTD	FAV(UNFAV)	
	Actual	Budget	VARIANCE	COMMENTS:

OTHER INCOME:	UNDER	BUDGET BY	(1,062)	DUE TO THE FOLLOWING:
	YTD	YTD	FAV(UNFAV)	
	Actual	Budget	VARIANCE	COMMENTS:
Advertising Sponsorship	44,073	44,802	(729)	
Premium Seat Income	10,541	14,087	(3,546)	Lower seat license renewals in July
Rink Program Revenue	0	0	0	
Other revenue	3,563	350	3,213	Higher order fee revenues than originally projected.
	<u>58,177</u>	<u>59,239</u>	<u>(1,062)</u>	

INDIRECT EXPENSES	UNDER	BUDGET BY	47,012	DUE TO THE FOLLOWING:
	YTD	YTD	FAV(UNFAV)	
	Actual	Budget	VARIANCE	COMMENTS:
EXECUTIVE	11,993	17,156	5,163	Lower wages and benefit costs than projected for July.
MARKETING	8,579	11,619	3,040	Lower wages and benefit costs than projected for July.
FINANCE	13,736	24,893	11,157	One less FTE than originally budgeted for the month.
BOX OFFICE	8,061	9,799	1,738	Lower part-time labor and benefit costs than originally projected for the month.
OPERATIONS	36,489	40,381	3,892	Lower wages and maintenance expenses than projected for July.
EVENT SERVICES	21,885	31,171	9,286	Lower wages and benefit costs than projected for July.
GROUP SALES	3,293	7,600	4,307	Lower wages and benefit costs than projected for July.
ADVERTISING/SPON	0	500	500	
FOOD AND BEVERA	10,324	20,455	10,131	One less FTE than originally projected for the month.
OVERHEAD	55,850	53,649	(2,201)	Higher utility expenses than originally budgeted for July.
	<u>170,210</u>	<u>217,222</u>	<u>47,012</u>	

**CROSS INSURANCE ARENA
BALANCE SHEET COMMENTS**

ACCOUNTS RECEIVABLE

	<u>AMOUNT</u>	<u>%</u>
<u>AGED RECEIVABLES:</u>		
CURRENT	223,505	56.2%
OVER 30 DAYS	-	0.0%
OVER 60 DAYS	-	0.0%
OVER 90 DAYS*	17,000	4.3%
OVER 120 DAYS*	157,320	39.5%
TOTAL:	397,825	100.0%

	<u>OVER 120DAYS</u>	<u>AMOUNT</u>	<u>COMMENT</u>
Maine Mariners		46,044	Suite rentals - Paid in August
Lone Pine brewing		7,426	Sponsorship + Production - Expected to collect
Bath Savings		20,000	Sponsorship - Expect to collect
Nonesuch River Brewing		6,500	Sponsorship - Expect to collect
Aroma Joes		17,000	Sponsorship Production - Expected to collect
AAA Energy		4,000	Sponsorship - Expect to collect
Northern Light Hospital		1,300	Sponsorship Production - Expected to collect
Northeast Delta		5,469	Sponsorship - Expect to collect
Renewal By Anderson		6,000	Sponsorship - Expect to collect
Holiday Inn		11,000	Sponsorship - Expect to collect
NL Partners		7,500	Sponsorship - Expect to collect
National Distributors		20,432	Sponsorship - Expect to collect
Unifirst		1,149	Sponsorship Production - Expected to collect
Eastman Hill Enterprises		3,500	Sponsorship - Expect to collect
		157,320	

ACCOUNTS PAYABLE

	<u>AMOUNT</u>	<u>%</u>	<u>COMMENT</u>
<u>AGED PAYABLES:</u>			
CURRENT	187,398	100.0%	
OVER 30 DAYS	24,978	0.0%	
OVER 60 DAYS	-	0.0%	
OVER 90 DAYS	-	0.0%	
OVER 120 DAYS	43,200	0.0%	
TOTAL:	255,576	100.0%	

Note:

<u>CUSTOMER</u>	<u>OVER 120 DAYS</u>	<u>AMOUNT</u>	<u>COMMENT</u>
Maine Mariners		43,200	Suite Tickets - Paid in August

CROSS INSURANCE ARENA
 ROLLING FORECAST
 as of July 31, 2024
 FYE June 30, 2025

	ACTUAL July 31, 2024	BALANCE PROJECTED FY 2025	TOTAL ACT/PROJ FY 2025	ORIG BUDGET FYE June 30, 2025	Variance
# OF EVENTS	0	100	100	100	0
Direct Event Income	0	227,923	227,923	227,923	0
Facility Fee	0	422,360	422,360	422,360	0
Suite Revenue	0	12,900	12,900	12,900	0
Ticketing System Income	0	208,061	208,061	208,061	0
Ancillary Income	0	1,153,422	1,153,422	1,153,422	0
TOTAL EVENT INCOME	<u>0</u>	<u>2,024,666</u>	<u>2,024,666</u>	<u>2,024,666</u>	<u>0</u>
OTHER INCOME	58,177	716,541	774,718	774,718	0
INDIRECT EXPENSES	<u>170,210</u>	<u>2,847,235</u>	<u>3,017,445</u>	<u>3,017,445</u>	<u>0</u>
NET OPERATING INCOME (LOSS)	<u>(112,032)</u>	<u>(106,029)</u>	<u>(218,061)</u>	<u>(218,061)</u>	<u>0</u>

July adjustments affect to FY Forecast

COMMENTS:

Difference from prior month:	0
Event Income	0
Other Income	0
Indirect Expenses	0
Totals	<u><u>0</u></u>

Incentive Fee Calculation

Base Management Fee Projected	120,450
Financial Incentive Fee	60,225
Food & Beverage Incentives	36,135
Qualitative Incentives	-
Total Management Fee Projected	<u><u>216,810</u></u>

Mark Eddy

Director of Finance
 Mark Eddy

Mike LoConte

General Manager
 Mike LoConte

Cross Insurance Arena
BALANCE SHEET
July 2024

ASSETS

CURRENT ASSETS

Cash & cash equivalents	2,660,289	
Accounts receivable	397,825	
Accounts Receivable from Third Party	291,952	
Prepaid	93,741	
Inventory	53,283	
TOTAL CURRENT ASSETS		3,497,090

TOTAL ASSETS

3,497,090

LIABILITIES AND EQUITY

CURRENT LIABILITIES

Accounts payable	255,576	
Accrued payroll & related costs	314,952	
Sales and Use Tax payable	0	
Other accrued liabilities	492,546	
Deposits and Deferred income	1,697,311	
TOTAL LIABILITIES		<u><u>2,760,385</u></u>

EQUITY

Retained Earnings	(1,075,423)	
Client Funding	1,924,503	
Current Retained Earnings	(112,876)	
TOTAL EQUITY		736,706

TOTAL LIABILITIES AND EQUITY

3,497,090

Cross Insurance Arena
CONSOLIDATED INCOME STATEMENT
For the One Month Ending July 2024

	PERIOD TO DATE			YEAR TO DATE		
	Actual	Curr Budget	Budget Variance	Actual	Curr Budget	Budget Variance
Number of Events	0	0	0	0	0	0
Total Paid General	0	0	0	0	0	0
Turnstile Attendance- General	0	0	0	0	0	0
RENTAL INCOME						
GROSS TICKET REVENUE	0	0	0	0	0	0
SPONSORSHIP REVENUE	0	0	0	0	0	0
RENT BILLED	0	0	0	0	0	0
GROSS REVENUE	0	0	0	0	0	0
PROMOTER PROCEEDS	0	0	0	0	0	0
NET RENTAL INCOME	0	0	0	0	0	0
NET SERVICE INCOME / (LOSS)	0	0	0	0	0	0
DIRECT EVENT INCOME	0	0	0	0	0	0
FACILITY FEE REVENUE	0	0	0	0	0	0
SUITE TICKET REVENUE	0	0	0	0	0	0
CONV/TICKET PROC REVENUE	0	0	0	0	0	0
EVENT SPONSORSHIP	0	0	0	0	0	0
PROMOTER SHARE OF REVENUES	0	0	0	0	0	0
TOTAL SURCHARGE/REBATE/PRESHC	0	0	0	0	0	0
ANCILLARY INCOME						
CONCESSIONS	0	0	0	0	0	0
TEAM/PROMOTER SHARE	0	0	0	0	0	0
SUITES/CATERING	0	0	0	0	0	0
NOVELTY	0	0	0	0	0	0
TOTAL ANCILLARY INCOME	0	0	0	0	0	0
EVENT OPERATING INCOME	0	0	0	0	0	0
INDIRECT EXPENSES:						
EXECUTIVE	11,993	17,156	5,163	11,993	17,156	5,163
MARKETING	8,579	11,619	3,040	8,579	11,619	3,040
FINANCE	13,736	24,893	11,157	13,736	24,893	11,157
BOX OFFICE	8,061	9,799	1,738	8,061	9,799	1,738
OPERATIONS	36,489	40,381	3,892	36,489	40,381	3,892
EVENT SERVICES	21,885	31,171	9,286	21,885	31,171	9,286
GROUP SALES	3,293	7,600	4,307	3,293	7,600	4,307
ADVERTISING/SPONSORSHIP	0	500	500	0	500	500
FOOD AND BEVERAGE	10,324	20,455	10,131	10,324	20,455	10,131
OVERHEAD	55,850	53,649	(2,201)	55,850	53,649	(2,201)
TOTAL INDIRECT EXPENSES	170,210	217,222	47,012	170,210	217,222	47,012
Advertising Sponsorship Income	44,073	44,802	(729)	44,073	44,802	(729)
Premium Seat Income	10,541	14,087	(3,546)	10,541	14,087	(3,546)
Rink Program Revenue	0	0	0	0	0	0
Other revenue	3,563	350	3,213	3,563	350	3,213
TOTAL OTHER INCOME	58,177	59,239	(1,062)	58,177	59,239	(1,062)
NET OPERATING INCOME (LOSS)	(112,032)	(157,983)	45,951	(112,032)	(157,983)	45,951

Cross Insurance Arena
YEAR TO DATE EVENT SUMMARY

All Events
For the One Month Ending July 2024

	PERIOD TO DATE			YEAR TO DATE			ANNUAL BUDGET		
	Actual	Curr Budget	Budget Var	Actual	Curr Budget	Budget Var	YTD Actual	YTD Budget	Budget Var
Regular Season Hockey									
Number of Events	0	0	0	0	0	0	0	0	0
Total Paid General	0	0	0	0	0	0	0	0	0
Turnstile Attendance - Gene	0	0	0	0	0	0	0	0	0
Turnstile Attendance- Suite	0	0	0	0	0	0	0	0	0
Direct Event Income	0	0	0	0	0	0	0	0	0
Facility Fee Revenue	0	0	0	0	0	0	0	0	0
Suite Ticket Revenue	0	0	0	0	0	0	0	0	0
Conv/Ticket Proc Revenue	0	0	0	0	0	0	0	0	0
Ancillary Income	0	0	0	0	0	0	0	0	0
TOTAL EVENT INCOME	0	0	0	0	0	0	0	0	0
Major Concerts									
Number of Events	0	0	0	0	0	0	0	0	0
Total Paid General	0	0	0	0	0	0	0	0	0
Turnstile Attendance - Ger	0	0	0	0	0	0	0	0	0
Turnstile Attendance- Su	0	0	0	0	0	0	0	0	0
Direct Event Income	0	0	0	0	0	0	0	0	0
Facility Fee Revenue	0	0	0	0	0	0	0	0	0
Suite Ticket Revenue	0	0	0	0	0	0	0	0	0
Conv/Ticket Proc Revenue	0	0	0	0	0	0	0	0	0
Ancillary Income	0	0	0	0	0	0	0	0	0
Major Concerts	0	0	0	0	0	0	0	0	0
Monster Jam									
Number of Events	0	0	0	0	0	0	0	0	0
Total Paid General	0	0	0	0	0	0	0	0	0
Turnstile Attendance - Ger	0	0	0	0	0	0	0	0	0
Turnstile Attendance- Su	0	0	0	0	0	0	0	0	0
Direct Event Income	0	0	0	0	0	0	0	0	0
Facility Fee Revenue	0	0	0	0	0	0	0	0	0
Suite Ticket Revenue	0	0	0	0	0	0	0	0	0
Conv/Ticket Proc Revenue	0	0	0	0	0	0	0	0	0
Ancillary Income	0	0	0	0	0	0	0	0	0
TOTAL EVENT INCOME	0	0	0	0	0	0	0	0	0
Conventions									
Number of Events	0	0	0	0	0	0	0	0	0
Total Paid General	0	0	0	0	0	0	0	0	0
Turnstile Attendance - Ger	0	0	0	0	0	0	0	0	0
Direct Event Income	0	0	0	0	0	0	0	0	0
Facility Fee Revenue	0	0	0	0	0	0	0	0	0
Ancillary Income	0	0	0	0	0	0	0	0	0
TOTAL EVENT INCOME	0	0	0	0	0	0	0	0	0
Other									
Number of Events	0	0	0	0	0	0	0	0	0
Total Paid General	0	0	0	0	0	0	0	0	0
Turnstile Attendance - Ger	0	0	0	0	0	0	0	0	0
Turnstile Attendance- Su	0	0	0	0	0	0	0	0	0
Direct Event Income	0	0	0	0	0	0	0	0	0
Facility Fee Revenue	0	0	0	0	0	0	0	0	0
Suite Ticket Revenue	0	0	0	0	0	0	0	0	0
Conv/Ticket Proc Revenue	0	0	0	0	0	0	0	0	0
Ancillary Income	0	0	0	0	0	0	0	0	0
TOTAL EVENT INCOME	0	0	0	0	0	0	0	0	0
Globetrotters									
Number of Events	0	0	0	0	0	0	0	0	0
Total Paid General	0	0	0	0	0	0	0	0	0
Turnstile Attendance - Ger	0	0	0	0	0	0	0	0	0
Turnstile Attendance- Su	0	0	0	0	0	0	0	0	0
Direct Event Income	0	0	0	0	0	0	0	0	0
Facility Fee Revenue	0	0	0	0	0	0	0	0	0
Suite Ticket Revenue	0	0	0	0	0	0	0	0	0
Conv/Ticket Proc Revenue	0	0	0	0	0	0	0	0	0
Ancillary Income	0	0	0	0	0	0	0	0	0
TOTAL EVENT INCOME	0	0	0	0	0	0	0	0	0
Minor Concerts									
Number of Events	0	0	0	0	0	0	0	0	0
Total Paid General	0	0	0	0	0	0	0	0	0
Turnstile Attendance - Ger	0	0	0	0	0	0	0	0	0
Direct Event Income	0	0	0	0	0	0	0	0	0
Facility Fee Revenue	0	0	0	0	0	0	0	0	0
Suite Ticket Revenue	0	0	0	0	0	0	0	0	0
Conv/Ticket Proc Revenue	0	0	0	0	0	0	0	0	0
Ancillary Income	0	0	0	0	0	0	0	0	0
TOTAL EVENT INCOME	0	0	0	0	0	0	0	0	0

Cross Insurance Arena
YEAR TO DATE EVENT SUMMARY

All Events
For the One Month Ending July 2024

	PERIOD TO DATE			YEAR TO DATE			ANNUAL BUDGET		
	Actual	Curr Budget	Budget Var	Actual	Curr Budget	Budget Var	YTD Actual	YTD Budget	Budget Var
Lacrosse									
Number of Events	0	0	0	0	0	0	0	0	0
Total Paid General	0	0	0	0	0	0	0	0	0
Turnstile Attendance - Ger	0	0	0	0	0	0	0	0	0
Direct Event Income	0	0	0	0	0	0	0	0	0
Facility Fee Revenue	0	0	0	0	0	0	0	0	0
Suite Ticket Revenue	0	0	0	0	0	0	0	0	0
Conv/Ticket Proc Revenue	0	0	0	0	0	0	0	0	0
Ancillary Income	0	0	0	0	0	0	0	0	0
TOTAL EVENT INCOME	0	0	0	0	0	0	0	0	0
College Hockey									
Number of Events	0	0	0	0	0	0	0	0	0
Total Paid General	0	0	0	0	0	0	0	0	0
Turnstile Attendance - Ger	0	0	0	0	0	0	0	0	0
Direct Event Income	0	0	0	0	0	0	0	0	0
Facility Fee Revenue	0	0	0	0	0	0	0	0	0
Suite Ticket Revenue	0	0	0	0	0	0	0	0	0
Conv/Ticket Proc Revenue	0	0	0	0	0	0	0	0	0
Ancillary Income	0	0	0	0	0	0	0	0	0
TOTAL EVENT INCOME	0	0	0	0	0	0	0	0	0
Charity/Community Events									
Number of Events	0	0	0	0	0	0	0	0	0
Total Paid General	0	0	0	0	0	0	0	0	0
Turnstile Attendance - Ger	0	0	0	0	0	0	0	0	0
Turnstile Attendance- Su	0	0	0	0	0	0	0	0	0
Direct Event Income	0	0	0	0	0	0	0	0	0
Ancillary Income	0	0	0	0	0	0	0	0	0
TOTAL EVENT INCOME	0	0	0	0	0	0	0	0	0
Comedy Shows									
Number of Events	0	0	0	0	0	0	0	0	0
Total Paid General	0	0	0	0	0	0	0	0	0
Turnstile Attendance - Ger	0	0	0	0	0	0	0	0	0
Direct Event Income	0	0	0	0	0	0	0	0	0
Facility Fee Revenue	0	0	0	0	0	0	0	0	0
Suite Ticket Revenue	0	0	0	0	0	0	0	0	0
Conv/Ticket Proc Revenue	0	0	0	0	0	0	0	0	0
Ancillary Income	0	0	0	0	0	0	0	0	0
TOTAL EVENT INCOME	0	0	0	0	0	0	0	0	0
Other Sports									
Number of Events	0	0	0	0	0	0	0	0	0
Total Paid General	0	0	0	0	0	0	0	0	0
Turnstile Attendance - Ger	0	0	0	0	0	0	0	0	0
Direct Event Income	0	0	0	0	0	0	0	0	0
Facility Fee Revenue	0	0	0	0	0	0	0	0	0
Conv/Ticket Proc Revenue	0	0	0	0	0	0	0	0	0
Ancillary Income	0	0	0	0	0	0	0	0	0
TOTAL EVENT INCOME	0	0	0	0	0	0	0	0	0
Other Family Shows									
Number of Events	0	0	0	0	0	0	0	0	0
Total Paid General	0	0	0	0	0	0	0	0	0
Turnstile Attendance - Ger	0	0	0	0	0	0	0	0	0
Turnstile Attendance- Su	0	0	0	0	0	0	0	0	0
Direct Event Income	0	0	0	0	0	0	0	0	0
Facility Fee Revenue	0	0	0	0	0	0	0	0	0
Suite Ticket Revenue	0	0	0	0	0	0	0	0	0
Conv/Ticket Proc Revenue	0	0	0	0	0	0	0	0	0
Ancillary Income	0	0	0	0	0	0	0	0	0
TOTAL EVENT INCOME	0	0	0	0	0	0	0	0	0
Meetings									
Number of Events	0	0	0	0	0	0	0	0	0
Direct Event Income	0	0	0	0	0	0	0	0	0
TOTAL EVENT INCOME	0	0	0	0	0	0	0	0	0
Post-Season Hockey									
Number of Events	0	0	0	0	0	0	0	0	0
Total Paid General	0	0	0	0	0	0	0	0	0
Turnstile Attendance - Ger	0	0	0	0	0	0	0	0	0
Direct Event Income	0	0	0	0	0	0	0	0	0
Facility Fee Revenue	0	0	0	0	0	0	0	0	0
Suite Ticket Revenue	0	0	0	0	0	0	0	0	0
Conv/Ticket Proc Revenue	0	0	0	0	0	0	0	0	0
Ancillary Income	0	0	0	0	0	0	0	0	0
TOTAL EVENT INCOME	0	0	0	0	0	0	0	0	0

Cross Insurance Arena
YEAR TO DATE EVENT SUMMARY

All Events
For the One Month Ending July 2024

	PERIOD TO DATE			YEAR TO DATE			ANNUAL BUDGET		
	Actual	Curr Budget	Budget Var	Actual	Curr Budget	Budget Var	YTD Actual	YTD Budget	Budget Var
Trade Shows									
Number of Events	0	0	0	0	0	0	0	0	0
Total Paid General	0	0	0	0	0	0	0	0	0
Turnstile Attenance - Ger	0	0	0	0	0	0	0	0	0
Direct Event Income	0	0	0	0	0	0	0	0	0
Facility Fee Revenue	0	0	0	0	0	0	0	0	0
Conv/Ticket Proc Revenue	0	0	0	0	0	0	0	0	0
Ancillary Income	0	0	0	0	0	0	0	0	0
TOTAL EVENT INCOME	0	0	0	0	0	0	0	0	0
High School Sports									
Number of Events	0	0	0	0	0	0	0	0	0
Total Paid General	0	0	0	0	0	0	0	0	0
Turnstile Attenance - Ger	0	0	0	0	0	0	0	0	0
Direct Event Income	0	0	0	0	0	0	0	0	0
Conv/Ticket Proc Revenue	0	0	0	0	0	0	0	0	0
Ancillary Income	0	0	0	0	0	0	0	0	0
TOTAL EVENT INCOME	0	0	0	0	0	0	0	0	0
Disney Shows									
Number of Events	0	0	0	0	0	0	0	0	0
Total Paid General	0	0	0	0	0	0	0	0	0
Turnstile Attenance - Ger	0	0	0	0	0	0	0	0	0
Direct Event Income	0	0	0	0	0	0	0	0	0
Facility Fee Revenue	0	0	0	0	0	0	0	0	0
Suite Ticket Revenue	0	0	0	0	0	0	0	0	0
Conv/Ticket Proc Revenue	0	0	0	0	0	0	0	0	0
Ancillary Income	0	0	0	0	0	0	0	0	0
TOTAL EVENT INCOME	0	0	0	0	0	0	0	0	0
Religious Events									
Number of Events	0	0	0	0	0	0	0	0	0
Turnstile Attenance - Ger	0	0	0	0	0	0	0	0	0
Direct Event Income	0	0	0	0	0	0	0	0	0
TOTAL EVENT INCOME	0	0	0	0	0	0	0	0	0
Cirque Hollidaze									
Number of Events	0	0	0	0	0	0	0	0	0
Total Paid General	0	0	0	0	0	0	0	0	0
Turnstile Attenance - Ger	0	0	0	0	0	0	0	0	0
Direct Event Income	0	0	0	0	0	0	0	0	0
Facility Fee Revenue	0	0	0	0	0	0	0	0	0
Conv/Ticket Proc Revenue	0	0	0	0	0	0	0	0	0
Ancillary Income	0	0	0	0	0	0	0	0	0
TOTAL EVENT INCOME	0	0	0	0	0	0	0	0	0
Graduations									
Number of Events	0	0	0	0	0	0	0	0	0
Total Paid General	0	0	0	0	0	0	0	0	0
Turnstile Attenance - Ger	0	0	0	0	0	0	0	0	0
Direct Event Income	0	0	0	0	0	0	0	0	0
Ancillary Income	0	0	0	0	0	0	0	0	0
TOTAL EVENT INCOME	0	0	0	0	0	0	0	0	0
Wrestling									
Number of Events	0	0	0	0	0	0	0	0	0
Total Paid General	0	0	0	0	0	0	0	0	0
Turnstile Attenance - Ger	0	0	0	0	0	0	0	0	0
Direct Event Income	0	0	0	0	0	0	0	0	0
Ancillary Income	0	0	0	0	0	0	0	0	0
TOTAL EVENT INCOME	0	0	0	0	0	0	0	0	0
Number of Events	0	0	0	0	0	0	0	0	0
Total Paid General	0	0	0	0	0	0	0	0	0
Turnstile Attenance - Ger	0	0	0	0	0	0	0	0	0
Turnstile Attendance- Su	0	0	0	0	0	0	0	0	0
Direct Event Income	0	0	0	0	0	0	0	0	0
Facility Fee Revenue	0	0	0	0	0	0	0	0	0
Suite Ticket Revenue	0	0	0	0	0	0	0	0	0
Conv/Ticket Proc Revenue	0	0	0	0	0	0	0	0	0
Ancillary Income	0	0	0	0	0	0	0	0	0
TOTAL EVENT INCOME	0	0	0	0	0	0	0	0	0

**Cross Insurance Arena
Food & Beverage Income Statement
For the One Month Ending July 2024**

	Current Month				Current YTD			
	Actual	%	Budget	%	Actual	YTD %	Budget	YTD %
SALES								
Concessions - Non Alch	0	0.00%	0	0.00%	0	0.00%	0	0.00%
Concessions Beer	0	0.00%	0	0.00%	0	0.00%	0	0.00%
Concessions Liquor	0	0.00%	0	0.00%	0	0.00%	0	0.00%
Concessions Wine	0	0.00%	0	0.00%	0	0.00%	0	0.00%
Concessions Food	0	0.00%	0	0.00%	0	0.00%	0	0.00%
CONCESSIONS SALES	0	0.00%	0	0.00%	0	0.00%	0	0.00%
Catering Food	0	0.00%	0	0.00%	0	0.00%	0	0.00%
Catering Non-Alc	0	0.00%	0	0.00%	0	0.00%	0	0.00%
Service Fees	0	0.00%	0	0.00%	0	0.00%	0	0.00%
SERVICE FEES	0	0.00%	0	0.00%	0	0.00%	0	0.00%
TOTAL SALES	0	0.00%	0	0.00%	0	0.00%	0	0.00%
COST OF SALES								
Concessions Non Alch COS	0	0.00%	0	0.00%	0	0.00%	0	0.00%
Concessions Beer COS	0	0.00%	0	0.00%	0	0.00%	0	0.00%
Concessions Liquor COS	0	0.00%	0	0.00%	0	0.00%	0	0.00%
Concessions Wine COS	0	0.00%	0	0.00%	0	0.00%	0	0.00%
Food COS	0	0.00%	0	0.00%	0	0.00%	0	0.00%
CONCESSIONS COST OF SALES	0	0.00%	0	0.00%	0	0.00%	0	0.00%
TOTAL COST OF SALES	0	0.00%	0	0.00%	0	0.00%	0	0.00%
GROSS PROFIT ON SALES	0	0.00%	0	0.00%	0	0.00%	0	0.00%
PAYROLL								
Fixed Wages								
Management Salaries	5,767	0.00%	12,083	0.00%	5,767	0.00%	12,083	0.00%
Variable Wages								
Part-Time Labor	0	0.00%	1,000	0.00%	0	0.00%	1,000	0.00%
Outside Payroll Service	0	0.00%	0	0.00%	0	0.00%	0	0.00%
Total Variable Wages	0	0.00%	1,000	0.00%	0	0.00%	1,000	0.00%
Total Wages	5,767	0.00%	13,083	0.00%	5,767	0.00%	13,083	0.00%
Employer Taxes	532	0.00%	1,047	0.00%	532	0.00%	1,047	0.00%
Employee Benefits	1,172	0.00%	2,927	0.00%	1,172	0.00%	2,927	0.00%
Total Taxes & Benefits	1,705	0.00%	3,974	0.00%	1,705	0.00%	3,974	0.00%
Total Payroll	7,472	0.00%	17,057	0.00%	7,472	0.00%	17,057	0.00%
Other Variable Expenses								
Computer Maintenance	2,290	0.00%	2,851	0.00%	2,290	0.00%	2,851	0.00%
Outside Payroll Service	0	0.00%	0	0.00%	0	0.00%	0	0.00%
Credit card fees expense	60	0.00%	0	0.00%	60	0.00%	0	0.00%
Dues & Subscriptions	0	0.00%	0	0.00%	0	0.00%	0	0.00%
Equipment Rental	0	0.00%	0	0.00%	0	0.00%	0	0.00%
R&M/Equip. Fund Expense	0	0.00%	0	0.00%	0	0.00%	0	0.00%
Entertainment	0	0.00%	0	0.00%	0	0.00%	0	0.00%
Guest Relations	0	0.00%	0	0.00%	0	0.00%	0	0.00%
Cell Phone/Telephone/Data Lin	0	0.00%	0	0.00%	0	0.00%	0	0.00%
Licenses and Permits	76	0.00%	88	0.00%	76	0.00%	88	0.00%
Meetings/Conferences	30	0.00%	0	0.00%	30	0.00%	0	0.00%
Office Supplies	0	0.00%	0	0.00%	0	0.00%	0	0.00%
Equipment Rental	0	0.00%	0	0.00%	0	0.00%	0	0.00%
Pest Control Expense	0	0.00%	0	0.00%	0	0.00%	0	0.00%
Cell Phone/Telephone/Data Lin	51	0.00%	109	0.00%	51	0.00%	109	0.00%
Smallwares	0	0.00%	0	0.00%	0	0.00%	0	0.00%
Training	0	0.00%	0	0.00%	0	0.00%	0	0.00%
Equipment Maintenance	0	0.00%	0	0.00%	0	0.00%	0	0.00%
Internet - Phone	0	0.00%	0	0.00%	0	0.00%	0	0.00%
Uniforms	346	0.00%	350	0.00%	346	0.00%	350	0.00%
Total Variable Expenses	2,852	0.00%	3,398	0.00%	2,852	0.00%	3,398	0.00%
Less: Promoter/Team Share	0	0.00%	0	0.00%	0	0.00%	0	0.00%
Net Profit (Loss)	(10,324)	0.00%	(20,455)	0.00%	(10,324)	0.00%	(20,455)	0.00%
Statistics								
Total Sales & Other Income	0	0.00%	0	0.00%	0	0.00%	0	0.00%
Number of Events	0	0.00%	0	0.00%	0	0.00%	0	0.00%
Attendance	0	0.00%	0	0.00%	0	0.00%	0	0.00%
Average Income Per Event	#DIV/0!	0.00%	0	0.00%	#DIV/0!	0.00%	0	0.00%
Net Per Cap	#DIV/0!	0.00%	0.00	0.00%	#DIV/0!	0.00%	0.00	0.00%

Cross Insurance Arena
CONSOLIDATED INDIRECT DEPARTMENT EXPENSES
For the One Month Ending July 2024

	Period To Date			Year To Date			Actual	Annual Budget	Annual Budget Var	% of Annual Budget Achieved
	Actual	Curr Budget	Budget Var	Actual	Curr Budget	Budget Var				
Personnel Expenses										
Salaries	69,381	99,606	30,225	69,381	99,606	30,225	69,381	1,035,944	966,563	7%
Part-Time Labor	3,993	6,750	2,757	3,993	6,750	2,757	3,993	1,415,600	1,411,607	0%
Outside Payroll Service	0	0	0	0	0	0	0	240,000	240,000	0%
Employee Benefits	15,920	20,981	5,061	15,920	20,981	5,061	15,920	251,813	235,893	6%
Incentive Compensation	0	0	0	0	0	0	0	70,415	70,415	0%
401K	2,111	4,729	2,618	2,111	4,729	2,618	2,111	56,792	54,681	4%
Payroll Taxes	5,632	8,622	2,990	5,632	8,622	2,990	5,632	213,854	208,222	3%
Allocated to Events	0	0	0	0	0	0	0	(1,637,000)	(1,637,000)	0%
Total Personnel Expenses	97,037	140,688	43,651	97,037	140,688	43,651	97,037	1,647,418	1,550,381	
Expenses										
Advertising	650	1,167	517	650	1,167	517	650	14,000	13,350	5%
Other Travel Expense	0	500	500	0	500	500	0	10,050	10,050	0%
Automobile Expenses	0	0	0	0	0	0	0	750	750	0%
Armored Car Expense	0	0	0	0	0	0	0	2,000	2,000	0%
Cash (Over)/Short	0	0	0	0	0	0	0	0	0	Not Budgeted
Ice Expense	0	0	0	0	0	0	0	44,000	44,000	0%
Parking Expense	2,650	2,583	(67)	2,650	2,583	(67)	2,650	31,000	28,351	9%
Buidling / General Supplies	1,255	1,500	245	1,255	1,500	245	1,255	34,000	32,745	4%
Prof Fees - Deferred Comp. Plan	0	0	0	0	0	0	0	500	500	0%
Computer Maintenance	5,640	6,851	1,211	5,640	6,851	1,211	5,640	82,256	76,616	7%
Credit card fees expense	512	100	(412)	512	100	(412)	512	80,500	79,988	1%
Dues & Subscriptions	769	1,096	327	769	1,096	327	769	13,650	12,881	6%
R&M/Equip. Fund Expense	1,935	3,290	1,355	1,935	3,290	1,355	1,935	57,750	55,815	3%
General expense	1,284	2,208	924	1,284	2,208	924	1,284	26,500	25,216	5%
Guest Relations	0	0	0	0	0	0	0	900	900	0%
Insurance & Bonding	7,245	10,120	2,875	7,245	10,120	2,875	7,245	121,455	114,210	6%
Licenses and Permits	275	546	271	275	546	271	275	6,550	6,275	4%
Management Fee Expense	9,698	10,388	690	9,698	10,388	690	9,698	124,666	114,968	8%
Meetings/Conferences	270	358	88	270	358	88	270	15,700	15,430	2%
Office Supplies	0	50	50	0	50	50	0	7,500	7,500	0%
Equipment Rental	875	875	0	875	875	0	875	10,500	9,625	8%
Cleaning Supplies	1,637	1,750	113	1,637	1,750	113	1,637	35,000	33,363	5%
Paper Supplies	0	0	0	0	0	0	0	31,000	31,000	0%
Printing	267	125	(142)	267	125	(142)	267	1,750	1,483	15%
Pest Control Expense	217	250	33	217	250	33	217	3,000	2,783	7%
Postage	159	200	41	159	200	41	159	1,750	1,591	9%
Security System	30	540	510	30	540	510	30	6,500	6,470	0%
Recruiting Expense	0	25	25	0	25	25	0	950	950	0%
Cell Phone/Telephone/Data Lines	102	688	586	102	688	586	102	8,450	8,348	1%
Smallwares	0	0	0	0	0	0	0	2,000	2,000	0%
Snow Removal	0	0	0	0	0	0	0	250	250	0%
Equipment Maintenance	1,382	1,500	118	1,382	1,500	118	1,382	30,000	28,618	5%
Internet - Phone	3,640	3,675	35	3,640	3,675	35	3,640	44,100	40,460	8%
Trash Removal	397	500	103	397	500	103	397	28,000	27,603	1%
Uniforms	899	350	(549)	899	350	(549)	899	8,750	7,851	10%
Utilities	31,386	25,300	(6,086)	31,386	25,300	(6,086)	31,386	484,300	452,915	6%
Total Expenses	73,173	76,534	3,361	73,173	76,534	3,361	73,173	1,370,027	1,296,854	
Total Departmental Expenses	170,210	217,222	47,012	170,210	217,222	47,012	170,210	3,017,445	2,847,235	

**Cross Insurance Arena
EXECUTIVE
For the One Month Ending July 2024**

	Period To Date			Year To Date			Actual	Annual Budget	Annual Budget Var	% of Annual Budget Achieved
	Actual	Curr Budget	Budget Var	Actual	Curr Budget	Budget Var				
Personnel Expenses										
Salaries	9,329	12,070	2,741	9,329	12,070	2,741	9,329	125,520	116,191	7%
Part-Time Labor	510	1,750	1,240	510	1,750	1,240	510	23,000	22,490	2%
Employee Benefits	1,095	1,057	(38)	1,095	1,057	(38)	1,095	12,685	11,590	9%
Incentive Compensation	0	0	0	0	0	0	0	25,104	25,104	0%
401K	162	723	561	162	723	561	162	8,681	8,519	2%
Payroll Taxes	753	1,106	353	753	1,106	353	753	12,092	11,339	6%
Total Personnel Expenses	11,849	16,706	4,857	11,849	16,706	4,857	11,849	207,082	195,233	
Expenses										
Other Travel Expense	0	250	250	0	250	250	0	5,000	5,000	0%
Dues & Subscriptions	144	150	6	144	150	6	144	1,800	1,656	8%
Meetings/Conferences	0	0	0	0	0	0	0	2,000	2,000	0%
Cell Phone/Telephone/Data Lines	0	50	50	0	50	50	0	650	650	0%
Total Expenses	144	450	306	144	450	306	144	9,700	9,556	
Total Departmental Expenses	11,993	17,156	5,163	11,993	17,156	5,163	11,993	216,782	204,789	

**Cross Insurance Arena
MARKETING
For the One Month Ending July 2024**

	Period To Date			Year To Date			Actual	Annual Budget	Annual Budget Var	% of Annual Budget Achieved
	Actual	Curr Budget	Budget Var	Actual	Curr Budget	Budget Var				
Personnel Expenses										
Salaries	5,654	7,314	1,660	5,654	7,314	1,660	5,654	76,073	70,419	7%
Employee Benefits	1,249	1,370	121	1,249	1,370	121	1,249	16,440	15,191	8%
Incentive Compensation	0	0	0	0	0	0	0	7,607	7,607	0%
401K	300	348	48	300	348	48	300	4,184	3,884	7%
Payroll Taxes	459	620	161	459	620	161	459	6,919	6,460	7%
Total Personnel Expenses	7,662	9,652	1,990	7,662	9,652	1,990	7,662	111,223	103,561	
Expenses										
Advertising	650	1,167	517	650	1,167	517	650	14,000	13,350	5%
Other Travel Expense	0	0	0	0	0	0	0	700	700	0%
Dues & Subscriptions	0	550	550	0	550	550	0	6,600	6,600	0%
Guest Relations	0	0	0	0	0	0	0	500	500	0%
Meetings/Conferences	0	75	75	0	75	75	0	5,000	5,000	0%
Printing	267	125	(142)	267	125	(142)	267	1,500	1,233	18%
Total Expenses	917	1,967	1,050	917	1,967	1,050	917	28,950	28,033	
Total Departmental Expenses	8,579	11,619	3,040	8,579	11,619	3,040	8,579	140,173	131,594	

**Cross Insurance Arena
FINANCE
For the One Month Ending July 2024**

	Period To Date			Year To Date			Actual	Annual Budget	Annual Budget Var	% of Annual Budget Achieved
	Actual	Curr Budget	Budget Var	Actual	Curr Budget	Budget Var				
Personnel Expenses										
Salaries	9,207	16,720	7,513	9,207	16,720	7,513	9,207	173,874	164,667	5%
Employee Benefits	11	1,946	1,935	11	1,946	1,935	11	23,352	23,341	0%
Incentive Compensation	0	0	0	0	0	0	0	12,387	12,387	0%
401K	460	776	316	460	776	316	460	9,312	8,852	5%
Payroll Taxes	708	1,200	492	708	1,200	492	708	13,856	13,148	5%
Total Personnel Expenses	10,385	20,642	10,257	10,385	20,642	10,257	10,385	232,781	222,396	
Expenses										
Other Travel Expense	0	0	0	0	0	0	0	500	500	0%
Computer Maintenance	3,351	4,000	649	3,351	4,000	649	3,351	48,050	44,699	7%
Meetings/Conferences	0	118	118	0	118	118	0	2,800	2,800	0%
Recruiting Expense	0	25	25	0	25	25	0	750	750	0%
Total Expenses	3,351	4,251	900	3,351	4,251	900	3,351	53,400	50,049	
Total Departmental Expenses	13,736	24,893	11,157	13,736	24,893	11,157	13,736	286,181	272,445	

**Cross Insurance Arena
BOX OFFICE
For the One Month Ending July 2024**

	Period To Date			Year To Date			Actual	Annual Budget	Annual Budget Var	% of Annual Budget Achieved
	Actual	Curr Budget	Budget Var	Actual	Curr Budget	Budget Var				
Personnel Expenses										
Salaries	4,615	6,250	1,635	4,615	6,250	1,635	4,615	65,000	60,385	7%
Incentive Compensation	0	0	0	0	0	0	0	0	0	Not Budgeted
Part-Time Labor	1,105	1,000	(105)	1,105	1,000	(105)	1,105	40,000	38,895	3%
Employee Benefits	1,216	1,147	(69)	1,216	1,147	(69)	1,216	13,771	12,555	9%
401K	231	297	66	231	297	66	231	3,575	3,344	6%
Payroll Taxes	441	790	349	441	790	349	441	9,471	9,030	5%
Allocated to Events	0	0	0	0	0	0	0	(20,000)	(20,000)	0%
Total Personnel Expenses	7,609	9,484	1,875	7,609	9,484	1,875	7,609	111,817	104,208	
Expenses										
Armored Car Expense	0	0	0	0	0	0	0	2,000	2,000	0%
Cash (Over)/Short	0	0	0	0	0	0	0	0	0	Not Budgeted
Buidling / General Supplies	0	0	0	0	0	0	0	1,500	1,500	0%
Credit card fees expense	453	100	(353)	453	100	(353)	453	500	47	91%
Meetings/Conferences	0	165	165	0	165	165	0	2,000	2,000	0%
Cell Phone/Telephone/Data Lines	0	50	50	0	50	50	0	650	650	0%
Total Expenses	453	315	(138)	453	315	(138)	453	6,650	6,197	
Total Departmental Expenses	8,061	9,799	1,738	8,061	9,799	1,738	8,061	118,467	110,406	

**Cross Insurance Arena
OPERATIONS
For the One Month Ending July 2024**

	Period To Date			Year To Date			Actual	Annual Budget	Annual Budget Var	% of Annual Budget Achieved
	Actual	Curr Budget	Budget Var	Actual	Curr Budget	Budget Var				
Personnel Expenses										
Salaries	14,924	19,310	4,386	14,924	19,310	4,386	14,924	200,809	185,885	7%
Part-Time Labor	2,378	3,000	622	2,378	3,000	622	2,378	120,000	117,622	2%
Outside Payroll Service	0	0	0	0	0	0	0	0	0	Not Budgeted
Employee Benefits	8,631	5,003	(3,628)	8,631	5,003	(3,628)	8,631	60,034	51,403	14%
Incentive Compensation	0	0	0	0	0	0	0	8,558	8,558	0%
401K	612	872	260	612	872	260	612	10,468	9,856	6%
Payroll Taxes	1,299	1,785	486	1,299	1,785	486	1,299	29,221	27,922	4%
Allocated to Events	0	0	0	0	0	0	0	(90,000)	(90,000)	0%
Total Personnel Expenses	27,844	29,970	2,126	27,844	29,970	2,126	27,844	339,090	311,246	
Expenses										
Ice Expense	0	0	0	0	0	0	0	44,000	44,000	0%
Buidling / General Supplies	949	1,000	51	949	1,000	51	949	25,000	24,051	4%
Maintenance Expense	1,935	3,040	1,105	1,935	3,040	1,105	1,935	36,500	34,565	5%
General expense	1,284	2,208	924	1,284	2,208	924	1,284	26,500	25,216	5%
Cleaning Supplies	1,637	1,750	113	1,637	1,750	113	1,637	35,000	33,363	5%
Pest Control Expense	217	250	33	217	250	33	217	3,000	2,783	7%
Cell Phone/Telephone/Data Lines	51	163	112	51	163	112	51	1,950	1,899	3%
Repairs Expense	1,382	1,500	118	1,382	1,500	118	1,382	30,000	28,618	5%
Trash Removal	397	500	103	397	500	103	397	28,000	27,603	1%
Uniforms	553	0	(553)	553	0	(553)	553	750	197	74%
Total Expenses	8,645	10,411	1,766	8,645	10,411	1,766	8,645	231,700	223,055	
Total Departmental Expenses	36,489	40,381	3,892	36,489	40,381	3,892	36,489	570,790	534,301	

**Cross Insurance Arena
EVENT SERVICES
For the One Month Ending July 2024**

	Period To Date			Year To Date			Actual	Annual Budget	Annual Budget Var	% of Annual Budget Achieved
	Actual	Curr Budget	Budget Var	Actual	Curr Budget	Budget Var				
Personnel Expenses										
Salaries	16,154	20,360	4,206	16,154	20,360	4,206	16,154	211,775	195,621	8%
Part-Time Labor	0	0	0	0	0	0	0	800,000	800,000	0%
Outside Payroll Service	0	0	0	0	0	0	0	0	0	Not Budgeted
Employee Benefits	3,269	6,718	3,449	3,269	6,718	3,449	3,269	80,626	77,357	4%
Incentive Compensation	0	0	0	0	0	0	0	9,000	9,000	0%
401K	346	920	574	346	920	574	346	11,040	10,694	3%
Payroll Taxes	1,154	1,629	475	1,154	1,629	475	1,154	87,690	86,536	1%
Allocated to Events	0	0	0	0	0	0	0	(857,000)	(857,000)	0%
Total Personnel Expenses	20,924	29,627	8,703	20,924	29,627	8,703	20,924	343,131	322,207	
Expenses										
Buidling / General Supplies	306	500	194	306	500	194	306	7,500	7,194	4%
Security Systems	30	540	510	30	540	510	30	6,500	6,470	0%
Dues & Subscriptions	625	396	(229)	625	396	(229)	625	4,750	4,125	13%
Meetings/Conferences	0	0	0	0	0	0	0	3,150	3,150	0%
Relocation Expense	0	0	0	0	0	0	0	0	0	Not Budgeted
Cell Phone/Telephone/Data Lines	0	108	108	0	108	108	0	1,300	1,300	0%
Uniforms	0	0	0	0	0	0	0	1,000	1,000	0%
Total Expenses	961	1,544	583	961	1,544	583	961	24,200	23,239	
Total Departmental Expenses	21,885	31,171	9,286	21,885	31,171	9,286	21,885	367,331	345,446	

**Cross Insurance Arena
GROUP SALES
For the One Month Ending July 2024**

	Period To Date			Year To Date			Actual	Annual Budget	Annual Budget Var	% of Annual Budget Achieved
	Actual	Curr Budget	Budget Var	Actual	Curr Budget	Budget Var				
Personnel Expenses										
Salaries	3,731	5,499	1,768	3,731	5,499	1,768	3,731	57,197	53,466	7%
Employee Benefits	(724)	1,368	2,092	(724)	1,368	2,092	(724)	16,433	17,157	-4%
401K	0	238	238	0	238	238	0	2,860	2,860	0%
Payroll Taxes	285	445	160	285	445	160	285	4,660	4,375	6%
Allocated to Events	0	0	0	0	0	0	0	0	0	Not Budgeted
Total Personnel Expenses	3,293	7,550	4,257	3,293	7,550	4,257	3,293	81,150	77,857	
Expenses										
Guest Relations	0	0	0	0	0	0	0	150	150	0%
Total Expenses	0	50	50	0	50	50	0	800	800	
Total Departmental Expenses	3,293	7,600	4,307	3,293	7,600	4,307	3,293	81,950	78,657	

**Cross Insurance Arena
ADVERTISING/SPONSORSHIP
For the One Month Ending July 2024**

	Period To Date			Year To Date			Actual	Annual Budget	Annual Budget Var	% of Annual Budget Achieved
	Actual	Curr Budget	Budget Var	Actual	Curr Budget	Budget Var				
Expenses										
Other Travel Expense	0	250	250	0	250	250	0	3,500	3,500	0%
R&M/Equip. Fund Expense	0	250	250	0	250	250	0	6,250	6,250	0%
Printing	0	0	0	0	0	0	0	250	250	0%
Total Expenses	<u>0</u>	<u>500</u>	<u>500</u>	<u>0</u>	<u>500</u>	<u>500</u>	<u>0</u>	<u>10,000</u>	<u>10,000</u>	
Total Departmental Expenses	0	500	500	0	500	500	0	10,000	10,000	

**Cross Insurance Arena
FOOD AND BEVERAGE
For the One Month Ending July 2024**

	Period To Date			Year To Date			Actual	Annual Budget	Annual Budget Var	% of Annual Budget Achieved
	Actual	Curr Budget	Budget Var	Actual	Curr Budget	Budget Var				
Personnel Expenses										
Salaries	5,767	12,083	6,316	5,767	12,083	6,316	5,767	125,696	119,929	5%
Part-Time Labor	0	1,000	1,000	0	1,000	1,000	0	432,600	432,600	0%
Outside Payroll Service	0	0	0	0	0	0	0	240,000	240,000	0%
Employee Benefits	1,172	2,372	1,200	1,172	2,372	1,200	1,172	28,472	27,300	4%
Incentive Compensation	0	0	0	0	0	0	0	7,759	7,759	0%
401K	0	555	555	0	555	555	0	6,672	6,672	0%
Payroll Taxes	532	1,047	515	532	1,047	515	532	49,945	49,413	1%
Allocated to Events	0	0	0	0	0	0	0	(670,000)	(670,000)	0%
Total Personnel Expenses	7,472	17,057	9,585	7,472	17,057	9,585	7,472	221,144	213,672	
Expenses										
Other Travel Expense	0	0	0	0	0	0	0	350	350	0%
Cash (Over)/Short	0	0	0	0	0	0	0	0	0	Not Budgeted
Computer Maintenance	2,290	2,851	562	2,290	2,851	562	2,290	34,206	31,917	7%
Credit card fees expense	60	0	(60)	60	0	(60)	60	80,000	79,940	0%
Dues & Subscriptions	0	0	0	0	0	0	0	250	250	0%
R&M/Equip. Fund Expense	0	0	0	0	0	0	0	15,000	15,000	0%
Licenses and Permits	76	88	12	76	88	12	76	1,050	974	7%
Meetings/Conferences	30	0	(30)	30	0	(30)	30	250	220	12%
Paper Supplies	0	0	0	0	0	0	0	31,000	31,000	0%
Recruiting Expense	0	0	0	0	0	0	0	200	200	0%
Cell Phone/Telephone/Data Lines	51	109	58	51	109	58	51	1,300	1,249	4%
Smallwares	0	0	0	0	0	0	0	2,000	2,000	0%
Uniforms	346	350	4	346	350	4	346	7,000	6,654	5%
Total Expenses	2,852	3,398	546	2,852	3,398	546	2,852	172,606	169,754	
Total Departmental Expenses	10,324	20,455	10,131	10,324	20,455	10,131	10,324	393,750	383,426	

**Cross Insurance Arena
OVERHEAD
For the One Month Ending July 2024**

	Period To Date			Year To Date			Actual	Annual Budget	Annual Budget Var	% of Annual Budget Achieved
	Actual	Curr Budget	Budget Var	Actual	Curr Budget	Budget Var				
Expenses										
Automobile Expenses	0	0	0	0	0	0	0	750	750	0%
Parking Expense	2,650	2,583	(67)	2,650	2,583	(67)	2,650	31,000	28,351	9%
Prof Fees - Deferred Comp. Plan	0	0	0	0	0	0	0	500	500	0%
Insurance & Bonding	7,245	10,120	2,875	7,245	10,120	2,875	7,245	121,455	114,210	6%
Licenses and Permits	199	458	259	199	458	259	199	5,500	5,301	4%
Management Fee Expense	9,698	10,388	690	9,698	10,388	690	9,698	124,666	114,968	8%
Office Supplies	0	50	50	0	50	50	0	7,500	7,500	0%
Equipment Rental	875	875	0	875	875	0	875	10,500	9,625	8%
Postage	159	200	41	159	200	41	159	1,750	1,591	9%
Internet - Phone	3,640	3,675	35	3,640	3,675	35	3,640	44,100	40,460	8%
Utilities	31,386	25,300	(6,086)	31,386	25,300	(6,086)	31,386	484,300	452,915	6%
Total Expenses	55,850	53,649	(2,201)	55,850	53,649	(2,201)	55,850	832,021	776,171	
Total Departmental Expenses	55,850	53,649	(2,201)	55,850	53,649	(2,201)	55,850	832,021	776,171	

**Cross Insurance Arena
OTHER INCOME
For the One Month Ending July 2024**

	Period To Date			Year To Date			Annual Budget	Annual Budget Var	% of Annual Budget Achieved
	Actual	Curr Budget	Budget Var	Actual	Curr Budget	Budget Var			
OTHER INCOME									
Advertising Sponsorship Incr	44,073	44,802	(729)	44,073	44,802	(729)	537,625	(493,552)	8%
Premium Seat Income	10,541	14,087	(3,546)	10,541	14,087	(3,546)	169,094	(158,553)	6%
Rink Program Revenue	0	0	0	0	0	0	20,000	(20,000)	0%
Other revenue	3,563	350	3,213	3,563	350	3,213	48,000	(44,437)	7%
TOTAL OTHER INCOME	58,177	59,239	(1,062)	58,177	59,239	(1,062)	774,719	(716,542)	8%



One Civic Center Square, Portland, ME 04101

AUGUST 2024

Fiscal Year ending June 30, 2024

Submitted By
Mark Eddy

SPECTRA VENUE MANAGEMENT

H. Abate
K. Hilsgen
G. O'Dell
K. Vaske

Mark Eddy

Mark Eddy, Director of Finance

Mike LoConte

Mike LoConte, General Manager



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**OVG360
BALANCE SHEET ANALYSIS
CONTROL FORM**

OVG360 Facility Cross Insurance Arena

Month AUGUST

Year 2024

	Date Completed	By:
Bank Reconciliations		
Operating	9/15/2024	Mark Eddy
Event Ticketing	9/17/2024	Mark Eddy
Accounts Receivable Analysis	9/19/2024	Mark Eddy
A/R Reserve (Bad Debt) Account	9/19/2024	Mark Eddy
A/R Exchange/Misc Receivables	N/A	
A/R Ticketmaster Web/Phone/Consignment Tickets	9/19/2024	Mark Eddy
Payroll Clearing Account	9/19/2024	Mark Eddy
Prepaid Expense Analysis	9/19/2024	Mark Eddy
Accounts Payable Analysis	9/19/2024	Mark Eddy
Accrued Liabilities Analysis <i>(All Accounts)</i>		
Payroll Accrual	9/19/2024	Mark Eddy
Operating Expense Accrual	9/19/2024	Mark Eddy
Management Incentive Accrual	9/19/2024	Mark Eddy
Employee Incentive Accrual	9/19/2024	Mark Eddy
Deferred Income - Advertising Sponsorship/Trade/Naming Rights	9/19/2024	Mark Eddy
Deferred Income/ Ticket Analysis	9/19/2024	Mark Eddy
Advanced Event Deposits - Deferred Rent	9/19/2024	Mark Eddy
Event Liability Analysis <i>-(All Accounts)</i>	9/19/2024	Mark Eddy
Other accounts		

Mark Eddy 9/20/2024
Director of Finance Date

Mike LoConte 9/20/2024
General Manager Date

Comments: _____

Date Received	<input type="text"/>
Reviewed by:	<input type="text"/>

**Cross Insurance Arena
FINANCIAL STATEMENT COMMENTS
Month Ending August 31, 2024**

	ACTUAL	BUDGET	FAV(UNFAV) VARIANCE
NO OF EVENTS	6	6	0
PAID ATTENDANCE	12,198	13,500	(1,302)
DIRECT EVENT INCOME	34,227	44,015	(9,788)
FACILITY FEE	29,229	34,500	(5,272)
SUITE REVENUE	0	0	0
NET TICKETING REVENUE	16,551	0	16,551
ANCILLARY INCOME	37,943	36,173	1,770
TOTAL EVENT INCOME	<u>117,950</u>	<u>114,688</u>	<u>3,262</u>
OTHER INCOME	60,203	59,893	310
INDIRECT EXPENSES	223,122	240,678	17,556
NET INCOME (LOSS)	<u>(44,969)</u>	<u>(66,097)</u>	<u>21,128</u>

EVENT INCOME:	OVER	BUDGET BY	3,262	DUE TO THE FOLLOWING:
	Actual	MTD Budget	FAV(UNFAV) VARIANCE	COMMENTS:
Comedy	69,458	61,570	7,888	Higher premium ticketing revenues than originally budgeted for Theo Von event. Lower attendance and revenues from Jurassic Quest events than projected.
Other Family	48,492	53,118	(4,626)	
	<u>117,950</u>	<u>114,688</u>	<u>3,262</u>	

OTHER INCOME:	OVER	BUDGET BY	310	DUE TO THE FOLLOWING:
	Actual	MTD Budget	FAV(UNFAV) VARIANCE	COMMENTS:
Advertising Sponsorship Incr	46,585	44,802	1,783	Higher sponsorship revenues than originally budgeted for the month. Lower seat license renewals in August. Higher order fee revenues than originally projected.
Premium Seat Income	10,410	14,091	(3,681)	
Other revenue	3,207	1,000	2,207	
	<u>60,203</u>	<u>59,893</u>	<u>310</u>	

INDIRECT EXPENSES:	UNDER	BUDGET BY	17,556	DUE TO THE FOLLOWING:
	Actual	MTD Budget	FAV(UNFAV) VARIANCE	COMMENTS:
EXECUTIVE	15,147	13,987	(1,160)	Higher wages and benefit costs than projected for August.
MARKETING	11,920	10,012	(1,908)	Higher wages and benefit costs than projected for August.
FINANCE	16,479	21,498	5,019	One less FTE than originally budgeted for the month.
BOX OFFICE	11,238	9,275	(1,963)	Higher wages and benefit costs than projected for August.
OPERATIONS	50,551	44,457	(6,094)	Higher wages and benefit costs than projected for August.
EVENT SERVICES	25,584	29,775	4,191	Lower part-time wages and benefit costs than projected for the month.
GROUP SALES	5,221	6,417	1,196	Lower benefit costs than projected for August.
ADVERTISING/SPONSOR	0	1,000	1,000	No sign maintenance expense as originally projected.
FOOD AND BEVERAGE	19,270	30,709	11,439	One less FTE than originally projected for the month.
OVERHEAD	67,712	73,549	5,837	Lower utility expenses than originally budgeted for August.
	<u>223,122</u>	<u>240,678</u>	<u>17,556</u>	

**Cross Insurance Arena
FINANCIAL STATEMENT COMMENTS
For the Two Months Ending August 2024**

	ACTUAL	BUDGET	FAV(UNFAV) VARIANCE
NO OF EVENTS	6	6	0
PAID ATTENDANCE	12,198	13,500	(1,302)
DIRECT EVENT INCOME	34,227	44,015	(9,788)
FACILITY FEE	29,229	34,500	(5,272)
SUITE REVENUE	0	0	-
NET TICKETING REVENUE	16,551	0	16,551
ANCILLARY INCOME	37,943	36,173	1,770
TOTAL EVENT INCOME	<u>117,950</u>	<u>114,688</u>	<u>3,262</u>
OTHER INCOME	118,380	119,132	(752)
INDIRECT EXPENSES	393,332	457,900	64,568
NET OPERATING INCOME(LOSS)	<u>(157,002)</u>	<u>(224,080)</u>	<u>67,078</u>

COMMENTS:

EVENT INCOME:				
	OVER	BUDGET BY	3,262	DUE TO THE FOLLOWING:
	YTD	YTD	FAV(UNFAV)	
	Actual	Budget	VARIANCE	COMMENTS:
Comedy Shows	69,458	61,570	7,888	Higher premium ticketing revenues than originally budgeted for Theo Von event. Lower attendance and revenues from Jurassic Quest events than projected.
Family	48,492	53,118	(4,626)	
	<u>117,950</u>	<u>114,688</u>	<u>3,262</u>	
OTHER INCOME:				
	UNDER	BUDGET BY	(752)	DUE TO THE FOLLOWING:
	YTD	YTD	FAV(UNFAV)	
	Actual	Budget	VARIANCE	COMMENTS:
Advertising Sponsorship In	90,658	89,604	1,054	Higher sponsorship sales YTD.
Premium Seat Income	20,952	28,178	(7,226)	
Rink Program Revenue	0	0	0	
Other revenue	6,770	1,350	5,420	Higher order fee revenues than originally projected YTD.
	<u>118,380</u>	<u>119,132</u>	<u>(752)</u>	
INDIRECT EXPENSES:				
	UNDER	BUDGET BY	64,568	DUE TO THE FOLLOWING:
	YTD	YTD	FAV(UNFAV)	
	Actual	Budget	VARIANCE	COMMENTS:
EXECUTIVE	27,141	31,143	4,002	Lower travel and part-time wages than projected YTD.
MARKETING	20,499	21,631	1,132	Lower advertising and subscription expenses than projected YTD..
FINANCE	30,215	46,391	16,176	One less FTE than originally budgeted YTD.
BOX OFFICE	19,299	19,074	(225)	
OPERATIONS	87,039	84,837	(2,202)	Higher part-time wages than projected YTD.
EVENT SERVICES	47,469	60,946	13,477	Lower security and benefit costs than projected YTD..
GROUP SALES	8,514	14,017	5,503	Lower wages and benefit costs than projected YTD.
ADVERTISING/SPONSC	0	1,500	1,500	Lower fulfillment and maintenance expenses YTD.
FOOD AND BEVERAGE	29,593	51,163	21,570	One less FTE than originally projected YTD.
OVERHEAD	123,562	127,198	3,636	Lower utility expenses than originally budgeted YTD.
	<u>393,332</u>	<u>457,900</u>	<u>64,568</u>	

**CROSS INSURANCE ARENA
BALANCE SHEET COMMENTS**

ACCOUNTS RECEIVABLE

	<u>AMOUNT</u>	<u>%</u>
<u>AGED RECEIVABLES:</u>		
CURRENT	130,587	44.5%
OVER 30 DAYS	35,917	12.2%
OVER 60 DAYS	-	0.0%
OVER 90 DAYS*	-	0.0%
OVER 120 DAYS*	126,976	43.3%
TOTAL:	293,480	100.0%

	<u>OVER 120DAYS</u>	<u>AMOUNT</u>	<u>COMMENT</u>
Lone Pine brewing		7,426	Sponsorship + Production - Expected to collect
Bath Savings		20,000	Sponsorship - Expect to collect
Nonesuch River Brewing		6,500	Sponsorship - Expect to collect
Aroma Joes		17,000	Sponsorship - Expect to collect
AAA Energy		4,000	Paid in September
Consolidated Communications		17,000	Sponsorship - Expect to collect
Northeast Delta		5,469	Sponsorship - Expect to collect
Renewal By Anderson		6,000	Sponsorship - Expect to collect
Holiday Inn		11,000	Sponsorship - Expect to collect
NL Partners		7,500	Sponsorship - Expect to collect
National Distributors		20,432	Paid in September
Unifirst		1,149	Paid in September
Eastman Hill Enterprises		3,500	Sponsorship - Expect to collect
		126,976	

ACCOUNTS PAYABLE

	<u>AMOUNT</u>	<u>%</u>	<u>COMMENT</u>
<u>AGED PAYABLES:</u>			
CURRENT	156,544	100.0%	
OVER 30 DAYS	-	0.0%	
OVER 60 DAYS	24,978	0.0%	
OVER 90 DAYS	641	0.0%	
OVER 120 DAYS	-	0.0%	
TOTAL:	182,163	100.0%	

Note:

<u>CUSTOMER</u>	<u>OVER 120 DAYS</u>	<u>AMOUNT</u>	<u>COMMENT</u>

CROSS INSURANCE ARENA
 ROLLING FORECAST
 as of August 31, 2024
 FYE June 30, 2025

	ACTUAL August 31, 2024	BALANCE PROJECTED FY 2025	TOTAL ACT/PROJ FY 2025	ORIG BUDGET FYE June 30, 2025	Variance
# OF EVENTS	6	94	100	100	0
Direct Event Income	34,227	193,696	227,923	227,923	0
Facility Fee	29,229	393,132	422,360	422,360	0
Suite Revenue	0	12,900	12,900	12,900	0
Ticketing System Income	16,551	191,510	208,061	208,061	0
Ancillary Income	37,943	1,115,479	1,153,422	1,153,422	0
TOTAL EVENT INCOME	<u>117,950</u>	<u>1,906,716</u>	<u>2,024,666</u>	<u>2,024,666</u>	<u>0</u>
OTHER INCOME	118,380	656,338	774,718	774,718	0
INDIRECT EXPENSES	<u>393,332</u>	<u>2,624,113</u>	<u>3,017,445</u>	<u>3,017,445</u>	<u>0</u>
NET OPERATING INCOME (LOSS)	<u>(157,002)</u>	<u>(61,059)</u>	<u>(218,061)</u>	<u>(218,061)</u>	<u>0</u>

July adjustments affect to FY Forecast

COMMENTS:

Difference from prior month:	0
Event Income	0
Other Income	0
Indirect Expenses	0
Totals	<u>0</u>

Incentive Fee Calculation

Base Management Fee Projected	120,450
Financial Incentive Fee	60,225
Food & Beverage Incentives	36,135
Qualitative Incentives	-
Total Management Fee Projected	<u>216,810</u>

Mark Eddy

Director of Finance
 Mark Eddy

Mike LoConte

General Manager
 Mike LoConte

Cross Insurance Arena
BALANCE SHEET
August 2024

ASSETS

CURRENT ASSETS

Cash & cash equivalents	2,544,551	
Accounts receivable	293,480	
Accounts Receivable from Third Party	314,144	
Prepaid	83,092	
Inventory	51,817	
TOTAL CURRENT ASSETS		3,287,083

TOTAL ASSETS		3,287,083
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LIABILITIES AND EQUITY

CURRENT LIABILITIES

Accounts payable	182,163	
Accrued payroll & related costs	263,455	
Sales and Use Tax payable	7,209	
Other accrued liabilities	449,199	
Deposits and Deferred income	1,798,173	
TOTAL LIABILITIES		2,700,199

EQUITY

Retained Earnings	(1,075,423)	
Client Funding	1,819,650	
Current Retained Earnings	(157,846)	
TOTAL EQUITY		586,884

TOTAL LIABILITIES AND EQUITY		3,287,083
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Cross Insurance Arena
CONSOLIDATED INCOME STATEMENT
For the Two Months Ending August 2024

	PERIOD TO DATE			YEAR TO DATE		
	Actual	Curr Budget	Budget Variance	Actual	Curr Budget	Budget Variance
Number of Events	6	6	0	6	6	0
Total Paid General	12,198	13,500	(1,302)	12,198	13,500	(1,302)
Turnstile Attendance- General	11,792	13,000	(1,208)	11,792	13,000	(1,208)
RENTAL INCOME						
GROSS TICKET REVENUE	503,187	625,000	(121,813)	503,187	625,000	(121,813)
SPONSORSHIP REVENUE	0	0	0	0	0	0
RENT BILLED	17,000	34,000	(17,000)	17,000	34,000	(17,000)
GROSS REVENUE	<u>520,187</u>	<u>659,000</u>	<u>(138,813)</u>	<u>520,187</u>	<u>659,000</u>	<u>(138,813)</u>
PROMOTER PROCEEDS	(496,427)	(625,000)	128,573	(496,427)	(625,000)	128,573
NET RENTAL INCOME	23,760	34,000	(10,240)	23,760	34,000	(10,240)
NET SERVICE INCOME / (LOSS)	10,467	10,015	452	10,467	10,015	452
DIRECT EVENT INCOME	<u>34,227</u>	<u>44,015</u>	<u>(9,788)</u>	<u>34,227</u>	<u>44,015</u>	<u>(9,788)</u>
FACILITY FEE REVENUE	29,229	34,500	(5,272)	29,229	34,500	(5,272)
SUITE TICKET REVENUE	0	0	0	0	0	0
CONV/TICKET PROC REVENUE	29,078	0	29,078	29,078	0	29,078
EVENT SPONSORSHIP	0	0	0	0	0	0
PROMOTER SHARE OF REVENUES	(12,527)	0	(12,527)	(12,527)	0	(12,527)
TOTAL SURCHARGE/REBATE/PRESHC	<u>45,780</u>	<u>34,500</u>	<u>11,280</u>	<u>45,780</u>	<u>34,500</u>	<u>11,280</u>
ANCILLARY INCOME						
CONCESSIONS	38,923	36,658	2,265	38,923	36,658	2,265
TEAM/PROMOTER SHARE	(14,891)	(10,509)	(4,382)	(14,891)	(10,509)	(4,382)
SUITES/CATERING	7,132	8,000	(868)	7,132	8,000	(868)
NOVELTY	6,778	2,024	4,754	6,778	2,024	4,754
TOTAL ANCILLARY INCOME	<u>37,943</u>	<u>36,173</u>	<u>1,770</u>	<u>37,943</u>	<u>36,173</u>	<u>1,770</u>
EVENT OPERATING INCOME	<u>117,950</u>	<u>114,688</u>	<u>3,262</u>	<u>117,950</u>	<u>114,688</u>	<u>3,262</u>
INDIRECT EXPENSES:						
EXECUTIVE	15,147	13,987	(1,160)	27,141	31,143	4,002
MARKETING	11,920	10,012	(1,908)	20,499	21,631	1,132
FINANCE	16,479	21,498	5,019	30,215	46,391	16,176
BOX OFFICE	11,238	9,275	(1,963)	19,299	19,074	(225)
OPERATIONS	50,551	44,457	(6,094)	87,039	84,837	(2,202)
EVENT SERVICES	25,584	29,775	4,191	47,469	60,946	13,477
GROUP SALES	5,221	6,417	1,196	8,514	14,017	5,503
ADVERTISING/SPONSORSHIP	0	1,000	1,000	0	1,500	1,500
FOOD AND BEVERAGE	19,270	30,709	11,439	29,593	51,163	21,570
OVERHEAD	67,712	73,549	5,837	123,562	127,198	3,636
TOTAL INDIRECT EXPENSES	<u>223,122</u>	<u>240,678</u>	<u>17,556</u>	<u>393,332</u>	<u>457,900</u>	<u>64,568</u>
Advertising Sponsorship Income	46,585	44,802	1,783	90,658	89,604	1,054
Premium Seat Income	10,410	14,091	(3,681)	20,952	28,178	(7,226)
Rink Program Revenue	0	0	0	0	0	0
Other revenue	3,207	1,000	2,207	6,770	1,350	5,420
TOTAL OTHER INCOME	<u>60,203</u>	<u>59,893</u>	<u>310</u>	<u>118,380</u>	<u>119,132</u>	<u>(752)</u>
NET OPERATING INCOME (LOSS)	<u>(44,969)</u>	<u>(66,097)</u>	<u>21,128</u>	<u>(157,002)</u>	<u>(224,080)</u>	<u>67,078</u>

Cross Insurance Arena
YEAR TO DATE EVENT SUMMARY

All Events
For the Two Months Ending August 2024

	PERIOD TO DATE			YEAR TO DATE			ANNUAL BUDGET		
	Actual	Curr Budget	Budget Var	Actual	Curr Budget	Budget Var	YTD Actual	YTD Budget	Budget Var
Regular Season Hockey									
Number of Events	0	0	0	0	0	0	0	0	0
Total Paid General	0	0	0	0	0	0	0	0	0
Turnstile Attendance - Gene	0	0	0	0	0	0	0	0	0
Turnstile Attendance- Suite	0	0	0	0	0	0	0	0	0
Direct Event Income	0	0	0	0	0	0	0	0	0
Facility Fee Revenue	0	0	0	0	0	0	0	0	0
Suite Ticket Revenue	0	0	0	0	0	0	0	0	0
Conv/Ticket Proc Revenue	0	0	0	0	0	0	0	0	0
Ancillary Income	0	0	0	0	0	0	0	0	0
TOTAL EVENT INCOME	0	0	0	0	0	0	0	0	0
Major Concerts									
Number of Events	0	0	0	0	0	0	0	0	0
Total Paid General	0	0	0	0	0	0	0	0	0
Turnstile Attendance - Ger	0	0	0	0	0	0	0	0	0
Turnstile Attendance- Su	0	0	0	0	0	0	0	0	0
Direct Event Income	0	0	0	0	0	0	0	0	0
Facility Fee Revenue	0	0	0	0	0	0	0	0	0
Suite Ticket Revenue	0	0	0	0	0	0	0	0	0
Conv/Ticket Proc Revenue	0	0	0	0	0	0	0	0	0
Ancillary Income	0	0	0	0	0	0	0	0	0
Major Concerts	0	0	0	0	0	0	0	0	0
Monster Jam									
Number of Events	0	0	0	0	0	0	0	0	0
Total Paid General	0	0	0	0	0	0	0	0	0
Turnstile Attendance - Ger	0	0	0	0	0	0	0	0	0
Turnstile Attendance- Su	0	0	0	0	0	0	0	0	0
Direct Event Income	0	0	0	0	0	0	0	0	0
Facility Fee Revenue	0	0	0	0	0	0	0	0	0
Suite Ticket Revenue	0	0	0	0	0	0	0	0	0
Conv/Ticket Proc Revenue	0	0	0	0	0	0	0	0	0
Ancillary Income	0	0	0	0	0	0	0	0	0
TOTAL EVENT INCOME	0	0	0	0	0	0	0	0	0
Conventions									
Number of Events	0	0	0	0	0	0	0	0	0
Total Paid General	0	0	0	0	0	0	0	0	0
Turnstile Attendance - Ger	0	0	0	0	0	0	0	0	0
Direct Event Income	0	0	0	0	0	0	0	0	0
Facility Fee Revenue	0	0	0	0	0	0	0	0	0
Ancillary Income	0	0	0	0	0	0	0	0	0
TOTAL EVENT INCOME	0	0	0	0	0	0	0	0	0
Other									
Number of Events	0	0	0	0	0	0	0	0	0
Total Paid General	0	0	0	0	0	0	0	0	0
Turnstile Attendance - Ger	0	0	0	0	0	0	0	0	0
Turnstile Attendance- Su	0	0	0	0	0	0	0	0	0
Direct Event Income	0	0	0	0	0	0	0	0	0
Facility Fee Revenue	0	0	0	0	0	0	0	0	0
Suite Ticket Revenue	0	0	0	0	0	0	0	0	0
Conv/Ticket Proc Revenue	0	0	0	0	0	0	0	0	0
Ancillary Income	0	0	0	0	0	0	0	0	0
TOTAL EVENT INCOME	0	0	0	0	0	0	0	0	0
Globetrotters									
Number of Events	0	0	0	0	0	0	0	0	0
Total Paid General	0	0	0	0	0	0	0	0	0
Turnstile Attendance - Ger	0	0	0	0	0	0	0	0	0
Turnstile Attendance- Su	0	0	0	0	0	0	0	0	0
Direct Event Income	0	0	0	0	0	0	0	0	0
Facility Fee Revenue	0	0	0	0	0	0	0	0	0
Suite Ticket Revenue	0	0	0	0	0	0	0	0	0
Conv/Ticket Proc Revenue	0	0	0	0	0	0	0	0	0
Ancillary Income	0	0	0	0	0	0	0	0	0
TOTAL EVENT INCOME	0	0	0	0	0	0	0	0	0
Minor Concerts									
Number of Events	0	0	0	0	0	0	0	0	0
Total Paid General	0	0	0	0	0	0	0	0	0
Turnstile Attendance - Ger	0	0	0	0	0	0	0	0	0
Direct Event Income	0	0	0	0	0	0	0	0	0
Facility Fee Revenue	0	0	0	0	0	0	0	0	0
Suite Ticket Revenue	0	0	0	0	0	0	0	0	0
Conv/Ticket Proc Revenue	0	0	0	0	0	0	0	0	0
Ancillary Income	0	0	0	0	0	0	0	0	0
TOTAL EVENT INCOME	0	0	0	0	0	0	0	0	0

Cross Insurance Arena
YEAR TO DATE EVENT SUMMARY

All Events
For the Two Months Ending August 2024

	PERIOD TO DATE			YEAR TO DATE			ANNUAL BUDGET		
	Actual	Curr Budget	Budget Var	Actual	Curr Budget	Budget Var	YTD Actual	YTD Budget	Budget Var
College Hockey									
Number of Events	0	0	0	0	0	0	0	0	0
Total Paid General	0	0	0	0	0	0	0	0	0
Turnstile Attendance - Ger	0	0	0	0	0	0	0	0	0
Direct Event Income	0	0	0	0	0	0	0	0	0
Facility Fee Revenue	0	0	0	0	0	0	0	0	0
Suite Ticket Revenue	0	0	0	0	0	0	0	0	0
Conv/Ticket Proc Revenue	0	0	0	0	0	0	0	0	0
Ancillary Income	0	0	0	0	0	0	0	0	0
TOTAL EVENT INCOME	0	0	0	0	0	0	0	0	0
Charity/Community Events									
Number of Events	0	0	0	0	0	0	0	0	0
Total Paid General	0	0	0	0	0	0	0	0	0
Turnstile Attendance - Ger	0	0	0	0	0	0	0	0	0
Turnstile Attendance- Su	0	0	0	0	0	0	0	0	0
Direct Event Income	0	0	0	0	0	0	0	0	0
Ancillary Income	0	0	0	0	0	0	0	0	0
TOTAL EVENT INCOME	0	0	0	0	0	0	0	0	0
Comedy Shows									
Number of Events	1	1	0	1	1	0	1	4	(3)
Total Paid General	4,937	5,500	(563)	4,937	5,500	(563)	4,937	22,000	(17,063)
Turnstile Attendance - Ger	4,744	5,400	(656)	4,744	5,400	(656)	4,744	21,600	(16,856)
Direct Event Income	12,017	18,525	(6,508)	12,017	18,525	(6,508)	12,017	74,100	(62,083)
Facility Fee Revenue	7,446	16,500	(9,055)	7,446	16,500	(9,055)	7,446	66,000	(58,555)
Suite Ticket Revenue	0	0	0	0	0	0	0	0	0
Conv/Ticket Proc Revenue	29,078	0	29,078	29,078	0	29,078	29,078	0	29,078
Ancillary Income	20,918	26,545	(5,627)	20,918	26,545	(5,627)	20,918	106,181	(85,263)
TOTAL EVENT INCOME	69,458	61,570	7,888	69,458	61,570	7,888	69,458	246,281	(176,823)
Other Sports									
Number of Events	0	0	0	0	0	0	0	0	0
Total Paid General	0	0	0	0	0	0	0	0	0
Turnstile Attendance - Ger	0	0	0	0	0	0	0	0	0
Direct Event Income	0	0	0	0	0	0	0	0	0
Facility Fee Revenue	0	0	0	0	0	0	0	0	0
Conv/Ticket Proc Revenue	0	0	0	0	0	0	0	0	0
Ancillary Income	0	0	0	0	0	0	0	0	0
TOTAL EVENT INCOME	0	0	0	0	0	0	0	0	0
Other Family Shows									
Number of Events	5	5	0	5	5	0	5	6	(1)
Total Paid General	7,261	8,000	(739)	7,261	8,000	(739)	7,261	12,000	(4,739)
Turnstile Attendance - Ger	7,048	7,600	(552)	7,048	7,600	(552)	7,048	11,400	(4,352)
Turnstile Attendance- Su	0	0	0	0	0	0	0	0	0
Direct Event Income	22,211	25,490	(3,279)	22,211	25,490	(3,279)	22,211	131,860	(109,649)
Facility Fee Revenue	21,783	18,000	3,783	21,783	18,000	3,783	21,783	36,000	(14,217)
Suite Ticket Revenue	0	0	0	0	0	0	0	0	0
Conv/Ticket Proc Revenue	0	0	0	0	0	0	0	0	0
Ancillary Income	4,499	9,628	(5,129)	4,499	9,628	(5,129)	4,499	20,206	(15,707)
TOTAL EVENT INCOME	48,492	53,118	(4,626)	48,492	53,118	(4,626)	48,492	188,066	(139,574)
Meetings									
Number of Events	0	0	0	0	0	0	0	0	0
Direct Event Income	0	0	0	0	0	0	0	0	0
TOTAL EVENT INCOME	0	0	0	0	0	0	0	0	0
Post-Season Hockey									
Number of Events	0	0	0	0	0	0	0	0	0
Total Paid General	0	0	0	0	0	0	0	0	0
Turnstile Attendance - Ger	0	0	0	0	0	0	0	0	0
Direct Event Income	0	0	0	0	0	0	0	0	0
Facility Fee Revenue	0	0	0	0	0	0	0	0	0
Suite Ticket Revenue	0	0	0	0	0	0	0	0	0
Conv/Ticket Proc Revenue	0	0	0	0	0	0	0	0	0
Ancillary Income	0	0	0	0	0	0	0	0	0
TOTAL EVENT INCOME	0	0	0	0	0	0	0	0	0
Trade Shows									
Number of Events	0	0	0	0	0	0	0	0	0
Total Paid General	0	0	0	0	0	0	0	0	0
Turnstile Attendance - Ger	0	0	0	0	0	0	0	0	0
Direct Event Income	0	0	0	0	0	0	0	0	0
Facility Fee Revenue	0	0	0	0	0	0	0	0	0
Conv/Ticket Proc Revenue	0	0	0	0	0	0	0	0	0
Ancillary Income	0	0	0	0	0	0	0	0	0
TOTAL EVENT INCOME	0	0	0	0	0	0	0	0	0
High School Sports									
Number of Events	0	0	0	0	0	0	0	0	0
Total Paid General	0	0	0	0	0	0	0	0	0
Turnstile Attendance - Ger	0	0	0	0	0	0	0	0	0
Direct Event Income	0	0	0	0	0	0	0	0	0
Conv/Ticket Proc Revenue	0	0	0	0	0	0	0	0	0

Cross Insurance Arena
YEAR TO DATE EVENT SUMMARY

All Events
For the Two Months Ending August 2024

	PERIOD TO DATE			YEAR TO DATE			ANNUAL BUDGET		
	Actual	Curr Budget	Budget Var	Actual	Curr Budget	Budget Var	YTD Actual	YTD Budget	Budget Var
Ancillary Income	0	0	0	0	0	0	0	0	0
TOTAL EVENT INCOME	0	0	0	0	0	0	0	0	0
Disney Shows									
Number of Events	0	0	0	0	0	0	0	0	0
Total Paid General	0	0	0	0	0	0	0	0	0
Turnstile Attendance - Ger	0	0	0	0	0	0	0	0	0
Direct Event Income	0	0	0	0	0	0	0	0	0
Facility Fee Revenue	0	0	0	0	0	0	0	0	0
Suite Ticket Revenue	0	0	0	0	0	0	0	0	0
Conv/Ticket Proc Revenue	0	0	0	0	0	0	0	0	0
Ancillary Income	0	0	0	0	0	0	0	0	0
TOTAL EVENT INCOME	0	0	0	0	0	0	0	0	0
Religious Events									
Number of Events	0	0	0	0	0	0	0	0	0
Turnstile Attendance - Ger	0	0	0	0	0	0	0	0	0
Direct Event Income	0	0	0	0	0	0	0	0	0
TOTAL EVENT INCOME	0	0	0	0	0	0	0	0	0
Cirque Hollidaze									
Number of Events	0	0	0	0	0	0	0	0	0
Total Paid General	0	0	0	0	0	0	0	0	0
Turnstile Attendance - Ger	0	0	0	0	0	0	0	0	0
Direct Event Income	0	0	0	0	0	0	0	0	0
Facility Fee Revenue	0	0	0	0	0	0	0	0	0
Conv/Ticket Proc Revenue	0	0	0	0	0	0	0	0	0
Ancillary Income	0	0	0	0	0	0	0	0	0
TOTAL EVENT INCOME	0	0	0	0	0	0	0	0	0
Graduations									
Number of Events	0	0	0	0	0	0	0	0	0
Total Paid General	0	0	0	0	0	0	0	0	0
Turnstile Attendance - Ger	0	0	0	0	0	0	0	0	0
Direct Event Income	0	0	0	0	0	0	0	0	0
Ancillary Income	0	0	0	0	0	0	0	0	0
TOTAL EVENT INCOME	0	0	0	0	0	0	0	0	0
Wrestling									
Number of Events	0	0	0	0	0	0	0	0	0
Total Paid General	0	0	0	0	0	0	0	0	0
Turnstile Attendance - Ger	0	0	0	0	0	0	0	0	0
Direct Event Income	0	0	0	0	0	0	0	0	0
Ancillary Income	0	0	0	0	0	0	0	0	0
TOTAL EVENT INCOME	0	0	0	0	0	0	0	0	0
Number of Events	6	6	0	6	6	0	6	10	(4)
Total Paid General	12,198	13,500	(1,302)	12,198	13,500	(1,302)	12,198	34,000	(21,802)
Turnstile Attendance - Ger	11,792	13,000	(1,208)	11,792	13,000	(1,208)	11,792	33,000	(21,208)
Turnstile Attendance- Su	0	0	0	0	0	0	0	0	0
Direct Event Income	34,227	44,015	(9,788)	34,227	44,015	(9,788)	34,227	205,960	(171,733)
Facility Fee Revenue	29,229	34,500	(5,272)	29,229	34,500	(5,272)	29,229	102,000	(72,772)
Suite Ticket Revenue	0	0	0	0	0	0	0	0	0
Conv/Ticket Proc Revenue	29,078	0	29,078	29,078	0	29,078	29,078	0	29,078
Ancillary Income	25,416	36,173	(10,757)	25,416	36,173	(10,757)	25,416	126,387	(100,971)
TOTAL EVENT INCOME	117,950	114,688	3,262	117,950	114,688	3,262	117,950	434,347	(316,397)

**Cross Insurance Arena
Food & Beverage Income Statement
For the Two Months Ending August 2024**

	Current Month				Current YTD			
	Actual	%	Budget	%	Actual	YTD %	Budget	YTD %
SALES								
Concessions - Non Alch	9,972	12.02%	0	0.00%	9,972	12.02%	0	0.00%
Concessions Beer	31,622	38.10%	0	0.00%	31,622	38.10%	0	0.00%
Concessions Liquor	15,864	19.11%	0	0.00%	15,864	19.11%	0	0.00%
Concessions Wine	489	0.59%	0	0.00%	489	0.59%	0	0.00%
Concessions Food	17,914	21.58%	59,000	88.06%	17,914	21.58%	59,000	88.06%
CONCESSIONS SALES	75,861	91.41%	59,000	88.06%	75,861	91.41%	59,000	88.06%
Catering Food	0	0.00%	0	0.00%	0	0.00%	0	0.00%
Catering Non-Alc	0	0.00%	0	0.00%	0	0.00%	0	0.00%
Service Fees	7,132	8.59%	8,000	11.94%	7,132	8.59%	8,000	11.94%
SERVICE FEES	7,132	8.59%	8,000	11.94%	7,132	8.59%	8,000	11.94%
TOTAL SALES	82,993	100.00%	67,000	100.00%	82,993	100.00%	67,000	100.00%
COST OF SALES								
Concessions Non Alch COS	2,975	29.83%	0	0.00%	2,975	29.83%	0	0.00%
Concessions Beer COS	5,943	18.79%	0	0.00%	5,943	18.79%	0	0.00%
Concessions Liquor COS	2,984	18.81%	0	0.00%	2,984	18.81%	0	0.00%
Concessions Wine COS	200	40.82%	0	0.00%	200	40.82%	0	0.00%
Food COS	5,198	29.01%	14,750	22.01%	5,198	29.01%	14,750	22.01%
CONCESSIONS COST OF SALES	17,299	20.84%	14,750	22.01%	17,299	20.84%	14,750	22.01%
TOTAL COST OF SALES	17,299	20.84%	14,750	22.01%	17,299	20.84%	14,750	22.01%
GROSS PROFIT ON SALES	65,694	79.16%	52,250	77.99%	65,694	79.16%	52,250	77.99%
PAYROLL								
Fixed Wages								
Management Salaries	7,663	9.23%	9,669	14.43%	13,430	16.18%	21,752	32.47%
Variable Wages								
Part-Time Labor	14,705	17.72%	33,000	49.25%	14,705	17.72%	34,000	50.75%
Outside Payroll Service	4,005	4.83%	4,000	5.97%	4,005	4.83%	4,000	5.97%
Total Variable Wages	18,710	22.54%	37,000	55.22%	18,710	22.54%	38,000	56.72%
Total Wages	26,373	31.78%	46,669	69.66%	32,140	38.73%	59,752	89.18%
Employer Taxes	1,863	2.24%	3,414	5.10%	2,395	2.89%	4,461	6.66%
Employee Benefits	1,172	1.41%	2,928	4.37%	2,345	2.83%	5,855	8.74%
Total Taxes & Benefits	3,035	3.66%	6,342	9.47%	4,739	5.71%	10,316	15.40%
Total Payroll	29,408	35.43%	53,011	79.12%	36,879	44.44%	70,068	104.58%
Other Variable Expenses								
Computer Maintenance	2,290	2.76%	2,851	4.26%	4,579	5.52%	5,702	8.51%
Outside Payroll Service	0	0.00%	0	0.00%	0	0.00%	0	0.00%
Credit card fees expense	2,193	2.64%	5,000	7.46%	2,253	2.71%	5,000	7.46%
Dues & Subscriptions	0	0.00%	0	0.00%	0	0.00%	0	0.00%
Equipment Rental	0	0.00%	0	0.00%	0	0.00%	0	0.00%
R&M/Equip. Fund Expense	4,764	5.74%	5,000	7.46%	4,764	5.74%	5,000	7.46%
Entertainment	0	0.00%	0	0.00%	0	0.00%	0	0.00%
Guest Relations	0	0.00%	0	0.00%	0	0.00%	0	0.00%
Cell Phone/Telephone/Data Lin	0	0.00%	0	0.00%	0	0.00%	0	0.00%
Licenses and Permits	76	0.09%	88	0.13%	152	0.18%	175	0.26%
Meetings/Conferences	0	0.00%	0	0.00%	30	0.04%	0	0.00%
Office Supplies	0	0.00%	0	0.00%	0	0.00%	0	0.00%
Equipment Rental	0	0.00%	0	0.00%	0	0.00%	0	0.00%
Pest Control Expense	0	0.00%	0	0.00%	0	0.00%	0	0.00%
Cell Phone/Telephone/Data Lin	51	0.06%	109	0.16%	102	0.12%	218	0.33%
Smallwares	99	0.12%	0	0.00%	99	0.12%	0	0.00%
Training	0	0.00%	0	0.00%	0	0.00%	0	0.00%
Equipment Maintenance	0	0.00%	0	0.00%	0	0.00%	0	0.00%
Internet - Phone	0	0.00%	0	0.00%	0	0.00%	0	0.00%
Uniforms	0	0.00%	500	0.75%	346	0.42%	850	1.27%
Total Variable Expenses	9,501	11.45%	13,698	20.44%	12,353	14.88%	17,095	25.51%
Less: Promoter/Team Share	0	0.00%	0	0.00%	0	0.00%	0	0.00%
Net Profit (Loss)	26,786	32.27%	(14,459)	-21.58%	16,462	19.84%	(34,913)	-52.11%
Statistics								
Total Sales & Other Income	82,993	100.00%	67,000	100.00%	82,993	100.00%	67,000	100.00%
Number of Events	6	0.01%	6	0.01%	6	0.01%	6	0.01%
Attendance	11,792	14.21%	13,000	19.40%	11,792	14.21%	13,000	19.40%
Average Income Per Event	13,832	16.67%	11,167	16.67%	13,832	16.67%	11,167	16.67%
Net Per Cap	7.04	0.01%	5.15	0.01%	7.04	0.01%	5.15	0.01%

Cross Insurance Arena
CONSOLIDATED INDIRECT DEPARTMENT EXPENSES
For the Two Months Ending August 2024

	Period To Date			Year To Date			Actual	Annual Budget	Annual Budget Var	% of Annual Budget Achieved
	Actual	Curr Budget	Budget Var	Actual	Curr Budget	Budget Var				
Personnel Expenses										
Salaries	92,381	79,686	(12,695)	161,761	179,292	17,531	161,761	1,035,944	874,183	16%
Part-Time Labor	60,835	112,500	51,665	64,828	119,250	54,423	64,828	1,415,600	1,350,773	5%
Outside Payroll Service	4,005	4,000	(5)	4,005	4,000	(5)	4,005	240,000	235,995	2%
Employee Benefits	15,890	20,982	5,092	31,811	41,963	10,152	31,811	251,813	220,002	13%
Incentive Compensation	0	0	0	0	0	0	0	70,415	70,415	0%
401K	2,176	4,731	2,555	4,288	9,460	5,172	4,288	56,792	52,504	8%
Payroll Taxes	12,109	16,060	3,951	17,741	24,682	6,941	17,741	213,854	196,113	8%
Allocated to Events	(59,310)	(111,600)	(52,290)	(59,310)	(111,600)	(52,290)	(59,310)	(1,637,000)	(1,577,690)	4%
Total Personnel Expenses	128,087	126,359	(1,728)	225,123	267,047	41,924	225,123	1,647,418	1,422,295	
Expenses										
Advertising	650	1,167	517	1,300	2,334	1,034	1,300	14,000	12,700	9%
Other Travel Expense	(546)	850	1,396	(546)	1,350	1,896	(546)	10,050	10,596	-5%
Automobile Expenses	0	0	0	0	0	0	0	750	750	0%
Armored Car Expense	105	175	70	105	175	70	105	2,000	1,895	5%
Cash (Over)/Short	28	0	(28)	28	0	(28)	28	0	(28)	Not Budgeted
Ice Expense	1,590	0	(1,590)	1,590	0	(1,590)	1,590	44,000	42,410	4%
Parking Expense	2,599	2,583	(16)	5,249	5,166	(83)	5,249	31,000	25,752	17%
Buidling / General Supplies	2,243	3,600	1,357	3,498	5,100	1,602	3,498	34,000	30,502	10%
Prof Fees - Deferred Comp. Plan	0	0	0	0	0	0	0	500	500	0%
Computer Maintenance	5,092	6,851	1,759	10,732	13,702	2,970	10,732	82,256	71,524	13%
Credit card fees expense	2,895	5,050	2,155	3,408	5,150	1,742	3,408	80,500	77,092	4%
Dues & Subscriptions	769	1,096	327	1,539	2,192	653	1,539	13,650	12,111	11%
R&M/Equip. Fund Expense	5,364	8,800	3,436	7,299	12,090	4,791	7,299	57,750	50,451	13%
General expense	1,265	2,208	943	2,549	4,416	1,867	2,549	26,500	23,951	10%
Guest Relations	0	0	0	0	0	0	0	900	900	0%
Insurance & Bonding	16,149	10,120	(6,029)	23,394	20,240	(3,154)	23,394	121,455	98,061	19%
Licenses and Permits	275	546	271	549	1,091	542	549	6,550	6,001	8%
Management Fee Expense	9,698	10,388	690	19,395	20,776	1,381	19,395	124,666	105,271	16%
Meetings/Conferences	0	608	608	270	966	696	270	15,700	15,430	2%
Office Supplies	179	300	121	179	350	171	179	7,500	7,321	2%
Equipment Rental	875	875	0	1,750	1,750	0	1,750	10,500	8,750	17%
Cleaning Supplies	1,376	2,000	624	3,013	3,750	737	3,013	35,000	31,987	9%
Paper Supplies	0	100	100	0	100	100	0	31,000	31,000	0%
Printing	0	125	125	267	250	(17)	267	1,750	1,483	15%
Pest Control Expense	450	250	(200)	667	500	(167)	667	3,000	2,333	22%
Postage	35	150	115	194	350	156	194	1,750	1,556	11%
Security System	30	540	510	60	1,080	1,020	60	6,500	6,440	1%
Recruiting Expense	0	75	75	0	100	100	0	950	950	0%
Cell Phone/Telephone/Data Lines	102	688	586	204	1,375	1,171	204	8,450	8,246	2%
Smallwares	99	0	(99)	99	0	(99)	99	2,000	1,901	5%
Snow Removal	0	0	0	0	0	0	0	250	250	0%
Equipment Maintenance	4,119	5,000	881	5,501	6,500	999	5,501	30,000	24,499	18%
Internet - Phone	3,629	3,675	46	7,269	7,350	81	7,269	44,100	36,831	16%
Trash Removal	1,616	1,000	(616)	2,012	1,500	(512)	2,012	28,000	25,988	7%
Uniforms	0	500	500	899	850	(49)	899	8,750	7,851	10%
Utilities	34,349	45,000	10,651	65,735	70,300	4,565	65,735	484,300	418,565	14%
Total Expenses	95,035	114,319	19,284	168,208	190,853	22,645	168,208	1,370,027	1,201,819	
Total Departmental Expenses	223,122	240,678	17,556	393,332	457,900	64,568	393,332	3,017,445	2,624,113	

**Cross Insurance Arena
EXECUTIVE
For the Two Months Ending August 2024**

	Period To Date			Year To Date			Actual	Annual Budget	Annual Budget Var	% of Annual Budget Achieved
	Actual	Curr Budget	Budget Var	Actual	Curr Budget	Budget Var				
Personnel Expenses										
Salaries	12,396	9,655	(2,741)	21,725	21,725	0	21,725	125,520	103,795	17%
Part-Time Labor	911	1,000	89	1,421	2,750	1,329	1,421	23,000	21,579	6%
Employee Benefits	1,095	1,057	(38)	2,189	2,114	(75)	2,189	12,685	10,496	17%
Incentive Compensation	0	0	0	0	0	0	0	25,104	25,104	0%
401K	128	723	595	290	1,446	1,156	290	8,681	8,391	3%
Payroll Taxes	1,020	852	(168)	1,773	1,958	185	1,773	12,092	10,319	15%
Total Personnel Expenses	15,549	13,287	(2,262)	27,398	29,993	2,595	27,398	207,082	179,684	
Expenses										
Other Travel Expense	(546)	500	1,046	(546)	750	1,296	(546)	5,000	5,546	-11%
Dues & Subscriptions	144	150	6	289	300	11	289	1,800	1,511	16%
Meetings/Conferences	0	0	0	0	0	0	0	2,000	2,000	0%
Cell Phone/Telephone/Data Lines	0	50	50	0	100	100	0	650	650	0%
Total Expenses	(402)	700	1,102	(257)	1,150	1,407	(257)	9,700	9,957	
Total Departmental Expenses	15,147	13,987	(1,160)	27,141	31,143	4,002	27,141	216,782	189,641	

**Cross Insurance Arena
MARKETING
For the Two Months Ending August 2024**

	Period To Date			Year To Date			Actual	Annual Budget	Annual Budget Var	% of Annual Budget Achieved
	Actual	Curr Budget	Budget Var	Actual	Curr Budget	Budget Var				
Personnel Expenses										
Salaries	8,975	5,852	(3,123)	14,629	13,166	(1,463)	14,629	76,073	61,444	19%
Employee Benefits	1,249	1,370	121	2,499	2,740	241	2,499	16,440	13,941	15%
Incentive Compensation	0	0	0	0	0	0	0	7,607	7,607	0%
401K	320	348	28	620	696	76	620	4,184	3,564	15%
Payroll Taxes	726	475	(251)	1,184	1,095	(89)	1,184	6,919	5,735	17%
Total Personnel Expenses	11,270	8,045	(3,225)	18,932	17,697	(1,235)	18,932	111,223	92,291	
Expenses										
Advertising	650	1,167	517	1,300	2,334	1,034	1,300	14,000	12,700	9%
Other Travel Expense	0	0	0	0	0	0	0	700	700	0%
Dues & Subscriptions	0	550	550	0	1,100	1,100	0	6,600	6,600	0%
Guest Relations	0	0	0	0	0	0	0	500	500	0%
Meetings/Conferences	0	75	75	0	150	150	0	5,000	5,000	0%
Printing	0	125	125	267	250	(17)	267	1,500	1,233	18%
Total Expenses	650	1,967	1,317	1,567	3,934	2,367	1,567	28,950	27,383	
Total Departmental Expenses	11,920	10,012	(1,908)	20,499	21,631	1,132	20,499	140,173	119,674	

**Cross Insurance Arena
FINANCE
For the Two Months Ending August 2024**

	Period To Date			Year To Date			Actual	Annual Budget	Annual Budget Var	% of Annual Budget Achieved
	Actual	Curr Budget	Budget Var	Actual	Curr Budget	Budget Var				
Personnel Expenses										
Salaries	12,233	13,375	1,142	21,440	30,095	8,655	21,440	173,874	152,434	12%
Employee Benefits	11	1,946	1,935	22	3,892	3,870	22	23,352	23,330	0%
Incentive Compensation	0	0	0	0	0	0	0	12,387	12,387	0%
401K	493	776	283	953	1,552	599	953	9,312	8,359	10%
Payroll Taxes	940	1,050	110	1,647	2,250	603	1,647	13,856	12,209	12%
Total Personnel Expenses	13,677	17,147	3,470	24,062	37,789	13,727	24,062	232,781	208,719	
Expenses										
Other Travel Expense	0	100	100	0	100	100	0	500	500	0%
Computer Maintenance	2,802	4,000	1,198	6,153	8,000	1,847	6,153	48,050	41,897	13%
Meetings/Conferences	0	118	118	0	236	236	0	2,800	2,800	0%
Recruiting Expense	0	25	25	0	50	50	0	750	750	0%
Total Expenses	2,802	4,351	1,549	6,153	8,602	2,449	6,153	53,400	47,247	
Total Departmental Expenses	16,479	21,498	5,019	30,215	46,391	16,176	30,215	286,181	255,966	

**Cross Insurance Arena
BOX OFFICE
For the Two Months Ending August 2024**

	Period To Date			Year To Date			Actual	Annual Budget	Annual Budget Var	% of Annual Budget Achieved
	Actual	Curr Budget	Budget Var	Actual	Curr Budget	Budget Var				
Personnel Expenses										
Salaries	6,133	5,000	(1,133)	10,748	11,250	502	10,748	65,000	54,252	17%
Incentive Compensation	0	0	0	0	0	0	0	0	0	Not Budgeted
Part-Time Labor	2,504	2,500	(4)	3,609	3,500	(109)	3,609	40,000	36,391	9%
Employee Benefits	1,224	1,147	(77)	2,440	2,294	(146)	2,440	13,771	11,331	18%
401K	362	298	(64)	593	595	2	593	3,575	2,982	17%
Payroll Taxes	684	790	106	1,125	1,580	455	1,125	9,471	8,346	12%
Allocated to Events	(477)	(1,000)	(523)	(477)	(1,000)	(523)	(477)	(20,000)	(19,523)	2%
Total Personnel Expenses	10,431	8,735	(1,696)	18,039	18,219	180	18,039	111,817	93,778	
Expenses										
Armored Car Expense	105	175	70	105	175	70	105	2,000	1,895	5%
Cash (Over)/Short	0	0	0	0	0	0	0	0	0	Not Budgeted
Buidling / General Supplies	0	100	100	0	100	100	0	1,500	1,500	0%
Credit card fees expense	702	50	(652)	1,155	150	(1,005)	1,155	500	(655)	231%
Meetings/Conferences	0	165	165	0	330	330	0	2,000	2,000	0%
Cell Phone/Telephone/Data Lines	0	50	50	0	100	100	0	650	650	0%
Total Expenses	807	540	(267)	1,260	855	(405)	1,260	6,650	5,390	
Total Departmental Expenses	11,238	9,275	(1,963)	19,299	19,074	(225)	19,299	118,467	99,168	

**Cross Insurance Arena
OPERATIONS
For the Two Months Ending August 2024**

	Period To Date			Year To Date			Actual	Annual Budget	Annual Budget Var	% of Annual Budget Achieved
	Actual	Curr Budget	Budget Var	Actual	Curr Budget	Budget Var				
Personnel Expenses										
Salaries	19,831	15,445	(4,386)	34,755	34,755	(0)	34,755	200,809	166,054	17%
Part-Time Labor	10,474	6,000	(4,474)	12,852	9,000	(3,852)	12,852	120,000	107,148	11%
Outside Payroll Service	0	0	0	0	0	0	0	0	0	Not Budgeted
Employee Benefits	8,110	5,003	(3,107)	16,741	10,006	(6,735)	16,741	60,034	43,293	28%
Incentive Compensation	0	0	0	0	0	0	0	8,558	8,558	0%
401K	512	872	360	1,125	1,744	619	1,125	10,468	9,343	11%
Payroll Taxes	2,345	2,216	(129)	3,643	4,001	358	3,643	29,221	25,578	12%
Allocated to Events	(3,355)	(2,000)	1,355	(3,355)	(2,000)	1,355	(3,355)	(90,000)	(86,645)	4%
Total Personnel Expenses	37,917	27,536	(10,381)	65,761	57,506	(8,255)	65,761	339,090	273,329	
Expenses										
Ice Expense	1,590	0	(1,590)	1,590	0	(1,590)	1,590	44,000	42,410	4%
Buidling / General Supplies	1,567	3,000	1,433	2,516	4,000	1,484	2,516	25,000	22,484	10%
Maintenance Expense	600	3,050	2,450	2,535	6,090	3,555	2,535	36,500	33,965	7%
General expense	1,265	2,208	943	2,549	4,416	1,867	2,549	26,500	23,951	10%
Cleaning Supplies	1,376	2,000	624	3,013	3,750	737	3,013	35,000	31,987	9%
Pest Control Expense	450	250	(200)	667	500	(167)	667	3,000	2,333	22%
Cell Phone/Telephone/Data Lines	51	163	112	102	325	223	102	1,950	1,848	5%
Repairs Expense	4,119	5,000	881	5,501	6,500	999	5,501	30,000	24,499	18%
Trash Removal	1,616	1,000	(616)	2,012	1,500	(512)	2,012	28,000	25,988	7%
Uniforms	0	0	0	553	0	(553)	553	750	197	74%
Total Expenses	12,634	16,921	4,287	21,278	27,331	6,053	21,278	231,700	210,422	
Total Departmental Expenses	50,551	44,457	(6,094)	87,039	84,837	(2,202)	87,039	570,790	483,751	

**Cross Insurance Arena
EVENT SERVICES
For the Two Months Ending August 2024**

	Period To Date			Year To Date			Actual	Annual Budget	Annual Budget Var	% of Annual Budget Achieved
	Actual	Curr Budget	Budget Var	Actual	Curr Budget	Budget Var				
Personnel Expenses										
Salaries	20,192	16,290	(3,902)	36,346	36,650	304	36,346	211,775	175,429	17%
Part-Time Labor	32,240	70,000	37,760	32,240	70,000	37,760	32,240	800,000	767,760	4%
Outside Payroll Service	0	0	0	0	0	0	0	0	0	Not Budgeted
Employee Benefits	3,029	6,718	3,689	6,299	13,436	7,137	6,299	80,626	74,327	8%
Incentive Compensation	0	0	0	0	0	0	0	9,000	9,000	0%
401K	477	920	443	823	1,840	1,017	823	11,040	10,217	7%
Payroll Taxes	4,154	6,903	2,749	5,308	8,532	3,224	5,308	87,690	82,382	6%
Allocated to Events	(35,839)	(72,600)	(36,761)	(35,839)	(72,600)	(36,761)	(35,839)	(857,000)	(821,161)	4%
Total Personnel Expenses	24,253	28,231	3,978	45,176	57,858	12,682	45,176	343,131	297,955	
Expenses										
Buidling / General Supplies	676	500	(176)	982	1,000	18	982	7,500	6,518	13%
Security Systems	30	540	510	60	1,080	1,020	60	6,500	6,440	1%
Dues & Subscriptions	625	396	(229)	1,250	792	(458)	1,250	4,750	3,500	26%
Meetings/Conferences	0	0	0	0	0	0	0	3,150	3,150	0%
Relocation Expense	0	0	0	0	0	0	0	0	0	Not Budgeted
Cell Phone/Telephone/Data Lines	0	108	108	0	216	216	0	1,300	1,300	0%
Uniforms	0	0	0	0	0	0	0	1,000	1,000	0%
Total Expenses	1,331	1,544	213	2,292	3,088	796	2,292	24,200	21,908	
Total Departmental Expenses	25,584	29,775	4,191	47,469	60,946	13,477	47,469	367,331	319,862	

**Cross Insurance Arena
GROUP SALES
For the Two Months Ending August 2024**

	Period To Date			Year To Date			Actual	Annual Budget	Annual Budget Var	% of Annual Budget Achieved
	Actual	Curr Budget	Budget Var	Actual	Curr Budget	Budget Var				
Personnel Expenses										
Salaries	4,957	4,400	(557)	8,688	9,899	1,211	8,688	57,197	48,509	15%
Employee Benefits	0	1,369	1,369	(724)	2,737	3,461	(724)	16,433	17,157	-4%
401K	(115)	238	353	(115)	476	591	(115)	2,860	2,975	-4%
Payroll Taxes	379	360	(19)	665	805	140	665	4,660	3,995	14%
Allocated to Events	0	0	0	0	0	0	0	0	0	Not Budgeted
Total Personnel Expenses	<u>5,221</u>	<u>6,367</u>	<u>1,146</u>	<u>8,514</u>	<u>13,917</u>	<u>5,403</u>	<u>8,514</u>	<u>81,150</u>	<u>72,636</u>	
Expenses										
Guest Relations	0	0	0	0	0	0	0	150	150	0%
Total Expenses	<u>0</u>	<u>50</u>	<u>50</u>	<u>0</u>	<u>100</u>	<u>100</u>	<u>0</u>	<u>800</u>	<u>800</u>	
Total Departmental Expenses	5,221	6,417	1,196	8,514	14,017	5,503	8,514	81,950	73,436	

**Cross Insurance Arena
ADVERTISING/SPONSORSHIP
For the Two Months Ending August 2024**

	Period To Date			Year To Date			Actual	Annual Budget	Annual Budget Var	% of Annual Budget Achieved
	Actual	Curr Budget	Budget Var	Actual	Curr Budget	Budget Var				
Expenses										
Other Travel Expense	0	250	250	0	500	500	0	3,500	3,500	0%
R&M/Equip. Fund Expense	0	750	750	0	1,000	1,000	0	6,250	6,250	0%
Printing	0	0	0	0	0	0	0	250	250	0%
Total Expenses	0	1,000	1,000	0	1,500	1,500	0	10,000	10,000	
Total Departmental Expenses	0	1,000	1,000	0	1,500	1,500	0	10,000	10,000	

**Cross Insurance Arena
FOOD AND BEVERAGE
For the Two Months Ending August 2024**

	Period To Date			Year To Date			Actual	Annual Budget	Annual Budget Var	% of Annual Budget Achieved
	Actual	Curr Budget	Budget Var	Actual	Curr Budget	Budget Var				
Personnel Expenses										
Salaries	7,663	9,669	2,006	13,430	21,752	8,322	13,430	125,696	112,266	11%
Part-Time Labor	14,705	33,000	18,295	14,705	34,000	19,295	14,705	432,600	417,895	3%
Outside Payroll Service	4,005	4,000	(5)	4,005	4,000	(5)	4,005	240,000	235,995	2%
Employee Benefits	1,172	2,372	1,200	2,345	4,744	2,399	2,345	28,472	26,127	8%
Incentive Compensation	0	0	0	0	0	0	0	7,759	7,759	0%
401K	0	556	556	0	1,111	1,111	0	6,672	6,672	0%
Payroll Taxes	1,863	3,414	1,552	2,395	4,461	2,066	2,395	49,945	47,550	5%
Allocated to Events	(19,639)	(36,000)	(16,361)	(19,639)	(36,000)	(16,361)	(19,639)	(670,000)	(650,361)	3%
Total Personnel Expenses	9,769	17,011	7,242	17,241	34,068	16,827	17,241	221,144	203,903	
Expenses										
Other Travel Expense	0	0	0	0	0	0	0	350	350	0%
Cash (Over)/Short	28	0	(28)	28	0	(28)	28	0	(28)	Not Budgeted
Computer Maintenance	2,290	2,851	562	4,579	5,702	1,123	4,579	34,206	29,627	13%
Credit card fees expense	2,193	5,000	2,807	2,253	5,000	2,747	2,253	80,000	77,747	3%
Dues & Subscriptions	0	0	0	0	0	0	0	250	250	0%
R&M/Equip. Fund Expense	4,764	5,000	236	4,764	5,000	236	4,764	15,000	10,236	32%
Licenses and Permits	76	88	12	152	175	23	152	1,050	898	14%
Meetings/Conferences	0	0	0	30	0	(30)	30	250	220	12%
Paper Supplies	0	100	100	0	100	100	0	31,000	31,000	0%
Recruiting Expense	0	50	50	0	50	50	0	200	200	0%
Cell Phone/Telephone/Data Lines	51	109	58	102	218	116	102	1,300	1,198	8%
Smallwares	99	0	(99)	99	0	(99)	99	2,000	1,901	5%
Uniforms	0	500	500	346	850	504	346	7,000	6,654	5%
Total Expenses	9,501	13,698	4,197	12,353	17,095	4,742	12,353	172,606	160,253	
Total Departmental Expenses	19,270	30,709	11,439	29,593	51,163	21,570	29,593	393,750	364,157	

**Cross Insurance Arena
OVERHEAD
For the Two Months Ending August 2024**

	Period To Date			Year To Date			Actual	Annual Budget	Annual Budget Var	% of Annual Budget Achieved
	Actual	Curr Budget	Budget Var	Actual	Curr Budget	Budget Var				
Expenses										
Automobile Expenses	0	0	0	0	0	0	0	750	750	0%
Parking Expense	2,599	2,583	(16)	5,249	5,166	(83)	5,249	31,000	25,752	17%
Prof Fees - Deferred Comp. Plan	0	0	0	0	0	0	0	500	500	0%
Insurance & Bonding	16,149	10,120	(6,029)	23,394	20,240	(3,154)	23,394	121,455	98,061	19%
Licenses and Permits	199	458	259	398	916	518	398	5,500	5,102	7%
Management Fee Expense	9,698	10,388	690	19,395	20,776	1,381	19,395	124,666	105,271	16%
Office Supplies	179	300	121	179	350	171	179	7,500	7,321	2%
Equipment Rental	875	875	0	1,750	1,750	0	1,750	10,500	8,750	17%
Postage	35	150	115	194	350	156	194	1,750	1,556	11%
Internet - Phone	3,629	3,675	46	7,269	7,350	81	7,269	44,100	36,831	16%
Utilities	34,349	45,000	10,651	65,735	70,300	4,565	65,735	484,300	418,565	14%
Total Expenses	67,712	73,549	5,837	123,562	127,198	3,636	123,562	832,021	708,459	
Total Departmental Expenses	67,712	73,549	5,837	123,562	127,198	3,636	123,562	832,021	708,459	

**Cross Insurance Arena
OTHER INCOME
For the Two Months Ending August 2024**

	Period To Date			Year To Date			Annual Budget	Annual Budget Var	% of Annual Budget Achieved
	Actual	Curr Budget	Budget Var	Actual	Curr Budget	Budget Var			
OTHER INCOME									
Advertising Sponsorship Incr	46,585	44,802	1,783	90,658	89,604	1,054	537,625	(446,967)	17%
Premium Seat Income	10,410	14,091	(3,681)	20,952	28,178	(7,226)	169,094	(148,142)	12%
Rink Program Revenue	0	0	0	0	0	0	20,000	(20,000)	0%
Other revenue	3,207	1,000	2,207	6,770	1,350	5,420	48,000	(41,230)	14%
TOTAL OTHER INCOME	60,203	59,893	310	118,380	119,132	(752)	774,719	(656,339)	15%



One Civic Center Square, Portland, ME 04101

SEPTEMBER 2024

Fiscal Year ending June 30, 2024

Submitted By
Mark Eddy

SPECTRA VENUE MANAGEMENT

D. Blank
D. Higgins
K. Hilsgen
G. O'Dell
K. Vaske

Mark Eddy

Mark Eddy, Director of Finance

Mike LoConte, General Manager



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**OVG360
BALANCE SHEET ANALYSIS
CONTROL FORM**

OVG360 Facility _____ Cross Insurance Arena _____

Month _____ SEPTEMBER _____

Year _____ 2024 _____

	Date Completed	By:
Bank Reconciliations		
Operating	10/15/2024	Mark Eddy
Event Ticketing	10/16/2024	Mark Eddy
Accounts Receivable Analysis	10/18/2024	Mark Eddy
A/R Reserve (Bad Debt) Account	10/18/2024	Mark Eddy
A/R Exchange/Misc Receivables	N/A	
A/R Ticketmaster Web/Phone/Consignment Tickets	10/18/2024	Mark Eddy
Payroll Clearing Account	10/18/2024	Mark Eddy
Prepaid Expense Analysis	10/18/2024	Mark Eddy
Accounts Payable Analysis	10/18/2024	Mark Eddy
Accrued Liabilities Analysis (<i>All Accounts</i>)		
Payroll Accrual	10/18/2024	Mark Eddy
Operating Expense Accrual	10/18/2024	Mark Eddy
Management Incentive Accrual	10/18/2024	Mark Eddy
Employee Incentive Accrual	10/18/2024	Mark Eddy
Deferred Income - Advertising Sponsorship/Trade/Naming Rights	10/18/2024	Mark Eddy
Deferred Income/ Ticket Analysis	10/18/2024	Mark Eddy
Advanced Event Deposits - Deferred Rent	10/18/2024	Mark Eddy
Event Liability Analysis (<i>All Accounts</i>)	10/18/2024	Mark Eddy
Other accounts		

Mike LoConte 10/18/2024
 Director of Finance Date

 General Manager

 10/20/2024
 Date

Comments: _____

Date Received	<input type="text"/>
Reviewed by:	<input type="text"/>

**Cross Insurance Arena
FINANCIAL STATEMENT COMMENTS
Month Ending September 30, 2024**

	ACTUAL	BUDGET	FAV(UNFAV) VARIANCE
NO OF EVENTS	6	6	0
PAID ATTENDANCE	6,930	7,600	(670)
DIRECT EVENT INCOME	11,397	28,637	(17,240)
FACILITY FEE	27,023	23,400	3,623
SUITE REVENUE	0	3,000	(3,000)
NET TICKETING REVENUE	35,051	4,387	30,664
ANCILLARY INCOME	28,761	20,902	7,859
TOTAL EVENT INCOME	<u>102,232</u>	<u>80,326</u>	<u>21,906</u>
OTHER INCOME	70,041	61,843	8,198
INDIRECT EXPENSES	184,127	232,073	47,946
NET INCOME (LOSS)	<u>(11,853)</u>	<u>(89,904)</u>	<u>78,051</u>

EVENT INCOME:		OVER	BUDGET BY	21,906	DUE TO THE FOLLOWING:
	Actual	MTD Budget	FAV(UNFAV) VARIANCE		COMMENTS:
Other Family	26,727	31,748	(5,021)		Lower attendance and revenues from the Price is Right event than projected.
Broadway Series	60,769	40,220	20,549		Higher ticket sales and ancillary revenues that budgeted for Book of Mormon shows.
Conference	14,736	8,358	6,378		Higher rent and catering revenues from Maine Health Conference.
	<u>102,232</u>	<u>80,326</u>	<u>21,906</u>		
OTHER INCOME:		OVER	BUDGET BY	8,198	DUE TO THE FOLLOWING:
	Actual	MTD Budget	FAV(UNFAV) VARIANCE		COMMENTS:
Advertising Sponsorship Incr	51,622	44,802	6,820		Higher sponsorship revenues than originally budgeted for the month.
Premium Seat Income	12,429	14,091	(1,662)		Lower seat license renewals in September.
Other revenue	5,991	2,950	3,041		Higher order fee revenues than originally projected for the month.
	<u>70,041</u>	<u>61,843</u>	<u>8,198</u>		
INDIRECT EXPENSES:		UNDER	BUDGET BY	47,946	DUE TO THE FOLLOWING:
	Actual	MTD Budget	FAV(UNFAV) VARIANCE		COMMENTS:
EXECUTIVE	12,778	15,012	2,234		Lower wages and benefit costs than projected for Spetmber.
MARKETING	9,009	10,016	1,007		Lower wages and benefit costs than projected for September.
FINANCE	15,883	21,624	5,741		One less FTE than originally budgeted for the month.
BOX OFFICE	13,359	9,882	(3,477)		One more FTE than originally budgeted for the month.
OPERATIONS	37,983	49,759	11,775		Lower expenditures for ice maintenance and repairs than originally projected.
EVENT SERVICES	11,390	28,059	16,669		Higher labor allocations to events than projected for September events.
GROUP SALES	3,664	6,422	2,758		Lower benefit costs than projected for the month.
ADVERTISING/SPONSOR	543	1,050	508		
FOOD AND BEVERAGE	10,117	27,475	17,357		Lower part-time labor costs and one less FTE than originally projected for the month.
OVERHEAD	69,401	62,775	(6,626)		Higher insurance and utility expenses than originally budgeted for September.
	<u>184,127</u>	<u>232,073</u>	<u>47,946</u>		

**Cross Insurance Arena
FINANCIAL STATEMENT COMMENTS
For the Three Months Ending September 2024**

	ACTUAL	BUDGET	FAV(UNFAV) VARIANCE
NO OF EVENTS	12	12	0
PAID ATTENDANCE	19,128	21,100	(1,972)
DIRECT EVENT INCOME	45,625	72,652	(27,027)
FACILITY FEE	56,251	57,900	(1,649)
SUITE REVENUE	0	3,000	(3,000)
NET TICKETING REVENUE	51,603	4,387	47,216
ANCILLARY INCOME	66,704	54,875	11,829
TOTAL EVENT INCOME	<u>220,182</u>	<u>192,814</u>	<u>27,368</u>
OTHER INCOME	188,421	180,975	7,446
INDIRECT EXPENSES	577,458	689,973	112,515
NET OPERATING INCOME(LOSS)	<u>(168,855)</u>	<u>(316,184)</u>	<u>147,329</u>

COMMENTS:

EVENT INCOME:				
	OVER	BUDGET BY	27,368	DUE TO THE FOLLOWING:
	YTD	YTD	FAV(UNFAV)	
	Actual	Budget	VARIANCE	COMMENTS:
Broadway Series	60,769	40,220	20,549	Higher ticket sales and ancillary revenues than budgeted for Book of Mormon shows. Higher rent and catering revenues from Maine Health Conference. Higher premium ticketing revenues than originally budgeted for Theo Von event. Lower attendances and revenues from Price is Right and Jurassic Quest events.
Trade Shows	14,736	8,358	6,378	
Comedy Shows	69,458	61,570	7,888	
Family	75,219	82,666	(7,447)	
	<u>220,182</u>	<u>192,814</u>	<u>27,368</u>	
OTHER INCOME:				
	OVER	BUDGET BY	7,446	DUE TO THE FOLLOWING:
	YTD	YTD	FAV(UNFAV)	
	Actual	Budget	VARIANCE	COMMENTS:
Advertising Sponsorship In	142,281	134,406	7,875	Higher sponsorship sales YTD. Lower seat license renewals in YTD.
Premium Seat Income	33,380	42,269	(8,889)	
Rink Program Revenue	0	0	0	Higher order fee revenues than originally projected YTD.
Other revenue	12,760	4,300	8,460	
	<u>188,421</u>	<u>180,975</u>	<u>7,446</u>	
INDIRECT EXPENSES:				
	UNDER	BUDGET BY	112,515	DUE TO THE FOLLOWING:
	YTD	YTD	FAV(UNFAV)	
	Actual	Budget	VARIANCE	COMMENTS:
EXECUTIVE	39,919	46,155	6,236	Lower travel expense, benefit costs, and part-time wages than projected YTD.
MARKETING	29,508	31,647	2,139	
FINANCE	46,098	68,015	21,917	One less FTE than originally budgeted YTD.
BOX OFFICE	32,658	28,956	(3,702)	One more FTE than originally budgeted YTD.
OPERATIONS	124,299	134,596	10,297	Lower maintenance and repair expenses than projected for first three months.
EVENT SERVICES	58,859	89,005	30,146	Lower part-time wage costs than projected YTD..
GROUP SALES	12,901	20,439	7,538	Lower wages and benefit costs than projected YTD.
ADVERTISING/SPONSC	543	2,500	2,008	Lower fulfillment and maintenance expenses YTD.
FOOD AND BEVERAGE	39,711	78,638	38,927	One less FTE and lower part-time wages than originally projected YTD.
OVERHEAD	192,963	189,973	(2,990)	Higher insurance expenses than originally budgeted YTD.
	<u>577,458</u>	<u>689,973</u>	<u>112,515</u>	

**CROSS INSURANCE ARENA
BALANCE SHEET COMMENTS**

ACCOUNTS RECEIVABLE

	<u>AMOUNT</u>	<u>%</u>
<u>AGED RECEIVABLES:</u>		
CURRENT	218,905	79.0%
OVER 30 DAYS	-	0.0%
OVER 60 DAYS	10,197	3.7%
OVER 90 DAYS*	-	0.0%
OVER 120 DAYS*	48,000	17.3%
TOTAL:	277,102	100.0%

	<u>OVER 120DAYS</u>	<u>AMOUNT</u>	<u>COMMENT</u>
Bath Savings		20,000	Sponsorship - Expect to collect
Renewal By Anderson		6,000	Sponsorship - Expect to collect
Holiday Inn		11,000	Sponsorship - Expect to collect
NL Partners		7,500	Sponsorship - Expect to collect
Eastman Hill Enterprises		3,500	Sponsorship - Expect to collect
		48,000	

ACCOUNTS PAYABLE

	<u>AMOUNT</u>	<u>%</u>	<u>COMMENT</u>
<u>AGED PAYABLES:</u>			
CURRENT	278,753	100.0%	
OVER 30 DAYS	46,190	0.0%	
OVER 60 DAYS	-	0.0%	
OVER 90 DAYS	-	0.0%	
OVER 120 DAYS	-	0.0%	
TOTAL:	324,943	100.0%	

Note:

<u>CUSTOMER</u>	<u>OVER 120 DAYS</u>	<u>AMOUNT</u>	<u>COMMENT</u>

**CROSS INSURANCE ARENA
ROLLING FORECAST
as of September 30, 2024
FYE June 30, 2025**

	ACTUAL September 30, 2024	BALANCE PROJECTED FY 2025	TOTAL ACT/PROJ FY 2025	ORIG BUDGET FYE June 30, 2025	Variance
# OF EVENTS	12	88	100	100	0
Direct Event Income	45,625	182,298	227,923	227,923	0
Facility Fee	56,251	366,109	422,360	422,360	0
Suite Revenue	0	12,900	12,900	12,900	0
Ticketing System Income	51,603	156,458	208,061	208,061	0
Ancillary Income	66,704	1,086,718	1,153,422	1,153,422	0
TOTAL EVENT INCOME	<u>220,182</u>	<u>1,804,484</u>	<u>2,024,666</u>	<u>2,024,666</u>	<u>0</u>
 OTHER INCOME	 188,421	 586,297	 774,718	 774,718	 0
 INDIRECT EXPENSES	 <u>577,458</u>	 <u>2,439,987</u>	 <u>3,017,445</u>	 <u>3,017,445</u>	 <u>0</u>
 NET OPERATING INCOME (LOSS)	 <u>(168,855)</u>	 <u>(49,206)</u>	 <u>(218,061)</u>	 <u>(218,061)</u>	 <u>0</u>

September adjustments affect to FY Forecast

COMMENTS:

Difference from prior month:	0
Event Income	0
Other Income	0
Indirect Expenses	0
Totals	<u><u>0</u></u>

Incentive Fee Calculation

Base Management Fee Projected	120,450
Financial Incentive Fee	60,225
Food & Beverage Incentives	36,135
Quality Incentives	-
<i>Mike LoConte</i>	
Total Management Fee Projected	<u><u>216,810</u></u>

Director of Finance
Mark Eddy

General Manager
Mike LoConte

Cross Insurance Arena
BALANCE SHEET
September 2024

ASSETS

CURRENT ASSETS

Cash & cash equivalents	2,775,770	
Accounts receivable	277,102	
Accounts Receivable from Third Party	387,467	
Prepaid	78,066	
Inventory	61,916	
TOTAL CURRENT ASSETS		3,580,320

TOTAL ASSETS		3,580,320
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LIABILITIES AND EQUITY

CURRENT LIABILITIES

Accounts payable	324,943	
Accrued payroll & related costs	312,992	
Sales and Use Tax payable	4,222	
Other accrued liabilities	764,912	
Deposits and Deferred income	1,998,220	
TOTAL LIABILITIES		3,405,289

EQUITY

Retained Earnings	(1,075,423)	
Client Funding	1,419,650	
Current Retained Earnings	(169,699)	
TOTAL EQUITY		175,031

TOTAL LIABILITIES AND EQUITY		3,580,320
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Cross Insurance Arena
CONSOLIDATED INCOME STATEMENT
For the Three Months Ending September 2024

	PERIOD TO DATE			YEAR TO DATE		
	Actual	Curr Budget	Budget Variance	Actual	Curr Budget	Budget Variance
Number of Events	6	6	0	12	12	0
Total Paid General	6,930	7,600	(670)	19,128	21,100	(1,972)
Turnstile Attendance- General	6,872	8,350	(1,478)	18,664	21,350	(2,686)
RENTAL INCOME						
GROSS TICKET REVENUE	465,642	226,000	239,642	968,829	851,000	117,829
SPONSORSHIP REVENUE	0	4,500	(4,500)	0	4,500	(4,500)
RENT BILLED	7,500	19,500	(12,000)	24,500	53,500	(29,000)
GROSS REVENUE	<u>473,142</u>	<u>250,000</u>	<u>223,142</u>	<u>993,329</u>	<u>909,000</u>	<u>84,329</u>
PROMOTER PROCEEDS	(83,495)	(230,500)	147,005	(579,922)	(855,500)	275,578
NET RENTAL INCOME	389,647	19,500	370,147	413,407	53,500	359,907
NET SERVICE INCOME / (LOSS)	(378,250)	9,137	(387,387)	(367,782)	19,152	(386,934)
DIRECT EVENT INCOME	11,397	28,637	(17,240)	45,625	72,652	(27,027)
FACILITY FEE REVENUE	27,023	23,400	3,623	56,251	57,900	(1,649)
SUITE TICKET REVENUE	0	3,000	(3,000)	0	3,000	(3,000)
CONV/TICKET PROC REVENUE	39,032	8,775	30,257	68,110	8,775	59,335
EVENT SPONSORSHIP	0	0	0	0	0	0
PROMOTER SHARE OF REVENUES	(3,981)	(4,388)	407	(16,508)	(4,388)	(12,120)
TOTAL SURCHARGE/REBATE/PRESHO	<u>62,074</u>	<u>30,787</u>	<u>31,287</u>	<u>107,854</u>	<u>65,287</u>	<u>42,567</u>
ANCILLARY INCOME						
CONCESSIONS	22,279	21,983	296	61,202	55,041	6,161
TEAM/PROMOTER SHARE	(2,668)	(8,567)	5,899	(17,559)	(19,076)	1,517
SUITES/CATERING	7,272	6,775	497	14,404	16,175	(1,771)
NOVELTY	1,878	711	1,167	8,656	2,735	5,921
TOTAL ANCILLARY INCOME	<u>28,761</u>	<u>20,902</u>	<u>7,859</u>	<u>66,704</u>	<u>54,875</u>	<u>11,829</u>
EVENT OPERATING INCOME	<u>102,232</u>	<u>80,326</u>	<u>21,906</u>	<u>220,182</u>	<u>192,814</u>	<u>27,368</u>
INDIRECT EXPENSES:						
EXECUTIVE	12,778	15,012	2,234	39,919	46,155	6,236
MARKETING	9,009	10,016	1,007	29,508	31,647	2,139
FINANCE	15,883	21,624	5,741	46,098	68,015	21,917
BOX OFFICE	13,359	9,882	(3,477)	32,658	28,956	(3,702)
OPERATIONS	37,983	49,759	11,775	124,299	134,596	10,297
EVENT SERVICES	11,390	28,059	16,669	58,859	89,005	30,146
GROUP SALES	3,664	6,422	2,758	12,901	20,439	7,538
ADVERTISING/SPONSORSHIP	543	1,050	508	543	2,550	2,008
FOOD AND BEVERAGE	10,117	27,475	17,357	39,711	78,638	38,927
OVERHEAD	69,401	62,775	(6,626)	192,963	189,973	(2,990)
TOTAL INDIRECT EXPENSES	<u>184,127</u>	<u>232,073</u>	<u>47,946</u>	<u>577,458</u>	<u>689,973</u>	<u>112,515</u>
Advertising Sponsorship Income	51,622	44,802	6,820	142,281	134,406	7,875
Premium Seat Income	12,429	14,091	(1,662)	33,380	42,269	(8,889)
Rink Program Revenue	0	0	0	0	0	0
Other revenue	5,991	2,950	3,041	12,760	4,300	8,460
TOTAL OTHER INCOME	<u>70,041</u>	<u>61,843</u>	<u>8,198</u>	<u>188,421</u>	<u>180,975</u>	<u>7,446</u>
NET OPERATING INCOME (LOSS)	<u>(11,853)</u>	<u>(89,904)</u>	<u>78,051</u>	<u>(168,855)</u>	<u>(316,184)</u>	<u>147,329</u>

Cross Insurance Arena
YEAR TO DATE EVENT SUMMARY

All Events
For the Three Months Ending September 2024

	PERIOD TO DATE			YEAR TO DATE			ANNUAL BUDGET		
	Actual	Curr Budget	Budget Var	Actual	Curr Budget	Budget Var	YTD Actual	YTD Budget	Budget Var
Regular Season Hockey									
Number of Events	0	0	0	0	0	0	0	0	0
Total Paid General	0	0	0	0	0	0	0	0	0
Turnstile Attendance - Gene	0	0	0	0	0	0	0	0	0
Turnstile Attendance- Suite	0	0	0	0	0	0	0	0	0
Direct Event Income	0	0	0	0	0	0	0	0	0
Facility Fee Revenue	0	0	0	0	0	0	0	0	0
Suite Ticket Revenue	0	0	0	0	0	0	0	0	0
Conv/Ticket Proc Revenue	0	0	0	0	0	0	0	0	0
Ancillary Income	0	0	0	0	0	0	0	0	0
TOTAL EVENT INCOME	0	0	0	0	0	0	0	0	0
Major Concerts									
Number of Events	0	0	0	0	0	0	0	0	0
Total Paid General	0	0	0	0	0	0	0	0	0
Turnstile Attendance - Ger	0	0	0	0	0	0	0	0	0
Turnstile Attendance- Su	0	0	0	0	0	0	0	0	0
Direct Event Income	0	0	0	0	0	0	0	0	0
Facility Fee Revenue	0	0	0	0	0	0	0	0	0
Suite Ticket Revenue	0	0	0	0	0	0	0	0	0
Conv/Ticket Proc Revenue	0	0	0	0	0	0	0	0	0
Ancillary Income	0	0	0	0	0	0	0	0	0
Major Concerts	0	0	0	0	0	0	0	0	0
Monster Jam									
Number of Events	0	0	0	0	0	0	0	0	0
Total Paid General	0	0	0	0	0	0	0	0	0
Turnstile Attendance - Ger	0	0	0	0	0	0	0	0	0
Turnstile Attendance- Su	0	0	0	0	0	0	0	0	0
Direct Event Income	0	0	0	0	0	0	0	0	0
Facility Fee Revenue	0	0	0	0	0	0	0	0	0
Suite Ticket Revenue	0	0	0	0	0	0	0	0	0
Conv/Ticket Proc Revenue	0	0	0	0	0	0	0	0	0
Ancillary Income	0	0	0	0	0	0	0	0	0
TOTAL EVENT INCOME	0	0	0	0	0	0	0	0	0
Broadway Series									
Number of Events	3	3	0	3	3	0	3	3	0
Total Paid General	5,060	3,600	1,460	5,060	3,600	1,460	5,060	3,600	1,460
Turnstile Attendance - Ger	4,707	4,200	507	4,707	4,200	507	4,707	4,200	507
Direct Event Income	-10,271	13,872	-24,143	-10,271	13,872	-24,143	-10,271	13,872	-24,143
Facility Fee Revenue	20,250	5,400	14,850	20,250	5,400	14,850	20,250	5,400	14,850
Suite Ticket Revenue	0	3,000	-3,000	0	3,000	-3,000	0	3,000	-3,000
Conv/Ticket Proc Revenue	31,028	8,775	22,253	31,028	8,775	22,253	31,028	8,775	22,253
Ancillary Income	19,762	9,173	10,589	19,762	9,173	10,589	19,762	9,173	10,589
TOTAL EVENT INCOME	60,769	40,220	20,549	60,769	40,220	20,549	60,769	40,220	20,549
Other									
Number of Events	0	0	0	0	0	0	0	0	0
Total Paid General	0	0	0	0	0	0	0	0	0
Turnstile Attendance - Ger	0	0	0	0	0	0	0	0	0
Turnstile Attendance- Su	0	0	0	0	0	0	0	0	0
Direct Event Income	0	0	0	0	0	0	0	0	0
Facility Fee Revenue	0	0	0	0	0	0	0	0	0
Suite Ticket Revenue	0	0	0	0	0	0	0	0	0
Conv/Ticket Proc Revenue	0	0	0	0	0	0	0	0	0
Ancillary Income	0	0	0	0	0	0	0	0	0
TOTAL EVENT INCOME	0	0	0	0	0	0	0	0	0
Globetrotters									
Number of Events	0	0	0	0	0	0	0	0	0
Total Paid General	0	0	0	0	0	0	0	0	0
Turnstile Attendance - Ger	0	0	0	0	0	0	0	0	0
Turnstile Attendance- Su	0	0	0	0	0	0	0	0	0
Direct Event Income	0	0	0	0	0	0	0	0	0
Facility Fee Revenue	0	0	0	0	0	0	0	0	0
Suite Ticket Revenue	0	0	0	0	0	0	0	0	0
Conv/Ticket Proc Revenue	0	0	0	0	0	0	0	0	0
Ancillary Income	0	0	0	0	0	0	0	0	0
TOTAL EVENT INCOME	0	0	0	0	0	0	0	0	0
Minor Concerts									
Number of Events	0	0	0	0	0	0	0	0	0
Total Paid General	0	0	0	0	0	0	0	0	0
Turnstile Attendance - Ger	0	0	0	0	0	0	0	0	0
Direct Event Income	0	0	0	0	0	0	0	0	0
Facility Fee Revenue	0	0	0	0	0	0	0	0	0
Suite Ticket Revenue	0	0	0	0	0	0	0	0	0
Conv/Ticket Proc Revenue	0	0	0	0	0	0	0	0	0
Ancillary Income	0	0	0	0	0	0	0	0	0
TOTAL EVENT INCOME	0	0	0	0	0	0	0	0	0

Cross Insurance Arena
YEAR TO DATE EVENT SUMMARY

All Events
For the Three Months Ending September 2024

	PERIOD TO DATE			YEAR TO DATE			ANNUAL BUDGET		
	Actual	Curr Budget	Budget Var	Actual	Curr Budget	Budget Var	YTD Actual	YTD Budget	Budget Var
College Hockey									
Number of Events	0	0	0	0	0	0	0	0	0
Total Paid General	0	0	0	0	0	0	0	0	0
Turnstile Attendance - Ger	0	0	0	0	0	0	0	0	0
Direct Event Income	0	0	0	0	0	0	0	0	0
Facility Fee Revenue	0	0	0	0	0	0	0	0	0
Suite Ticket Revenue	0	0	0	0	0	0	0	0	0
Conv/Ticket Proc Revenue	0	0	0	0	0	0	0	0	0
Ancillary Income	0	0	0	0	0	0	0	0	0
TOTAL EVENT INCOME	0	0	0	0	0	0	0	0	0
Charity/Community Events									
Number of Events	0	0	0	0	0	0	0	0	0
Total Paid General	0	0	0	0	0	0	0	0	0
Turnstile Attendance - Ger	0	0	0	0	0	0	0	0	0
Turnstile Attendance- Su	0	0	0	0	0	0	0	0	0
Direct Event Income	0	0	0	0	0	0	0	0	0
Ancillary Income	0	0	0	0	0	0	0	0	0
TOTAL EVENT INCOME	0	0	0	0	0	0	0	0	0
Comedy Shows									
Number of Events	0	0	0	1	1	0	1	4	(3)
Total Paid General	0	0	0	4,937	5,500	(563)	4,937	22,000	(17,063)
Turnstile Attendance - Ger	0	0	0	4,744	5,400	(656)	4,744	21,600	(16,856)
Direct Event Income	0	0	0	12,017	18,525	(6,508)	12,017	74,100	(62,083)
Facility Fee Revenue	0	0	0	7,446	16,500	(9,055)	7,446	66,000	(58,555)
Suite Ticket Revenue	0	0	0	0	0	0	0	0	0
Conv/Ticket Proc Revenue	0	0	0	29,078	0	29,078	29,078	0	29,078
Ancillary Income	0	0	0	20,918	26,545	(5,627)	20,918	106,181	(85,263)
TOTAL EVENT INCOME	0	0	0	69,458	61,570	7,888	69,458	246,281	(176,823)
Other Sports									
Number of Events	0	0	0	0	0	0	0	0	0
Total Paid General	0	0	0	0	0	0	0	0	0
Turnstile Attendance - Ger	0	0	0	0	0	0	0	0	0
Direct Event Income	0	0	0	0	0	0	0	0	0
Facility Fee Revenue	0	0	0	0	0	0	0	0	0
Conv/Ticket Proc Revenue	0	0	0	0	0	0	0	0	0
Ancillary Income	0	0	0	0	0	0	0	0	0
TOTAL EVENT INCOME	0	0	0	0	0	0	0	0	0
Other Family Shows									
Number of Events	1	1	0	6	6	0	6	6	0
Total Paid General	1,870	4,000	(2,130)	9,131	12,000	(2,869)	9,131	12,000	(2,869)
Turnstile Attendance - Ger	1,665	3,800	(2,135)	8,713	11,400	(2,687)	8,713	11,400	(2,687)
Turnstile Attendance- Su	0	0	0	0	0	0	0	0	0
Direct Event Income	11,118	6,370	4,748	33,329	31,860	1,469	33,329	31,860	1,469
Facility Fee Revenue	6,773	18,000	(11,227)	28,556	36,000	(7,444)	28,556	36,000	(7,444)
Suite Ticket Revenue	0	0	0	0	0	0	0	0	0
Conv/Ticket Proc Revenue	8,004	0	8,004	8,004	0	8,004	8,004	0	8,004
Ancillary Income	832	7,378	(6,546)	5,330	14,806	(9,476)	5,330	14,806	(9,476)
TOTAL EVENT INCOME	26,727	31,748	(5,021)	75,219	82,666	(7,447)	75,219	82,666	(7,447)
Meetings									
Number of Events	0	0	0	0	0	0	0	0	0
Direct Event Income	0	0	0	0	0	0	0	0	0
TOTAL EVENT INCOME	0	0	0	0	0	0	0	0	0
Post-Season Hockey									
Number of Events	0	0	0	0	0	0	0	0	0
Total Paid General	0	0	0	0	0	0	0	0	0
Turnstile Attendance - Ger	0	0	0	0	0	0	0	0	0
Direct Event Income	0	0	0	0	0	0	0	0	0
Facility Fee Revenue	0	0	0	0	0	0	0	0	0
Suite Ticket Revenue	0	0	0	0	0	0	0	0	0
Conv/Ticket Proc Revenue	0	0	0	0	0	0	0	0	0
Ancillary Income	0	0	0	0	0	0	0	0	0
TOTAL EVENT INCOME	0	0	0	0	0	0	0	0	0
Trade Shows									
Number of Events	2	2	0	2	2	0	2	7	(5)
Total Paid General	0	0	0	0	0	0	0	1,750	(1,750)
Turnstile Attendance - Ger	500	350	150	500	350	150	500	1,750	(1,250)
Direct Event Income	10,550	8,395	2,155	10,550	8,395	2,155	10,550	32,014	(21,464)
Facility Fee Revenue	0	0	0	0	0	0	0	5,250	(5,250)
Conv/Ticket Proc Revenue	0	0	0	0	0	0	0	4,900	(4,900)
Ancillary Income	4,186	(37)	4,223	4,186	(37)	4,223	4,186	136	4,050
TOTAL EVENT INCOME	14,736	8,358	6,378	14,736	8,358	6,378	14,736	42,300	(27,564)
High School Sports									
Number of Events	0	0	0	0	0	0	0	0	0
Total Paid General	0	0	0	0	0	0	0	0	0
Turnstile Attendance - Ger	0	0	0	0	0	0	0	0	0

Cross Insurance Arena
YEAR TO DATE EVENT SUMMARY

All Events
For the Three Months Ending September 2024

	PERIOD TO DATE			YEAR TO DATE			ANNUAL BUDGET		
	Actual	Curr Budget	Budget Var	Actual	Curr Budget	Budget Var	YTD Actual	YTD Budget	Budget Var
Direct Event Income	0	0	0	0	0	0	0	0	0
Conv/Ticket Proc Revenue	0	0	0	0	0	0	0	0	0
Ancillary Income	0	0	0	0	0	0	0	0	0
TOTAL EVENT INCOME	0	0	0	0	0	0	0	0	0
Disney Shows									
Number of Events	0	0	0	0	0	0	0	0	0
Total Paid General	0	0	0	0	0	0	0	0	0
Turnstile Attendance - Ger	0	0	0	0	0	0	0	0	0
Direct Event Income	0	0	0	0	0	0	0	0	0
Facility Fee Revenue	0	0	0	0	0	0	0	0	0
Suite Ticket Revenue	0	0	0	0	0	0	0	0	0
Conv/Ticket Proc Revenue	0	0	0	0	0	0	0	0	0
Ancillary Income	0	0	0	0	0	0	0	0	0
TOTAL EVENT INCOME	0	0	0	0	0	0	0	0	0
Religious Events									
Number of Events	0	0	0	0	0	0	0	0	0
Turnstile Attendance - Ger	0	0	0	0	0	0	0	0	0
Direct Event Income	0	0	0	0	0	0	0	0	0
TOTAL EVENT INCOME	0	0	0	0	0	0	0	0	0
Cirque Hollidaze									
Number of Events	0	0	0	0	0	0	0	0	0
Total Paid General	0	0	0	0	0	0	0	0	0
Turnstile Attendance - Ger	0	0	0	0	0	0	0	0	0
Direct Event Income	0	0	0	0	0	0	0	0	0
Facility Fee Revenue	0	0	0	0	0	0	0	0	0
Conv/Ticket Proc Revenue	0	0	0	0	0	0	0	0	0
Ancillary Income	0	0	0	0	0	0	0	0	0
TOTAL EVENT INCOME	0	0	0	0	0	0	0	0	0
Graduations									
Number of Events	0	0	0	0	0	0	0	0	0
Total Paid General	0	0	0	0	0	0	0	0	0
Turnstile Attendance - Ger	0	0	0	0	0	0	0	0	0
Direct Event Income	0	0	0	0	0	0	0	0	0
Ancillary Income	0	0	0	0	0	0	0	0	0
TOTAL EVENT INCOME	0	0	0	0	0	0	0	0	0
Wrestling									
Number of Events	0	0	0	0	0	0	0	0	0
Total Paid General	0	0	0	0	0	0	0	0	0
Turnstile Attendance - Ger	0	0	0	0	0	0	0	0	0
Direct Event Income	0	0	0	0	0	0	0	0	0
Ancillary Income	0	0	0	0	0	0	0	0	0
TOTAL EVENT INCOME	0	0	0	0	0	0	0	0	0
Number of Events	6	6	0	12	12	0	12	20	(8)
Total Paid General	6,930	7,600	(670)	19,128	21,100	(1,972)	19,128	39,350	(20,222)
Turnstile Attendance - Ger	6,872	8,350	(1,478)	18,664	21,350	(2,686)	18,664	38,950	(20,286)
Turnstile Attendance- Su	0	0	0	0	0	0	0	0	0
Direct Event Income	11,397	28,637	(17,240)	45,625	72,652	(27,027)	45,625	151,846	(106,221)
Facility Fee Revenue	27,023	23,400	3,623	56,251	57,900	(1,649)	56,251	112,650	(56,399)
Suite Ticket Revenue	0	3,000	(3,000)	0	3,000	(3,000)	0	3,000	(3,000)
Conv/Ticket Proc Revenue	39,032	8,775	30,257	68,110	8,775	59,335	68,110	13,675	54,435
Ancillary Income	24,780	16,514	8,266	50,196	50,487	(291)	50,196	130,296	(80,100)
TOTAL EVENT INCOME	102,232	80,326	21,906	220,182	192,814	27,368	220,182	411,467	(191,285)

**Cross Insurance Arena
Food & Beverage Income Statement
For the Three Months Ending September 2024**

	Current Month				Current YTD			
	Actual	%	Budget	%	Actual	YTD %	Budget	YTD %
SALES								
Concessions - Non Alch	13,613	20.57%	0	0.00%	23,585	15.81%	0	0.00%
Concessions Beer	19,079	28.84%	0	0.00%	50,701	33.99%	0	0.00%
Concessions Liquor	9,691	14.65%	0	0.00%	25,555	17.13%	0	0.00%
Concessions Wine	1,491	2.25%	0	0.00%	1,980	1.33%	0	0.00%
Concessions Food	15,020	22.70%	63,000	90.29%	32,934	22.08%	138,500	89.54%
CONCESSIONS SALES	58,894	89.01%	63,000	90.29%	134,754	90.34%	138,500	89.54%
Catering Food	0	0.00%	0	0.00%	0	0.00%	0	0.00%
Catering Non-Alc	0	0.00%	0	0.00%	0	0.00%	0	0.00%
Service Fees	7,272	10.99%	6,775	9.71%	14,404	9.66%	16,175	10.46%
SERVICE FEES	7,272	10.99%	6,775	9.71%	14,404	9.66%	16,175	10.46%
TOTAL SALES	66,165	100.00%	69,775	100.00%	149,158	100.00%	154,675	100.00%
COST OF SALES								
Concessions Non Alch COS	3,170	23.29%	0	0.00%	6,145	26.05%	0	0.00%
Concessions Beer COS	4,421	23.17%	0	0.00%	10,364	20.44%	0	0.00%
Concessions Liquor COS	1,629	16.81%	0	0.00%	4,614	18.05%	0	0.00%
Concessions Wine COS	530	35.53%	0	0.00%	729	36.83%	0	0.00%
Food COS	11,420	76.03%	4,500	6.45%	16,618	50.46%	23,500	15.19%
CONCESSIONS COST OF SALES	21,170	32.00%	4,500	6.45%	38,469	25.79%	23,500	15.19%
TOTAL COST OF SALES	21,170	32.00%	4,500	6.45%	38,469	25.79%	23,500	15.19%
GROSS PROFIT ON SALES	44,995	68.00%	65,275	93.55%	110,689	74.21%	131,175	84.81%
PAYROLL								
Fixed Wages								
Management Salaries	5,969	9.02%	9,669	13.86%	19,398	13.01%	31,421	20.31%
Variable Wages								
Part-Time Labor	3,192	4.82%	25,000	35.83%	17,897	12.00%	59,000	38.14%
Outside Payroll Service	4,746	7.17%	7,000	10.03%	8,751	5.87%	11,000	7.11%
Total Variable Wages	7,938	12.00%	32,000	45.86%	26,648	17.87%	70,000	45.26%
Total Wages	13,906	21.02%	41,669	59.72%	46,046	30.87%	101,421	65.57%
Employer Taxes	767	1.16%	2,930	4.20%	3,162	2.12%	7,391	4.78%
Employee Benefits	1,621	2.45%	2,928	4.20%	3,966	2.66%	8,783	5.68%
Total Taxes & Benefits	2,388	3.61%	5,858	8.40%	7,128	4.78%	16,174	10.46%
Total Payroll	16,295	24.63%	47,527	68.11%	53,174	35.65%	117,595	76.03%
Other Variable Expenses								
Computer Maintenance	2,290	3.46%	2,851	4.09%	6,869	4.60%	8,553	5.53%
Outside Payroll Service	0	0.00%	0	0.00%	0	0.00%	0	0.00%
Credit card fees expense	1,750	2.64%	6,000	8.60%	4,003	2.68%	11,000	7.11%
Dues & Subscriptions	0	0.00%	0	0.00%	0	0.00%	0	0.00%
Equipment Rental	0	0.00%	0	0.00%	0	0.00%	0	0.00%
R&M/Equip. Fund Expense	4,647	7.02%	1,000	1.43%	9,411	6.31%	6,000	3.88%
Entertainment	0	0.00%	0	0.00%	0	0.00%	0	0.00%
Guest Relations	0	0.00%	0	0.00%	0	0.00%	0	0.00%
Cell Phone/Telephone/Data Lin	0	0.00%	0	0.00%	0	0.00%	0	0.00%
Licenses and Permits	76	0.11%	88	0.13%	227	0.15%	263	0.17%
Meetings/Conferences	0	0.00%	250	0.36%	30	0.02%	250	0.16%
Office Supplies	0	0.00%	0	0.00%	0	0.00%	0	0.00%
Equipment Rental	0	0.00%	0	0.00%	0	0.00%	0	0.00%
Pest Control Expense	0	0.00%	0	0.00%	0	0.00%	0	0.00%
Cell Phone/Telephone/Data Lin	51	0.08%	109	0.16%	153	0.10%	327	0.21%
Smallwares	108	0.16%	250	0.36%	207	0.14%	250	0.16%
Training	0	0.00%	0	0.00%	0	0.00%	0	0.00%
Equipment Maintenance	0	0.00%	0	0.00%	0	0.00%	0	0.00%
Internet - Phone	0	0.00%	0	0.00%	0	0.00%	0	0.00%
Uniforms	0	0.00%	600	0.86%	346	0.23%	1,450	0.94%
Total Variable Expenses	9,267	14.01%	11,948	17.12%	21,619	14.49%	29,043	18.78%
Less: Promoter/Team Share	0	0.00%	0	0.00%	0	0.00%	0	0.00%
Net Profit (Loss)	19,433	29.37%	5,801	8.31%	35,896	24.07%	(15,463)	-10.00%
Statistics								
Total Sales & Other Income	66,165	100.00%	69,775	100.00%	149,158	100.00%	154,675	100.00%
Number of Events	6	0.01%	6	0.01%	12	0.01%	12	0.01%
Attendance	6,872	10.39%	8,350	11.97%	18,664	12.51%	21,350	13.80%
Average Income Per Event	11,028	16.67%	11,629	16.67%	12,430	8.33%	12,890	8.33%
Net Per Cap	9.63	0.01%	8.36	0.01%	7.99	0.01%	7.24	0.00%

Cross Insurance Arena
CONSOLIDATED INDIRECT DEPARTMENT EXPENSES
For the Three Months Ending September 2024

	Period To Date			Year To Date			Actual	Annual Budget	Annual Budget Var	% of Annual Budget Achieved
	Actual	Curr Budget	Budget Var	Actual	Curr Budget	Budget Var				
Personnel Expenses										
Salaries	72,826	79,686	6,860	234,587	258,978	24,391	234,587	1,035,944	801,357	23%
Part-Time Labor	81,510	85,750	4,240	146,337	205,000	58,663	146,337	1,415,600	1,269,263	10%
Outside Payroll Service	5,218	7,000	1,782	9,223	11,000	1,777	9,223	240,000	230,777	4%
Employee Benefits	16,781	20,983	4,202	48,592	62,946	14,354	48,592	251,813	203,221	19%
Incentive Compensation	0	0	0	0	0	0	0	70,415	70,415	0%
401K	(391)	4,731	5,122	3,897	14,191	10,294	3,897	56,792	52,895	7%
Payroll Taxes	11,647	14,006	2,359	29,387	38,688	9,301	29,387	213,854	184,467	14%
Allocated to Events	(107,043)	(89,500)	17,543	(166,352)	(201,100)	(34,748)	(166,352)	(1,637,000)	(1,470,648)	10%
Total Personnel Expenses	80,547	122,656	42,109	305,670	389,703	84,033	305,670	1,647,418	1,341,748	
Expenses										
Advertising	1,118	1,166	48	2,418	3,500	1,082	2,418	14,000	11,582	17%
Other Travel Expense	0	750	750	(546)	2,100	2,646	(546)	10,050	10,596	-5%
Automobile Expenses	130	75	(55)	130	75	(55)	130	750	620	17%
Armored Car Expense	142	175	33	247	350	103	247	2,000	1,753	12%
Cash (Over)/Short	5	0	(5)	33	0	(33)	33	0	(33)	Not Budgeted
Ice Expense	2,142	7,000	4,858	3,732	7,000	3,268	3,732	44,000	40,268	8%
Parking Expense	2,384	2,583	199	7,633	7,749	117	7,633	31,000	23,368	25%
Buidling / General Supplies	3,202	3,950	748	6,701	9,050	2,349	6,701	34,000	27,299	20%
Prof Fees - Deferred Comp. Plan	0	50	50	0	50	50	0	500	500	0%
Computer Maintenance	8,093	6,851	(1,242)	18,825	20,553	1,728	18,825	82,256	63,431	23%
Credit card fees expense	2,278	6,050	3,772	5,686	11,200	5,514	5,686	80,500	74,814	7%
Dues & Subscriptions	2,509	1,146	(1,363)	4,048	3,338	(710)	4,048	13,650	9,602	30%
R&M/Equip. Fund Expense	5,289	4,800	(489)	12,589	16,890	4,301	12,589	57,750	45,161	22%
General expense	1,274	2,210	936	3,823	6,626	2,803	3,823	26,500	22,677	14%
Guest Relations	0	0	0	0	0	0	0	900	900	0%
Insurance & Bonding	13,933	10,120	(3,813)	37,327	30,360	(6,967)	37,327	121,455	84,128	31%
Licenses and Permits	275	546	271	824	1,637	813	824	6,550	5,726	13%
Management Fee Expense	11,771	10,389	(1,382)	31,166	31,165	(1)	31,166	124,666	93,500	25%
Meetings/Conferences	0	1,360	1,360	270	2,326	2,056	270	15,700	15,430	2%
Office Supplies	537	400	(137)	716	750	34	716	7,500	6,784	10%
Equipment Rental	875	875	0	2,625	2,625	0	2,625	10,500	7,875	25%
Cleaning Supplies	2,642	2,000	(642)	5,655	5,750	95	5,655	35,000	29,345	16%
Paper Supplies	341	500	159	341	600	259	341	31,000	30,659	1%
Printing	180	175	(5)	447	425	(22)	447	1,750	1,303	26%
Pest Control Expense	50	250	200	717	750	33	717	3,000	2,283	24%
Postage	295	150	(145)	489	500	11	489	1,750	1,261	28%
Security System	30	542	512	90	1,622	1,532	90	6,500	6,410	1%
Recruiting Expense	0	300	300	0	400	400	0	950	950	0%
Cell Phone/Telephone/Data Lines	102	730	628	306	2,105	1,799	306	8,450	8,144	4%
Smallwares	108	250	142	207	250	43	207	2,000	1,793	10%
Snow Removal	0	0	0	0	0	0	0	250	250	0%
Equipment Maintenance	4,063	3,000	(1,063)	9,564	9,500	(64)	9,564	30,000	20,436	32%
Internet - Phone	3,620	3,675	55	10,889	11,025	136	10,889	44,100	33,211	25%
Trash Removal	1,006	2,000	994	3,018	3,500	482	3,018	28,000	24,982	11%
Uniforms	0	1,350	1,350	899	2,200	1,301	899	8,750	7,851	10%
Utilities	35,185	34,000	(1,185)	100,919	104,300	3,381	100,919	484,300	383,381	21%
Total Expenses	103,580	109,417	5,837	271,788	300,270	28,482	271,788	1,370,027	1,098,239	
Total Departmental Expenses	184,127	232,073	47,946	577,458	689,973	112,515	577,458	3,017,445	2,439,987	

**Cross Insurance Arena
EXECUTIVE
For the Three Months Ending September 2024**

	Period To Date			Year To Date			Actual	Annual Budget	Annual Budget Var	% of Annual Budget Achieved
	Actual	Curr Budget	Budget Var	Actual	Curr Budget	Budget Var				
Personnel Expenses										
Salaries	9,655	9,655	(0)	31,380	31,380	0	31,380	125,520	94,140	25%
Part-Time Labor	1,569	2,250	681	2,990	5,000	2,010	2,990	23,000	20,010	13%
Employee Benefits	1,096	1,057	(39)	3,285	3,171	(114)	3,285	12,685	9,400	26%
Incentive Compensation	0	0	0	0	0	0	0	25,104	25,104	0%
401K	(505)	723	1,228	(215)	2,169	2,384	(215)	8,681	8,896	-2%
Payroll Taxes	818	852	34	2,592	2,810	218	2,592	12,092	9,500	21%
Total Personnel Expenses	12,634	14,537	1,903	40,031	44,530	4,499	40,031	207,082	167,051	
Expenses										
Other Travel Expense	0	250	250	(546)	1,000	1,546	(546)	5,000	5,546	-11%
Dues & Subscriptions	144	150	6	433	450	17	433	1,800	1,367	24%
Meetings/Conferences	0	0	0	0	0	0	0	2,000	2,000	0%
Cell Phone/Telephone/Data Lines	0	75	75	0	175	175	0	650	650	0%
Total Expenses	144	475	331	(113)	1,625	1,738	(113)	9,700	9,813	
Total Departmental Expenses	12,778	15,012	2,234	39,919	46,155	6,236	39,919	216,782	176,863	

**Cross Insurance Arena
MARKETING
For the Three Months Ending September 2024**

	Period To Date			Year To Date			Actual	Annual Budget	Annual Budget Var	% of Annual Budget Achieved
	Actual	Curr Budget	Budget Var	Actual	Curr Budget	Budget Var				
Personnel Expenses										
Salaries	4,389	5,852	1,463	19,018	19,018	(0)	19,018	76,073	57,055	25%
Employee Benefits	1,242	1,370	128	3,741	4,110	369	3,741	16,440	12,699	23%
Incentive Compensation	0	0	0	0	0	0	0	7,607	7,607	0%
401K	(15)	348	363	604	1,044	440	604	4,184	3,580	14%
Payroll Taxes	355	475	120	1,539	1,570	31	1,539	6,919	5,380	22%
Total Personnel Expenses	5,971	8,045	2,074	24,903	25,742	839	24,903	111,223	86,320	
Expenses										
Advertising	1,118	1,166	48	2,418	3,500	1,082	2,418	14,000	11,582	17%
Other Travel Expense	0	0	0	0	0	0	0	700	700	0%
Dues & Subscriptions	1,740	550	(1,190)	1,740	1,650	(90)	1,740	6,600	4,860	26%
Guest Relations	0	0	0	0	0	0	0	500	500	0%
Meetings/Conferences	0	75	75	0	225	225	0	5,000	5,000	0%
Printing	180	125	(55)	447	375	(72)	447	1,500	1,053	30%
Total Expenses	3,038	1,971	(1,067)	4,605	5,905	1,300	4,605	28,950	24,345	
Total Departmental Expenses	9,009	10,016	1,007	29,508	31,647	2,139	29,508	140,173	110,665	

**Cross Insurance Arena
FINANCE
For the Three Months Ending September 2024**

	Period To Date			Year To Date			Actual	Annual Budget	Annual Budget Var	% of Annual Budget Achieved
	Actual	Curr Budget	Budget Var	Actual	Curr Budget	Budget Var				
Personnel Expenses										
Salaries	9,529	13,375	3,846	30,969	43,470	12,501	30,969	173,874	142,905	18%
Employee Benefits	9	1,946	1,937	31	5,838	5,807	31	23,352	23,321	0%
Incentive Compensation	0	0	0	0	0	0	0	12,387	12,387	0%
401K	(191)	776	967	762	2,328	1,566	762	9,312	8,550	8%
Payroll Taxes	732	1,050	318	2,380	3,300	920	2,380	13,856	11,476	17%
Total Personnel Expenses	10,080	17,147	7,067	34,142	54,936	20,794	34,142	232,781	198,639	
Expenses										
Other Travel Expense	0	0	0	0	100	100	0	500	500	0%
Computer Maintenance	5,804	4,000	(1,804)	11,956	12,000	44	11,956	48,050	36,094	25%
Meetings/Conferences	0	118	118	0	354	354	0	2,800	2,800	0%
Recruiting Expense	0	250	250	0	300	300	0	750	750	0%
Total Expenses	5,804	4,477	(1,327)	11,956	13,079	1,123	11,956	53,400	41,444	
Total Departmental Expenses	15,883	21,624	5,741	46,098	68,015	21,917	46,098	286,181	240,083	

**Cross Insurance Arena
BOX OFFICE
For the Three Months Ending September 2024**

	Period To Date			Year To Date			Actual	Annual Budget	Annual Budget Var	% of Annual Budget Achieved
	Actual	Curr Budget	Budget Var	Actual	Curr Budget	Budget Var				
Personnel Expenses										
Salaries	7,662	5,000	(2,662)	18,410	16,250	(2,160)	18,410	65,000	46,590	28%
Incentive Compensation	0	0	0	0	0	0	0	0	0	Not Budgeted
Part-Time Labor	4,156	2,500	(1,656)	7,766	6,000	(1,766)	7,766	40,000	32,234	19%
Employee Benefits	1,314	1,147	(167)	3,754	3,441	(313)	3,754	13,771	10,017	27%
401K	0	298	298	593	893	300	593	3,575	2,982	17%
Payroll Taxes	610	790	180	1,735	2,370	635	1,735	9,471	7,736	18%
Allocated to Events	(1,070)	(500)	570	(1,546)	(1,500)	46	(1,546)	(20,000)	(18,454)	8%
Total Personnel Expenses	12,672	9,235	(3,437)	30,711	27,454	(3,257)	30,711	111,817	81,106	
Expenses										
Armored Car Expense	142	175	33	247	350	103	247	2,000	1,753	12%
Cash (Over)/Short	0	0	0	0	0	0	0	0	0	Not Budgeted
Buidling / General Supplies	17	200	183	17	300	283	17	1,500	1,483	1%
Credit card fees expense	528	50	(478)	1,683	200	(1,483)	1,683	500	(1,183)	337%
Meetings/Conferences	0	167	167	0	497	497	0	2,000	2,000	0%
Cell Phone/Telephone/Data Lines	0	55	55	0	155	155	0	650	650	0%
Total Expenses	687	647	(40)	1,947	1,502	(445)	1,947	6,650	4,703	
Total Departmental Expenses	13,359	9,882	(3,477)	32,658	28,956	(3,702)	32,658	118,467	85,809	

**Cross Insurance Arena
OPERATIONS
For the Three Months Ending September 2024**

	Period To Date			Year To Date			Actual	Annual Budget	Annual Budget Var	% of Annual Budget Achieved
	Actual	Curr Budget	Budget Var	Actual	Curr Budget	Budget Var				
Personnel Expenses										
Salaries	15,447	15,445	(2)	50,202	50,200	(2)	50,202	200,809	150,607	25%
Part-Time Labor	4,890	6,000	1,110	17,742	15,000	(2,742)	17,742	120,000	102,258	15%
Employee Benefits	5,789	5,003	(786)	21,807	15,009	(6,798)	21,807	60,034	38,227	36%
Incentive Compensation	0	0	0	0	0	0	0	8,558	8,558	0%
401K	0	872	872	1,125	2,616	1,491	1,125	10,468	9,343	11%
Payroll Taxes	1,437	2,216	779	5,080	6,217	1,137	5,080	29,221	24,141	17%
Allocated to Events	(3,492)	(3,000)	492	(6,847)	(5,000)	1,847	(6,847)	(90,000)	(83,153)	8%
Total Personnel Expenses	24,072	26,536	2,464	89,110	84,042	(5,068)	89,110	339,090	249,980	
Expenses										
Ice Expense	2,142	7,000	4,858	3,732	7,000	3,268	3,732	44,000	40,268	8%
Buidling / General Supplies	2,583	3,000	417	5,099	7,000	1,901	5,099	25,000	19,901	20%
Maintenance Expense	100	3,050	2,950	2,635	9,140	6,505	2,635	36,500	33,865	7%
General expense	1,274	2,210	936	3,823	6,626	2,803	3,823	26,500	22,677	14%
Cleaning Supplies	2,642	2,000	(642)	5,655	5,750	95	5,655	35,000	29,345	16%
Pest Control Expense	50	250	200	717	750	33	717	3,000	2,283	24%
Cell Phone/Telephone/Data Lines	51	163	112	153	488	335	153	1,950	1,797	8%
Repairs Expense	4,063	3,000	(1,063)	9,564	9,500	(64)	9,564	30,000	20,436	32%
Trash Removal	1,006	2,000	994	3,018	3,500	482	3,018	28,000	24,982	11%
Uniforms	0	250	250	553	250	(303)	553	750	197	74%
Total Expenses	13,911	23,223	9,311	35,189	50,554	15,364	35,189	231,700	196,511	
Total Departmental Expenses	37,983	49,759	11,775	124,299	134,596	10,297	124,299	570,790	446,491	

Cross Insurance Arena
EVENT SERVICES
For the Three Months Ending September 2024

	Period To Date			Year To Date			Actual	Annual Budget	Annual Budget Var	% of Annual Budget Achieved
	Actual	Curr Budget	Budget Var	Actual	Curr Budget	Budget Var				
Personnel Expenses										
Salaries	16,154	16,290	136	52,500	52,940	440	52,500	211,775	159,275	25%
Part-Time Labor	67,702	50,000	(17,702)	99,942	120,000	20,058	99,942	800,000	700,058	12%
Employee Benefits	5,702	6,719	1,017	12,001	20,155	8,154	12,001	80,626	68,625	15%
Incentive Compensation	0	0	0	0	0	0	0	9,000	9,000	0%
401K	321	920	599	1,143	2,760	1,617	1,143	11,040	9,897	10%
Payroll Taxes	6,619	5,333	(1,286)	11,927	13,865	1,938	11,927	87,690	75,763	14%
Allocated to Events	(86,365)	(54,000)	32,365	(122,205)	(126,600)	(4,395)	(122,205)	(857,000)	(734,795)	14%
Total Personnel Expenses	10,133	25,262	15,129	55,309	83,120	27,811	55,309	343,131	287,822	
Expenses										
Buidling / General Supplies	602	750	148	1,585	1,750	165	1,585	7,500	5,915	21%
Security Systems	30	542	512	90	1,622	1,532	90	6,500	6,410	1%
Dues & Subscriptions	625	396	(229)	1,875	1,188	(687)	1,875	4,750	2,875	39%
Meetings/Conferences	0	500	500	0	500	500	0	3,150	3,150	0%
Cell Phone/Telephone/Data Lines	0	109	109	0	325	325	0	1,300	1,300	0%
Uniforms	0	500	500	0	500	500	0	1,000	1,000	0%
Total Expenses	1,257	2,797	1,540	3,550	5,885	2,335	3,550	24,200	20,650	
Total Departmental Expenses	11,390	28,059	16,669	58,859	89,005	30,146	58,859	367,331	308,472	

Cross Insurance Arena
GROUP SALES
For the Three Months Ending September 2024

	Period To Date			Year To Date			Actual	Annual Budget	Annual Budget Var	% of Annual Budget Achieved
	Actual	Curr Budget	Budget Var	Actual	Curr Budget	Budget Var				
Personnel Expenses										
Salaries	4,021	4,400	379	12,710	14,299	1,589	12,710	57,197	44,487	22%
Employee Benefits	7	1,369	1,362	7	4,106	4,099	7	16,433	16,426	0%
401K	0	238	238	(115)	714	829	(115)	2,860	2,975	-4%
Payroll Taxes	308	360	52	972	1,165	193	972	4,660	3,688	21%
Allocated to Events	(672)	0	672	(672)	0	672	(672)	0	672	Not Budgeted
Total Personnel Expenses	<u>3,664</u>	<u>6,367</u>	<u>2,703</u>	<u>12,901</u>	<u>20,284</u>	<u>7,383</u>	<u>12,901</u>	<u>81,150</u>	<u>68,249</u>	
Expenses										
Guest Relations	0	0	0	0	0	0	0	150	150	0%
Total Expenses	<u>0</u>	<u>55</u>	<u>55</u>	<u>0</u>	<u>155</u>	<u>155</u>	<u>0</u>	<u>800</u>	<u>800</u>	
Total Departmental Expenses	<u>3,664</u>	<u>6,422</u>	<u>2,758</u>	<u>12,901</u>	<u>20,439</u>	<u>7,538</u>	<u>12,901</u>	<u>81,950</u>	<u>69,049</u>	

**Cross Insurance Arena
ADVERTISING/SPONSORSHIP
For the Three Months Ending September 2024**

	Period To Date			Year To Date			Actual	Annual Budget	Annual Budget Var	% of Annual Budget Achieved
	Actual	Curr Budget	Budget Var	Actual	Curr Budget	Budget Var				
Expenses										
Other Travel Expense	0	250	250	0	750	750	0	3,500	3,500	0%
R&M/Equip. Fund Expense	543	750	208	543	1,750	1,208	543	6,250	5,708	9%
Printing	0	50	50	0	50	50	0	250	250	0%
Total Expenses	<u>543</u>	<u>1,050</u>	<u>508</u>	<u>543</u>	<u>2,550</u>	<u>2,008</u>	<u>543</u>	<u>10,000</u>	<u>9,458</u>	
Total Departmental Expenses	543	1,050	508	543	2,550	2,008	543	10,000	9,458	

**Cross Insurance Arena
FOOD AND BEVERAGE
For the Three Months Ending September 2024**

	Period To Date			Year To Date			Actual	Annual Budget	Annual Budget Var	% of Annual Budget Achieved
	Actual	Curr Budget	Budget Var	Actual	Curr Budget	Budget Var				
Personnel Expenses										
Salaries	5,969	9,669	3,700	19,398	31,421	12,023	19,398	125,696	106,298	15%
Part-Time Labor	3,192	25,000	21,808	17,897	59,000	41,103	17,897	432,600	414,703	4%
Outside Payroll Service	4,746	7,000	2,254	8,751	11,000	2,249	8,751	240,000	231,249	4%
Employee Benefits	1,621	2,372	751	3,966	7,116	3,150	3,966	28,472	24,506	14%
Incentive Compensation	0	0	0	0	0	0	0	7,759	7,759	0%
401K	0	556	556	0	1,667	1,667	0	6,672	6,672	0%
Payroll Taxes	767	2,930	2,163	3,162	7,391	4,229	3,162	49,945	46,783	6%
Allocated to Events	(15,444)	(32,000)	(16,556)	(35,083)	(68,000)	(32,917)	(35,083)	(670,000)	(634,917)	5%
Total Personnel Expenses	851	15,527	14,676	18,091	49,595	31,504	18,091	221,144	203,053	
Expenses										
Other Travel Expense	0	250	250	0	250	250	0	350	350	0%
Cash (Over)/Short	5	0	(5)	33	0	(33)	33	0	(33)	Not Budgeted
Computer Maintenance	2,290	2,851	562	6,869	8,553	1,685	6,869	34,206	27,338	20%
Credit card fees expense	1,750	6,000	4,250	4,003	11,000	6,997	4,003	80,000	75,997	5%
Dues & Subscriptions	0	0	0	0	0	0	0	250	250	0%
R&M/Equip. Fund Expense	4,647	1,000	(3,647)	9,411	6,000	(3,411)	9,411	15,000	5,589	63%
Licenses and Permits	76	88	12	227	263	35	227	1,050	823	22%
Meetings/Conferences	0	250	250	30	250	220	30	250	220	12%
Paper Supplies	341	500	159	341	600	259	341	31,000	30,659	1%
Recruiting Expense	0	50	50	0	100	100	0	200	200	0%
Cell Phone/Telephone/Data Lines	51	109	58	153	327	174	153	1,300	1,147	12%
Smallwares	108	250	142	207	250	43	207	2,000	1,793	10%
Uniforms	0	600	600	346	1,450	1,104	346	7,000	6,654	5%
Total Expenses	9,267	11,948	2,681	21,619	29,043	7,423	21,619	172,606	150,987	
Total Departmental Expenses	10,117	27,475	17,357	39,711	78,638	38,927	39,711	393,750	354,039	

**Cross Insurance Arena
OVERHEAD
For the Three Months Ending September 2024**

	Period To Date			Year To Date			Actual	Annual Budget	Annual Budget Var	% of Annual Budget Achieved
	Actual	Curr Budget	Budget Var	Actual	Curr Budget	Budget Var				
Expenses										
Automobile Expenses	130	75	(55)	130	75	(55)	130	750	620	17%
Parking Expense	2,384	2,583	199	7,633	7,749	117	7,633	31,000	23,368	25%
Prof Fees - Deferred Comp. Plan	0	50	50	0	50	50	0	500	500	0%
Insurance & Bonding	13,933	10,120	(3,813)	37,327	30,360	(6,967)	37,327	121,455	84,128	31%
Licenses and Permits	199	458	259	597	1,374	778	597	5,500	4,904	11%
Management Fee Expense	11,771	10,389	(1,382)	31,166	31,165	(1)	31,166	124,666	93,500	25%
Office Supplies	537	400	(137)	716	750	34	716	7,500	6,784	10%
Equipment Rental	875	875	0	2,625	2,625	0	2,625	10,500	7,875	25%
Postage	295	150	(145)	489	500	11	489	1,750	1,261	28%
Internet - Phone	3,620	3,675	55	10,889	11,025	136	10,889	44,100	33,211	25%
Utilities	35,185	34,000	(1,185)	100,919	104,300	3,381	100,919	484,300	383,381	21%
Total Expenses	68,929	62,775	(6,154)	192,491	189,973	(2,518)	192,491	832,021	639,530	
Total Departmental Expenses	69,401	62,775	(6,626)	192,963	189,973	(2,990)	192,963	832,021	639,058	

**Cross Insurance Arena
OTHER INCOME
For the Three Months Ending September 2024**

	Period To Date			Year To Date			Annual Budget	Annual Budget Budget Var	% of Annual Budget Achieved
	Actual	Curr Budget	Budget Var	Actual	Curr Budget	Budget Var			
OTHER INCOME									
Advertising Sponsorship Incr	51,622	44,802	6,820	142,281	134,406	7,875	537,625	(395,344)	26%
Premium Seat Income	12,429	14,091	(1,662)	33,380	42,269	(8,889)	169,094	(135,714)	20%
Rink Program Revenue	0	0	0	0	0	0	20,000	(20,000)	0%
Other revenue	5,991	2,950	3,041	12,760	4,300	8,460	48,000	(35,240)	27%
TOTAL OTHER INCOME	70,041	61,843	8,198	188,421	180,975	7,446	774,719	(586,298)	24%



One Civic Center Square, Portland, ME 04101

OCTOBER 2024

Fiscal Year ending June 30, 2024

Submitted By
Mark Eddy

SPECTRA VENUE MANAGEMENT

D. Blank
D. Higgins
K. Hilsgen
G. O'Dell
K. Vaske

Mark Eddy

Mark Eddy, Director of Finance

Mike LoConte

Mike LoConte, General Manager



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**OVG360
BALANCE SHEET ANALYSIS
CONTROL FORM**

OVG360 Facility Cross Insurance Arena

Month OCTOBER

Year 2024

	Date Completed	By:
Bank Reconciliations		
Operating	11/18/2024	Mark Eddy
Event Ticketing	11/18/2024	Mark Eddy
Accounts Receivable Analysis	11/19/2024	Mark Eddy
A/R Reserve (Bad Debt) Account	11/19/2024	Mark Eddy
A/R Exchange/Misc Receivables	N/A	
A/R Ticketmaster Web/Phone/Consignment Tickets	11/19/2024	Mark Eddy
Payroll Clearing Account	11/19/2024	Mark Eddy
Prepaid Expense Analysis	11/19/2024	Mark Eddy
Accounts Payable Analysis	11/19/2024	Mark Eddy
Accrued Liabilities Analysis (<i>All Accounts</i>)		
Payroll Accrual	11/19/2024	Mark Eddy
Operating Expense Accrual	11/19/2024	Mark Eddy
Management Incentive Accrual	11/19/2024	Mark Eddy
Employee Incentive Accrual	11/19/2024	Mark Eddy
Deferred Income - Advertising Sponsorship/Trade/Naming Rights	11/19/2024	Mark Eddy
Deferred Income/ Ticket Analysis	11/19/2024	Mark Eddy
Advanced Event Deposits - Deferred Rent	11/19/2024	Mark Eddy
Event Liability Analysis - (<i>All Accounts</i>)	11/19/2024	Mark Eddy
Other accounts		

Mark Eddy 11/19/2024
Director of Finance Date

Mike LoConte 11/20/2024
General Manager Date

Comments: _____

Date Received	<input style="width: 90%;" type="text"/>
Reviewed by:	<input style="width: 90%;" type="text"/>

Cross Insurance Arena
FINANCIAL STATEMENT COMMENTS
Month Ending October 31, 2024

	<u>ACTUAL</u>	<u>BUDGET</u>	<u>FAV(UNFAV)</u> <u>VARIANCE</u>
NO OF EVENTS	9	9	0
PAID ATTENDANCE	23,651	32,750	(9,099)
DIRECT EVENT INCOME	(11,231)	5,660	(16,891)
FACILITY FEE	46,347	60,750	(14,403)
SUITE REVENUE	0	1,125	(1,125)
NET TICKETING REVENUE	25,352	47,050	(21,698)
ANCILLARY INCOME	130,485	137,374	(6,889)
TOTAL EVENT INCOME	<u>190,952</u>	<u>251,959</u>	<u>(61,007)</u>
OTHER INCOME	64,681	63,493	1,188
INDIRECT EXPENSES	248,625	249,875	1,250
NET INCOME (LOSS)	<u>7,008</u>	<u>65,577</u>	<u>(58,569)</u>

EVENT INCOME:				
	UNDER	BUDGET BY	(61,007)	DUE TO THE FOLLOWING:
	Actual	MTD Budget	FAV(UNFAV) VARIANCE	COMMENTS:
Regular Season Hockey	102,624	94,220	8,404	Higher ancillary revenues than projected for the 5 home games in October. Lower ticket sales and attendance than originally projected for 4 Hot Wheels shows.
Monster Trucks	88,329	157,739	(69,410)	
	<u>190,952</u>	<u>251,959</u>	<u>(61,007)</u>	
OTHER INCOME:				
	OVER	BUDGET BY	1,188	DUE TO THE FOLLOWING:
	Actual	MTD Budget	FAV(UNFAV) VARIANCE	COMMENTS:
Advertising Sponsorship Incr	45,475	44,802	673	Lower seat license renewals in October. Higher order fee revenues than originally projected for the month.
Premium Seat Income	12,429	14,091	(1,662)	
Other revenue	6,777	4,600	2,177	
	<u>64,681</u>	<u>63,493</u>	<u>1,188</u>	
INDIRECT EXPENSES:				
	UNDER	BUDGET BY	1,250	DUE TO THE FOLLOWING:
	Actual	MTD Budget	FAV(UNFAV) VARIANCE	COMMENTS:
EXECUTIVE	14,187	17,431	3,244	Lower part-time wages and benefit costs than projected for October. Lower advertising and subscription cost than budgeted for the month.. One less FTE than originally budgeted for the month. One more FTE than originally budgeted for the month. Higher part-time labor and supplies expenses than projected for October. Lower labor allocations to events than projected for October events. Lower benefit costs than projected for the month. Lower part-time labor costs and one less FTE than originally projected for the month. Higher insurance expenses than originally budgeted for October.
MARKETING	9,653	11,624	1,971	
FINANCE	16,861	24,919	8,058	
BOX OFFICE	17,221	11,131	(6,090)	
OPERATIONS	51,255	47,581	(3,674)	
EVENT SERVICES	41,994	32,429	(9,565)	
GROUP SALES	5,604	7,606	2,002	
ADVERTISING/SPONSOR	72	800	728	
FOOD AND BEVERAGE	24,915	32,230	7,314	
OVERHEAD	66,864	64,125	(2,739)	
	<u>248,625</u>	<u>249,875</u>	<u>1,250</u>	

**Cross Insurance Arena
FINANCIAL STATEMENT COMMENTS
For the Four Months Ending October 2024**

	<u>ACTUAL</u>	<u>BUDGET</u>	<u>FAV(UNFAV) VARIANCE</u>
NO OF EVENTS	21	21	0
PAID ATTENDANCE	42,779	53,850	(11,071)
DIRECT EVENT INCOME	34,393	78,312	(43,919)
FACILITY FEE	102,598	118,650	(16,052)
SUITE REVENUE	0	4,125	(4,125)
NET TICKETING REVENUE	76,955	51,437	25,518
ANCILLARY INCOME	197,188	192,249	4,939
TOTAL EVENT INCOME	<u>411,134</u>	<u>444,773</u>	<u>(33,639)</u>
OTHER INCOME	253,102	244,468	8,634
INDIRECT EXPENSES	826,083	939,848	113,765
NET OPERATING INCOME(LOSS)	<u>(161,847)</u>	<u>(250,607)</u>	<u>88,760</u>

COMMENTS:

EVENT INCOME:	UNDER	BUDGET BY	(33,639)	DUE TO THE FOLLOWING:
	YTD	YTD	FAV(UNFAV)	
	Actual	Budget	VARIANCE	COMMENTS:
Broadway Series	60,769	40,220	20,549	Higher ticket sales and ancillary revenues than budgeted for Book of Mormon shows.
Monster Jam	88,329	157,739	(69,410)	Lower ticket sales and attendance than originally projected for 4 Hot Wheels shows.
Regular Season Hockey	102,624	94,220	8,404	Higher ancillary revenues than projected for the 5 home games in October.
Trade Shows	14,736	8,358	6,378	Higher rent and catering revenues from Maine Health Conference.
Comedy Shows	69,458	61,570	7,888	Higher premium ticketing revenues than originally budgeted for Theo Von event.
Family	75,219	82,666	(7,447)	Lower attendances and revenues from Price is Right and Jurassic Quest events.
	<u>411,134</u>	<u>444,773</u>	<u>(33,639)</u>	

OTHER INCOME:	OVER	BUDGET BY	8,634	DUE TO THE FOLLOWING:
	YTD	YTD	FAV(UNFAV)	
	Actual	Budget	VARIANCE	COMMENTS:
Advertising Sponsorship In	187,755	179,208	8,547	Higher sponsorship sales YTD.
Premium Seat Income	45,809	56,360	(10,551)	Lower seat license renewals in YTD.
Rink Program Revenue	0	0	0	
Other revenue	19,538	8,900	10,638	Higher order fee revenues than originally projected YTD.
	<u>253,102</u>	<u>244,468</u>	<u>8,634</u>	

INDIRECT EXPENSES:	UNDER	BUDGET BY	113,765	DUE TO THE FOLLOWING:
	YTD	YTD	FAV(UNFAV)	
	Actual	Budget	VARIANCE	COMMENTS:
EXECUTIVE	54,105	63,586	9,481	Lower travel expense, benefit costs, and part-time wages than projected YTD.
MARKETING	39,161	43,271	4,110	Lower non-event advertising expenses than projected YTD.
FINANCE	62,959	92,934	29,975	One less FTE than originally budgeted YTD.
BOX OFFICE	49,879	40,087	(9,792)	One more FTE than originally budgeted YTD.
OPERATIONS	175,554	182,176	6,622	Lower maintenance and ice expenses than projected for first four months.
EVENT SERVICES	100,852	121,434	20,582	Lower part-time wage and benefit costs than projected YTD..
GROUP SALES	18,505	28,045	9,540	Lower wages and benefit costs than projected YTD.
ADVERTISING/SPONSC	615	3,350	2,736	Lower fulfillment and maintenance expenses YTD.
FOOD AND BEVERAGE	64,626	110,867	46,241	One less FTE and lower part-time wages than originally projected YTD.
OVERHEAD	259,827	254,098	(5,729)	Higher insurance expenses than originally budgeted YTD.
	<u>826,083</u>	<u>939,848</u>	<u>113,765</u>	

**CROSS INSURANCE ARENA
BALANCE SHEET COMMENTS**

ACCOUNTS RECEIVABLE

	<u>AMOUNT</u>	<u>%</u>
<u>AGED RECEIVABLES:</u>		
CURRENT	202,905	80.2%
OVER 30 DAYS	-	0.0%
OVER 60 DAYS	-	0.0%
OVER 90 DAYS*	-	0.0%
OVER 120 DAYS*	50,210	19.8%
TOTAL:	253,115	100.0%

	<u>OVER 120DAYS</u>	<u>AMOUNT</u>	<u>COMMENT</u>
Northeast Credit Union		2,210	Sign Production - Expected to collect
Bath Savings		20,000	Sponsorship - Expect to collect
Renewal By Anderson		6,000	Sponsorship - Expect to collect
Holiday Inn		11,000	Sponsorship - Expect to collect
Rinck Advertising		7,500	Sponsorship - Expect to collect
Eastman Hill Enterprises		3,500	Sponsorship - Expect to collect
		50,210	

ACCOUNTS PAYABLE

	<u>AMOUNT</u>	<u>%</u>	<u>COMMENT</u>
<u>AGED PAYABLES:</u>			
CURRENT	384,710	100.0%	
OVER 30 DAYS	-	0.0%	
OVER 60 DAYS	-	0.0%	
OVER 90 DAYS	-	0.0%	
OVER 120 DAYS	-	0.0%	
TOTAL:	384,710	100.0%	

Note:

<u>CUSTOMER</u>	<u>OVER 120 DAYS</u>	<u>AMOUNT</u>	<u>COMMENT</u>

CROSS INSURANCE ARENA
 ROLLING FORECAST
 as of October 31, 2024
 FYE June 30, 2025

	ACTUAL October 31, 2024	BALANCE PROJECTED FY 2025	TOTAL ACT/PROJ FY 2025	ORIG BUDGET FYE June 30, 2025	Variance
# OF EVENTS	21	79	100	100	0
Direct Event Income	34,393	193,530	227,923	227,923	0
Facility Fee	102,598	319,762	422,360	422,360	0
Suite Revenue	0	12,900	12,900	12,900	0
Ticketing System Income	76,955	131,106	208,061	208,061	0
Ancillary Income	197,188	956,234	1,153,422	1,153,422	0
TOTAL EVENT INCOME	<u>411,134</u>	<u>1,613,532</u>	<u>2,024,666</u>	<u>2,024,666</u>	<u>0</u>
OTHER INCOME	253,102	521,616	774,718	774,718	0
INDIRECT EXPENSES	<u>826,083</u>	<u>2,191,362</u>	<u>3,017,445</u>	<u>3,017,445</u>	<u>0</u>
NET OPERATING INCOME (LOSS)	<u>(161,847)</u>	<u>(56,214)</u>	<u>(218,061)</u>	<u>(218,061)</u>	<u>0</u>

October adjustments affect to FY Forecast

COMMENTS:

Difference from prior month:	0
Event Income	0
Other Income	0
Indirect Expenses	0
Totals	<u><u>0</u></u>

Incentive Fee Calculation

Base Management Fee Projected	120,450
Financial Incentive Fee	60,225
Food & Beverage Incentives	36,135
Qualitative Incentives	-
Total Management Fee Projected	<u><u>216,810</u></u>

Mark Eddy

Director of Finance
Mark Eddy

Mike LoConte

General Manager
Mike LoConte

Cross Insurance Arena
BALANCE SHEET
October 2024

ASSETS

CURRENT ASSETS

Cash & cash equivalents	2,519,638	
Accounts receivable	253,115	
Accounts Receivable from Third Party	467,012	
Prepaid	66,841	
Inventory	103,467	
TOTAL CURRENT ASSETS		3,410,074

TOTAL ASSETS		3,410,074
--------------	--	-----------

LIABILITIES AND EQUITY

CURRENT LIABILITIES

Accounts payable	384,710	
Accrued payroll & related costs	161,597	
Sales and Use Tax payable	18,554	
Other accrued liabilities	549,972	
Deposits and Deferred income	2,113,202	
TOTAL LIABILITIES		3,228,035

EQUITY

Retained Earnings	(1,075,423)	
Client Funding	1,419,650	
Current Retained Earnings	(162,691)	182,038
TOTAL EQUITY		182,038

TOTAL LIABILITIES AND EQUITY		3,410,074
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Cross Insurance Arena
CONSOLIDATED INCOME STATEMENT
For the Four Months Ending October 2024

	PERIOD TO DATE			YEAR TO DATE		
	Actual	Curr Budget	Budget Variance	Actual	Curr Budget	Budget Variance
Number of Events	9	9	0	21	21	0
Total Paid General	23,651	32,750	(9,099)	42,779	53,850	(11,071)
Turnstile Attendance- General	19,031	26,250	(7,219)	37,695	47,600	(9,905)
RENTAL INCOME						
GROSS TICKET REVENUE	520,135	516,100	4,035	1,488,964	1,367,100	121,864
SPONSORSHIP REVENUE	0	0	0	0	4,500	(4,500)
RENT BILLED	73,384	90,600	(17,216)	97,884	144,100	(46,216)
GROSS REVENUE	593,519	606,700	(13,181)	1,586,848	1,515,700	71,148
PROMOTER PROCEEDS	(534,264)	(516,100)	(18,164)	(1,114,186)	(1,371,600)	257,414
NET RENTAL INCOME	59,255	90,600	(31,345)	472,662	144,100	328,562
NET SERVICE INCOME / (LOSS)	(70,487)	(84,940)	14,453	(438,269)	(65,788)	(372,481)
DIRECT EVENT INCOME	(11,231)	5,660	(16,891)	34,393	78,312	(43,919)
FACILITY FEE REVENUE	46,347	60,750	(14,403)	102,598	118,650	(16,052)
SUITE TICKET REVENUE	0	1,125	(1,125)	0	4,125	(4,125)
CONV/TICKET PROC REVENUE	25,352	47,050	(21,698)	93,463	55,825	37,638
EVENT SPONSORSHIP	0	0	0	0	0	0
PROMOTER SHARE OF REVENUES	0	0	0	(16,508)	(4,388)	(12,120)
TOTAL SURCHARGE/REBATE/PRESHC	71,699	108,925	(37,226)	179,553	174,212	5,341
ANCILLARY INCOME						
CONCESSIONS	134,095	144,974	(10,879)	195,297	200,015	(4,718)
TEAM/PROMOTER SHARE	(34,423)	(41,000)	6,577	(51,982)	(60,076)	8,094
SUITES/CATERING	25,143	33,400	(8,257)	39,547	49,575	(10,028)
NOVELTY	5,670	0	5,670	14,326	2,735	11,591
TOTAL ANCILLARY INCOME	130,485	137,374	(6,889)	197,188	192,249	4,939
EVENT OPERATING INCOME	190,952	251,959	(61,007)	411,134	444,773	(33,639)
INDIRECT EXPENSES:						
EXECUTIVE	14,187	17,431	3,244	54,105	63,586	9,481
MARKETING	9,653	11,624	1,971	39,161	43,271	4,110
FINANCE	16,861	24,919	8,058	62,959	92,934	29,975
BOX OFFICE	17,221	11,131	(6,090)	49,879	40,087	(9,792)
OPERATIONS	51,255	47,581	(3,674)	175,554	182,176	6,622
EVENT SERVICES	41,994	32,429	(9,565)	100,852	121,434	20,582
GROUP SALES	5,604	7,606	2,002	18,505	28,045	9,540
ADVERTISING/SPONSORSHIP	72	800	728	615	3,350	2,736
FOOD AND BEVERAGE	24,915	32,230	7,314	64,626	110,867	46,241
OVERHEAD	66,864	64,125	(2,739)	259,827	254,098	(5,729)
TOTAL INDIRECT EXPENSES	248,625	249,875	1,250	826,083	939,848	113,765
Advertising Sponsorship Income	45,475	44,802	673	187,755	179,208	8,547
Premium Seat Income	12,429	14,091	(1,662)	45,809	56,360	(10,551)
Rink Program Revenue	0	0	0	0	0	0
Other revenue	6,777	4,600	2,177	19,538	8,900	10,638
TOTAL OTHER INCOME	64,681	63,493	1,188	253,102	244,468	8,634
NET OPERATING INCOME (LOSS)	7,008	65,577	(58,569)	(161,847)	(250,607)	88,760

Cross Insurance Arena
YEAR TO DATE EVENT SUMMARY

All Events For the Four Months Ending October 2024									
	PERIOD TO DATE			YEAR TO DATE			ANNUAL BUDGET		
	Actual	Curr Budget	Budget Var	Actual	Curr Budget	Budget Var	YTD Actual	YTD Budget	Budget Var
Regular Season Hockey									
Number of Events	5	5	0	5	5	0	5	36	(31)
Total Paid General	15,740	18,750	(3,010)	15,740	18,750	(3,010)	15,740	135,000	(119,260)
Turnstile Attendance - Gene	11,228	14,250	(3,022)	11,228	14,250	(3,022)	11,228	102,600	(91,372)
Turnstile Attendance- Suite	0	0	0	0	0	0	0	0	0
Direct Event Income	(10,379)	(18,740)	8,361	(10,379)	(18,740)	8,361	(10,379)	(134,935)	124,556
Facility Fee Revenue	23,613	18,750	4,863	23,613	18,750	4,863	23,613	135,000	(111,387)
Suite Ticket Revenue	0	125	(125)	0	125	(125)	0	900	(900)
Conv/Ticket Proc Revenue	3,604	8,000	(4,396)	3,604	8,000	(4,396)	3,604	57,600	(53,996)
Ancillary Income	85,786	86,085	(299)	85,786	86,085	(299)	85,786	619,800	(534,014)
TOTAL EVENT INCOME	102,624	94,220	8,404	102,624	94,220	8,404	102,624	678,365	(575,741)
Major Concerts									
Number of Events	0	0	0	0	0	0	0	0	0
Total Paid General	0	0	0	0	0	0	0	0	0
Turnstile Attendance - Ger	0	0	0	0	0	0	0	0	0
Turnstile Attendance- Su	0	0	0	0	0	0	0	0	0
Direct Event Income	0	0	0	0	0	0	0	0	0
Facility Fee Revenue	0	0	0	0	0	0	0	0	0
Suite Ticket Revenue	0	0	0	0	0	0	0	0	0
Conv/Ticket Proc Revenue	0	0	0	0	0	0	0	0	0
Ancillary Income	0	0	0	0	0	0	0	0	0
Major Concerts	0	0	0	0	0	0	0	0	0
Monster Jam									
Number of Events	4	4	0	4	4	0	4	4	0
Total Paid General	7,911	14,000	(6,089)	7,911	14,000	(6,089)	7,911	14,000	(6,089)
Turnstile Attendance - Ger	7,803	12,000	(4,197)	7,803	12,000	(4,197)	7,803	12,000	(4,197)
Turnstile Attendance- Su	0	0	0	0	0	0	0	0	0
Direct Event Income	(852)	24,400	(25,252)	(852)	24,400	(25,252)	(852)	24,400	(25,252)
Facility Fee Revenue	22,734	42,000	(19,266)	22,734	42,000	(19,266)	22,734	42,000	(19,266)
Suite Ticket Revenue	0	1,000	(1,000)	0	1,000	(1,000)	0	1,000	(1,000)
Conv/Ticket Proc Revenue	21,748	39,050	(17,302)	21,748	39,050	(17,302)	21,748	39,050	(17,302)
Ancillary Income	44,699	51,289	(6,590)	44,699	51,289	(6,590)	44,699	51,289	(6,590)
TOTAL EVENT INCOME	88,329	157,739	(69,410)	88,329	157,739	(69,410)	88,329	157,739	(69,410)
Broadway Series									
Number of Events	0	0	0	3	3	0	3	3	0
Total Paid General	0	0	0	5,060	3,600	1,460	5,060	3,600	1,460
Turnstile Attendance - Ger	0	0	0	4,707	4,200	507	4,707	4,200	507
Turnstile Attendance- Su	0	0	0	0	0	0	0	0	0
Direct Event Income	0	0	0	-10,271	13,872	-24,143	-10,271	13,872	-24,143
Facility Fee Revenue	0	0	0	20,250	5,400	14,850	20,250	5,400	14,850
Suite Ticket Revenue	0	0	0	0	3,000	-3,000	0	3,000	-3,000
Conv/Ticket Proc Revenue	0	0	0	31,028	8,775	22,253	31,028	8,775	22,253
Ancillary Income	0	0	0	19,762	9,173	10,589	19,762	9,173	10,589
TOTAL EVENT INCOME	0	0	0	60,769	40,220	20,549	60,769	40,220	20,549
Other									
Number of Events	0	0	0	0	0	0	0	0	0
Total Paid General	0	0	0	0	0	0	0	0	0
Turnstile Attendance - Ger	0	0	0	0	0	0	0	0	0
Turnstile Attendance- Su	0	0	0	0	0	0	0	0	0
Direct Event Income	0	0	0	0	0	0	0	0	0
Facility Fee Revenue	0	0	0	0	0	0	0	0	0
Suite Ticket Revenue	0	0	0	0	0	0	0	0	0
Conv/Ticket Proc Revenue	0	0	0	0	0	0	0	0	0
Ancillary Income	0	0	0	0	0	0	0	0	0
TOTAL EVENT INCOME	0	0	0	0	0	0	0	0	0
Globetrotters									
Number of Events	0	0	0	0	0	0	0	0	0
Total Paid General	0	0	0	0	0	0	0	0	0
Turnstile Attendance - Ger	0	0	0	0	0	0	0	0	0
Turnstile Attendance- Su	0	0	0	0	0	0	0	0	0
Direct Event Income	0	0	0	0	0	0	0	0	0
Facility Fee Revenue	0	0	0	0	0	0	0	0	0
Suite Ticket Revenue	0	0	0	0	0	0	0	0	0
Conv/Ticket Proc Revenue	0	0	0	0	0	0	0	0	0
Ancillary Income	0	0	0	0	0	0	0	0	0
TOTAL EVENT INCOME	0	0	0	0	0	0	0	0	0
Minor Concerts									
Number of Events	0	0	0	0	0	0	0	0	0
Total Paid General	0	0	0	0	0	0	0	0	0
Turnstile Attendance - Ger	0	0	0	0	0	0	0	0	0
Turnstile Attendance- Su	0	0	0	0	0	0	0	0	0
Direct Event Income	0	0	0	0	0	0	0	0	0
Facility Fee Revenue	0	0	0	0	0	0	0	0	0
Suite Ticket Revenue	0	0	0	0	0	0	0	0	0
Conv/Ticket Proc Revenue	0	0	0	0	0	0	0	0	0
Ancillary Income	0	0	0	0	0	0	0	0	0

Cross Insurance Arena
YEAR TO DATE EVENT SUMMARY

All Events For the Four Months Ending October 2024									
	PERIOD TO DATE			YEAR TO DATE			ANNUAL BUDGET		
	Actual	Curr Budget	Budget Var	Actual	Curr Budget	Budget Var	YTD Actual	YTD Budget	Budget Var
TOTAL EVENT INCOME	0	0	0	0	0	0	0	0	0
College Hockey									
Number of Events	0	0	0	0	0	0	0	0	0
Total Paid General	0	0	0	0	0	0	0	0	0
Turnstile Attendance - Ger	0	0	0	0	0	0	0	0	0
Direct Event Income	0	0	0	0	0	0	0	0	0
Facility Fee Revenue	0	0	0	0	0	0	0	0	0
Suite Ticket Revenue	0	0	0	0	0	0	0	0	0
Conv/Ticket Proc Revenue	0	0	0	0	0	0	0	0	0
Ancillary Income	0	0	0	0	0	0	0	0	0
TOTAL EVENT INCOME	0	0	0	0	0	0	0	0	0
Charity/Community Events									
Number of Events	0	0	0	0	0	0	0	0	0
Total Paid General	0	0	0	0	0	0	0	0	0
Turnstile Attendance - Ger	0	0	0	0	0	0	0	0	0
Turnstile Attendance- Su	0	0	0	0	0	0	0	0	0
Direct Event Income	0	0	0	0	0	0	0	0	0
Ancillary Income	0	0	0	0	0	0	0	0	0
TOTAL EVENT INCOME	0	0	0	0	0	0	0	0	0
Comedy Shows									
Number of Events	0	0	0	1	1	0	1	4	(3)
Total Paid General	0	0	0	4,937	5,500	(563)	4,937	22,000	(17,063)
Turnstile Attendance - Ger	0	0	0	4,744	5,400	(656)	4,744	21,600	(16,856)
Direct Event Income	0	0	0	12,017	18,525	(6,508)	12,017	74,100	(62,083)
Facility Fee Revenue	0	0	0	7,446	16,500	(9,055)	7,446	66,000	(58,555)
Suite Ticket Revenue	0	0	0	0	0	0	0	0	0
Conv/Ticket Proc Revenue	0	0	0	29,078	0	29,078	29,078	0	29,078
Ancillary Income	0	0	0	20,918	26,545	(5,627)	20,918	106,181	(85,263)
TOTAL EVENT INCOME	0	0	0	69,458	61,570	7,888	69,458	246,281	(176,823)
Other Sports									
Number of Events	0	0	0	0	0	0	0	0	0
Total Paid General	0	0	0	0	0	0	0	0	0
Turnstile Attendance - Ger	0	0	0	0	0	0	0	0	0
Direct Event Income	0	0	0	0	0	0	0	0	0
Facility Fee Revenue	0	0	0	0	0	0	0	0	0
Conv/Ticket Proc Revenue	0	0	0	0	0	0	0	0	0
Ancillary Income	0	0	0	0	0	0	0	0	0
TOTAL EVENT INCOME	0	0	0	0	0	0	0	0	0
Other Family Shows									
Number of Events	0	0	0	6	6	0	6	6	0
Total Paid General	0	0	0	9,131	12,000	(2,869)	9,131	12,000	(2,869)
Turnstile Attendance - Ger	0	0	0	8,713	11,400	(2,687)	8,713	11,400	(2,687)
Turnstile Attendance- Su	0	0	0	0	0	0	0	0	0
Direct Event Income	0	0	0	33,329	31,860	1,469	33,329	31,860	1,469
Facility Fee Revenue	0	0	0	28,556	36,000	(7,444)	28,556	36,000	(7,444)
Suite Ticket Revenue	0	0	0	0	0	0	0	0	0
Conv/Ticket Proc Revenue	0	0	0	8,004	0	8,004	8,004	0	8,004
Ancillary Income	0	0	0	5,330	14,806	(9,476)	5,330	14,806	(9,476)
TOTAL EVENT INCOME	0	0	0	75,219	82,666	(7,447)	75,219	82,666	(7,447)
Meetings									
Number of Events	0	0	0	0	0	0	0	0	0
Direct Event Income	0	0	0	0	0	0	0	0	0
TOTAL EVENT INCOME	0	0	0	0	0	0	0	0	0
Post-Season Hockey									
Number of Events	0	0	0	0	0	0	0	0	0
Total Paid General	0	0	0	0	0	0	0	0	0
Turnstile Attendance - Ger	0	0	0	0	0	0	0	0	0
Direct Event Income	0	0	0	0	0	0	0	0	0
Facility Fee Revenue	0	0	0	0	0	0	0	0	0
Suite Ticket Revenue	0	0	0	0	0	0	0	0	0
Conv/Ticket Proc Revenue	0	0	0	0	0	0	0	0	0
Ancillary Income	0	0	0	0	0	0	0	0	0
TOTAL EVENT INCOME	0	0	0	0	0	0	0	0	0
Trade Shows									
Number of Events	0	0	0	2	2	0	2	7	(5)
Total Paid General	0	0	0	0	0	0	0	1,750	(1,750)
Turnstile Attendance - Ger	0	0	0	500	350	150	500	1,750	(1,250)
Direct Event Income	0	0	0	10,550	8,395	2,155	10,550	32,014	(21,464)
Facility Fee Revenue	0	0	0	0	0	0	0	5,250	(5,250)

Cross Insurance Arena
YEAR TO DATE EVENT SUMMARY

All Events For the Four Months Ending October 2024									
	PERIOD TO DATE			YEAR TO DATE			ANNUAL BUDGET		
	Actual	Curr Budget	Budget Var	Actual	Curr Budget	Budget Var	YTD Actual	YTD Budget	Budget Var
Conv/Ticket Proc Revenue	0	0	0	0	0	0	0	4,900	(4,900)
Ancillary Income	0	0	0	4,186	(37)	4,223	4,186	136	4,050
TOTAL EVENT INCOME	0	0	0	14,736	8,358	6,378	14,736	42,300	(27,564)
High School Sports									
Number of Events	0	0	0	0	0	0	0	0	0
Total Paid General	0	0	0	0	0	0	0	0	0
Turnstile Attendance - Ger	0	0	0	0	0	0	0	0	0
Direct Event Income	0	0	0	0	0	0	0	0	0
Conv/Ticket Proc Revenue	0	0	0	0	0	0	0	0	0
Ancillary Income	0	0	0	0	0	0	0	0	0
TOTAL EVENT INCOME	0	0	0	0	0	0	0	0	0
Disney Shows									
Number of Events	0	0	0	0	0	0	0	0	0
Total Paid General	0	0	0	0	0	0	0	0	0
Turnstile Attendance - Ger	0	0	0	0	0	0	0	0	0
Direct Event Income	0	0	0	0	0	0	0	0	0
Facility Fee Revenue	0	0	0	0	0	0	0	0	0
Suite Ticket Revenue	0	0	0	0	0	0	0	0	0
Conv/Ticket Proc Revenue	0	0	0	0	0	0	0	0	0
Ancillary Income	0	0	0	0	0	0	0	0	0
TOTAL EVENT INCOME	0	0	0	0	0	0	0	0	0
Religious Events									
Number of Events	0	0	0	0	0	0	0	0	0
Turnstile Attendance - Ger	0	0	0	0	0	0	0	0	0
Direct Event Income	0	0	0	0	0	0	0	0	0
TOTAL EVENT INCOME	0	0	0	0	0	0	0	0	0
Cirque Holidaze									
Number of Events	0	0	0	0	0	0	0	0	0
Total Paid General	0	0	0	0	0	0	0	0	0
Turnstile Attendance - Ger	0	0	0	0	0	0	0	0	0
Direct Event Income	0	0	0	0	0	0	0	0	0
Facility Fee Revenue	0	0	0	0	0	0	0	0	0
Conv/Ticket Proc Revenue	0	0	0	0	0	0	0	0	0
Ancillary Income	0	0	0	0	0	0	0	0	0
TOTAL EVENT INCOME	0	0	0	0	0	0	0	0	0
Graduations									
Number of Events	0	0	0	0	0	0	0	0	0
Total Paid General	0	0	0	0	0	0	0	0	0
Turnstile Attendance - Ger	0	0	0	0	0	0	0	0	0
Direct Event Income	0	0	0	0	0	0	0	0	0
Ancillary Income	0	0	0	0	0	0	0	0	0
TOTAL EVENT INCOME	0	0	0	0	0	0	0	0	0
Wrestling									
Number of Events	0	0	0	0	0	0	0	0	0
Total Paid General	0	0	0	0	0	0	0	0	0
Turnstile Attendance - Ger	0	0	0	0	0	0	0	0	0
Direct Event Income	0	0	0	0	0	0	0	0	0
Ancillary Income	0	0	0	0	0	0	0	0	0
TOTAL EVENT INCOME	0	0	0	0	0	0	0	0	0
Number of Events	9	9	0	21	21	0	21	60	(39)
Total Paid General	23,651	32,750	(9,099)	42,779	53,850	(11,071)	42,779	188,350	(145,571)
Turnstile Attendance - Ger	19,031	26,250	(7,219)	37,695	47,600	(9,905)	37,695	153,550	(115,855)
Turnstile Attendance- Su	0	0	0	0	0	0	0	0	0
Direct Event Income	(11,231)	5,660	(16,891)	34,393	78,312	(43,919)	34,393	41,311	(6,918)
Facility Fee Revenue	46,347	60,750	(14,403)	102,598	118,650	(16,052)	102,598	289,650	(187,052)
Suite Ticket Revenue	0	1,125	(1,125)	0	4,125	(4,125)	0	4,900	(4,900)
Conv/Ticket Proc Revenue	25,352	47,050	(21,698)	93,463	55,825	37,638	93,463	110,325	(16,862)
Ancillary Income	130,485	137,374	(6,889)	180,681	187,861	(7,180)	180,681	801,385	(620,704)
TOTAL EVENT INCOME	190,952	251,959	(61,007)	411,134	444,773	(33,639)	411,134	1,247,571	(836,437)

**Cross Insurance Arena
Food & Beverage Income Statement
For the Four Months Ending October 2024**

	Current Month				Current YTD			
	Actual	%	Budget	%	Actual	YTD %	Budget	YTD %
SALES								
Concessions - Non Alch	41,038	15.00%	0	0.00%	64,623	15.29%	0	0.00%
Concessions Beer	76,627	28.01%	0	0.00%	127,328	30.12%	0	0.00%
Concessions Liquor	23,741	8.68%	0	0.00%	49,295	11.66%	0	0.00%
Concessions Wine	1,151	0.42%	0	0.00%	3,131	0.74%	0	0.00%
Concessions Food	105,857	38.70%	321,000	90.58%	138,791	32.83%	459,500	90.26%
CONCESSIONS SALES	248,414	90.81%	321,000	90.58%	383,168	90.64%	459,500	90.26%
Catering Food	0	0.00%	0	0.00%	0	0.00%	0	0.00%
Catering Non-Alc	0	0.00%	0	0.00%	0	0.00%	0	0.00%
Service Fees	25,143	9.19%	33,400	9.42%	39,547	9.36%	49,575	9.74%
SERVICE FEES	25,143	9.19%	33,400	9.42%	39,547	9.36%	49,575	9.74%
TOTAL SALES	273,557	100.00%	354,400	100.00%	422,715	100.00%	509,075	100.00%
COST OF SALES								
Concessions Non Alch COS	1,974	4.81%	0	0.00%	8,118	12.56%	0	0.00%
Concessions Beer COS	14,485	18.90%	0	0.00%	24,849	19.52%	0	0.00%
Concessions Liquor COS	7,638	32.17%	0	0.00%	12,252	24.85%	0	0.00%
Concessions Wine COS	622	54.01%	0	0.00%	1,351	43.15%	0	0.00%
Food COS	33,373	31.53%	77,250	21.80%	49,991	36.02%	100,750	19.79%
CONCESSIONS COST OF SALES	58,092	21.24%	77,250	21.80%	96,561	22.84%	100,750	19.79%
TOTAL COST OF SALES	58,092	21.24%	77,250	21.80%	96,561	22.84%	100,750	19.79%
GROSS PROFIT ON SALES	215,464	78.76%	277,150	78.20%	326,154	77.16%	408,325	80.21%
PAYROLL								
Fixed Wages								
Management Salaries	7,461	2.73%	12,087	3.41%	26,859	6.35%	43,508	8.55%
Variable Wages								
Part-Time Labor	31,939	11.68%	35,000	9.88%	49,835	11.79%	94,000	18.46%
Outside Payroll Service	22,855	8.35%	15,000	4.23%	31,606	7.48%	26,000	5.11%
Total Variable Wages	54,794	20.03%	50,000	14.11%	81,441	19.27%	120,000	23.57%
Total Wages	62,255	22.76%	62,087	17.52%	108,301	25.62%	163,508	32.12%
Employer Taxes	3,396	1.24%	3,767	1.06%	6,558	1.55%	11,158	2.19%
Employee Benefits	775	0.28%	2,928	0.83%	4,741	1.12%	11,711	2.30%
Total Taxes & Benefits	4,170	1.52%	6,695	1.89%	11,298	2.67%	22,869	4.49%
Total Payroll	66,425	24.28%	68,782	19.41%	119,599	28.29%	186,377	36.61%
Other Variable Expenses								
Computer Maintenance	2,290	0.84%	2,851	0.80%	9,158	2.17%	11,404	2.24%
Outside Payroll Service	0	0.00%	0	0.00%	0	0.00%	0	0.00%
Credit card fees expense	5,760	2.11%	6,000	1.69%	9,763	2.31%	17,000	3.34%
Dues & Subscriptions	0	0.00%	50	0.01%	0	0.00%	50	0.01%
Equipment Rental	0	0.00%	0	0.00%	0	0.00%	0	0.00%
R&M/Equip. Fund Expense	633	0.23%	1,000	0.28%	10,044	2.38%	7,000	1.38%
Entertainment	0	0.00%	0	0.00%	0	0.00%	0	0.00%
Guest Relations	0	0.00%	0	0.00%	0	0.00%	0	0.00%
Cell Phone/Telephone/Data Lin	0	0.00%	0	0.00%	0	0.00%	0	0.00%
Licenses and Permits	76	0.03%	88	0.02%	303	0.07%	350	0.07%
Meetings/Conferences	0	0.00%	0	0.00%	30	0.01%	250	0.05%
Office Supplies	0	0.00%	0	0.00%	0	0.00%	0	0.00%
Equipment Rental	0	0.00%	0	0.00%	0	0.00%	0	0.00%
Pest Control Expense	0	0.00%	0	0.00%	0	0.00%	0	0.00%
Cell Phone/Telephone/Data Lin	51	0.02%	109	0.03%	204	0.05%	436	0.09%
Smallwares	2,410	0.88%	250	0.07%	2,617	0.62%	500	0.10%
Training	0	0.00%	0	0.00%	0	0.00%	0	0.00%
Equipment Maintenance	0	0.00%	0	0.00%	0	0.00%	0	0.00%
Internet - Phone	0	0.00%	0	0.00%	0	0.00%	0	0.00%
Uniforms	3,314	1.21%	600	0.17%	3,659	0.87%	2,050	0.40%
Total Variable Expenses	14,672	5.36%	13,448	3.79%	36,291	8.59%	42,490	8.35%
Less: Promoter/Team Share	0	0.00%	0	0.00%	0	0.00%	0	0.00%
Net Profit (Loss)	134,368	49.12%	194,921	55.00%	170,263	40.28%	179,458	35.25%
Statistics								
Total Sales & Other Income	273,557	100.00%	354,400	100.00%	422,715	100.00%	509,075	100.00%
Number of Events	9	0.00%	9	0.00%	21	0.00%	21	0.00%
Attendance	19,031	6.96%	26,250	7.41%	37,695	8.92%	47,600	9.35%
Average Income Per Event	30,395	11.11%	39,378	11.11%	20,129	4.76%	24,242	4.76%
Net Per Cap	14.37	0.01%	13.50	0.00%	11.21	0.00%	10.69	0.00%

Cross Insurance Arena
CONSOLIDATED INDIRECT DEPARTMENT EXPENSES
For the Four Months Ending October 2024

	Period To Date			Year To Date			Actual	Annual Budget	Annual Budget Var	% of Annual Budget Achieved
	Actual	Curr Budget	Budget Var	Actual	Curr Budget	Budget Var				
Personnel Expenses										
Salaries	94,522	99,615	5,093	329,109	358,593	29,484	329,109	1,035,944	706,835	32%
Part-Time Labor	114,942	109,000	(5,942)	261,279	314,000	52,721	261,279	1,415,600	1,154,321	18%
Outside Payroll Service	22,855	15,000	(7,855)	32,078	26,000	(6,078)	32,078	240,000	207,922	13%
Employee Benefits	14,280	20,983	6,703	62,872	83,929	21,058	62,872	251,813	188,942	25%
Incentive Compensation	404	0	(404)	404	0	(404)	404	70,415	70,011	1%
401K	(2,949)	4,731	7,680	949	18,922	17,973	949	56,792	55,843	2%
Payroll Taxes	16,966	17,541	575	46,354	56,229	9,875	46,354	213,854	167,500	22%
Allocated to Events	(116,707)	(121,800)	(5,093)	(283,059)	(322,900)	(39,841)	(283,059)	(1,637,000)	(1,353,941)	17%
Total Personnel Expenses	144,314	145,070	756	449,984	534,773	84,789	449,984	1,647,418	1,197,434	
Expenses										
Advertising	650	1,167	517	3,068	4,667	1,599	3,068	14,000	10,932	22%
Other Travel Expense	0	500	500	(546)	2,600	3,146	(546)	10,050	10,596	-5%
Automobile Expenses	96	75	(21)	226	150	(76)	226	750	524	30%
Armored Car Expense	247	175	(72)	494	525	31	494	2,000	1,506	25%
Cash (Over)/Short	139	0	(139)	172	0	(172)	172	0	(172)	Not Budgeted
Ice Expense	2,904	2,750	(154)	6,636	9,750	3,114	6,636	44,000	37,364	15%
Parking Expense	2,828	2,583	(245)	10,461	10,332	(129)	10,461	31,000	20,540	34%
Buidling / General Supplies	2,596	2,450	(146)	9,297	11,500	2,203	9,297	34,000	24,703	27%
Prof Fees - Deferred Comp. Plan	0	50	50	0	100	100	0	500	500	0%
Computer Maintenance	7,212	6,851	(361)	26,037	27,404	1,367	26,037	82,256	56,219	32%
Credit card fees expense	6,486	6,050	(436)	12,171	17,250	5,079	12,171	80,500	68,329	15%
Dues & Subscriptions	771	1,196	425	4,819	4,534	(285)	4,819	13,650	8,831	35%
R&M/Equip. Fund Expense	2,578	4,540	1,962	15,166	21,430	6,264	15,166	57,750	42,584	26%
General expense	1,252	2,208	956	5,075	8,834	3,759	5,075	26,500	21,425	19%
Guest Relations	0	0	0	0	0	0	0	900	900	0%
Insurance & Bonding	12,786	10,120	(2,666)	50,113	40,480	(9,633)	50,113	121,455	71,342	41%
Licenses and Permits	275	546	271	1,099	2,182	1,083	1,099	6,550	5,451	17%
Management Fee Expense	10,389	10,389	0	41,555	41,554	(1)	41,555	124,666	83,111	33%
Meetings/Conferences	30	1,360	1,330	300	3,686	3,386	300	15,700	15,400	2%
Office Supplies	494	750	256	1,210	1,500	290	1,210	7,500	6,290	16%
Equipment Rental	875	875	0	3,500	3,500	0	3,500	10,500	7,000	33%
Cleaning Supplies	3,010	2,000	(1,010)	8,665	7,750	(915)	8,665	35,000	26,335	25%
Paper Supplies	0	2,500	2,500	341	3,100	2,759	341	31,000	30,659	1%
Printing	90	175	85	537	600	63	537	1,750	1,213	31%
Pest Control Expense	250	250	0	967	1,000	33	967	3,000	2,033	32%
Postage	245	150	(95)	734	650	(84)	734	1,750	1,016	42%
Security System	30	542	512	120	2,164	2,044	120	6,500	6,380	2%
Recruiting Expense	0	50	50	0	450	450	0	950	950	0%
Cell Phone/Telephone/Data Lines	102	729	627	407	2,833	2,426	407	8,450	8,043	5%
Smallwares	2,410	250	(2,160)	2,617	500	(2,117)	2,617	2,000	(617)	131%
Snow Removal	0	0	0	0	0	0	0	250	250	0%
Equipment Maintenance	821	1,500	679	10,385	11,000	615	10,385	30,000	19,615	35%
Internet - Phone	3,638	3,675	37	14,527	14,700	173	14,527	44,100	29,573	33%
Trash Removal	2,480	2,500	20	5,498	6,000	502	5,498	28,000	22,502	20%
Uniforms	3,314	850	(2,464)	4,212	3,050	(1,162)	4,212	8,750	4,538	48%
Utilities	35,315	35,000	(315)	136,235	139,300	3,065	136,235	484,300	348,065	28%
Total Expenses	104,311	104,805	494	376,099	405,075	28,976	376,099	1,370,027	993,928	
Total Departmental Expenses	248,625	249,875	1,250	826,083	939,848	113,765	826,083	3,017,445	2,191,362	

**Cross Insurance Arena
EXECUTIVE
For the Four Months Ending October 2024**

	Period To Date			Year To Date			Actual	Annual Budget	Annual Budget Var	% of Annual Budget Achieved
	Actual	Curr Budget	Budget Var	Actual	Curr Budget	Budget Var				
Personnel Expenses										
Salaries	12,069	12,070	1	43,449	43,450	1	43,449	125,520	82,071	35%
Part-Time Labor	1,201	2,000	799	4,191	7,000	2,809	4,191	23,000	18,809	18%
Employee Benefits	811	1,057	246	4,097	4,228	131	4,097	12,685	8,588	32%
Incentive Compensation	146	0	(146)	146	0	(146)	146	25,104	24,958	1%
401K	(1,207)	723	1,930	(1,422)	2,892	4,314	(1,422)	8,681	10,103	-16%
Payroll Taxes	1,019	1,106	87	3,611	3,916	305	3,611	12,092	8,481	30%
Total Personnel Expenses	14,041	16,956	2,915	54,072	61,486	7,414	54,072	207,082	153,010	
Expenses										
Other Travel Expense	0	250	250	(546)	1,250	1,796	(546)	5,000	5,546	-11%
Dues & Subscriptions	146	150	4	579	600	21	579	1,800	1,221	32%
Meetings/Conferences	0	0	0	0	0	0	0	2,000	2,000	0%
Cell Phone/Telephone/Data Lines	0	75	75	0	250	250	0	650	650	0%
Total Expenses	146	475	329	33	2,100	2,067	33	9,700	9,667	
Total Departmental Expenses	14,187	17,431	3,244	54,105	63,586	9,481	54,105	216,782	162,677	

**Cross Insurance Arena
MARKETING
For the Four Months Ending October 2024**

	Period To Date			Year To Date			Actual	Annual Budget	Annual Budget Var	% of Annual Budget Achieved
	Actual	Curr Budget	Budget Var	Actual	Curr Budget	Budget Var				
Personnel Expenses										
Salaries	7,315	7,314	(1)	26,333	26,332	(1)	26,333	76,073	49,740	35%
Employee Benefits	1,238	1,370	132	4,979	5,480	501	4,979	16,440	11,461	30%
Incentive Compensation	44	0	(44)	44	0	(44)	44	7,607	7,563	1%
401K	(309)	348	657	295	1,392	1,097	295	4,184	3,889	7%
Payroll Taxes	595	620	25	2,135	2,190	55	2,135	6,919	4,784	31%
Total Personnel Expenses	8,883	9,652	769	33,786	35,394	1,608	33,786	111,223	77,437	
Expenses										
Advertising	650	1,167	517	3,068	4,667	1,599	3,068	14,000	10,932	22%
Other Travel Expense	0	0	0	0	0	0	0	700	700	0%
Dues & Subscriptions	0	550	550	1,740	2,200	460	1,740	6,600	4,860	26%
Guest Relations	0	0	0	0	0	0	0	500	500	0%
Meetings/Conferences	30	75	45	30	300	270	30	5,000	4,970	1%
Printing	90	125	35	537	500	(37)	537	1,500	963	36%
Total Expenses	770	1,972	1,202	5,375	7,877	2,502	5,375	28,950	23,575	
Total Departmental Expenses	9,653	11,624	1,971	39,161	43,271	4,110	39,161	140,173	101,012	

**Cross Insurance Arena
FINANCE
For the Four Months Ending October 2024**

	Period To Date			Year To Date			Actual	Annual Budget	Annual Budget Var	% of Annual Budget Achieved
	Actual	Curr Budget	Budget Var	Actual	Curr Budget	Budget Var				
Personnel Expenses										
Salaries	11,911	16,720	4,809	42,880	60,190	17,310	42,880	173,874	130,994	25%
Employee Benefits	3	1,946	1,943	34	7,784	7,750	34	23,352	23,318	0%
Incentive Compensation	71	0	(71)	71	0	(71)	71	12,387	12,316	1%
401K	(967)	776	1,743	(205)	3,104	3,309	(205)	9,312	9,517	-2%
Payroll Taxes	921	1,200	279	3,300	4,500	1,200	3,300	13,856	10,556	24%
Total Personnel Expenses	11,939	20,642	8,703	46,080	75,578	29,498	46,080	232,781	186,701	
Expenses										
Other Travel Expense	0	0	0	0	100	100	0	500	500	0%
Computer Maintenance	4,922	4,000	(922)	16,879	16,000	(879)	16,879	48,050	31,171	35%
Meetings/Conferences	0	118	118	0	472	472	0	2,800	2,800	0%
Recruiting Expense	0	50	50	0	350	350	0	750	750	0%
Total Expenses	4,922	4,277	(645)	16,879	17,356	477	16,879	53,400	36,521	
Total Departmental Expenses	16,861	24,919	8,058	62,959	92,934	29,975	62,959	286,181	223,222	

**Cross Insurance Arena
BOX OFFICE
For the Four Months Ending October 2024**

	Period To Date			Year To Date			Actual	Annual Budget	Annual Budget Var	% of Annual Budget Achieved
	Actual	Curr Budget	Budget Var	Actual	Curr Budget	Budget Var				
Personnel Expenses										
Salaries	10,779	6,250	(4,529)	29,188	22,500	(6,688)	29,188	65,000	35,812	45%
Part-Time Labor	5,776	4,000	(1,776)	13,541	10,000	(3,541)	13,541	40,000	26,459	34%
Employee Benefits	854	1,147	293	4,608	4,588	(20)	4,608	13,771	9,163	33%
401K	358	298	(60)	951	1,191	240	951	3,575	2,624	27%
Payroll Taxes	1,365	789	(576)	3,100	3,159	59	3,100	9,471	6,371	33%
Allocated to Events	(2,963)	(2,000)	963	(4,509)	(3,500)	1,009	(4,509)	(20,000)	(15,491)	23%
Total Personnel Expenses	16,168	10,484	(5,684)	46,879	37,938	(8,941)	46,879	111,817	64,938	
Expenses										
Armored Car Expense	247	175	(72)	494	525	31	494	2,000	1,506	25%
Cash (Over)/Short	0	0	0	0	0	0	0	0	0	Not Budgeted
Buidling / General Supplies	80	200	120	97	500	403	97	1,500	1,403	6%
Credit card fees expense	726	50	(676)	2,409	250	(2,159)	2,409	500	(1,909)	482%
Meetings/Conferences	0	167	167	0	664	664	0	2,000	2,000	0%
Cell Phone/Telephone/Data Lines	0	55	55	0	210	210	0	650	650	0%
Total Expenses	1,053	647	(406)	3,000	2,149	(851)	3,000	6,650	3,650	
Total Departmental Expenses	17,221	11,131	(6,090)	49,879	40,087	(9,792)	49,879	118,467	68,588	

**Cross Insurance Arena
OPERATIONS
For the Four Months Ending October 2024**

	Period To Date			Year To Date			Actual	Annual Budget	Annual Budget Var	% of Annual Budget Achieved
	Actual	Curr Budget	Budget Var	Actual	Curr Budget	Budget Var				
Personnel Expenses										
Salaries	19,506	19,310	(196)	69,709	69,510	(199)	69,709	200,809	131,100	35%
Part-Time Labor	12,834	8,000	(4,834)	30,577	23,000	(7,577)	30,577	120,000	89,423	25%
Employee Benefits	5,250	5,003	(247)	27,057	20,012	(7,045)	27,057	60,034	32,977	45%
Incentive Compensation	49	0	(49)	49	0	(49)	49	8,558	8,509	1%
401K	(269)	872	1,141	856	3,488	2,633	856	10,468	9,613	8%
Payroll Taxes	2,503	3,185	682	7,583	9,402	1,819	7,583	29,221	21,638	26%
Allocated to Events	(3,252)	(5,000)	(1,748)	(10,099)	(10,000)	99	(10,099)	(90,000)	(79,901)	11%
Total Personnel Expenses	36,621	31,370	(5,251)	125,731	115,412	(10,319)	125,731	339,090	213,359	
Expenses										
Ice Expense	2,904	2,750	(154)	6,636	9,750	3,114	6,636	44,000	37,364	15%
Buidling / General Supplies	1,993	1,500	(493)	7,092	8,500	1,408	7,092	25,000	17,908	28%
Maintenance Expense	1,873	3,040	1,167	4,508	12,180	7,672	4,508	36,500	31,992	12%
General expense	1,252	2,208	956	5,075	8,834	3,759	5,075	26,500	21,425	19%
Cleaning Supplies	3,010	2,000	(1,010)	8,665	7,750	(915)	8,665	35,000	26,335	25%
Pest Control Expense	250	250	0	967	1,000	33	967	3,000	2,033	32%
Cell Phone/Telephone/Data Lines	51	163	112	204	650	446	204	1,950	1,746	10%
Repairs Expense	821	1,500	679	10,385	11,000	615	10,385	30,000	19,615	35%
Trash Removal	2,480	2,500	20	5,498	6,000	502	5,498	28,000	22,502	20%
Uniforms	0	250	250	553	500	(53)	553	750	197	74%
Total Expenses	14,634	16,211	1,577	49,823	66,764	16,941	49,823	231,700	181,877	
Total Departmental Expenses	51,255	47,581	(3,674)	175,554	182,176	6,622	175,554	570,790	395,236	

**Cross Insurance Arena
EVENT SERVICES
For the Four Months Ending October 2024**

	Period To Date			Year To Date			Actual	Annual Budget	Annual Budget Var	% of Annual Budget Achieved
	Actual	Curr Budget	Budget Var	Actual	Curr Budget	Budget Var				
Personnel Expenses										
Salaries	20,192	20,365	173	72,692	73,305	613	72,692	211,775	139,083	34%
Part-Time Labor	63,192	60,000	(3,192)	163,134	180,000	16,866	163,134	800,000	636,866	20%
Employee Benefits	4,967	6,719	1,752	16,968	26,874	9,906	16,968	80,626	63,658	21%
Incentive Compensation	49	0	(49)	49	0	(49)	49	9,000	8,951	1%
401K	(83)	920	1,003	1,060	3,680	2,620	1,060	11,040	9,980	10%
Payroll Taxes	6,763	6,429	(334)	18,690	20,294	1,604	18,690	87,690	69,000	21%
Allocated to Events	(54,265)	(64,800)	(10,535)	(176,469)	(191,400)	(14,931)	(176,469)	(857,000)	(680,531)	21%
Total Personnel Expenses	40,815	29,633	(11,182)	96,124	112,753	16,629	96,124	343,131	247,007	
Expenses										
Buidling / General Supplies	523	750	227	2,108	2,500	392	2,108	7,500	5,392	28%
Security Systems	30	542	512	120	2,164	2,044	120	6,500	6,380	2%
Dues & Subscriptions	625	396	(229)	2,500	1,584	(916)	2,500	4,750	2,250	53%
Meetings/Conferences	0	1,000	1,000	0	1,500	1,500	0	3,150	3,150	0%
Cell Phone/Telephone/Data Lines	0	108	108	0	433	433	0	1,300	1,300	0%
Uniforms	0	0	0	0	500	500	0	1,000	1,000	0%
Total Expenses	1,178	2,796	1,618	4,728	8,681	3,953	4,728	24,200	19,472	
Total Departmental Expenses	41,994	32,429	(9,565)	100,852	121,434	20,582	100,852	367,331	266,479	

**Cross Insurance Arena
GROUP SALES
For the Four Months Ending October 2024**

	Period To Date			Year To Date			Actual	Annual Budget	Annual Budget Var	% of Annual Budget Achieved
	Actual	Curr Budget	Budget Var	Actual	Curr Budget	Budget Var				
Personnel Expenses										
Salaries	5,289	5,499	210	17,999	19,798	1,799	17,999	57,197	39,198	31%
Employee Benefits	7	1,369	1,362	14	5,475	5,461	14	16,433	16,419	0%
401K	(97)	238	335	(212)	952	1,164	(212)	2,860	3,072	-7%
Payroll Taxes	405	445	40	1,377	1,610	233	1,377	4,660	3,283	30%
Allocated to Events	0	0	0	(672)	0	672	(672)	0	672	Not Budgeted
Total Personnel Expenses	5,604	7,551	1,947	18,505	27,835	9,330	18,505	81,150	62,645	
Expenses										
Guest Relations	0	0	0	0	0	0	0	150	150	0%
Total Expenses	0	55	55	0	210	210	0	800	800	
Total Departmental Expenses	5,604	7,606	2,002	18,505	28,045	9,540	18,505	81,950	63,445	

**Cross Insurance Arena
ADVERTISING/SPONSORSHIP
For the Four Months Ending October 2024**

	Period To Date			Year To Date			Actual	Annual Budget	Annual Budget Var	% of Annual Budget Achieved
	Actual	Curr Budget	Budget Var	Actual	Curr Budget	Budget Var				
Expenses										
Other Travel Expense	0	250	250	0	1,000	1,000	0	3,500	3,500	0%
R&M/Equip. Fund Expense	72	500	428	615	2,250	1,636	615	6,250	5,636	10%
Printing	0	50	50	0	100	100	0	250	250	0%
Total Expenses	72	800	728	615	3,350	2,736	615	10,000	9,386	
Total Departmental Expenses	72	800	728	615	3,350	2,736	615	10,000	9,386	

**Cross Insurance Arena
FOOD AND BEVERAGE
For the Four Months Ending October 2024**

	Period To Date			Year To Date			Actual	Annual Budget	Annual Budget Var	% of Annual Budget Achieved
	Actual	Curr Budget	Budget Var	Actual	Curr Budget	Budget Var				
Personnel Expenses										
Salaries	7,461	12,087	4,626	26,859	43,508	16,649	26,859	125,696	98,837	21%
Part-Time Labor	31,939	35,000	3,061	49,835	94,000	44,165	49,835	432,600	382,765	12%
Outside Payroll Service	22,855	15,000	(7,855)	31,606	26,000	(5,606)	31,606	240,000	208,394	13%
Employee Benefits	1,149	2,372	1,223	5,115	9,488	4,373	5,115	28,472	23,357	18%
Incentive Compensation	45	0	(45)	45	0	(45)	45	7,759	7,714	1%
401K	(375)	556	931	(375)	2,223	2,598	(375)	6,672	7,047	-6%
Payroll Taxes	3,396	3,767	371	6,558	11,158	4,600	6,558	49,945	43,387	13%
Allocated to Events	(56,227)	(50,000)	6,227	(91,309)	(118,000)	(26,691)	(91,309)	(670,000)	(578,691)	14%
Total Personnel Expenses	10,243	18,782	8,539	28,335	68,377	40,042	28,335	221,144	192,809	
Expenses										
Other Travel Expense	0	0	0	0	250	250	0	350	350	0%
Cash (Over)/Short	139	0	(139)	172	0	(172)	172	0	(172)	Not Budgeted
Computer Maintenance	2,290	2,851	562	9,158	11,404	2,246	9,158	34,206	25,048	27%
Credit card fees expense	5,760	6,000	240	9,763	17,000	7,237	9,763	80,000	70,237	12%
Dues & Subscriptions	0	50	50	0	50	50	0	250	250	0%
R&M/Equip. Fund Expense	633	1,000	367	10,044	7,000	(3,044)	10,044	15,000	4,956	67%
Licenses and Permits	76	88	12	303	350	47	303	1,050	747	29%
Meetings/Conferences	0	0	0	30	250	220	30	250	220	12%
Paper Supplies	0	2,500	2,500	341	3,100	2,759	341	31,000	30,659	1%
Recruiting Expense	0	0	0	0	100	100	0	200	200	0%
Cell Phone/Telephone/Data Lines	51	109	58	204	436	232	204	1,300	1,096	16%
Smallwares	2,410	250	(2,160)	2,617	500	(2,117)	2,617	2,000	(617)	131%
Uniforms	3,314	600	(2,714)	3,659	2,050	(1,609)	3,659	7,000	3,341	52%
Total Expenses	14,672	13,448	(1,225)	36,291	42,490	6,199	36,291	172,606	136,315	
Total Departmental Expenses	24,915	32,230	7,314	64,626	110,867	46,241	64,626	393,750	329,124	

**Cross Insurance Arena
OVERHEAD
For the Four Months Ending October 2024**

	Period To Date			Year To Date			Actual	Annual Budget	Annual Budget Var	% of Annual Budget Achieved
	Actual	Curr Budget	Budget Var	Actual	Curr Budget	Budget Var				
Expenses										
Automobile Expenses	96	75	(21)	226	150	(76)	226	750	524	30%
Parking Expense	2,828	2,583	(245)	10,461	10,332	(129)	10,461	31,000	20,540	34%
Prof Fees - Deferred Comp. Plan	0	50	50	0	100	100	0	500	500	0%
Insurance & Bonding	12,786	10,120	(2,666)	50,113	40,480	(9,633)	50,113	121,455	71,342	41%
Licenses and Permits	199	458	259	795	1,832	1,037	795	5,500	4,705	14%
Management Fee Expense	10,389	10,389	0	41,555	41,554	(1)	41,555	124,666	83,111	33%
Office Supplies	494	750	256	1,210	1,500	290	1,210	7,500	6,290	16%
Equipment Rental	875	875	0	3,500	3,500	0	3,500	10,500	7,000	33%
Postage	245	150	(95)	734	650	(84)	734	1,750	1,016	42%
Internet - Phone	3,638	3,675	37	14,527	14,700	173	14,527	44,100	29,573	33%
Utilities	35,315	35,000	(315)	136,235	139,300	3,065	136,235	484,300	348,065	28%
Total Expenses	66,864	64,125	(2,739)	259,356	254,098	(5,258)	259,356	832,021	572,666	
Total Departmental Expenses	66,864	64,125	(2,739)	259,827	254,098	(5,729)	259,827	832,021	572,194	

**Cross Insurance Arena
OTHER INCOME
For the Four Months Ending October 2024**

	Period To Date			Year To Date			Annual Budget	Annual Budget Var	% of Annual Budget Achieved
	Actual	Curr Budget	Budget Var	Actual	Curr Budget	Budget Var			
OTHER INCOME									
Advertising Sponsorship Incr	45,475	44,802	673	187,755	179,208	8,547	537,625	(349,870)	35%
Premium Seat Income	12,429	14,091	(1,662)	45,809	56,360	(10,551)	169,094	(123,285)	27%
Rink Program Revenue	0	0	0	0	0	0	20,000	(20,000)	0%
Other revenue	6,777	4,600	2,177	19,538	8,900	10,638	48,000	(28,462)	41%
TOTAL OTHER INCOME	64,681	63,493	1,188	253,102	244,468	8,634	774,719	(521,617)	33%



One Civic Center Square, Portland, ME 04101

NOVEMBER 2024

Fiscal Year ending June 30, 2024

Submitted By
Mark Eddy

SPECTRA VENUE MANAGEMENT

D. Blank
D. Higgins
K. Hilsgen
G. O'Dell
K. Vaske
R. Wilson

Mark Eddy

Mark Eddy, Director of Finance

Mike LoConte

Mike LoConte, General Manager



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**OVG360
BALANCE SHEET ANALYSIS
CONTROL FORM**

OVG360 Facility Cross Insurance Arena

Month NOVEMBER

Year 2024

	Date Completed	By:
Bank Reconciliations		
Operating	12/13/2024	Mark Eddy
Event Ticketing	12/16/2024	Mark Eddy
Accounts Receivable Analysis	12/19/2024	Mark Eddy
A/R Reserve (Bad Debt) Account	12/19/2024	Mark Eddy
A/R Exchange/Misc Receivables	N/A	
A/R Ticketmaster Web/Phone/Consignment Tickets	12/19/2024	Mark Eddy
Payroll Clearing Account	12/19/2024	Mark Eddy
Prepaid Expense Analysis	12/19/2024	Mark Eddy
Accounts Payable Analysis	12/19/2024	Mark Eddy
Accrued Liabilities Analysis (<i>All Accounts</i>)		
Payroll Accrual	12/19/2024	Mark Eddy
Operating Expense Accrual	12/19/2024	Mark Eddy
Management Incentive Accrual	12/19/2024	Mark Eddy
Employee Incentive Accrual	12/19/2024	Mark Eddy
Deferred Income - Advertising Sponsorship/Trade/Naming Rights	12/19/2024	Mark Eddy
Deferred Income/ Ticket Analysis	12/19/2024	Mark Eddy
Advanced Event Deposits - Deferred Rent	12/19/2024	Mark Eddy
Event Liability Analysis - (<i>All Accounts</i>)	12/19/2024	Mark Eddy
Other accounts		

Mark Eddy 12/20/2024
Director of Finance Date

Mike LoConte 12/20/2024
General Manager Date

Comments: _____

Date Received	<input style="width: 90%;" type="text"/>
Reviewed by:	<input style="width: 90%;" type="text"/>

Cross Insurance Arena
FINANCIAL STATEMENT COMMENTS
Month Ending November 30, 2024

	<u>ACTUAL</u>	<u>BUDGET</u>	<u>FAV(UNFAV) VARIANCE</u>
NO OF EVENTS	10	9	1
PAID ATTENDANCE	34,586	37,000	(2,414)
DIRECT EVENT INCOME	(16,810)	15,167	(31,977)
FACILITY FEE	78,369	50,970	27,399
SUITE REVENUE	1,403	900	503
NET TICKETING REVENUE	64,436	33,232	31,204
ANCILLARY INCOME	182,155	196,743	(14,588)
TOTAL EVENT INCOME	<u>309,553</u>	<u>297,012</u>	<u>12,541</u>
OTHER INCOME	75,609	69,493	6,116
INDIRECT EXPENSES	254,238	238,510	(15,728)
NET INCOME (LOSS)	<u>130,924</u>	<u>127,995</u>	<u>2,929</u>

EVENT INCOME:	OVER	BUDGET BY	12,541	DUE TO THE FOLLOWING:
	<u>Actual</u>	<u>MTD Budget</u>	<u>FAV(UNFAV) VARIANCE</u>	<u>COMMENTS:</u>
Regular Season Hockey	113,304	113,062	242	
Comedy	33,850	61,570	(27,720)	
WFC/LN Concert	22,829	32,668	(9,839)	
Major	76,938	89,712	(12,774)	
Monster Trucks	62,631	0	62,631	
	<u>309,553</u>	<u>297,012</u>	<u>12,541</u>	Lower attendance and F&B revenues than budgeted for A Day to Remember concert. Lower attendance and revenues than budgeted for the Mercy Me concert.. Unbudgeted Nitro circus event.

OTHER INCOME:	OVER	BUDGET BY	6,116	DUE TO THE FOLLOWING:
	<u>Actual</u>	<u>MTD Budget</u>	<u>FAV(UNFAV) VARIANCE</u>	<u>COMMENTS:</u>
Advertising Sponsorship Incr	47,519	44,802	2,717	
Premium Seat Income	12,429	14,091	(1,662)	
Other revenue	8,207	5,600	2,607	
	<u>75,609</u>	<u>69,493</u>	<u>6,116</u>	Higher sponsorship sales for the month than originally projected. Lower seat license renewals than budgeted in November. Higher order fee revenues than originally projected for the month.

INDIRECT EXPENSES:	OVER	BUDGET BY	(15,728)	DUE TO THE FOLLOWING:
	<u>Actual</u>	<u>MTD Budget</u>	<u>FAV(UNFAV) VARIANCE</u>	<u>COMMENTS:</u>
EXECUTIVE	14,161	14,987	826	
MARKETING	9,307	10,018	711	
FINANCE	18,380	21,423	3,043	
BOX OFFICE	16,111	9,906	(6,205)	
OPERATIONS	48,086	47,888	(198)	
EVENT SERVICES	25,262	27,428	2,166	
GROUP SALES	3,827	6,422	2,595	
ADVERTISING/SPONSOR	0	800	800	
FOOD AND BEVERAGE	40,315	30,564	(9,751)	
OVERHEAD	78,790	69,075	(9,715)	
	<u>254,238</u>	<u>238,510</u>	<u>(15,728)</u>	One less FTE than originally budgeted for the month. One more FTE than originally budgeted for the month. Higher labor allocations to events than projected for November events. Higher commission allocations to events than projected for November events. Higher part-time labor costs and one less FTE than originally projected for the month. Higher insurance and utility expenses than originally budgeted for November.

**Cross Insurance Arena
FINANCIAL STATEMENT COMMENTS
For the Five Months Ending November 2024**

	<u>ACTUAL</u>	<u>BUDGET</u>	<u>FAV(UNFAV) VARIANCE</u>
NO OF EVENTS	31	30	1
PAID ATTENDANCE	77,365	90,850	(13,485)
DIRECT EVENT INCOME	17,584	93,479	(75,895)
FACILITY FEE	180,967	169,620	11,347
SUITE REVENUE	1,403	5,025	(3,622)
NET TICKETING REVENUE	141,390	84,669	56,721
ANCILLARY INCOME	379,343	388,992	(9,649)
TOTAL EVENT INCOME	<u>720,687</u>	<u>741,785</u>	<u>(21,098)</u>
OTHER INCOME	328,711	313,961	14,750
INDIRECT EXPENSES	1,080,322	1,178,358	98,036
NET OPERATING INCOME(LOSS)	<u>(30,923)</u>	<u>(122,612)</u>	<u>91,689</u>

COMMENTS:

EVENT INCOME:	UNDER	BUDGET BY	(21,098)	DUE TO THE FOLLOWING:
	YTD	YTD	FAV(UNFAV)	
	Actual	Budget	VARIANCE	COMMENTS:
WFC/LN Concert	22,829	32,668	(9,839)	Lower attendance and F&B revenues than budgeted for A Day to Remember concert.
Major Concerts	76,938	89,712	(12,774)	Lower attendance and revenues than budgeted for the Mercy Me concert..
Broadway Series	60,769	40,220	20,549	Higher ticket sales and ancillary revenues than budgeted for Book of Mormon shows.
Monster Jam	150,960	157,739	(6,779)	Lower ticket sales than originally projected for Hot Wheels and Nitro Circus events.
Regular Season Hockey	215,928	207,282	8,646	Higher ancillary revenues than projected for the 11 home games YTD.
Trade Shows	14,736	8,358	6,378	Higher rent and catering revenues from Maine Health Conference.
Comedy Shows	103,308	123,140	(19,832)	Lower attendance and revenues than originally budgeted for two comedy shows..
Family	75,219	82,666	(7,447)	Lower attendances and revenues from Price is Right and Jurassic Quest events.
	<u>720,687</u>	<u>741,785</u>	<u>(21,098)</u>	

OTHER INCOME:	OVER	BUDGET BY	14,750	DUE TO THE FOLLOWING:
	YTD	YTD	FAV(UNFAV)	
	Actual	Budget	VARIANCE	COMMENTS:
Advertising Sponsorship In	235,275	224,010	11,265	Higher sponsorship sales YTD.
Premium Seat Income	58,238	70,451	(12,213)	Lower seat license renewals in YTD.
Rink Program Revenue	7,455	5,000	2,455	Higher ice rentals than projected YTD.
Other revenue	27,744	14,500	13,244	Higher order fee revenues than originally projected YTD.
	<u>328,711</u>	<u>313,961</u>	<u>14,750</u>	

INDIRECT EXPENSES:	UNDER	BUDGET BY	98,036	DUE TO THE FOLLOWING:
	YTD	YTD	FAV(UNFAV)	
	Actual	Budget	VARIANCE	COMMENTS:
EXECUTIVE	68,266	78,573	10,307	Lower travel expense, benefit costs, and part-time wages than projected YTD.
MARKETING	48,468	53,289	4,821	Lower non-event advertising expenses than projected YTD.
FINANCE	81,339	114,357	33,018	One less FTE than originally budgeted YTD.
BOX OFFICE	65,990	49,993	(15,997)	One more FTE than originally budgeted YTD.
OPERATIONS	223,639	230,064	6,424	Lower maintenance and repair expenses than projected for first five months.
EVENT SERVICES	126,115	148,862	22,747	Higher labor allocations to events than projected YTD.
GROUP SALES	22,332	34,467	12,135	Lower wages and benefit costs than projected YTD.
ADVERTISING/SPONSC	615	4,150	3,536	Lower fulfillment and maintenance expenses YTD.
FOOD AND BEVERAGE	104,941	141,431	36,490	One less FTE and lower part-time wages than originally projected YTD.
OVERHEAD	338,617	323,173	(15,444)	Higher insurance expenses than originally budgeted YTD.
	<u>1,080,322</u>	<u>1,178,358</u>	<u>98,036</u>	

**CROSS INSURANCE ARENA
BALANCE SHEET COMMENTS**

ACCOUNTS RECEIVABLE

	<u>AMOUNT</u>	<u>%</u>
<u>AGED RECEIVABLES:</u>		
CURRENT	33,411	12.0%
OVER 30 DAYS	194,571	69.9%
OVER 60 DAYS	-	0.0%
OVER 90 DAYS*	-	0.0%
OVER 120 DAYS*	50,210	18.0%
TOTAL:	278,192	100.0%

	<u>OVER 120DAYS</u>	<u>AMOUNT</u>	<u>COMMENT</u>
Northeast Credit Union	2,210		Sign Production - Expected to collect
Bath Savings	20,000		Sponsorship - Expect to collect
Renewal By Anderson	6,000		Sponsorship - Expect to collect
Holiday Inn	11,000		Sponsorship - Expect to collect
Rinck Advertising	7,500		Sponsorship - Expect to collect
Eastman Hill Enterprises	3,500		Sponsorship - Expect to collect
	50,210		

ACCOUNTS PAYABLE

	<u>AMOUNT</u>	<u>%</u>	<u>COMMENT</u>
<u>AGED PAYABLES:</u>			
CURRENT	235,388	100.0%	
OVER 30 DAYS	-	0.0%	
OVER 60 DAYS	-	0.0%	
OVER 90 DAYS	-	0.0%	
OVER 120 DAYS	-	0.0%	
TOTAL:	235,388	100.0%	

Note:

<u>CUSTOMER</u>	<u>OVER 120 DAYS</u>	<u>AMOUNT</u>	<u>COMMENT</u>

CROSS INSURANCE ARENA
ROLLING FORECAST
as of November 30, 2024
FYE June 30, 2025

	ACTUAL November 30, 2024	BALANCE PROJECTED FY 2025	TOTAL ACT/PROJ FY 2025	ORIG BUDGET FYE June 30, 2025	Variance
# OF EVENTS	31	69	100	100	0
Direct Event Income	17,584	210,339	227,923	227,923	0
Facility Fee	180,967	241,393	422,360	422,360	0
Suite Revenue	1,403	11,497	12,900	12,900	0
Ticketing System Income	141,390	66,671	208,061	208,061	0
Ancillary Income	379,343	774,079	1,153,422	1,153,422	0
TOTAL EVENT INCOME	<u>720,687</u>	<u>1,303,979</u>	<u>2,024,666</u>	<u>2,024,666</u>	<u>0</u>
OTHER INCOME	328,711	446,007	774,718	774,718	0
INDIRECT EXPENSES	<u>1,080,322</u>	<u>1,937,123</u>	<u>3,017,445</u>	<u>3,017,445</u>	<u>0</u>
NET OPERATING INCOME (LOSS)	<u><u>(30,923)</u></u>	<u><u>(187,138)</u></u>	<u><u>(218,061)</u></u>	<u><u>(218,061)</u></u>	<u><u>0</u></u>

November adjustments affect to FY Forecast

COMMENTS:

Difference from prior month:	0
Event Income	0
Other Income	0
Indirect Expenses	0
Totals	<u><u>0</u></u>

Incentive Fee Calculation

Base Management Fee Projected	120,450
Financial Incentive Fee	60,225
Food & Beverage Incentives	36,135
Qualitative Incentives	-
Total Management Fee Projected	<u><u>216,810</u></u>

Mark Eddy

Director of Finance
Mark Eddy

Mike LoConte

General Manager
Mike LoConte

Cross Insurance Arena
BALANCE SHEET
November 2024

ASSETS

CURRENT ASSETS

Cash & cash equivalents	2,398,696	
Accounts receivable	278,192	
Accounts Receivable from Third Party	276,005	
Prepaid	55,617	
Inventory	79,869	
TOTAL CURRENT ASSETS		3,088,379

TOTAL ASSETS

3,088,379

LIABILITIES AND EQUITY

CURRENT LIABILITIES

Accounts payable	235,388	
Accrued payroll & related costs	173,879	
Sales and Use Tax payable	27,990	
Other accrued liabilities	604,589	
Deposits and Deferred income	1,746,355	
TOTAL LIABILITIES		<u><u>2,788,200</u></u>

EQUITY

Retained Earnings	(1,075,423)	
Client Funding	1,406,867	
Current Retained Earnings	(31,767)	
TOTAL EQUITY		300,179

TOTAL LIABILITIES AND EQUITY

3,088,379

Cross Insurance Arena
CONSOLIDATED INCOME STATEMENT
For the Five Months Ending November 2024

	PERIOD TO DATE			YEAR TO DATE		
	Actual	Curr Budget	Budget Variance	Actual	Curr Budget	Budget Variance
Number of Events	10	9	1	31	30	1
Total Paid General	34,586	37,000	(2,414)	77,365	90,850	(13,485)
Turnstile Attendance- General	27,628	30,800	(3,172)	65,323	78,400	(13,077)
RENTAL INCOME						
GROSS TICKET REVENUE	1,257,026	1,183,220	73,806	2,745,990	2,550,320	195,670
SPONSORSHIP REVENUE	0	0	0	0	4,500	(4,500)
RENT BILLED	88,352	54,800	33,552	186,236	198,900	(12,664)
GROSS REVENUE	1,345,378	1,238,020	107,358	2,932,226	2,753,720	178,506
PROMOTER PROCEEDS	(1,241,648)	(1,183,220)	(58,428)	(2,355,834)	(2,554,820)	198,986
NET RENTAL INCOME	103,730	54,800	48,930	576,392	198,900	377,492
NET SERVICE INCOME / (LOSS)	(120,540)	(39,633)	(80,907)	(558,809)	(105,421)	(453,388)
DIRECT EVENT INCOME	(16,810)	15,167	(31,977)	17,584	93,479	(75,895)
FACILITY FEE REVENUE	78,369	50,970	27,399	180,967	169,620	11,347
SUITE TICKET REVENUE	1,403	900	503	1,403	5,025	(3,622)
CONV/TICKET PROC REVENUE	81,690	63,750	17,940	175,152	119,575	55,577
EVENT SPONSORSHIP	0	0	0	0	0	0
PROMOTER SHARE OF REVENUES	(17,254)	(30,518)	13,264	(33,762)	(34,906)	1,144
TOTAL SURCHARGE/REBATE/PRESHC	144,208	85,102	59,106	323,761	259,314	64,447
ANCILLARY INCOME						
CONCESSIONS	168,231	229,577	(61,346)	363,529	429,592	(66,063)
TEAM/PROMOTER SHARE	(54,561)	(95,906)	41,345	(106,543)	(155,982)	49,439
SUITES/CATERING	36,078	57,500	(21,422)	75,625	107,075	(31,450)
NOVELTY	32,407	5,572	26,835	46,733	8,307	38,426
TOTAL ANCILLARY INCOME	182,155	196,743	(14,588)	379,343	388,992	(9,649)
EVENT OPERATING INCOME	309,553	297,012	12,541	720,687	741,785	(21,098)
INDIRECT EXPENSES:						
EXECUTIVE	14,161	14,987	826	68,266	78,573	10,307
MARKETING	9,307	10,018	711	48,468	53,289	4,821
FINANCE	18,380	21,423	3,043	81,339	114,357	33,018
BOX OFFICE	16,111	9,906	(6,205)	65,990	49,993	(15,997)
OPERATIONS	48,086	47,888	(198)	223,639	230,064	6,424
EVENT SERVICES	25,262	27,428	2,166	126,115	148,862	22,747
GROUP SALES	3,827	6,422	2,595	22,332	34,467	12,135
ADVERTISING/SPONSORSHIP	0	800	800	615	4,150	3,536
FOOD AND BEVERAGE	40,315	30,564	(9,751)	104,941	141,431	36,490
OVERHEAD	78,790	69,075	(9,715)	338,617	323,173	(15,444)
TOTAL INDIRECT EXPENSES	254,238	238,510	(15,728)	1,080,322	1,178,358	98,036
Advertising Sponsorship Income	47,519	44,802	2,717	235,275	224,010	11,265
Premium Seat Income	12,429	14,091	(1,662)	58,238	70,451	(12,213)
Rink Program Revenue	7,455	5,000	2,455	7,455	5,000	2,455
Other revenue	8,207	5,600	2,607	27,744	14,500	13,244
TOTAL OTHER INCOME	75,609	69,493	6,116	328,711	313,961	14,750
NET OPERATING INCOME (LOSS)	130,924	127,995	2,929	(30,923)	(122,612)	91,689

Cross Insurance Arena
YEAR TO DATE EVENT SUMMARY

All Events For the Five Months Ending November 2024									
	PERIOD TO DATE			YEAR TO DATE			ANNUAL BUDGET		
	Actual	Curr Budget	Budget Var	Actual	Curr Budget	Budget Var	YTD Actual	YTD Budget	Budget Var
Regular Season Hockey									
Number of Events	6	6	0	11	11	0	11	36	(25)
Total Paid General	19,659	22,500	(2,841)	35,399	41,250	(5,851)	35,399	135,000	(99,601)
Turnstile Attendance - Gene	13,604	17,100	(3,496)	24,832	31,350	(6,518)	24,832	102,600	(77,768)
Turnstile Attendance- Suite	0	0	0	0	0	0	0	0	0
Direct Event Income	(14,805)	(22,488)	7,683	(25,184)	(41,228)	16,044	(25,184)	(134,935)	109,751
Facility Fee Revenue	26,143	22,500	3,643	49,756	41,250	8,506	49,756	135,000	(85,244)
Suite Ticket Revenue	0	150	(150)	0	275	(275)	0	900	(900)
Conv/Ticket Proc Revenue	4,573	9,600	(5,027)	8,177	17,600	(9,423)	8,177	57,600	(49,423)
Ancillary Income	97,393	103,300	(5,907)	183,179	189,385	(6,206)	183,179	619,800	(436,621)
TOTAL EVENT INCOME	113,304	113,062	242	215,928	207,282	8,646	215,928	678,365	(462,437)
Major Concerts									
Number of Events	1	1	0	1	1	0	1	1	0
Total Paid General	6,252	6,000	252	6,252	6,000	252	6,252	6,000	252
Turnstile Attendance - Ger	5,711	5,300	411	5,711	5,300	411	5,711	5,300	411
Turnstile Attendance- Su	0	0	0	0	0	0	0	0	0
Direct Event Income	-9,773	13,335	-23,108	(9,773)	13,335	(23,108)	(9,773)	13,335	(23,108)
Facility Fee Revenue	30,940	9,000	21,940	30,940	9,000	21,940	30,940	9,000	21,940
Suite Ticket Revenue	1,403	500	903	1,403	500	903	1,403	500	903
Conv/Ticket Proc Revenue	24,163	33,900	-9,737	24,163	33,900	(9,737)	24,163	33,900	(9,737)
Ancillary Income	30,205	32,977	-2,772	30,205	32,977	(2,772)	30,205	32,977	(2,772)
Major Concerts	76,938	89,712	-12,774	76,938	89,712	(12,774)	76,938	89,712	(12,774)
Monster Jam									
Number of Events	1	0	1	5	4	1	5	4	1
Total Paid General	3,150	0	3,150	11,061	14,000	(2,939)	11,061	14,000	(2,939)
Turnstile Attendance - Ger	3,148	0	3,148	10,951	12,000	(1,049)	10,951	12,000	(1,049)
Turnstile Attendance- Su	0	0	0	0	0	0	0	0	0
Direct Event Income	827	0	827	(26)	24,400	(24,426)	(26)	24,400	(24,426)
Facility Fee Revenue	12,592	0	12,592	35,326	42,000	(6,674)	35,326	42,000	(6,674)
Suite Ticket Revenue	0	0	0	0	1,000	(1,000)	0	1,000	(1,000)
Conv/Ticket Proc Revenue	14,946	0	14,946	36,694	39,050	(2,356)	36,694	39,050	(2,356)
Ancillary Income	34,267	0	34,267	78,966	51,289	27,677	78,966	51,289	27,677
TOTAL EVENT INCOME	62,631	0	62,631	150,960	157,739	(6,779)	150,960	157,739	(6,779)
Broadway Series									
Number of Events	0	0	0	3	3	0	3	3	0
Total Paid General	0	0	0	5,060	3,600	1,460	5,060	3,600	1,460
Turnstile Attendance - Ger	0	0	0	4,707	4,200	507	4,707	4,200	507
Direct Event Income	0	0	0	-10,271	13,872	-24,143	-10,271	13,872	-24,143
Facility Fee Revenue	0	0	0	20,250	5,400	14,850	20,250	5,400	14,850
Suite Ticket Revenue	0	0	0	0	3,000	-3,000	0	3,000	-3,000
Conv/Ticket Proc Revenue	0	0	0	31,028	8,775	22,253	31,028	8,775	22,253
Ancillary Income	0	0	0	19,762	9,173	10,589	19,762	9,173	10,589
TOTAL EVENT INCOME	0	0	0	60,769	40,220	20,549	60,769	40,220	20,549
Other									
Number of Events	0	0	0	0	0	0	0	0	0
Total Paid General	0	0	0	0	0	0	0	0	0
Turnstile Attendance - Ger	0	0	0	0	0	0	0	0	0
Direct Event Income	0	0	0	0	0	0	0	0	0
Facility Fee Revenue	0	0	0	0	0	0	0	0	0
Suite Ticket Revenue	0	0	0	0	0	0	0	0	0
Conv/Ticket Proc Revenue	0	0	0	0	0	0	0	0	0
Ancillary Income	0	0	0	0	0	0	0	0	0
TOTAL EVENT INCOME	0	0	0	0	0	0	0	0	0
Globetrotters									
Number of Events	0	0	0	0	0	0	0	0	0
Total Paid General	0	0	0	0	0	0	0	0	0
Turnstile Attendance - Ger	0	0	0	0	0	0	0	0	0
Direct Event Income	0	0	0	0	0	0	0	0	0
Facility Fee Revenue	0	0	0	0	0	0	0	0	0
Suite Ticket Revenue	0	0	0	0	0	0	0	0	0
Conv/Ticket Proc Revenue	0	0	0	0	0	0	0	0	0
Ancillary Income	0	0	0	0	0	0	0	0	0
TOTAL EVENT INCOME	0	0	0	0	0	0	0	0	0
Minor Concerts									
Number of Events	0	0	0	0	0	0	0	0	0
Total Paid General	0	0	0	0	0	0	0	0	0
Turnstile Attendance - Ger	0	0	0	0	0	0	0	0	0
Direct Event Income	0	0	0	0	0	0	0	0	0
Facility Fee Revenue	0	0	0	0	0	0	0	0	0
Suite Ticket Revenue	0	0	0	0	0	0	0	0	0
Conv/Ticket Proc Revenue	0	0	0	0	0	0	0	0	0
Ancillary Income	0	0	0	0	0	0	0	0	0
TOTAL EVENT INCOME	0	0	0	0	0	0	0	0	0

Cross Insurance Arena
YEAR TO DATE EVENT SUMMARY

All Events For the Five Months Ending November 2024									
	PERIOD TO DATE			YEAR TO DATE			ANNUAL BUDGET		
	Actual	Curr Budget	Budget Var	Actual	Curr Budget	Budget Var	YTD Actual	YTD Budget	Budget Var
College Hockey									
Number of Events	0	0	0	0	0	0	0	0	0
Total Paid General	0	0	0	0	0	0	0	0	0
Turnstile Attenance - Ger	0	0	0	0	0	0	0	0	0
Direct Event Income	0	0	0	0	0	0	0	0	0
Facility Fee Revenue	0	0	0	0	0	0	0	0	0
Suite Ticket Revenue	0	0	0	0	0	0	0	0	0
Conv/Ticket Proc Revenue	0	0	0	0	0	0	0	0	0
Ancillary Income	0	0	0	0	0	0	0	0	0
TOTAL EVENT INCOME	0	0	0	0	0	0	0	0	0
Charity/Community Events									
Number of Events	0	0	0	0	0	0	0	0	0
Turnstile Attenance - Ger	0	0	0	0	0	0	0	0	0
Direct Event Income	0	0	0	0	0	0	0	0	0
Ancillary Income	0	0	0	0	0	0	0	0	0
TOTAL EVENT INCOME	0	0	0	0	0	0	0	0	0
Comedy Shows									
Number of Events	1	1	0	2	2	0	2	4	(2)
Total Paid General	3,058	5,500	(2,442)	7,995	11,000	(3,005)	7,995	22,000	(14,005)
Turnstile Attenance - Ger	2,798	5,400	(2,602)	7,542	10,800	(3,258)	7,542	21,600	(14,058)
Direct Event Income	2,670	18,525	(15,855)	14,686	37,050	(22,364)	14,686	74,100	(59,414)
Facility Fee Revenue	6,214	16,500	(10,286)	13,660	33,000	(19,341)	13,660	66,000	(52,341)
Suite Ticket Revenue	0	0	0	0	0	0	0	0	0
Conv/Ticket Proc Revenue	12,100	0	12,100	41,178	0	41,178	41,178	0	41,178
Ancillary Income	12,867	26,545	(13,678)	33,784	53,090	(19,306)	33,784	106,181	(72,397)
TOTAL EVENT INCOME	33,850	61,570	(27,720)	103,308	123,140	(19,832)	103,308	246,281	(142,973)
Other Sports									
Number of Events	0	0	0	0	0	0	0	0	0
Total Paid General	0	0	0	0	0	0	0	0	0
Turnstile Attenance - Ger	0	0	0	0	0	0	0	0	0
Direct Event Income	0	0	0	0	0	0	0	0	0
Facility Fee Revenue	0	0	0	0	0	0	0	0	0
Conv/Ticket Proc Revenue	0	0	0	0	0	0	0	0	0
Ancillary Income	0	0	0	0	0	0	0	0	0
TOTAL EVENT INCOME	0	0	0	0	0	0	0	0	0
Other Family Shows									
Number of Events	0	0	0	6	6	0	6	6	0
Total Paid General	0	0	0	9,131	12,000	(2,869)	9,131	12,000	(2,869)
Turnstile Attenance - Ger	0	0	0	8,713	11,400	(2,687)	8,713	11,400	(2,687)
Direct Event Income	0	0	0	33,329	31,860	1,469	33,329	31,860	1,469
Facility Fee Revenue	0	0	0	28,556	36,000	(7,444)	28,556	36,000	(7,444)
Suite Ticket Revenue	0	0	0	0	0	0	0	0	0
Conv/Ticket Proc Revenue	0	0	0	8,004	0	8,004	8,004	0	8,004
Ancillary Income	0	0	0	5,330	14,806	(9,476)	5,330	14,806	(9,476)
TOTAL EVENT INCOME	0	0	0	75,219	82,666	(7,447)	75,219	82,666	(7,447)
Trade Shows									
Number of Events	0	0	0	2	2	0	2	7	(5)
Total Paid General	0	0	0	0	0	0	0	1,750	(1,750)
Turnstile Attenance - Ger	0	0	0	500	350	150	500	1,750	(1,250)
Direct Event Income	0	0	0	10,550	8,395	2,155	10,550	32,014	(21,464)
Facility Fee Revenue	0	0	0	0	0	0	0	5,250	(5,250)
Conv/Ticket Proc Revenue	0	0	0	0	0	0	0	4,900	(4,900)
Ancillary Income	0	0	0	4,186	(37)	4,223	4,186	136	4,050
TOTAL EVENT INCOME	0	0	0	14,736	8,358	6,378	14,736	42,300	(27,564)
High School Sports									
Number of Events	0	0	0	0	0	0	0	0	0
Total Paid General	0	0	0	0	0	0	0	0	0
Turnstile Attenance - Ger	0	0	0	0	0	0	0	0	0
Direct Event Income	0	0	0	0	0	0	0	0	0
Conv/Ticket Proc Revenue	0	0	0	0	0	0	0	0	0
Ancillary Income	0	0	0	0	0	0	0	0	0
TOTAL EVENT INCOME	0	0	0	0	0	0	0	0	0
Disney Shows									
Number of Events	0	0	0	0	0	0	0	0	0
Total Paid General	0	0	0	0	0	0	0	0	0
Turnstile Attenance - Ger	0	0	0	0	0	0	0	0	0
Direct Event Income	0	0	0	0	0	0	0	0	0
Facility Fee Revenue	0	0	0	0	0	0	0	0	0
Suite Ticket Revenue	0	0	0	0	0	0	0	0	0
Conv/Ticket Proc Revenue	0	0	0	0	0	0	0	0	0
Ancillary Income	0	0	0	0	0	0	0	0	0
TOTAL EVENT INCOME	0	0	0	0	0	0	0	0	0

Cross Insurance Arena
YEAR TO DATE EVENT SUMMARY

All Events									
For the Five Months Ending November 2024									
	PERIOD TO DATE			YEAR TO DATE			ANNUAL BUDGET		
	Actual	Curr Budget	Budget Var	Actual	Curr Budget	Budget Var	YTD Actual	YTD Budget	Budget Var
Major Concerts									
Number of Events	1	1	0	1	1	0	1	3	(2)
Total Paid General	2,467	3,000	(533)	2,467	3,000	(533)	2,467	9,000	(6,533)
Turnstile Attendance - Ger	2,367	3,000	(633)	2,367	3,000	(633)	2,367	9,000	(6,633)
Turnstile Attendance- Su	0	0	0	0	0	0	0	0	0
Direct Event Income	4,272	5,795	(1,523)	4,272	5,795	(1,523)	4,272	17,385	(13,113)
Facility Fee Revenue	2,480	2,970	(490)	2,480	2,970	(490)	2,480	8,910	(6,430)
Suite Ticket Revenue	0	250	(250)	0	250	(250)	0	750	(750)
Conv/Ticket Proc Revenue	25,907	20,250	5,657	25,907	20,250	5,657	25,907	60,750	(34,843)
Ancillary Income	(9,831)	3,403	(13,234)	(9,831)	3,403	(13,234)	(9,831)	10,209	(20,040)
TOTAL EVENT INCOME	22,829	32,668	(9,839)	22,829	32,668	(9,839)	22,829	98,004	(75,175)
Religious Events									
Number of Events	0	0	0	0	0	0	0	0	0
Turnstile Attendance - Ger	0	0	0	0	0	0	0	0	0
Direct Event Income	0	0	0	0	0	0	0	0	0
TOTAL EVENT INCOME	0	0	0	0	0	0	0	0	0
Cirque Hollidaze									
Number of Events	0	0	0	0	0	0	0	0	0
Total Paid General	0	0	0	0	0	0	0	0	0
Turnstile Attendance - Ger	0	0	0	0	0	0	0	0	0
Direct Event Income	0	0	0	0	0	0	0	0	0
Facility Fee Revenue	0	0	0	0	0	0	0	0	0
Conv/Ticket Proc Revenue	0	0	0	0	0	0	0	0	0
Ancillary Income	0	0	0	0	0	0	0	0	0
TOTAL EVENT INCOME	0	0	0	0	0	0	0	0	0
Graduations									
Number of Events	0	0	0	0	0	0	0	0	0
Total Paid General	0	0	0	0	0	0	0	0	0
Turnstile Attendance - Ger	0	0	0	0	0	0	0	0	0
Direct Event Income	0	0	0	0	0	0	0	0	0
Ancillary Income	0	0	0	0	0	0	0	0	0
TOTAL EVENT INCOME	0	0	0	0	0	0	0	0	0
Wrestling									
Number of Events	0	0	0	0	0	0	0	0	0
Total Paid General	0	0	0	0	0	0	0	0	0
Turnstile Attendance - Ger	0	0	0	0	0	0	0	0	0
Direct Event Income	0	0	0	0	0	0	0	0	0
Ancillary Income	0	0	0	0	0	0	0	0	0
TOTAL EVENT INCOME	0	0	0	0	0	0	0	0	0
Number of Events	10	9	1	31	30	1	31	64	(33)
Total Paid General	34,586	37,000	(2,414)	77,365	90,850	(13,485)	77,365	203,350	(125,985)
Turnstile Attendance - Ger	27,628	30,800	(3,172)	65,323	78,400	(13,077)	65,323	167,850	(102,527)
Turnstile Attendance- Su	0	0	0	0	0	0	0	0	0
Direct Event Income	(16,810)	15,167	(31,977)	17,584	93,479	(75,895)	17,584	72,031	(54,447)
Facility Fee Revenue	78,369	50,970	27,399	180,967	169,620	11,347	180,967	307,560	(126,593)
Suite Ticket Revenue	1,403	900	503	1,403	5,025	(3,622)	1,403	6,150	(4,747)
Conv/Ticket Proc Revenue	81,690	63,750	17,940	175,152	119,575	55,577	175,152	204,975	(29,823)
Ancillary Income	164,901	166,225	(1,324)	345,581	354,086	(8,505)	345,581	844,571	(498,990)
TOTAL EVENT INCOME	309,553	297,012	12,541	720,687	741,785	(21,098)	720,687	1,435,287	(714,600)

**Cross Insurance Arena
Food & Beverage Income Statement
For the Five Months Ending November 2024**

	Current Month				Current YTD			
	Actual	%	Budget	%	Actual	YTD %	Budget	YTD %
SALES								
Concessions - Non Alch	56,629	14.81%	0	0.00%	121,252	15.06%	0	0.00%
Concessions Beer	115,525	30.21%	0	0.00%	242,853	30.16%	0	0.00%
Concessions Liquor	42,314	11.06%	0	0.00%	91,609	11.38%	0	0.00%
Concessions Wine	2,385	0.62%	0	0.00%	5,516	0.69%	0	0.00%
Concessions Food	129,486	33.86%	466,750	89.03%	268,277	33.32%	926,250	89.64%
CONCESSIONS SALES	346,339	90.57%	466,750	89.03%	729,507	90.61%	926,250	89.64%
Catering Food	0	0.00%	0	0.00%	0	0.00%	0	0.00%
Catering Non-Alc	0	0.00%	0	0.00%	0	0.00%	0	0.00%
Service Fees	36,078	9.43%	57,500	10.97%	75,625	9.39%	107,075	10.36%
SERVICE FEES	36,078	9.43%	57,500	10.97%	75,625	9.39%	107,075	10.36%
TOTAL SALES	382,417	100.00%	524,250	100.00%	805,132	100.00%	1,033,325	100.00%
COST OF SALES								
Concessions Non Alch COS	16,206	28.62%	0	0.00%	24,324	20.06%	0	0.00%
Concessions Beer COS	24,951	21.60%	0	0.00%	49,800	20.51%	0	0.00%
Concessions Liquor COS	9,910	23.42%	0	0.00%	22,161	24.19%	0	0.00%
Concessions Wine COS	664	27.85%	0	0.00%	2,015	36.53%	0	0.00%
Food COS	40,946	31.62%	93,250	17.79%	90,937	33.90%	194,000	18.77%
CONCESSIONS COST OF SALES	92,677	24.23%	93,250	17.79%	189,238	23.50%	194,000	18.77%
TOTAL COST OF SALES	92,677	24.23%	93,250	17.79%	189,238	23.50%	194,000	18.77%
GROSS PROFIT ON SALES	289,740	75.77%	431,000	82.21%	615,894	76.50%	839,325	81.23%
PAYROLL								
Fixed Wages								
Management Salaries	5,969	1.56%	9,669	1.84%	32,828	4.08%	53,177	5.15%
Variable Wages								
Part-Time Labor	58,589	15.32%	35,000	6.68%	108,425	13.47%	129,000	12.48%
Outside Payroll Service	35,191	9.20%	20,000	3.81%	66,797	8.30%	46,000	4.45%
Total Variable Wages	93,780	24.52%	55,000	10.49%	175,222	21.76%	175,000	16.94%
Total Wages	99,749	26.08%	64,669	12.34%	208,050	25.84%	228,177	22.08%
Employer Taxes	5,679	1.49%	4,020	0.77%	12,237	1.52%	15,178	1.47%
Employee Benefits	1,146	0.30%	2,928	0.56%	5,887	0.73%	14,639	1.42%
Total Taxes & Benefits	6,825	1.78%	6,948	1.33%	18,124	2.25%	29,817	2.89%
Total Payroll	106,574	27.87%	71,617	13.66%	226,173	28.09%	257,994	24.97%
Other Variable Expenses								
Computer Maintenance	2,290	0.60%	2,851	0.54%	11,448	1.42%	14,255	1.38%
Outside Payroll Service	0	0.00%	0	0.00%	0	0.00%	0	0.00%
Credit card fees expense	9,880	2.58%	6,000	1.14%	19,643	2.44%	23,000	2.23%
Dues & Subscriptions	0	0.00%	50	0.01%	0	0.00%	100	0.01%
Equipment Rental	0	0.00%	0	0.00%	0	0.00%	0	0.00%
R&M/Equip. Fund Expense	3,760	0.98%	1,000	0.19%	13,804	1.71%	8,000	0.77%
Entertainment	0	0.00%	0	0.00%	0	0.00%	0	0.00%
Guest Relations	0	0.00%	0	0.00%	0	0.00%	0	0.00%
Cell Phone/Telephone/Data Lin	0	0.00%	0	0.00%	0	0.00%	0	0.00%
Licenses and Permits	76	0.02%	88	0.02%	379	0.05%	438	0.04%
Meetings/Conferences	0	0.00%	0	0.00%	30	0.00%	250	0.02%
Office Supplies	0	0.00%	0	0.00%	0	0.00%	0	0.00%
Equipment Rental	0	0.00%	0	0.00%	0	0.00%	0	0.00%
Pest Control Expense	0	0.00%	0	0.00%	0	0.00%	0	0.00%
Cell Phone/Telephone/Data Lin	51	0.01%	108	0.02%	255	0.03%	544	0.05%
Smallwares	0	0.00%	250	0.05%	2,617	0.33%	750	0.07%
Training	0	0.00%	0	0.00%	0	0.00%	0	0.00%
Equipment Maintenance	0	0.00%	0	0.00%	0	0.00%	0	0.00%
Internet - Phone	0	0.00%	0	0.00%	0	0.00%	0	0.00%
Uniforms	2,282	0.60%	600	0.11%	5,942	0.74%	2,650	0.26%
Total Variable Expenses	19,171	5.01%	13,947	2.66%	55,462	6.89%	56,437	5.46%
Less: Promoter/Team Share	0	0.00%	0	0.00%	0	0.00%	0	0.00%
Net Profit (Loss)	163,995	42.88%	345,437	65.89%	334,258	41.52%	524,895	50.80%
Statistics								
Total Sales & Other Income	382,417	100.00%	524,250	100.00%	805,132	100.00%	1,033,325	100.00%
Number of Events	10	0.00%	9	0.00%	31	0.00%	30	0.00%
Attendance	27,628	7.22%	30,800	5.88%	65,323	8.11%	78,400	7.59%
Average Income Per Event	38,242	10.00%	58,250	11.11%	25,972	3.23%	34,444	3.33%
Net Per Cap	13.84	0.00%	17.02	0.00%	12.33	0.00%	13.18	0.00%

Cross Insurance Arena
CONSOLIDATED INDIRECT DEPARTMENT EXPENSES
For the Five Months Ending November 2024

	Period To Date			Year To Date			Actual	Annual Budget	Annual Budget Var	% of Annual Budget Achieved
	Actual	Curr Budget	Budget Var	Actual	Curr Budget	Budget Var				
Personnel Expenses										
Salaries	77,100	79,686	2,586	406,209	438,279	32,070	406,209	1,035,944	629,735	39%
Part-Time Labor	213,103	115,000	(98,103)	474,382	429,000	(45,382)	474,382	1,415,600	941,218	34%
Outside Payroll Service	35,784	20,000	(15,784)	67,862	46,000	(21,862)	67,862	240,000	172,138	28%
Employee Benefits	18,505	20,983	2,478	81,377	104,912	23,535	81,377	251,813	170,436	32%
Incentive Compensation	0	0	0	404	0	(404)	404	70,415	70,011	1%
401K	6,662	4,732	(1,930)	7,610	23,654	16,044	7,610	56,792	49,182	13%
Payroll Taxes	22,025	16,505	(5,520)	68,379	72,734	4,355	68,379	213,854	145,475	32%
Allocated to Events	(248,309)	(127,800)	120,509	(531,368)	(450,700)	80,668	(531,368)	(1,637,000)	(1,105,632)	32%
Total Personnel Expenses	124,870	129,106	4,236	574,854	663,879	89,025	574,854	1,647,418	1,072,564	
Expenses										
Advertising	650	1,167	517	3,718	5,834	2,116	3,718	14,000	10,282	27%
Other Travel Expense	99	750	651	(447)	3,350	3,797	(447)	10,050	10,497	-4%
Automobile Expenses	0	75	75	226	225	(1)	226	750	524	30%
Armored Car Expense	140	200	60	634	725	91	634	2,000	1,366	32%
Cash (Over)/Short	1,178	0	(1,178)	1,350	0	(1,350)	1,350	0	(1,350)	Not Budgeted
Ice Expense	8,284	2,750	(5,534)	14,920	12,500	(2,420)	14,920	44,000	29,080	34%
Parking Expense	3,214	2,583	(631)	13,675	12,915	(760)	13,675	31,000	17,326	44%
Buidling / General Supplies	2,720	2,950	230	12,017	14,450	2,433	12,017	34,000	21,983	35%
Prof Fees - Deferred Comp. Plan	0	50	50	0	150	150	0	500	500	0%
Computer Maintenance	8,237	6,851	(1,386)	34,274	34,255	(19)	34,274	82,256	47,982	42%
Credit card fees expense	9,754	6,050	(3,704)	21,925	23,300	1,375	21,925	80,500	58,575	27%
Dues & Subscriptions	1,441	1,196	(245)	6,260	5,730	(530)	6,260	13,650	7,390	46%
R&M/Equip. Fund Expense	4,727	4,540	(187)	19,893	25,970	6,077	19,893	57,750	37,857	34%
General expense	1,252	2,208	956	6,327	11,042	4,715	6,327	26,500	20,173	24%
Guest Relations	0	0	0	0	0	0	0	900	900	0%
Insurance & Bonding	12,786	10,120	(2,666)	62,898	50,600	(12,298)	62,898	121,455	58,557	52%
Licenses and Permits	275	546	271	1,373	2,728	1,354	1,373	6,550	5,177	21%
Management Fee Expense	10,389	10,389	0	51,944	51,943	(1)	51,944	124,666	72,722	42%
Meetings/Conferences	0	760	760	300	4,446	4,146	300	15,700	15,400	2%
Office Supplies	456	750	294	1,666	2,250	584	1,666	7,500	5,834	22%
Equipment Rental	875	875	0	4,375	4,375	0	4,375	10,500	6,125	42%
Cleaning Supplies	5,714	1,250	(4,464)	14,379	9,000	(5,379)	14,379	35,000	20,621	41%
Paper Supplies	629	3,000	2,371	970	6,100	5,130	970	31,000	30,030	3%
Printing	0	175	175	537	775	238	537	1,750	1,213	31%
Pest Control Expense	250	250	0	1,217	1,250	33	1,217	3,000	1,783	41%
Postage	267	100	(167)	1,001	750	(251)	1,001	1,750	749	57%
Security System	886	542	(344)	1,006	2,706	1,700	1,006	6,500	5,494	15%
Recruiting Expense	0	50	50	0	500	500	0	950	950	0%
Cell Phone/Telephone/Data Lines	102	703	601	509	3,536	3,026	509	8,450	7,941	6%
Smallwares	0	250	250	2,617	750	(1,867)	2,617	2,000	(617)	131%
Snow Removal	0	0	0	0	0	0	0	250	250	0%
Equipment Maintenance	500	2,000	1,500	10,885	13,000	2,115	10,885	30,000	19,115	36%
Internet - Phone	3,653	3,675	22	18,180	18,375	195	18,180	44,100	25,920	41%
Trash Removal	2,253	2,000	(253)	7,751	8,000	249	7,751	28,000	20,249	28%
Uniforms	2,282	600	(1,682)	6,495	3,650	(2,845)	6,495	8,750	2,255	74%
Utilities	46,357	40,000	(6,357)	182,592	179,300	(3,292)	182,592	484,300	301,708	38%
Total Expenses	129,368	109,404	(19,964)	505,468	514,479	9,011	505,468	1,370,027	864,559	
Total Departmental Expenses	254,238	238,510	(15,728)	1,080,322	1,178,358	98,036	1,080,322	3,017,445	1,937,123	124

**Cross Insurance Arena
EXECUTIVE
For the Five Months Ending November 2024**

	Period To Date			Year To Date			Actual	Annual Budget	Annual Budget Var	% of Annual Budget Achieved
	Actual	Curr Budget	Budget Var	Actual	Curr Budget	Budget Var				
Personnel Expenses										
Salaries	9,655	9,655	(0)	53,105	53,105	0	53,105	125,520	72,415	42%
Part-Time Labor	1,663	2,000	337	5,854	9,000	3,146	5,854	23,000	17,146	25%
Employee Benefits	1,096	1,057	(39)	5,193	5,285	92	5,193	12,685	7,492	41%
Incentive Compensation	0	0	0	146	0	(146)	146	25,104	24,958	1%
401K	652	723	71	(770)	3,615	4,385	(770)	8,681	9,451	-9%
Payroll Taxes	850	852	2	4,461	4,768	307	4,461	12,092	7,631	37%
Total Personnel Expenses	13,917	14,287	370	67,989	75,773	7,784	67,989	207,082	139,093	
Expenses										
Other Travel Expense	99	500	401	(447)	1,750	2,197	(447)	5,000	5,447	-9%
Dues & Subscriptions	146	150	4	725	750	25	725	1,800	1,075	40%
Meetings/Conferences	0	0	0	0	0	0	0	2,000	2,000	0%
Cell Phone/Telephone/Data Lines	0	50	50	0	300	300	0	650	650	0%
Total Expenses	245	700	455	278	2,800	2,522	278	9,700	9,422	
Total Departmental Expenses	14,161	14,987	826	68,266	78,573	10,307	68,266	216,782	148,516	

**Cross Insurance Arena
MARKETING
For the Five Months Ending November 2024**

	Period To Date			Year To Date			Actual	Annual Budget	Annual Budget Var	% of Annual Budget Achieved
	Actual	Curr Budget	Budget Var	Actual	Curr Budget	Budget Var				
Personnel Expenses										
Salaries	5,852	5,852	0	32,185	32,184	(1)	32,185	76,073	43,888	42%
Employee Benefits	1,246	1,370	124	6,225	6,850	625	6,225	16,440	10,215	38%
Incentive Compensation	0	0	0	44	0	(44)	44	7,607	7,563	1%
401K	1,086	349	(737)	1,381	1,741	360	1,381	4,184	2,803	33%
Payroll Taxes	474	475	1	2,609	2,665	56	2,609	6,919	4,310	38%
Total Personnel Expenses	8,657	8,046	(611)	42,443	43,440	997	42,443	111,223	68,780	
Expenses										
Advertising	650	1,167	517	3,718	5,834	2,116	3,718	14,000	10,282	27%
Other Travel Expense	0	0	0	0	0	0	0	700	700	0%
Dues & Subscriptions	0	550	550	1,740	2,750	1,010	1,740	6,600	4,860	26%
Guest Relations	0	0	0	0	0	0	0	500	500	0%
Meetings/Conferences	0	75	75	30	375	345	30	5,000	4,970	1%
Printing	0	125	125	537	625	88	537	1,500	963	36%
Total Expenses	650	1,972	1,322	6,025	9,849	3,824	6,025	28,950	22,925	
Total Departmental Expenses	9,307	10,018	711	48,468	53,289	4,821	48,468	140,173	91,705	

**Cross Insurance Arena
FINANCE
For the Five Months Ending November 2024**

	Period To Date			Year To Date			Actual	Annual Budget	Annual Budget Var	% of Annual Budget Achieved
	Actual	Curr Budget	Budget Var	Actual	Curr Budget	Budget Var				
Personnel Expenses										
Salaries	9,529	13,374	3,845	52,409	73,564	21,155	52,409	173,874	121,465	30%
Employee Benefits	9	1,946	1,937	44	9,730	9,686	44	23,352	23,308	0%
Incentive Compensation	0	0	0	71	0	(71)	71	12,387	12,316	1%
401K	2,162	776	(1,386)	1,957	3,880	1,923	1,957	9,312	7,355	21%
Payroll Taxes	732	1,050	318	4,033	5,550	1,517	4,033	13,856	9,823	29%
Total Personnel Expenses	12,432	17,146	4,714	58,513	92,724	34,211	58,513	232,781	174,268	
Expenses										
Other Travel Expense	0	0	0	0	100	100	0	500	500	0%
Computer Maintenance	5,947	4,000	(1,947)	22,826	20,000	(2,826)	22,826	48,050	25,224	48%
Meetings/Conferences	0	118	118	0	590	590	0	2,800	2,800	0%
Recruiting Expense	0	50	50	0	400	400	0	750	750	0%
Total Expenses	5,947	4,277	(1,670)	22,826	21,633	(1,193)	22,826	53,400	30,574	
Total Departmental Expenses	18,380	21,423	3,043	81,339	114,357	33,018	81,339	286,181	204,842	

**Cross Insurance Arena
BOX OFFICE
For the Five Months Ending November 2024**

	Period To Date			Year To Date			Actual	Annual Budget	Annual Budget Var	% of Annual Budget Achieved
	Actual	Curr Budget	Budget Var	Actual	Curr Budget	Budget Var				
Personnel Expenses										
Salaries	8,623	5,000	(3,623)	37,812	27,500	(10,312)	37,812	65,000	27,188	58%
Part-Time Labor	5,427	4,000	(1,427)	18,968	14,000	(4,968)	18,968	40,000	21,032	47%
Employee Benefits	3,565	1,147	(2,418)	8,173	5,735	(2,438)	8,173	13,771	5,598	59%
401K	239	298	59	1,190	1,489	299	1,190	3,575	2,385	33%
Payroll Taxes	1,126	789	(337)	4,226	3,948	(278)	4,226	9,471	5,245	45%
Allocated to Events	(3,857)	(2,000)	1,857	(8,366)	(5,500)	2,866	(8,366)	(20,000)	(11,634)	42%
Total Personnel Expenses	15,123	9,234	(5,889)	62,002	47,172	(14,830)	62,002	111,817	49,815	
Expenses										
Armored Car Expense	140	200	60	634	725	91	634	2,000	1,366	32%
Cash (Over)/Short	975	0	(975)	975	0	(975)	975	0	(975)	Not Budgeted
Buidling / General Supplies	0	200	200	97	700	603	97	1,500	1,403	6%
Credit card fees expense	(126)	50	176	2,282	300	(1,982)	2,282	500	(1,782)	456%
Meetings/Conferences	0	167	167	0	831	831	0	2,000	2,000	0%
Cell Phone/Telephone/Data Lines	0	55	55	0	265	265	0	650	650	0%
Total Expenses	988	672	(316)	3,988	2,821	(1,167)	3,988	6,650	2,662	
Total Departmental Expenses	16,111	9,906	(6,205)	65,990	49,993	(15,997)	65,990	118,467	52,477	

**Cross Insurance Arena
OPERATIONS
For the Five Months Ending November 2024**

	Period To Date			Year To Date			Actual	Annual Budget	Annual Budget Var	% of Annual Budget Achieved
	Actual	Curr Budget	Budget Var	Actual	Curr Budget	Budget Var				
Personnel Expenses										
Salaries	15,842	15,446	(396)	85,551	84,956	(595)	85,551	200,809	115,258	43%
Part-Time Labor	13,440	14,000	560	44,017	37,000	(7,017)	44,017	120,000	75,983	37%
Employee Benefits	5,927	5,003	(924)	32,984	25,015	(7,969)	32,984	60,034	27,050	55%
Incentive Compensation	0	0	0	49	0	(49)	49	8,558	8,509	1%
401K	1,211	872	(339)	2,066	4,360	2,294	2,066	10,468	8,402	20%
Payroll Taxes	2,277	2,856	579	9,860	12,258	2,398	9,860	29,221	19,361	34%
Allocated to Events	(12,286)	(6,000)	6,286	(22,385)	(16,000)	6,385	(22,385)	(90,000)	(67,615)	25%
Total Personnel Expenses	26,411	32,177	5,766	152,142	147,589	(4,553)	152,142	339,090	186,948	
Expenses										
Ice Expense	8,284	2,750	(5,534)	14,920	12,500	(2,420)	14,920	44,000	29,080	34%
Buidling / General Supplies	2,404	2,000	(404)	9,496	10,500	1,004	9,496	25,000	15,504	38%
Maintenance Expense	966	3,040	2,074	5,474	15,220	9,746	5,474	36,500	31,026	15%
General expense	1,252	2,208	956	6,327	11,042	4,715	6,327	26,500	20,173	24%
Cleaning Supplies	5,714	1,250	(4,464)	14,379	9,000	(5,379)	14,379	35,000	20,621	41%
Pest Control Expense	250	250	0	1,217	1,250	33	1,217	3,000	1,783	41%
Cell Phone/Telephone/Data Lines	51	163	112	255	813	558	255	1,950	1,695	13%
Repairs Expense	500	2,000	1,500	10,885	13,000	2,115	10,885	30,000	19,115	36%
Trash Removal	2,253	2,000	(253)	7,751	8,000	249	7,751	28,000	20,249	28%
Uniforms	0	0	0	553	500	(53)	553	750	197	74%
Total Expenses	21,675	15,711	(5,964)	71,498	82,475	10,977	71,498	231,700	160,202	
Total Departmental Expenses	48,086	47,888	(198)	223,639	230,064	6,424	223,639	570,790	347,151	

Cross Insurance Arena
EVENT SERVICES
For the Five Months Ending November 2024

	Period To Date			Year To Date			Actual	Annual Budget	Annual Budget Var	% of Annual Budget Achieved
	Actual	Curr Budget	Budget Var	Actual	Curr Budget	Budget Var				
Personnel Expenses										
Salaries	16,154	16,290	136	88,846	89,595	749	88,846	211,775	122,929	42%
Part-Time Labor	133,984	60,000	(73,984)	297,118	240,000	(57,118)	297,118	800,000	502,882	37%
Employee Benefits	5,485	6,719	1,234	22,453	33,593	11,140	22,453	80,626	58,173	28%
Incentive Compensation	0	0	0	49	0	(49)	49	9,000	8,951	1%
401K	1,340	920	(420)	2,400	4,600	2,200	2,400	11,040	8,640	22%
Payroll Taxes	10,468	6,103	(4,365)	29,158	26,397	(2,761)	29,158	87,690	58,532	33%
Allocated to Events	(144,665)	(64,800)	79,865	(321,134)	(256,200)	64,934	(321,134)	(857,000)	(535,866)	37%
Total Personnel Expenses	22,766	25,232	2,466	118,890	137,985	19,095	118,890	343,131	224,241	
Expenses										
Buidling / General Supplies	315	750	435	2,423	3,250	827	2,423	7,500	5,077	32%
Security Systems	886	542	(344)	1,006	2,706	1,700	1,006	6,500	5,494	15%
Dues & Subscriptions	1,295	396	(899)	3,795	1,980	(1,815)	3,795	4,750	955	80%
Meetings/Conferences	0	400	400	0	1,900	1,900	0	3,150	3,150	0%
Cell Phone/Telephone/Data Lines	0	108	108	0	541	541	0	1,300	1,300	0%
Uniforms	0	0	0	0	500	500	0	1,000	1,000	0%
Total Expenses	2,496	2,196	(300)	7,224	10,877	3,653	7,224	24,200	16,976	
Total Departmental Expenses	25,262	27,428	2,166	126,115	148,862	22,747	126,115	367,331	241,216	

**Cross Insurance Arena
GROUP SALES
For the Five Months Ending November 2024**

	Period To Date			Year To Date			Actual	Annual Budget	Annual Budget Var	% of Annual Budget Achieved
	Actual	Curr Budget	Budget Var	Actual	Curr Budget	Budget Var				
Personnel Expenses										
Salaries	5,475	4,400	(1,075)	23,474	24,198	724	23,474	57,197	33,723	41%
Employee Benefits	3	1,369	1,366	17	6,844	6,827	17	16,433	16,416	0%
401K	0	238	238	(212)	1,190	1,402	(212)	2,860	3,072	-7%
Payroll Taxes	419	360	(59)	1,796	1,970	174	1,796	4,660	2,864	39%
Allocated to Events	(2,071)	0	2,071	(2,743)	0	2,743	(2,743)	0	2,743	Not Budgeted
Total Personnel Expenses	3,827	6,367	2,540	22,332	34,202	11,870	22,332	81,150	58,818	
Expenses										
Guest Relations	0	0	0	0	0	0	0	150	150	0%
Total Expenses	0	55	55	0	265	265	0	800	800	
Total Departmental Expenses	3,827	6,422	2,595	22,332	34,467	12,135	22,332	81,950	59,618	

**Cross Insurance Arena
ADVERTISING/SPONSORSHIP
For the Five Months Ending November 2024**

	Period To Date			Year To Date			Actual	Annual Budget	Annual Budget Var	% of Annual Budget Achieved
	Actual	Curr Budget	Budget Var	Actual	Curr Budget	Budget Var				
Expenses										
Other Travel Expense	0	250	250	0	1,250	1,250	0	3,500	3,500	0%
R&M/Equip. Fund Expense	0	500	500	615	2,750	2,136	615	6,250	5,636	10%
Printing	0	50	50	0	150	150	0	250	250	0%
Total Expenses	<u>0</u>	<u>800</u>	<u>800</u>	<u>615</u>	<u>4,150</u>	<u>3,536</u>	<u>615</u>	<u>10,000</u>	<u>9,386</u>	
Total Departmental Expenses	0	800	800	615	4,150	3,536	615	10,000	9,386	

**Cross Insurance Arena
FOOD AND BEVERAGE
For the Five Months Ending November 2024**

	Period To Date			Year To Date			Actual	Annual Budget	Annual Budget Var	% of Annual Budget Achieved
	Actual	Curr Budget	Budget Var	Actual	Curr Budget	Budget Var				
Personnel Expenses										
Salaries	5,969	9,669	3,700	32,828	53,177	20,349	32,828	125,696	92,868	26%
Part-Time Labor	58,589	35,000	(23,589)	108,425	129,000	20,575	108,425	432,600	324,175	25%
Outside Payroll Service	35,191	20,000	(15,191)	66,797	46,000	(20,797)	66,797	240,000	173,203	28%
Employee Benefits	1,174	2,372	1,198	6,289	11,860	5,571	6,289	28,472	22,183	22%
Incentive Compensation	0	0	0	45	0	(45)	45	7,759	7,714	1%
401K	(28)	556	584	(403)	2,779	3,182	(403)	6,672	7,075	-6%
Payroll Taxes	5,679	4,020	(1,659)	12,237	15,178	2,941	12,237	49,945	37,708	25%
Allocated to Events	(85,431)	(55,000)	30,431	(176,740)	(173,000)	3,740	(176,740)	(670,000)	(493,260)	26%
Total Personnel Expenses	21,144	16,617	(4,527)	49,478	84,994	35,516	49,478	221,144	171,666	
Expenses										
Other Travel Expense	0	0	0	0	250	250	0	350	350	0%
Cash (Over)/Short	203	0	(203)	375	0	(375)	375	0	(375)	Not Budgeted
Computer Maintenance	2,290	2,851	562	11,448	14,255	2,808	11,448	34,206	22,759	33%
Credit card fees expense	9,880	6,000	(3,880)	19,643	23,000	3,357	19,643	80,000	60,357	25%
Dues & Subscriptions	0	50	50	0	100	100	0	250	250	0%
R&M/Equip. Fund Expense	3,760	1,000	(2,760)	13,804	8,000	(5,804)	13,804	15,000	1,196	92%
Licenses and Permits	76	88	12	379	438	58	379	1,050	671	36%
Meetings/Conferences	0	0	0	30	250	220	30	250	220	12%
Paper Supplies	629	3,000	2,371	970	6,100	5,130	970	31,000	30,030	3%
Recruiting Expense	0	0	0	0	100	100	0	200	200	0%
Cell Phone/Telephone/Data Lines	51	108	57	255	544	289	255	1,300	1,045	20%
Smallwares	0	250	250	2,617	750	(1,867)	2,617	2,000	(617)	131%
Uniforms	2,282	600	(1,682)	5,942	2,650	(3,292)	5,942	7,000	1,058	85%
Total Expenses	19,171	13,947	(5,224)	55,462	56,437	974	55,462	172,606	117,144	
Total Departmental Expenses	40,315	30,564	(9,751)	104,941	141,431	36,490	104,941	393,750	288,809	

**Cross Insurance Arena
OVERHEAD
For the Five Months Ending November 2024**

	Period To Date			Year To Date			Actual	Annual Budget	Annual Budget Var	% of Annual Budget Achieved
	Actual	Curr Budget	Budget Var	Actual	Curr Budget	Budget Var				
Expenses										
Automobile Expenses	0	75	75	226	225	(1)	226	750	524	30%
Parking Expense	3,214	2,583	(631)	13,675	12,915	(760)	13,675	31,000	17,326	44%
Prof Fees - Deferred Comp. Plan	0	50	50	0	150	150	0	500	500	0%
Insurance & Bonding	12,786	10,120	(2,666)	62,898	50,600	(12,298)	62,898	121,455	58,557	52%
Licenses and Permits	199	458	259	994	2,290	1,296	994	5,500	4,506	18%
Management Fee Expense	10,389	10,389	0	51,944	51,943	(1)	51,944	124,666	72,722	42%
Office Supplies	456	750	294	1,666	2,250	584	1,666	7,500	5,834	22%
Equipment Rental	875	875	0	4,375	4,375	0	4,375	10,500	6,125	42%
Postage	267	100	(167)	1,001	750	(251)	1,001	1,750	749	57%
Internet - Phone	3,653	3,675	22	18,180	18,375	195	18,180	44,100	25,920	41%
Utilities	46,357	40,000	(6,357)	182,592	179,300	(3,292)	182,592	484,300	301,708	38%
Total Expenses	78,196	69,075	(9,121)	337,552	323,173	(14,379)	337,552	832,021	494,469	
Total Departmental Expenses	78,790	69,075	(9,715)	338,617	323,173	(15,444)	338,617	832,021	493,404	

**Cross Insurance Arena
OTHER INCOME
For the Five Months Ending November 2024**

	Period To Date			Year To Date			Annual Budget	Annual Budget Var	% of Annual Budget Achieved
	Actual	Curr Budget	Budget Var	Actual	Curr Budget	Budget Var			
OTHER INCOME									
Advertising Sponsorship Incr	47,519	44,802	2,717	235,275	224,010	11,265	537,625	(302,350)	44%
Premium Seat Income	12,429	14,091	(1,662)	58,238	70,451	(12,213)	169,094	(110,856)	34%
Rink Program Revenue	7,455	5,000	2,455	7,455	5,000	2,455	20,000	(12,545)	37%
Other revenue	8,207	5,600	2,607	27,744	14,500	13,244	48,000	(20,256)	58%
TOTAL OTHER INCOME	75,609	69,493	6,116	328,711	313,961	14,750	774,719	(446,008)	42%



One Civic Center Square, Portland, ME 04101

DECEMBER 2024

Fiscal Year ending June 30, 2024

Submitted By
Mark Eddy

SPECTRA VENUE MANAGEMENT

D. Blank
D. Higgins
K. Hilsgen
G. O'Dell
K. Vaske
R. Wilson

Mark Eddy

Mark Eddy, Director of Finance

Mike LoConte

Mike LoConte, General Manager



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**Cross Insurance Arena
FINANCIAL STATEMENT COMMENTS
Month Ending December 31, 2024**

	<u>ACTUAL</u>	<u>BUDGET</u>	<u>FAV(UNFAV) VARIANCE</u>
NO OF EVENTS	13	11	2
PAID ATTENDANCE	42,187	33,300	8,887
DIRECT EVENT INCOME	82,114	68,985	13,129
FACILITY FEE	80,869	60,950	19,919
SUITE REVENUE	10,039	5,475	4,564
NET TICKETING REVENUE	28,735	12,439	16,296
ANCILLARY INCOME	178,261	123,526	54,735
TOTAL EVENT INCOME	<u>380,017</u>	<u>271,375</u>	<u>108,642</u>
OTHER INCOME	70,916	71,643	(727)
INDIRECT EXPENSES	292,588	253,380	(39,208)
NET INCOME (LOSS)	<u>158,345</u>	<u>89,638</u>	<u>68,707</u>

EVENT INCOME:				
	OVER	BUDGET BY	108,642	DUE TO THE FOLLOWING:
	Actual	MTD Budget	FAV(UNFAV) VARIANCE	COMMENTS:
Regular Season Hockey	86,406	56,531	29,875	Higher attendances and ancillary revenues than originally budgeted for the month.
College Hockey	110,847	76,525	34,322	Higher attendances and ancillary revenues than projected for the two games.
Disney on Ice	141,354	138,319	3,035	Higher attendances and ancillary revenues than projected for the event.
Misc Family	41,411	0	41,411	Unbudgeted Cirque Holiday event.
	<u>380,017</u>	<u>271,375</u>	<u>108,642</u>	
OTHER INCOME:				
	UNDER	BUDGET BY	(727)	DUE TO THE FOLLOWING:
	Actual	MTD Budget	FAV(UNFAV) VARIANCE	COMMENTS:
Advertising Sponsorship Incr	46,145	44,802	1,343	Higher sponsorship sales for the month than originally projected.
Premium Seat Income	12,429	14,091	(1,662)	Lower seat license renewals than budgeted for December.
Other revenue	7,817	8,750	(933)	
	<u>70,916</u>	<u>71,643</u>	<u>(727)</u>	
INDIRECT EXPENSES:				
	OVER	BUDGET BY	(39,208)	DUE TO THE FOLLOWING:
	Actual	MTD Budget	FAV(UNFAV) VARIANCE	COMMENTS:
EXECUTIVE	14,336	15,237	901	
MARKETING	10,406	10,267	(139)	One less FTE than originally budgeted for the month.
FINANCE	14,700	21,423	6,723	One more FTE than originally budgeted for the month.
BOX OFFICE	12,432	8,782	(3,650)	Higher repairs to doors and ice compressor equipment than projected for December.
OPERATIONS	66,637	47,278	(19,360)	Lower labor allocations to events than projected for December events.
EVENT SERVICES	27,647	29,529	1,882	Higher commission allocations to events than projected for December events.
GROUP SALES	1,343	6,572	5,229	No marketing expenses as originally budgeted for December.
ADVERTISING/SPONSOR	0	1,050	1,050	Higher equipment repair and labor costs than originally projected for the month.
FOOD AND BEVERAGE	36,947	34,168	(2,779)	Higher insurance and utility expenses than originally budgeted for December.
OVERHEAD	108,139	79,075	(29,064)	
	<u>292,588</u>	<u>253,380</u>	<u>(39,208)</u>	

**Cross Insurance Arena
FINANCIAL STATEMENT COMMENTS
For the Six Months Ending December 2024**

	<u>ACTUAL</u>	<u>BUDGET</u>	<u>FAV(UNFAV) VARIANCE</u>
NO OF EVENTS	44	41	3
PAID ATTENDANCE	119,552	124,150	(4,598)
DIRECT EVENT INCOME	99,698	162,464	(62,766)
FACILITY FEE	261,836	230,570	31,266
SUITE REVENUE	11,441	10,500	941
NET TICKETING REVENUE	170,125	97,108	73,017
ANCILLARY INCOME	557,604	512,518	45,086
TOTAL EVENT INCOME	<u>1,100,705</u>	<u>1,013,160</u>	<u>87,545</u>
OTHER INCOME	399,627	385,604	14,023
INDIRECT EXPENSES	1,372,910	1,431,738	58,828
NET OPERATING INCOME(LOSS)	<u>127,422</u>	<u>(32,974)</u>	<u>160,396</u>

COMMENTS:

EVENT INCOME:	UNDER	BUDGET BY	87,545	DUE TO THE FOLLOWING:
	YTD	YTD	FAV(UNFAV)	
	Actual	Budget	VARIANCE	COMMENTS:
WFC/LN Concert	22,829	32,668	(9,839)	Lower attendance and F&B revenues than budgeted for A Day to Remember concert.
Cirque Holidaze	41,411	0	41,411	Unbudgeted holiday stage show.
College Hockey	110,847	76,525	34,322	Higher attendances and ancillary revenues than projected for the two games.
Major Concerts	76,938	89,712	(12,774)	Lower attendance and revenues than budgeted for the Mercy Me concert..
Broadway Series	60,769	40,220	20,549	Higher ticket sales and ancillary revenues that budgeted for Book of Mormon shows.
Monster Jam	150,960	157,739	(6,779)	Lower ticket sales than originally projected for Hot Wheels and Nitro Circus events.
Regular Season Hockey	302,334	263,813	38,521	Higher ancillary revenues than projected for the 14 home games YTD.
Trade Shows	14,736	8,358	6,378	Higher rent and catering revenues from Maine Health Conference.
Comedy Shows	103,308	123,140	(19,832)	Lower attendance and revenues than originally budgeted for two comedy shows..
Disney shows	141,354	138,319	3,035	Unbudgeted Russ & YG concert.
Family	75,219	82,666	(7,447)	Lower attendances and revenues from Price is Right and Jurassic Quest events.
	<u>1,100,705</u>	<u>1,013,160</u>	<u>87,545</u>	
OTHER INCOME:	OVER	BUDGET BY	14,023	DUE TO THE FOLLOWING:
	YTD	YTD	FAV(UNFAV)	
	Actual	Budget	VARIANCE	COMMENTS:
Advertising Sponsorship In	281,420	268,812	12,608	Higher sponsorship sales YTD.
Premium Seat Income	70,666	84,542	(13,876)	Lower seat license renewals in YTD.
Rink Program Revenue	11,980	9,000	2,980	Higher ice rentals than projected YTD.
Other revenue	35,561	23,250	12,311	Higher order fee revenues than originally projected YTD.
	<u>399,627</u>	<u>385,604</u>	<u>14,023</u>	
INDIRECT EXPENSES:	UNDER	BUDGET BY	58,828	DUE TO THE FOLLOWING:
	YTD	YTD	FAV(UNFAV)	
	Actual	Budget	VARIANCE	COMMENTS:
EXECUTIVE	82,602	93,810	11,208	Lower travel expense, benefit costs, and part-time wages than projected YTD.
MARKETING	58,875	63,556	4,681	Lower non-event advertising expenses than projected YTD.
FINANCE	96,039	135,780	39,741	One less FTE than originally budgeted YTD.
BOX OFFICE	78,423	58,775	(19,648)	One more FTE than originally budgeted YTD.
OPERATIONS	290,277	277,341	(12,936)	Higher maintenance and repair expenses than projected for first six months.
EVENT SERVICES	153,762	178,391	24,629	Higher labor allocations to events than projected YTD.
GROUP SALES	23,675	41,039	17,364	Lower wages and benefit costs than projected YTD.
ADVERTISING/SPONSC	615	5,200	4,586	Lower fulfillment and maintenance expenses YTD.
FOOD AND BEVERAGE	141,887	175,598	33,711	One less FTE and lower part-time wages than originally projected YTD.
OVERHEAD	446,756	402,248	(44,508)	Higher utilities and insurance expense than originally projected YTD.
	<u>1,372,910</u>	<u>1,431,738</u>	<u>58,828</u>	

CROSS INSURANCE ARENA
ROLLING FORECAST
as of December 31, 2024
FYE June 30, 2025

	ACTUAL December 31, 2024	BALANCE PROJECTED FY 2025	TOTAL ACT/PROJ FY 2025	ORIG BUDGET FYE June 30, 2025	Variance
# OF EVENTS	44	61	105	100	5
Direct Event Income	99,698	126,046	225,744	227,923	(2,179)
Facility Fee	261,836	191,444	453,280	422,360	30,920
Suite Revenue	11,441	15,323	26,764	12,900	13,864
Ticketing System Income	170,125	125,348	295,473	208,061	87,412
Ancillary Income	557,604	740,912	1,298,516	1,153,422	145,094
TOTAL EVENT INCOME	<u>1,100,705</u>	<u>1,199,073</u>	<u>2,299,778</u>	<u>2,024,666</u>	<u>275,112</u>
OTHER INCOME	399,627	319,349	718,976	774,718	(55,742)
INDIRECT EXPENSES	<u>1,372,910</u>	<u>1,496,323</u>	<u>2,869,233</u>	<u>3,017,445</u>	<u>148,212</u>
NET OPERATING INCOME (LOSS)	<u><u>127,422</u></u>	<u><u>22,099</u></u>	<u><u>149,521</u></u>	<u><u>(218,061)</u></u>	<u><u>367,582</u></u>

December adjustments affect to FY Forecast

COMMENTS:

Difference from prior month:

367,582

Realized higher attendances and ancillary revenues from 44 hosted events to date. Recognized additional revenues from additional unbudgeted events on the calendar for the last half of the year.

Event Income

275,112

Other Income

(55,742)

Recognized lower sponsorship renewals to date for latter half of fiscal 2025.

Indirect Expenses

148,212

Recognized savings from two open full-time positions.

Totals

367,582

Incentive Fee Calculation

Base Management Fee Projected	124,656
Financial Incentive Fee	62,333
Food & Beverage Incentives	37,400
Qualitative Incentives	-
Total Management Fee Projected	<u><u>224,389</u></u>

Mark Eddy

Director of Finance
Mark Eddy

Mike LoConte

General Manager
Mike LoConte

Cross Insurance Arena
BALANCE SHEET
December 2024

ASSETS

CURRENT ASSETS

Cash & cash equivalents	2,460,019	
Accounts receivable	236,383	
Accounts Receivable from Third Party	294,705	
Prepaid	45,580	
Inventory	90,938	
TOTAL CURRENT ASSETS		3,127,625

TOTAL ASSETS

3,127,625

LIABILITIES AND EQUITY

CURRENT LIABILITIES

Accounts payable	249,054	
Accrued payroll & related costs	264,094	
Sales and Use Tax payable	26,083	
Other accrued liabilities	805,739	
Deposits and Deferred income	1,324,132	
TOTAL LIABILITIES		<u><u>2,669,101</u></u>

EQUITY

Retained Earnings	(1,075,423)	
Client Funding	1,406,867	
Current Retained Earnings		126,578
TOTAL EQUITY		458,524

TOTAL LIABILITIES AND EQUITY

3,127,625

Cross Insurance Arena
CONSOLIDATED INCOME STATEMENT
For the Six Months Ending December 2024

	PERIOD TO DATE			YEAR TO DATE		
	Actual	Curr Budget	Budget Variance	Actual	Curr Budget	Budget Variance
Number of Events	13	11	2	44	41	3
Total Paid General	42,187	33,300	8,887	119,552	124,150	(4,598)
Turnstile Attendance- General	38,256	30,575	7,681	103,579	108,975	(5,396)
RENTAL INCOME						
GROSS TICKET REVENUE	1,237,823	849,110	388,713	3,983,814	3,399,430	584,384
SPONSORSHIP REVENUE	0	0	0	0	4,500	(4,500)
RENT BILLED	112,678	93,400	19,278	298,914	292,300	6,614
GROSS REVENUE	1,350,501	942,510	407,991	4,282,727	3,696,230	586,497
PROMOTER PROCEEDS	(1,234,081)	(849,110)	(384,971)	(3,589,915)	(3,403,930)	(185,985)
NET RENTAL INCOME	116,419	93,400	23,019	692,812	292,300	400,512
NET SERVICE INCOME / (LOSS)	(34,305)	(24,415)	(9,890)	(593,114)	(129,836)	(463,278)
DIRECT EVENT INCOME	82,114	68,985	13,129	99,698	162,464	(62,766)
FACILITY FEE REVENUE	80,869	60,950	19,919	261,836	230,570	31,266
SUITE TICKET REVENUE	10,039	5,475	4,564	11,441	10,500	941
CONV/TICKET PROC REVENUE	29,035	12,439	16,596	204,188	132,014	72,174
EVENT SPONSORSHIP	0	0	0	0	0	0
PROMOTER SHARE OF REVENUES	(300)	0	(300)	(34,062)	(34,906)	844
TOTAL SURCHARGE/REBATE/PRESHC	119,643	78,864	40,779	443,403	338,178	105,225
ANCILLARY INCOME						
CONCESSIONS	172,373	120,326	52,047	535,902	549,918	(14,016)
TEAM/PROMOTER SHARE	(32,496)	(24,600)	(7,896)	(139,040)	(180,582)	41,542
SUITES/CATERING	33,135	27,800	5,335	108,760	134,875	(26,115)
NOVELTY	5,249	0	5,249	51,982	8,307	43,675
TOTAL ANCILLARY INCOME	178,261	123,526	54,735	557,604	512,518	45,086
EVENT OPERATING INCOME	380,017	271,375	108,642	1,100,705	1,013,160	87,545
INDIRECT EXPENSES:						
EXECUTIVE	14,336	15,237	901	82,602	93,810	11,208
MARKETING	10,406	10,267	(139)	58,875	63,556	4,681
FINANCE	14,700	21,423	6,723	96,039	135,780	39,741
BOX OFFICE	12,432	8,782	(3,650)	78,423	58,775	(19,648)
OPERATIONS	66,637	47,278	(19,360)	290,277	277,341	(12,936)
EVENT SERVICES	27,647	29,529	1,882	153,762	178,391	24,629
GROUP SALES	1,343	6,572	5,229	23,675	41,039	17,364
ADVERTISING/SPONSORSHIP	0	1,050	1,050	615	5,200	4,586
FOOD AND BEVERAGE	36,947	34,168	(2,779)	141,887	175,598	33,711
OVERHEAD	108,139	79,075	(29,064)	446,756	402,248	(44,508)
TOTAL INDIRECT EXPENSES	292,588	253,380	(39,208)	1,372,910	1,431,738	58,828
Advertising Sponsorship Income	46,145	44,802	1,343	281,420	268,812	12,608
Premium Seat Income	12,429	14,091	(1,662)	70,666	84,542	(13,876)
Rink Program Revenue	4,525	4,000	525	11,980	9,000	2,980
Other revenue	7,817	8,750	(933)	35,561	23,250	12,311
TOTAL OTHER INCOME	70,916	71,643	(727)	399,627	385,604	14,023
NET OPERATING INCOME (LOSS)	158,345	89,638	68,707	127,422	(32,974)	160,396

Cross Insurance Arena
CONSOLIDATED INDIRECT DEPARTMENT EXPENSES
For the Six Months Ending December 2024

	Period To Date			Year To Date			Actual	Annual Budget	Annual Budget Var	% of Annual Budget Achieved
	Actual	Curr Budget	Budget Var	Actual	Curr Budget	Budget Var				
Personnel Expenses										
Salaries	74,319	79,686	5,367	480,528	517,965	37,437	480,528	1,035,944	555,416	46%
Part-Time Labor	193,919	218,000	24,081	668,301	647,000	(21,301)	668,301	1,415,600	747,299	47%
Outside Payroll Service	32,570	32,000	(570)	100,432	78,000	(22,432)	100,432	240,000	139,568	42%
Employee Benefits	17,122	20,984	3,862	98,498	125,896	27,398	98,498	251,813	153,315	39%
Incentive Compensation	0	0	0	404	0	(404)	404	70,415	70,011	1%
401K	5,132	4,732	(400)	12,742	28,386	15,644	12,742	56,792	44,050	22%
Payroll Taxes	24,533	23,799	(734)	92,912	96,533	3,621	92,912	213,854	120,942	43%
Allocated to Events	(225,402)	(255,000)	(29,598)	(756,771)	(705,700)	51,071	(756,771)	(1,637,000)	(880,229)	46%
Total Personnel Expenses	122,192	124,201	2,009	697,046	788,080	91,034	697,046	1,647,418	950,372	
Expenses										
Advertising	1,900	1,166	(734)	5,618	7,000	1,382	5,618	14,000	8,382	40%
Other Travel Expense	0	1,050	1,050	(447)	4,400	4,847	(447)	10,050	10,497	-4%
Automobile Expenses	80	75	(5)	306	300	(6)	306	750	444	41%
Armored Car Expense	372	175	(197)	1,006	900	(106)	1,006	2,000	994	50%
Cash (Over)/Short	161	0	(161)	1,511	0	(1,511)	1,511	0	(1,511)	Not Budgeted
Ice Expense	2,970	4,500	1,530	17,890	17,000	(890)	17,890	44,000	26,110	41%
Parking Expense	3,422	2,583	(839)	17,097	15,498	(1,599)	17,097	31,000	13,904	55%
Building / General Supplies	1,088	1,850	762	13,105	16,300	3,195	13,105	34,000	20,895	39%
Prof Fees - Deferred Comp. Plan	0	50	50	0	200	200	0	500	500	0%
Computer Maintenance	5,576	6,851	1,275	39,850	41,106	1,256	39,850	82,256	42,406	48%
Credit card fees expense	7,911	9,050	1,139	29,836	32,350	2,514	29,836	80,500	50,664	37%
Dues & Subscriptions	1,001	1,196	195	7,261	6,926	(335)	7,261	13,650	6,389	53%
R&M/Equip. Fund Expense	16,082	4,540	(11,542)	35,975	30,510	(5,465)	35,975	57,750	21,775	62%
General expense	1,252	2,208	956	7,579	13,250	5,671	7,579	26,500	18,921	29%
Guest Relations	0	650	650	0	650	650	0	900	900	0%
Insurance & Bonding	12,786	10,120	(2,666)	75,684	60,720	(14,964)	75,684	121,455	45,771	62%
Licenses and Permits	275	546	271	1,648	3,273	1,625	1,648	6,550	4,902	25%
Management Fee Expense	10,389	10,389	0	62,333	62,332	(1)	62,333	124,666	62,333	50%
Meetings/Conferences	0	610	610	300	5,056	4,756	300	15,700	15,400	2%
Office Supplies	157	750	593	1,824	3,000	1,177	1,824	7,500	5,677	24%
Equipment Rental	875	875	0	5,250	5,250	0	5,250	10,500	5,250	50%
Cleaning Supplies	1,929	5,000	3,071	16,308	14,000	(2,308)	16,308	35,000	18,692	47%
Paper Supplies	0	3,000	3,000	970	9,100	8,130	970	31,000	30,030	3%
Printing	180	175	(5)	717	950	233	717	1,750	1,033	41%
Pest Control Expense	250	250	0	1,467	1,500	33	1,467	3,000	1,533	49%
Postage	185	100	(85)	1,186	850	(336)	1,186	1,750	564	68%
Security System	633	542	(91)	1,639	3,248	1,609	1,639	6,500	4,861	25%
Recruiting Expense	0	100	100	0	600	600	0	950	950	0%
Cell Phone/Telephone/Data Lines	102	704	602	611	4,239	3,628	611	8,450	7,839	7%
Smallwares	116	250	134	2,734	1,000	(1,734)	2,734	2,000	(734)	137%
Snow Removal	0	150	150	0	150	150	0	250	250	0%
Equipment Maintenance	18,232	2,000	(16,232)	29,117	15,000	(14,117)	29,117	30,000	883	97%
Internet - Phone	4,790	3,675	(1,115)	22,970	22,050	(920)	22,970	44,100	21,130	52%
Trash Removal	1,858	3,000	1,142	9,609	11,000	1,391	9,609	28,000	18,391	34%
Uniforms	567	1,000	433	7,062	4,650	(2,412)	7,062	8,750	1,688	81%
Utilities	75,256	50,000	(25,256)	257,848	229,300	(28,548)	257,848	484,300	226,452	53%
Total Expenses	170,396	129,179	(41,217)	675,864	643,658	(32,206)	675,864	1,370,027	694,163	
Total Departmental Expenses	292,588	253,380	(39,208)	1,372,910	1,431,738	58,828	1,372,910	3,017,445	1,644,535	

**Cross Insurance Arena
OTHER INCOME
For the Six Months Ending December 2024**

	Period To Date			Year To Date			Annual Budget	Annual Budget Var	% of Annual Budget Achieved
	Actual	Curr Budget	Budget Var	Actual	Curr Budget	Budget Var			
OTHER INCOME									
Advertising Sponsorship Incr	46,145	44,802	1,343	281,420	268,812	12,608	537,625	(256,205)	52%
Premium Seat Income	12,429	14,091	(1,662)	70,666	84,542	(13,876)	169,094	(98,428)	42%
Rink Program Revenue	4,525	4,000	525	11,980	9,000	2,980	20,000	(8,020)	60%
Other revenue	7,817	8,750	(933)	35,561	23,250	12,311	48,000	(12,439)	74%
TOTAL OTHER INCOME	70,916	71,643	(727)	399,627	385,604	14,023	774,719	(375,092)	52%



One Civic Center Square, Portland, ME 04101

JANUARY 2025

Fiscal Year ending June 30, 2024

Submitted By
Mark Eddy

OVG VENUE MANAGEMENT

D. Blank
D. Higgins
K. Hilsgen
G. O'Dell
K. Vaske
R. Wilson

Mark Eddy

Mark Eddy, Director of Finance

Mike LoConte

Mike LoConte, General Manager



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Cross Insurance Arena
FINANCIAL STATEMENT COMMENTS
Month Ending January 31, 2025

	<u>ACTUAL</u>	<u>BUDGET</u>	<u>FAV(UNFAV)</u> <u>VARIANCE</u>
NO OF EVENTS	9	10	(1)
PAID ATTENDANCE	35,276	35,000	276
DIRECT EVENT INCOME	(25,382)	(31,046)	5,664
FACILITY FEE	47,734	38,970	8,764
SUITE REVENUE	0	1,300	(1,300)
NET TICKETING REVENUE	17,030	23,212	(6,182)
ANCILLARY INCOME	163,903	164,165	(262)
TOTAL EVENT INCOME	<u>203,284</u>	<u>196,601</u>	<u>6,683</u>
OTHER INCOME	83,663	70,144	13,519
INDIRECT EXPENSES	304,334	276,819	(27,515)
NET INCOME (LOSS)	<u>(17,387)</u>	<u>(10,074)</u>	<u>(7,313)</u>

EVENT INCOME:		OVER	BUDGET BY	6,683	DUE TO THE FOLLOWING:
	Actual	MTD Budget	FAV(UNFAV) VARIANCE	COMMENTS:	
Regular Season Hockey	185,647	150,744	34,903		Higher attendances and ancillary revenues than originally budgeted for the month.
WFC/LN Concert	0	32,668	(32,668)		Concert reporting moved to February due to report acceleration projection.
Other Sports	17,638	13,189	4,449		Higher ticket sales and revenues for the Ice Racing event in January.
	<u>203,284</u>	<u>196,601</u>	<u>6,683</u>		
OTHER INCOME:					
	Actual	MTD Budget	FAV(UNFAV) VARIANCE	COMMENTS:	
Advertising Sponsorship Incr	48,642	44,802	3,840		Higher sponsorship sales for the month than originally projected.
Premium Seat Income	12,429	14,092	(1,663)		Lower seat license renewals than budgeted for the month.
Other revenue	17,268	4,750	12,518		Higher Ticketmaster resale revenues than projected for January.
	<u>83,663</u>	<u>70,144</u>	<u>13,519</u>		
INDIRECT EXPENSES:					
	Actual	MTD Budget	FAV(UNFAV) VARIANCE	COMMENTS:	
EXECUTIVE	16,654	18,408	1,754		Lower conference and travel expenses than budgeted for January.
MARKETING	10,604	11,626	1,022		Lower advertising and meeting expenses than originally projected.
FINANCE	19,747	24,928	5,181		One less FTE than originally budgeted for the month.
BOX OFFICE	22,414	11,157	(11,257)		One more FTE than originally budgeted for the month and new BO terminals.
OPERATIONS	68,851	46,710	(22,142)		Higher repairs, part-time labor, and building supplies expenses than projected for January.
EVENT SERVICES	34,625	32,679	(1,946)		Lower labor allocations to events than projected for January events.
GROUP SALES	10,154	7,608	(2,546)		Lower commission allocations to events than projected for January events.
ADVERTISING/SPONSOR	133	800	667		
FOOD AND BEVERAGE	24,801	43,779	18,978		Lower paper supplies cost and one less FTE than originally budgeted for the month.
OVERHEAD	96,352	79,125	(17,227)		Higher insurance and utility expenses than originally budgeted for January.
	<u>304,334</u>	<u>276,819</u>	<u>(27,515)</u>		

**Cross Insurance Arena
FINANCIAL STATEMENT COMMENTS
For the Seven Months Ending January 2025**

	<u>ACTUAL</u>	<u>BUDGET</u>	<u>FAV(UNFAV) VARIANCE</u>
NO OF EVENTS	53	51	2
PAID ATTENDANCE	154,828	159,150	(4,322)
DIRECT EVENT INCOME	74,315	131,418	(57,103)
FACILITY FEE	309,570	269,540	40,030
SUITE REVENUE	11,441	11,800	(359)
NET TICKETING REVENUE	187,155	120,320	66,835
ANCILLARY INCOME	721,507	676,683	44,824
TOTAL EVENT INCOME	<u>1,303,989</u>	<u>1,209,761</u>	<u>94,228</u>
OTHER INCOME	483,290	455,748	27,542
INDIRECT EXPENSES	1,677,244	1,708,557	31,313
NET OPERATING INCOME(LOSS)	<u>110,035</u>	<u>(43,048)</u>	<u>153,083</u>

COMMENTS:

EVENT INCOME:	UNDER	BUDGET BY	94,228	DUE TO THE FOLLOWING:
	YTD	YTD	FAV(UNFAV)	
	Actual	Budget	VARIANCE	COMMENTS:
WFC/LN Concert	22,829	65,336	(42,507)	Lower attendance and F&B revenues than budgeted for A Day to Remember concert.
Cirque Holidaze	41,411	0	41,411	Unbudgeted holiday stage show.
College Hockey	110,847	76,525	34,322	Higher attendances and ancillary revenues than projected for the two games.
Major Concerts	76,938	89,712	(12,774)	Lower attendance and revenues than budgeted for the Mercy Me concert..
Broadway Series	60,769	40,220	20,549	Higher ticket sales and ancillary revenues that budgeted for Book of Mormon shows.
Monster Jam	150,960	157,739	(6,779)	Lower ticket sales than originally projected for Hot Wheels and Nitro Circus events.
Regular Season Hockey	487,980	414,557	73,423	Higher ancillary revenues than projected for the 22 home games YTD.
Trade Shows	14,736	8,358	6,378	Higher rent and catering revenues from Maine Health Conference.
Comedy Shows	103,308	123,140	(19,832)	Lower attendance and revenues than originally budgeted for two comedy shows..
Disney shows	141,354	138,319	3,035	Unbudgeted Russ & YG concert.
Family	75,219	82,666	(7,447)	Lower attendances and revenues from Price is Right and Jurassic Quest events.
Other Sports	17,638	13,189	4,449	XIIR Ice racing event.
	<u>1,303,989</u>	<u>1,209,761</u>	<u>94,228</u>	
OTHER INCOME:	OVER	BUDGET BY	27,542	DUE TO THE FOLLOWING:
	YTD	YTD	FAV(UNFAV)	
	Actual	Budget	VARIANCE	COMMENTS:
Advertising Sponsorship In	330,062	313,614	16,448	Higher sponsorship sales YTD.
Premium Seat Income	83,095	98,634	(15,539)	Lower seat license renewals in YTD.
Rink Program Revenue	17,305	15,500	1,805	Higher ice rentals than projected YTD.
Other revenue	52,829	28,000	24,829	Higher ticketing revenues than originally projected YTD.
	<u>483,290</u>	<u>455,748</u>	<u>27,542</u>	
INDIRECT EXPENSES:	UNDER	BUDGET BY	31,313	DUE TO THE FOLLOWING:
	YTD	YTD	FAV(UNFAV)	
	Actual	Budget	VARIANCE	COMMENTS:
EXECUTIVE	99,257	112,218	12,961	Lower travel expense, benefit costs, and part-time wages than projected YTD.
MARKETING	69,479	75,182	5,703	Lower non-event advertising expenses than projected YTD.
FINANCE	115,786	160,708	44,922	One less FTE than originally budgeted YTD.
BOX OFFICE	100,836	69,932	(30,904)	One more FTE than originally budgeted YTD.
OPERATIONS	359,128	324,051	(35,078)	Higher maintenance and repair expenses than projected for first seven months.
EVENT SERVICES	188,387	211,070	22,683	Higher labor allocations to events than projected YTD.
GROUP SALES	33,828	48,647	14,819	Lower benefit costs and higher commission allocations than projected YTD.
ADVERTISING/SPONSC	747	6,000	5,253	Lower fulfillment and maintenance expenses YTD.
FOOD AND BEVERAGE	166,688	219,377	52,688	One less FTE and lower part-time wages than originally projected YTD.
OVERHEAD	543,107	481,373	(61,734)	Higher utilities and insurance expense than originally projected YTD.
	<u>1,677,244</u>	<u>1,708,557</u>	<u>31,313</u>	

CROSS INSURANCE ARENA
ROLLING FORECAST
as of January 31, 2025
FYE June 30, 2025

	ACTUAL January 31, 2025	BALANCE PROJECTED FY 2025	TOTAL ACT/PROJ FY 2025	ORIG BUDGET FYE June 30, 2025	Variance
# OF EVENTS	53	45	98	100	(2)
Direct Event Income	74,315	134,559	208,874	227,923	(19,049)
Facility Fee	309,570	117,511	427,081	422,360	4,721
Suite Revenue	11,441	14,123	25,564	12,900	12,664
Ticketing System Income	187,155	101,005	288,160	208,061	80,099
Ancillary Income	721,507	515,398	1,236,905	1,153,422	83,483
TOTAL EVENT INCOME	<u>1,303,989</u>	<u>882,596</u>	<u>2,186,585</u>	<u>2,024,666</u>	<u>161,919</u>
OTHER INCOME	483,290	289,714	773,004	774,718	(1,714)
INDIRECT EXPENSES	<u>1,677,244</u>	<u>1,265,992</u>	<u>2,943,236</u>	<u>3,017,445</u>	<u>74,209</u>
NET OPERATING INCOME (LOSS)	<u><u>110,035</u></u>	<u><u>(93,682)</u></u>	<u><u>16,353</u></u>	<u><u>(218,061)</u></u>	<u><u>234,414</u></u>

January adjustments affect to FY Forecast

COMMENTS:

Difference from prior month:

(133,168)

Event Income

(113,193)

Recognized lower revenues from concert and consumer related events in the last third of the fiscal year.

Other Income

54,028

Recognized higher sponsorship revenues from contract renewals and realized additional ticketing revenues from resales.

Indirect Expenses

(74,003)

Realized higher repair and utility expenses in January. Recognized higher part-time labor and utility expenses in 2025.

Totals

(133,168)

Incentive Fee Calculation

Base Management Fee Projected	124,656
Financial Incentive Fee	62,333
Food & Beverage Incentives	37,400
Qualitative Incentives	-
Total Management Fee Projected	<u><u>224,389</u></u>

Mark Eddy

Director of Finance
Mark Eddy

Mike LoConte

General Manager
Mike LoConte

Cross Insurance Arena
BALANCE SHEET
January 2025

ASSETS

CURRENT ASSETS

Cash & cash equivalents	2,502,942	
Accounts receivable	284,682	
Accounts Receivable from Third Party	338,124	
Prepaid	37,107	
Inventory	77,474	
TOTAL CURRENT ASSETS		3,240,329

TOTAL ASSETS

3,240,329

LIABILITIES AND EQUITY

CURRENT LIABILITIES

Accounts payable	273,438	
Accrued payroll & related costs	232,962	
Sales and Use Tax payable	28,175	
Other accrued liabilities	672,267	
Deposits and Deferred income	1,499,362	
TOTAL LIABILITIES		<u><u>2,706,204</u></u>

EQUITY

Retained Earnings	(982,436)	
Client Funding	1,406,867	
Current Retained Earnings	109,191	
TOTAL EQUITY		534,125

TOTAL LIABILITIES AND EQUITY

3,240,329

Cross Insurance Arena
CONSOLIDATED INCOME STATEMENT
For the Seven Months Ending January 2025

	PERIOD TO DATE			YEAR TO DATE		
	Actual	Curr Budget	Budget Variance	Actual	Curr Budget	Budget Variance
Number of Events	9	10	(1)	53	51	2
Total Paid General	35,276	35,000	276	154,828	159,150	(4,322)
Turnstile Attendance- General	27,442	27,550	(108)	131,021	136,525	(5,504)
RENTAL INCOME						
GROSS TICKET REVENUE	653,132	451,467	201,665	4,636,946	3,850,897	786,049
SPONSORSHIP REVENUE	0	0	0	0	4,500	(4,500)
RENT BILLED	46,400	80,400	(34,000)	345,314	372,700	(27,386)
GROSS REVENUE	699,532	531,867	167,665	4,982,259	4,228,097	754,162
PROMOTER PROCEEDS	(616,774)	(451,467)	(165,307)	(4,206,689)	(3,855,397)	(351,292)
NET RENTAL INCOME	82,758	80,400	2,358	775,570	372,700	402,870
NET SERVICE INCOME / (LOSS)	(108,140)	(111,446)	3,306	(701,254)	(241,282)	(459,972)
DIRECT EVENT INCOME	(25,382)	(31,046)	5,664	74,315	131,418	(57,103)
FACILITY FEE REVENUE	47,734	38,970	8,764	309,570	269,540	40,030
SUITE TICKET REVENUE	0	1,300	(1,300)	11,441	11,800	(359)
CONV/TICKET PROC REVENUE	17,030	36,780	(19,750)	221,217	168,794	52,423
EVENT SPONSORSHIP	0	0	0	0	0	0
PROMOTER SHARE OF REVENUES	0	(13,568)	13,568	(34,062)	(48,474)	14,412
TOTAL SURCHARGE/REBATE/PRESHC	64,764	63,482	1,282	508,167	401,660	106,507
ANCILLARY INCOME						
CONCESSIONS	189,211	194,966	(5,755)	725,113	744,884	(19,771)
TEAM/PROMOTER SHARE	(68,942)	(81,433)	12,491	(207,982)	(262,015)	54,033
SUITES/CATERING	42,172	48,675	(6,503)	150,932	183,550	(32,618)
NOVELTY	1,463	1,957	(495)	53,444	10,264	43,180
TOTAL ANCILLARY INCOME	163,903	164,165	(262)	721,507	676,683	44,824
EVENT OPERATING INCOME	203,284	196,601	6,683	1,303,989	1,209,761	94,228
INDIRECT EXPENSES:						
EXECUTIVE	16,654	18,408	1,754	99,257	112,218	12,961
MARKETING	10,604	11,626	1,022	69,479	75,182	5,703
FINANCE	19,747	24,928	5,181	115,786	160,708	44,922
BOX OFFICE	22,414	11,157	(11,257)	100,836	69,932	(30,904)
OPERATIONS	68,851	46,710	(22,142)	359,128	324,051	(35,078)
EVENT SERVICES	34,625	32,679	(1,946)	188,387	211,070	22,683
GROUP SALES	10,154	7,608	(2,546)	33,828	48,647	14,819
ADVERTISING/SPONSORSHIP	133	800	667	747	6,000	5,253
FOOD AND BEVERAGE	24,801	43,779	18,978	166,688	219,377	52,688
OVERHEAD	96,352	79,125	(17,227)	543,107	481,373	(61,734)
TOTAL INDIRECT EXPENSES	304,334	276,819	(27,515)	1,677,244	1,708,557	31,313
Advertising Sponsorship Income	48,642	44,802	3,840	330,062	313,614	16,448
Premium Seat Income	12,429	14,092	(1,663)	83,095	98,634	(15,539)
Rink Program Revenue	5,325	6,500	(1,175)	17,305	15,500	1,805
Other revenue	17,268	4,750	12,518	52,829	28,000	24,829
TOTAL OTHER INCOME	83,663	70,144	13,519	483,290	455,748	27,542
NET OPERATING INCOME (LOSS)	(17,387)	(10,074)	(7,313)	110,035	(43,048)	153,083

Cross Insurance Arena
CONSOLIDATED INDIRECT DEPARTMENT EXPENSES
For the Seven Months Ending January 2025

	Period To Date			Year To Date			% of				
	Actual	Curr Budget	Budget Var	Actual	Curr Budget	Budget Var	Actual	Annual Budget	Annual Budget Var	Annual Budget Achieved	
Personnel Expenses											
Salaries	98,916	99,617	701	579,445	617,582	38,137	579,445	1,035,944	456,499	56%	
Part-Time Labor	128,647	128,000	(647)	796,948	775,000	(21,948)	796,948	1,415,600	618,652	56%	
Outside Payroll Service	35,397	45,000	9,603	135,829	123,000	(12,829)	135,829	240,000	104,171	57%	
Employee Benefits	19,466	20,987	1,521	117,965	146,883	28,918	117,965	251,813	133,848	47%	
Incentive Compensation	0	0	0	404	0	(404)	404	70,415	70,011	1%	
401K	2,624	4,733	2,109	15,366	33,119	17,753	15,366	56,792	41,426	27%	
Payroll Taxes	21,724	20,070	(1,654)	114,636	116,603	1,967	114,636	213,854	99,218	54%	
Allocated to Events	(158,495)	(178,800)	(20,305)	(915,266)	(884,500)	30,766	(915,266)	(1,637,000)	(721,734)	56%	
Total Personnel Expenses	148,279	139,607	(8,672)	845,326	927,687	82,361	845,326	1,647,418	802,092		
Expenses											
Advertising	650	1,167	517	6,268	8,167	1,899	6,268	14,000	7,732	45%	
Other Travel Expense	133	750	617	(315)	5,150	5,465	(315)	10,050	10,365	-3%	
Automobile Expenses	0	75	75	306	375	69	306	750	444	41%	
Armored Car Expense	409	200	(209)	1,415	1,100	(315)	1,415	2,000	585	71%	
Cash (Over)/Short	(1,065)	0	1,065	446	0	(446)	446	0	(446)	Not Budgeted	
Ice Expense	5,033	7,000	1,967	22,923	24,000	1,077	22,923	44,000	21,077	52%	
Parking Expense	0	2,583	2,583	17,097	18,081	985	17,097	31,000	13,904	55%	
Building / General Supplies	11,817	2,450	(9,367)	24,922	18,750	(6,172)	24,922	34,000	9,078	73%	
Prof Fees - Deferred Comp. Plan	0	50	50	0	250	250	0	500	500	0%	
Computer Maintenance	8,493	6,860	(1,633)	48,343	47,966	(377)	48,343	82,256	33,913	59%	
Credit card fees expense	8,576	9,050	474	38,412	41,400	2,988	38,412	80,500	42,088	48%	
Dues & Subscriptions	969	1,196	227	8,230	8,122	(108)	8,230	13,650	5,420	60%	
R&M/Equip. Fund Expense	3,832	4,540	708	39,807	35,050	(4,757)	39,807	57,750	17,943	69%	
General expense	1,252	2,208	956	8,831	15,458	6,627	8,831	26,500	17,669	33%	
Guest Relations	0	0	0	0	650	650	0	900	900	0%	
Insurance & Bonding	12,786	10,120	(2,666)	88,470	70,840	(17,630)	88,470	121,455	32,985	73%	
Licenses and Permits	678	546	(133)	2,326	3,819	1,492	2,326	6,550	4,224	36%	
Management Fee Expense	10,389	10,389	0	72,722	72,721	(1)	72,722	124,666	51,944	58%	
Meetings/Conferences	2,039	1,360	(679)	2,339	6,416	4,077	2,339	15,700	13,361	15%	
Office Supplies	798	750	(48)	2,622	3,750	1,128	2,622	7,500	4,878	35%	
Equipment Rental	875	875	0	6,125	6,125	0	6,125	10,500	4,375	58%	
Cleaning Supplies	3,759	5,000	1,241	20,067	19,000	(1,067)	20,067	35,000	14,933	57%	
Paper Supplies	0	9,000	9,000	970	18,100	17,130	970	31,000	30,030	3%	
Printing	90	175	85	807	1,125	318	807	1,750	943	46%	
Pest Control Expense	250	250	0	1,717	1,750	33	1,717	3,000	1,283	57%	
Postage	135	150	15	1,321	1,000	(321)	1,321	1,750	429	75%	
Security System	820	542	(278)	2,459	3,790	1,331	2,459	6,500	4,041	38%	
Recruiting Expense	0	100	100	0	700	700	0	950	950	0%	
Cell Phone/Telephone/Data Lines	51	702	651	662	4,941	4,278	662	8,450	7,788	8%	
Smallwares	84	250	166	2,818	1,250	(1,568)	2,818	2,000	(818)	141%	
Snow Removal	0	100	100	0	250	250	0	250	250	0%	
Equipment Maintenance	9,602	2,000	(7,602)	38,720	17,000	(21,720)	38,720	30,000	(8,720)	129%	
Internet - Phone	3,710	3,675	(35)	26,680	25,725	(955)	26,680	44,100	17,420	60%	
Trash Removal	2,065	2,500	435	11,674	13,500	1,826	11,674	28,000	16,326	42%	
Uniforms	770	600	(170)	7,832	5,250	(2,582)	7,832	8,750	918	90%	
Utilities	67,056	50,000	(17,056)	324,904	279,300	(45,604)	324,904	484,300	159,396	67%	
Total Expenses	156,055	137,212	(18,843)	831,918	780,870	(51,048)	831,918	1,370,027	538,109		
Total Departmental Expenses	304,334	276,819	(27,515)	1,677,244	1,708,557	31,313	1,677,244	3,017,445	1,340,201	152	

**Cross Insurance Arena
OTHER INCOME
For the Seven Months Ending January 2025**

	Period To Date			Year To Date			Annual Budget	Annual Budget Var	% of Annual Budget Achieved
	Actual	Curr Budget	Budget Var	Actual	Curr Budget	Budget Var			
OTHER INCOME									
Advertising Sponsorship Incr	48,642	44,802	3,840	330,062	313,614	16,448	537,625	(207,563)	61%
Premium Seat Income	12,429	14,092	(1,663)	83,095	98,634	(15,539)	169,094	(85,999)	49%
Rink Program Revenue	5,325	6,500	(1,175)	17,305	15,500	1,805	20,000	(2,695)	87%
Other revenue	17,268	4,750	12,518	52,829	28,000	24,829	48,000	4,829	110%
TOTAL OTHER INCOME	83,663	70,144	13,519	483,290	455,748	27,542	774,719	(291,429)	62%



One Civic Center Square, Portland, ME 04101

FEBRUARY 2025

Fiscal Year ending June 30, 2024

Submitted By
Mark Eddy

OVG VENUE MANAGEMENT

D. Higgins
K. Hilsgen
G. O'Dell
K. Vaske
R. Wilson

Mark Eddy

Mark Eddy, Director of Finance

Mike LoConte

Mike LoConte, General Manager



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Cross Insurance Arena
FINANCIAL STATEMENT COMMENTS
Month Ending February 28, 2025

	<u>ACTUAL</u>	<u>BUDGET</u>	<u>FAV(UNFAV)</u> <u>VARIANCE</u>
NO OF EVENTS	12	10	2
PAID ATTENDANCE	32,780	26,000	6,780
DIRECT EVENT INCOME	38,217	37,545	672
FACILITY FEE	37,923	28,470	9,453
SUITE REVENUE	150	825	(675)
NET TICKETING REVENUE	47,051	22,227	24,824
ANCILLARY INCOME	156,674	111,197	45,477
TOTAL EVENT INCOME	<u>280,015</u>	<u>200,264</u>	<u>79,751</u>
OTHER INCOME	72,317	68,644	3,673
INDIRECT EXPENSES	286,403	272,943	(13,460)
NET INCOME (LOSS)	<u>65,929</u>	<u>(4,035)</u>	<u>69,964</u>

EVENT INCOME:	OVER	BUDGET BY	79,751	DUE TO THE FOLLOWING:
	<u>Actual</u>	<u>MTD Budget</u>	<u>FAV(UNFAV) VARIANCE</u>	<u>COMMENTS:</u>
Regular Season Hockey	83,098	56,531	26,567	Higher attendances and ancillary revenues than originally budgeted for three games.
WFC/LN Concert	53,778	32,668	21,110	Higher attendance and revenues than originally projected for Parker McCollum.
Trade Shows	25,601	27,777	(2,176)	Lower ticket sales and rent revenue than budgeted for Portland on Tap event.
High School Basketball	51,341	34,451	16,890	Higher attendances at games and unbudgeted sponsor for the tournament.
Globetrotters	66,197	48,837	17,360	Higher attendance and ancillary revenues than originally budgeted for the event.
	<u>280,015</u>	<u>200,264</u>	<u>79,751</u>	

OTHER INCOME:	OVER	BUDGET BY	3,673	DUE TO THE FOLLOWING:
	<u>Actual</u>	<u>MTD Budget</u>	<u>FAV(UNFAV) VARIANCE</u>	<u>COMMENTS:</u>
Advertising Sponsorship Incr	47,808	44,802	3,006	Higher sponsorship sales for the month than originally projected.
Premium Seat Income	13,214	14,092	(878)	Lower seat license renewals than budgeted for the month.
Other revenue	8,613	5,750	2,863	Higher Ticketmaster resale revenues than projected for February.
	<u>72,317</u>	<u>68,644</u>	<u>3,673</u>	

INDIRECT EXPENSES:	OVER	BUDGET BY	(13,460)	DUE TO THE FOLLOWING:
	<u>Actual</u>	<u>MTD Budget</u>	<u>FAV(UNFAV) VARIANCE</u>	<u>COMMENTS:</u>
EXECUTIVE	14,117	16,238	2,121	Lower conference and travel expenses than budgeted for February.
MARKETING	8,951	10,018	1,067	Lower advertising and subscription expenses than originally projected.
FINANCE	19,549	21,432	1,883	One less FTE than originally budgeted for the month.
BOX OFFICE	16,611	8,782	(7,829)	One more FTE than originally budgeted for the month and higher benefit costs.
OPERATIONS	61,581	57,579	(4,002)	Higher repairs, part-time labor, and benefit expenses than projected for February.
EVENT SERVICES	28,995	29,527	532	
GROUP SALES	6,024	6,423	399	
ADVERTISING/SPONSOR	0	750	750	
FOOD AND BEVERAGE	29,346	38,066	8,720	Lower paper supplies cost and one less FTE than originally budgeted for the month.
OVERHEAD	101,229	84,129	(17,100)	Higher licenses, insurance, and utility expenses than originally budgeted for February.
	<u>286,403</u>	<u>272,943</u>	<u>(13,460)</u>	

**Cross Insurance Arena
FINANCIAL STATEMENT COMMENTS
For the Eight Months Ending February 2025**

	<u>ACTUAL</u>	<u>BUDGET</u>	<u>FAV(UNFAV) VARIANCE</u>
NO OF EVENTS	65	61	4
PAID ATTENDANCE	187,608	185,150	2,458
DIRECT EVENT INCOME	112,532	168,963	(56,431)
FACILITY FEE	347,493	298,010	49,483
SUITE REVENUE	11,591	12,625	(1,034)
NET TICKETING REVENUE	234,206	142,547	91,659
ANCILLARY INCOME	878,181	787,880	90,301
TOTAL EVENT INCOME	<u>1,584,004</u>	<u>1,410,025</u>	<u>173,979</u>
OTHER INCOME	555,607	524,392	31,215
INDIRECT EXPENSES	1,963,647	1,981,500	17,853
NET OPERATING INCOME(LOSS)	<u>175,964</u>	<u>(47,083)</u>	<u>223,047</u>

COMMENTS:

EVENT INCOME:	UNDER	BUDGET BY	173,979	DUE TO THE FOLLOWING:
	YTD	YTD	FAV(UNFAV)	
	Actual	Budget	VARIANCE	COMMENTS:
WFC/LN Concert	76,606	98,004	(21,398)	Lower attendance and F&B revenues than budgeted for A Day to Remember concert.
Cirque Holidaze	41,411	0	41,411	Unbudgeted holiday stage show.
College Hockey	110,847	76,525	34,322	Higher attendances and ancillary revenues than projected for the two games.
Major Concerts	76,938	89,712	(12,774)	Lower attendance and revenues than budgeted for the Mercy Me concert.
Broadway Series	60,769	40,220	20,549	Higher ticket sales and ancillary revenues that budgeted for Book of Mormon shows.
Monster Jam	150,960	157,739	(6,779)	Lower ticket sales than originally projected for Hot Wheels and Nitro Circus events.
Regular Season Hockey	571,078	471,088	99,990	Higher ancillary revenues than projected for the 25 home games YTD.
Trade Shows	40,338	36,135	4,203	Higher rent and catering revenues from Maine Health Conference.
Comedy Shows	103,308	123,140	(19,832)	Lower attendance and revenues than originally budgeted for two comedy shows.
Disney shows	141,354	138,319	3,035	Unbudgeted Russ & YG concert.
Globetrotters	66,197	48,837	17,360	Higher attendance and concession sales than projected.
Family	75,219	82,666	(7,447)	Lower attendances and revenues from Price is Right and Jurassic Quest events.
Other Sports	17,638	13,189	4,449	XIIR Ice racing event.
High School Sports	51,341	34,451	16,890	Higher attendance and revenues at BB tourney. Two hockey tournament events.
	<u>1,584,004</u>	<u>1,410,025</u>	<u>173,979</u>	0
OTHER INCOME:	OVER	BUDGET BY	31,215	DUE TO THE FOLLOWING:
	YTD	YTD	FAV(UNFAV)	
	Actual	Budget	VARIANCE	COMMENTS:
Advertising Sponsorship In	377,870	358,416	19,454	Higher sponsorship sales YTD.
Premium Seat Income	96,308	112,726	(16,418)	Lower seat license renewals in YTD.
Rink Program Revenue	19,987	19,500	487	Higher ice rentals than projected YTD.
Other revenue	61,442	33,750	27,692	Higher ticketing revenues than originally projected YTD.
	<u>555,607</u>	<u>524,392</u>	<u>31,215</u>	
INDIRECT EXPENSES:	UNDER	BUDGET BY	17,853	DUE TO THE FOLLOWING:
	YTD	YTD	FAV(UNFAV)	
	Actual	Budget	VARIANCE	COMMENTS:
EXECUTIVE	113,374	128,456	15,082	Lower travel expense, benefit costs, and part-time wages than projected YTD.
MARKETING	78,430	85,200	6,770	Lower non-event advertising expenses than projected YTD.
FINANCE	135,335	182,140	46,805	One less FTE than originally budgeted YTD.
BOX OFFICE	117,447	78,714	(38,733)	One more FTE than originally budgeted YTD.
OPERATIONS	420,709	381,629	(39,080)	Higher maintenance and repair expenses than projected for first eight months.
EVENT SERVICES	217,382	240,597	23,215	Higher labor allocations to events than projected YTD.
GROUP SALES	39,852	55,070	15,218	Lower benefit costs and higher commission allocations than projected YTD.
ADVERTISING/SPONSC	747	6,750	6,003	Lower fulfillment and maintenance expenses YTD.
FOOD AND BEVERAGE	196,034	257,442	61,408	One less FTE and lower part-time wages than originally projected YTD.
OVERHEAD	644,337	565,502	(78,835)	Higher utilities and insurance expense than originally projected YTD.
	<u>1,963,647</u>	<u>1,981,500</u>	<u>17,853</u>	

CROSS INSURANCE ARENA
ROLLING FORECAST
as of February 28, 2025
FYE June 30, 2025

	ACTUAL February 28, 2025	BALANCE PROJECTED FY 2025	TOTAL ACT/PROJ FY 2025	ORIG BUDGET FYE June 30, 2025	Variance
# OF EVENTS	65	35	100	100	0
Direct Event Income	112,532	93,674	206,206	227,923	(21,717)
Facility Fee	347,493	87,611	435,104	422,360	12,744
Suite Revenue	11,591	6,682	18,273	12,900	5,373
Ticketing System Income	234,206	69,203	303,409	208,061	95,348
Ancillary Income	878,181	429,910	1,308,091	1,153,422	154,669
TOTAL EVENT INCOME	<u>1,584,004</u>	<u>687,080</u>	<u>2,271,084</u>	<u>2,024,666</u>	<u>246,418</u>
OTHER INCOME	555,607	250,825	806,432	774,718	31,714
INDIRECT EXPENSES	<u>1,963,647</u>	<u>1,028,059</u>	<u>2,991,706</u>	<u>3,017,445</u>	<u>25,739</u>
NET OPERATING INCOME (LOSS)	<u><u>175,964</u></u>	<u><u>(90,154)</u></u>	<u><u>85,810</u></u>	<u><u>(218,061)</u></u>	<u><u>303,871</u></u>

February adjustments affect to FY Forecast

COMMENTS:

Difference from prior month:	69,457		
Event Income	84,499		Realized higher revenues than projected from February events.
Other Income	33,428		Recognized higher sponsorship revenues from contract renewals and realized additional ticketing revenues from resales.
Indirect Expenses	(48,470)		Realized higher repairs and utility expenses in February. Recognized higher part-time labor and utility expenses in 2025.
Totals	<u><u>69,457</u></u>		

Incentive Fee Calculation

Base Management Fee Projected	124,656
Financial Incentive Fee	62,333
Food & Beverage Incentives	37,400
Qualitative Incentives	-
Total Management Fee Projected	<u><u>224,389</u></u>

Mark Eddy

Director of Finance
Mark Eddy

Mike LoConte

General Manager
Mike LoConte

Cross Insurance Arena
BALANCE SHEET
February 2025

ASSETS

CURRENT ASSETS

Cash & cash equivalents	2,693,569	
Accounts receivable	272,889	
Accounts Receivable from Third Party	261,159	
Prepaid	25,534	
Inventory	63,359	
TOTAL CURRENT ASSETS		3,316,509

TOTAL ASSETS

3,316,509

LIABILITIES AND EQUITY

CURRENT LIABILITIES

Accounts payable	282,852	
Accrued payroll & related costs	231,800	
Sales and Use Tax payable	28,483	
Other accrued liabilities	741,495	
Deposits and Deferred income	1,423,567	
TOTAL LIABILITIES		<u><u>2,708,198</u></u>

EQUITY

Retained Earnings	(974,178)	
Client Funding	1,406,867	
Current Retained Earnings	175,120	
TOTAL EQUITY		608,311

TOTAL LIABILITIES AND EQUITY

3,316,509

Cross Insurance Arena
CONSOLIDATED INCOME STATEMENT
For the Eight Months Ending February 2025

	PERIOD TO DATE			YEAR TO DATE		
	Actual	Curr Budget	Budget Variance	Actual	Curr Budget	Budget Variance
Number of Events	12	10	2	65	61	4
Total Paid General	32,780	26,000	6,780	187,608	185,150	2,458
Turnstile Attendance- General	28,510	22,650	5,860	159,531	159,175	356
RENTAL INCOME						
GROSS TICKET REVENUE	808,552	425,610	382,942	5,445,498	4,276,507	1,168,991
SPONSORSHIP REVENUE	5,495	0	5,495	5,495	4,500	995
RENT BILLED	57,189	60,900	(3,712)	402,502	433,600	(31,098)
GROSS REVENUE	871,236	486,510	384,726	5,853,495	4,714,607	1,138,888
PROMOTER PROCEEDS	(812,856)	(425,610)	(387,246)	(5,019,545)	(4,281,007)	(738,538)
NET RENTAL INCOME	58,380	60,900	(2,520)	833,950	433,600	400,350
NET SERVICE INCOME / (LOSS)	(20,163)	(23,355)	3,192	(721,417)	(264,637)	(456,780)
DIRECT EVENT INCOME	38,217	37,545	672	112,532	168,963	(56,431)
FACILITY FEE REVENUE	37,923	28,470	9,453	347,493	298,010	49,483
SUITE TICKET REVENUE	150	825	(675)	11,591	12,625	(1,034)
CONV/TICKET PROC REVENUE	79,582	35,795	43,787	300,799	204,589	96,210
EVENT SPONSORSHIP	0	0	0	0	0	0
PROMOTER SHARE OF REVENUES	(32,531)	(13,568)	(18,963)	(66,593)	(62,042)	(4,551)
TOTAL SURCHARGE/REBATE/PRESHC	85,124	51,522	33,602	593,290	453,182	140,108
ANCILLARY INCOME						
CONCESSIONS	184,156	112,260	71,896	909,269	857,144	52,125
TEAM/PROMOTER SHARE	(75,657)	(40,433)	(35,224)	(283,640)	(302,448)	18,808
SUITES/CATERING	37,493	33,100	4,393	188,424	216,650	(28,226)
NOVELTY	10,683	6,270	4,413	64,127	16,534	47,593
TOTAL ANCILLARY INCOME	156,674	111,197	45,477	878,181	787,880	90,301
EVENT OPERATING INCOME	280,015	200,264	79,751	1,584,004	1,410,025	173,979
INDIRECT EXPENSES:						
EXECUTIVE	14,117	16,238	2,121	113,374	128,456	15,082
MARKETING	8,951	10,018	1,067	78,430	85,200	6,770
FINANCE	19,549	21,432	1,883	135,335	182,140	46,805
BOX OFFICE	16,611	8,782	(7,829)	117,447	78,714	(38,733)
OPERATIONS	61,581	57,579	(4,002)	420,709	381,629	(39,080)
EVENT SERVICES	28,995	29,527	532	217,382	240,597	23,215
GROUP SALES	6,024	6,423	399	39,852	55,070	15,218
ADVERTISING/SPONSORSHIP	0	750	750	747	6,750	6,003
FOOD AND BEVERAGE	29,346	38,066	8,720	196,034	257,442	61,408
OVERHEAD	101,229	84,129	(17,100)	644,337	565,502	(78,835)
TOTAL INDIRECT EXPENSES	286,403	272,943	(13,460)	1,963,647	1,981,500	17,853
Advertising Sponsorship Income	47,808	44,802	3,006	377,870	358,416	19,454
Premium Seat Income	13,214	14,092	(878)	96,308	112,726	(16,418)
Rink Program Revenue	2,682	4,000	(1,318)	19,987	19,500	487
Other revenue	8,613	5,750	2,863	61,442	33,750	27,692
TOTAL OTHER INCOME	72,317	68,644	3,673	555,607	524,392	31,215
NET OPERATING INCOME (LOSS)	65,929	(4,035)	69,964	175,964	(47,083)	223,047

Cross Insurance Arena
CONSOLIDATED INDIRECT DEPARTMENT EXPENSES
For the Eight Months Ending February 2025

	Period To Date			Year To Date			Actual	Annual Budget	Annual Budget Var	% of Annual Budget Achieved
	Actual	Curr Budget	Budget Var	Actual	Curr Budget	Budget Var				
Personnel Expenses										
Salaries	75,536	79,687	4,151	654,980	697,269	42,289	654,980	1,035,944	380,964	63%
Part-Time Labor	147,349	183,000	35,651	944,297	958,000	13,703	944,297	1,415,600	471,303	67%
Outside Payroll Service	30,550	38,000	7,450	166,379	161,000	(5,379)	166,379	240,000	73,621	69%
Employee Benefits	26,527	20,988	(5,539)	144,492	167,871	23,379	144,492	251,813	107,321	57%
Incentive Compensation	0	0	0	404	0	(404)	404	70,415	70,011	1%
401K	2,474	4,733	2,259	17,839	37,852	20,013	17,839	56,792	38,953	31%
Payroll Taxes	20,891	22,695	1,804	135,527	139,298	3,771	135,527	213,854	78,327	63%
Allocated to Events	(180,080)	(220,500)	(40,420)	(1,095,346)	(1,105,000)	(9,654)	(1,095,346)	(1,637,000)	(541,654)	67%
Total Personnel Expenses	123,247	128,603	5,357	968,572	1,056,290	87,718	968,572	1,647,418	678,846	
Expenses										
Advertising	650	1,167	517	6,918	9,334	2,416	6,918	14,000	7,082	49%
Other Travel Expense	393	750	357	78	5,900	5,822	78	10,050	9,972	1%
Automobile Expenses	43	75	32	349	450	101	349	750	401	47%
Armored Car Expense	335	175	(160)	1,750	1,275	(475)	1,750	2,000	250	88%
Cash (Over)/Short	331	0	(331)	776	0	(776)	776	0	(776)	Not Budgeted
Ice Expense	2,623	10,000	7,377	25,545	34,000	8,455	25,545	44,000	18,455	58%
Parking Expense	6,484	2,584	(3,900)	23,581	20,665	(2,916)	23,581	31,000	7,420	76%
Building / General Supplies	2,181	4,850	2,669	27,103	23,600	(3,503)	27,103	34,000	6,897	80%
Prof Fees - Deferred Comp. Plan	0	50	50	0	300	300	0	500	500	0%
Computer Maintenance	10,351	6,860	(3,491)	58,694	54,826	(3,868)	58,694	82,256	23,562	71%
Credit card fees expense	12,082	12,550	468	50,494	53,950	3,456	50,494	80,500	30,006	63%
Dues & Subscriptions	969	1,145	176	9,199	9,267	68	9,199	13,650	4,451	67%
R&M/Equip. Fund Expense	4,285	4,540	255	44,092	39,590	(4,502)	44,092	57,750	13,658	76%
General expense	4,002	2,208	(1,794)	12,833	17,666	4,833	12,833	26,500	13,667	48%
Guest Relations	117	0	(117)	117	650	533	117	900	783	13%
Insurance & Bonding	12,786	10,123	(2,663)	101,256	80,963	(20,293)	101,256	121,455	20,199	83%
Licenses and Permits	4,757	546	(4,211)	7,083	4,364	(2,719)	7,083	6,550	(533)	108%
Management Fee Expense	10,389	10,389	0	83,111	83,110	(1)	83,111	124,666	41,555	67%
Meetings/Conferences	1,276	1,860	584	3,614	8,276	4,662	3,614	15,700	12,086	23%
Office Supplies	376	750	374	2,997	4,500	1,503	2,997	7,500	4,503	40%
Equipment Rental	875	875	0	7,000	7,000	0	7,000	10,500	3,500	67%
Cleaning Supplies	4,879	4,000	(879)	24,946	23,000	(1,946)	24,946	35,000	10,054	71%
Paper Supplies	0	2,000	2,000	970	20,100	19,130	970	31,000	30,030	3%
Printing	90	125	35	897	1,250	353	897	1,750	853	51%
Pest Control Expense	250	250	0	1,967	2,000	33	1,967	3,000	1,033	66%
Postage	135	150	15	1,456	1,150	(306)	1,456	1,750	294	83%
Security System	996	542	(454)	3,455	4,332	877	3,455	6,500	3,045	53%
Recruiting Expense	0	50	50	0	750	750	0	950	950	0%
Cell Phone/Telephone/Data Lines	102	702	600	764	5,642	4,878	764	8,450	7,686	9%
Smallwares	475	0	(475)	3,293	1,250	(2,043)	3,293	2,000	(1,293)	165%
Snow Removal	485	0	(485)	485	250	(235)	485	250	(235)	194%
Equipment Maintenance	11,741	2,000	(9,741)	50,461	19,000	(31,461)	50,461	30,000	(20,461)	168%
Internet - Phone	3,710	3,675	(35)	30,390	29,400	(990)	30,390	44,100	13,710	69%
Trash Removal	2,374	3,500	1,126	14,048	17,000	2,952	14,048	28,000	13,952	50%
Uniforms	764	850	86	8,596	6,100	(2,496)	8,596	8,750	154	98%
Utilities	61,854	55,000	(6,854)	386,758	334,300	(52,458)	386,758	484,300	97,542	80%
Total Expenses	163,156	144,340	(18,816)	995,075	925,210	(69,865)	995,075	1,370,027	374,952	
Total Departmental Expenses	286,403	272,943	(13,460)	1,963,647	1,981,500	17,853	1,963,647	3,017,445	1,053,798	161

**Cross Insurance Arena
OTHER INCOME
For the Eight Months Ending February 2025**

	Period To Date			Year To Date					% of
	Actual	Curr Budget	Budget Var	Actual	Curr Budget	Budget Var	Annual Budget	Budget Var	Annual Budget Achieved
OTHER INCOME									
Advertising Sponsorship Incr	47,808	44,802	3,006	377,870	358,416	19,454	537,625	(159,755)	70%
Premium Seat Income	13,214	14,092	(878)	96,308	112,726	(16,418)	169,094	(72,786)	57%
Rink Program Revenue	2,682	4,000	(1,318)	19,987	19,500	487	20,000	(13)	100%
Other revenue	8,613	5,750	2,863	61,442	33,750	27,692	48,000	13,442	128%
TOTAL OTHER INCOME	72,317	68,644	3,673	555,607	524,392	31,215	774,719	(219,112)	72%



Cumberland County

142 Federal St
Portland, ME 04101

Position Paper

File #: BT 25-005

Agenda Date: 4/8/2025

Agenda #: 5.



EVENT REPORTS

FOR THE MONTH ENDED

AUGUST 31, 2024

OAK VIEW GROUP

H. ABATE
K. HILSGEN
G. O'DELL
K. VASKE

Submitted by: Mark Eddy, Director of Finance



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Cross Insurance Arena
CONSOLIDATED EVENT INCOME STATEMENT

All Events
For the Two Months Ending August 2024

	Period To Date			Year To Date		
	Actual	Curr Budget	Budget Var	Actual	Curr Budget	Budget Var
Number of Events	6	6	0	6	6	0
Paid Tickets	12,198	13,500	(1,302)	12,198	13,500	(1,302)
Turnstile General	11,792	13,000	(1,208)	11,792	13,000	(1,208)
RENTAL INCOME						
GROSS TICKET REVENUE	503,187	625,000	(121,813)	503,187	625,000	(121,813)
SPONSORSHIP REVENUE	0	0	0	0	0	0
RENT BILLED	17,000	34,000	(17,000)	17,000	34,000	(17,000)
NET REVENUE AFTER TAXES	520,187	659,000	(138,813)	520,187	659,000	(138,813)
PROMOTER PROCEEDS	(496,427)	(625,000)	128,573	(496,427)	(625,000)	128,573
Service Income Billed:						
Change Over - Setup Billed	3,801	4,000	199	3,801	3,725	76
Secuirty	3,960	0	(3,960)	3,960	0	3,960
Policy EMT Billed	8,975	3,500	(5,475)	8,975	3,500	5,475
Stagehands Billed	25,976	19,500	(6,476)	25,976	19,500	6,476
Event Staff Billed	6,895	23,500	16,605	6,895	23,500	(16,605)
Event Ticket Selles Billed	622	1,200	578	622	1,200	(578)
Box Office Fee	0	0	0	0	0	0
Advertising Billed	1,571	7,000	5,429	1,571	7,000	(5,429)
Cleaning billed	7,932	5,000	(2,932)	7,932	5,000	2,932
Cleaning Supplies/Trash Removal	415	300	(115)	415	300	115
Event Insurance billed	0	0	0	0	0	0
Group Sales Commission Billed	97	2,400	2,303	97	2,400	(2,303)
Equipment Rental Billed	0	2,000	2,000	0	2,000	(2,000)
Production Billed	13,632	1,500	(12,132)	13,632	1,500	12,132
Event Catering Billed	1,658	3,000	1,342	1,658	3,000	(1,342)
Credit Card Fees Billed	286	2,050	1,764	286	2,050	(1,764)
Internet/Phone Billed	0	0	0	0	0	0
OTHER SERVICES BILLED	0	0	0	0	0	0
Total Billed:	75,820	74,950	(870)	75,820	74,675	1,145

Less: Service Expense

CHANGEOVER WAGES	0	1,250	1,250	0	1,250	(1,250)
OPERATIONS WAGES	3,355	2,275	(1,080)	3,355	2,275	1,080
CONTRACTED SECURITY	6,016	3,150	(2,866)	6,016	3,150	2,866
POLICE/L&I/EMT EXPENSE	3,753	3,625	(128)	3,753	3,625	128
EMT EXPENSE	4,113	3,300	(813)	4,113	3,300	813
STAGEHANDS WAGES	20,308	17,000	(3,308)	20,308	17,000	3,308
EVENT STAFF WAGES	15,531	15,500	(31)	15,531	15,500	31
EVENT TICKET SELLER WAGES	477	1,150	673	477	1,150	(673)
Advertising Expense	1,808	7,500	5,692	1,808	7,500	(5,692)
CLEANING WAGES	6,610	6,000	(610)	6,610	6,000	610
GROUP SALES COMMISSIONS	0	0	0	0	0	0
Equipment Rental	0	825	825	0	825	(825)
PRODUCTION EXPENSE	1,472	1,800	328	1,472	1,800	(328)
Event Catering Expense	1,658	125	(1,533)	1,658	125	1,533
Group sales expense	0	0	0	0	0	0
Credit card fees expense	253	1,160	907	253	1,160	(907)
Other Expense	0	0	0	0	0	0
Total Expensed:	65,353	64,660	(693)	65,353	64,660	693
Net Service Income/(Loss):	10,467	10,290	(177)	10,467	10,015	452
DIRECT EVENT INCOME	34,227	44,290	(10,063)	34,227	44,015	(9,788)
Platinum	6,236	0	6,236	6,236	0	6,236
Facility Fee	29,229	34,500	(5,272)	29,229	34,500	(5,272)
Suite Revenues	0	0	0	0	0	0
Ticket Convenience Fee	29,078	0	29,078	29,078	0	29,078
Promoter Share	(12,527)	0	12,527	(12,527)	0	12,527
ANCILLARY INCOME						
Concessions- General						
Gross Sales	75,861	75,500	361	75,861	75,500	361
Cost Of Sales	17,299	19,000	(1,701)	17,299	19,000	(1,701)
Taxes	-	5,867	(5,867)	-	5,592	(5,592)
Promoter/Team Share	14,891	10,509	4,382	14,891	10,509	4,382
Labor	19,639	14,250	5,389	19,639	14,250	5,389
Net Concessions	24,032	25,874	(1,842)	24,032	26,149	(2,117)
Service Revenues						
Service Charges	7,132	8,000	(868)	7,132	8,000	(868)
Novelties						
Gross Sales	1,084	2,024	(940)	1,084	2,024	(940)
Promo Share	542	0	542	542	0	542
Net Novelties	542	2,024	(1,482)	542	2,024	(1,482)
TOTAL ANCILLARY INCOME	31,707	35,898	(4,191)	31,707	36,173	(4,466)
EVENT OPERATING INCOME	117,950	114,688	3,262	117,950	114,688	3,262

Cross Insurance Arena
CONSOLIDATED EVENT INCOME STATEMENT

Comedy Shows
For the Two Months Ending August 2024

Event Code:	02		
Event Name:	Theo Von		
Event Date:	August 8,2024		
	Actual	Curr Budget	Budget Var
	<hr/>		
Number of Events	1	1	0
Paid Tickets	4,937	5,500	(563)
Turnstile General	4,744	5,400	(656)
RENTAL INCOME			
GROSS TICKET REVENUE	314,986	425,000	(110,014)
RENT BILLED	0	20,000	(20,000)
NET REVENUE AFTER TAXES	314,986	445,000	(130,014)
	<hr/>		
TENANT CHARGES	(308,226)	(425,000)	116,774
Service Income Billed:			
Change Over - Setup Billed	1,191	1,000	191
Security Billed	3,960	0	3,960
Policy EMT Billed	2,411	3,500	(1,089)
Stagehands Billed	11,977	13,500	(1,523)
Event Staff Billed	6,895	7,500	(605)
Event Ticket Selles Billed	622	0	622
Equipment Rental Billed	0	2,000	(2,000)
Advertising Billed	1,571	7,000	(5,429)
Cleaning billed	3,396	0	3,396
Production Billed	1,010	1,500	(490)
Event Catering Billed	1,658	3,000	(1,342)
Credit Card Fees Billed	286	750	(464)
OTHER SERVICES BILLED	0	0	0
	<hr/>		
Total Billed:	34,976	39,750	(4,774)

Less: Service Expense

CHANGEOVER WAGES	0	1,250	(1,250)
OPERATIONS WAGES	1,837	1,000	837
CONTRACTED SECURITY	6,016	2,000	4,016
POLICE/L&I/EMT EXPENSE	733	1,900	(1,167)
EMT EXPENSE	655	1,000	(345)
STAGEHANDS WAGES	9,145	12,500	(3,355)
Equipment Rental	0	825	(825)
EVENT STAFF WAGES	3,775	8,000	(4,225)
EVENT TICKET SELLER WAGES	346	350	(4)
ADVERTISING EXPENSE	1,808	7,500	(5,692)
CLEANING WAGES	2,882	3,000	(118)
PRODUCTION EXPENSE	613	1,500	(887)
Event Catering Expense	1,658	125	1,533
Credit card fees expense	253	275	(22)
Other Expense	0	0	0
Total Expensed:	29,719	41,225	(11,506)
Net Service Income/(Loss):	5,256	(1,475)	6,731
DIRECT EVENT INCOME	12,017	18,525	(6,508)
Facility Fee	14,851	16,500	(1,649)
Promoter Share Facility Fees	(7,406)	0	(7,406)
Ticket Convenience Fee	29,078	0	29,078
Promoter Share Convenience Fee	(12,527)	0	(12,527)
Platinum Revenue	6,236	0	6,236
Gross Sales	59,784	59,000	784
Cost Of Sales	12,574	14,750	(2,176)
Labor	11,580	12,850	(1,270)
Service Charges	(5,927)	(8,000)	2,073
Team/Promo share	14,891	10,509	4,382
Net Concessions	26,666	24,521	2,145
Novelties			
Gross Sales	1,084	2,024	(940)
Promo Share	542	0	542
Net Novelties	542	2,024	(1,482)
TOTAL ANCILLARY INCOME	27,208	26,545	663
EVENT OPERATING INCOME	69,458	61,570	7,888

**Cross Insurance Arena
CONSOLIDATED EVENT INCOME STATEMENT**

Other Family Shows
For the Two Months Ending August 2024

Event Code:	01		
Event Name:	Jurassic Quest		
Event Date:	February 8, 2024		
	Actual	Curr Budget	Budget Var
Number of Events	5	5	0
Paid Tickets	7,261	8,000	(739)
Turnstile General	7,048	7,600	(552)
RENTAL INCOME			
GROSS TICKET REVENUE	188,201	200,000	(11,799)
RENT BILLED	17,000	14,000	3,000
NET REVENUE AFTER TAXES	205,201	214,000	(8,799)
TENANT CHARGES	(188,201)	(200,000)	11,799
Service Income Billed:			
Change Over - Setup Billed	2,610	3,000	(390)
Policy EMT Billed	6,564	0	6,564
Stagehands Billed	14,000	6,000	8,000
Event Staff Billed	0	16,000	(16,000)
Event Ticket Sales Billed	0	1,200	(1,200)
Cleaning billed	4,536	5,000	(464)
Cleaning Supplies/Trash Removal	415	300	115
Group Sales Commission Billed	97	2,400	(2,303)
Production Billed	12,622	0	12,622
Credit Card Fees Billed	0	1,300	(1,300)
OTHER SERVICES BILLED	0	0	0
Total Billed:	40,844	35,200	5,644
Less: Service Expense			
CHANGEOVER WAGES	0	0	0
OPERATIONS WAGES	1,518	1,275	243
Security Billed	0	1,150	(1,150)
POLICE/L&I/EMT EXPENSE	3,020	1,725	1,295
EMT EXPENSE	3,458	2,300	1,158
STAGEHANDS WAGES	11,163	4,500	6,663
EVENT STAFF WAGES	11,756	7,500	4,256
EVENT TICKET SELLER WAGES	131	800	(669)
Advertising Expense	0	0	0
CLEANING WAGES	3,728	3,000	728
GROUP SALES COMMISSIONS	0	0	0
PRODUCTION EXPENSE	858	300	558
Event Catering Expense	0	0	0
Credit card fees expense	0	1,160	(1,160)
Other Expense	0	0	0
Total Expensed:	35,633	23,710	11,923
Net Service Income/(Loss):	5,211	11,490	(6,279)
DIRECT EVENT INCOME	22,211	25,490	(3,279)
Facility Fee	21,783	18,000	3,783
ANCILLARY INCOME			
Concessions- General			
Gross Sales	16,077	16,500	(423)
Cost Of Sales	4,725	7,222	(2,497)
Labor	8,059	1,400	6,659
Service Charges	(1,205)	(1,750)	545
Team/Promo share	0	0	0
Net Concessions	4,499	9,628	(5,129)
EVENT OPERATING INCOME	48,492	53,118	(4,626)



EVENT REPORTS

FOR THE MONTH ENDED

SEPTEMBER 30, 2024

OAK VIEW GROUP

D. BLANK
D. HIGGINS
K. HILSGEN
G. O'DELL
K. VASKE

Submitted by: Mark Eddy, Director of Finance



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Cross Insurance Arena
CONSOLIDATED EVENT INCOME STATEMENT

All Events
For the Three Months Ending September 2024

	Period To Date			Year To Date		
	Actual	Curr Budget	Budget Var	Actual	Curr Budget	Budget Var
Number of Events	6	6	0	12	12	0
Paid Tickets	6,930	7,600	(670)	19,128	21,100	(1,972)
Turnstile General	6,872	8,350	(1,478)	18,664	21,350	(2,686)
RENTAL INCOME						
GROSS TICKET REVENUE	465,642	226,000	239,642	968,829	851,000	117,829
SPONSORSHIP REVENUE	0	4,500	(4,500)	0	4,500	(4,500)
RENT BILLED	7,500	19,500	(12,000)	24,500	53,500	(29,000)
NET REVENUE AFTER TAXES	473,142	250,000	223,142	993,329	909,000	84,329
PROMOTER PROCEEDS	(83,495)	(230,500)	147,005	(579,922)	(855,500)	275,578
Service Income Billed:						
Change Over - Setup Billed	2,010	5,500	3,491	5,811	9,225	(3,415)
Secuirty	2,040	0	(2,040)	6,000	0	6,000
Policy EMT Billed	1,732	3,090	1,358	10,707	6,590	4,117
Stagehands Billed	19,207	68,000	48,793	45,183	87,500	(42,317)
Event Staff Billed	6,039	18,900	12,861	12,934	42,400	(29,466)
Event Ticket Selles Billed	270	1,950	1,680	892	3,150	(2,258)
Box Office Fee	0	0	0	0	0	0
Advertising Billed	600	30,000	29,400	2,171	37,000	(34,829)
Cleaning billed	3,222	10,485	7,264	11,154	15,485	(4,332)
Cleaning Supplies/Trash Removal	248	1,407	1,159	663	1,707	(1,044)
Event Insurance billed	0	0	0	0	0	0
Group Sales Commission Billed	1,067	1,500	433	1,165	3,900	(2,735)
Equipment Rental Billed	0	2,325	2,325	0	4,325	(4,325)
Production Billed	325	142,500	142,175	13,957	144,000	(130,043)
Event Catering Billed	7,296	6,100	(1,196)	8,954	9,100	(146)
Credit Card Fees Billed	328	2,450	2,122	613	4,500	(3,887)
Internet/Phone Billed	0	525	525	0	525	(525)
OTHER SERVICES BILLED	0	0	0	0	0	0
Total Billed:	44,383	294,732	250,349	120,202	369,407	(249,205)

Less: Service Expense

CHANGEOVER WAGES	0	0	0	0	1,250	(1,250)
OPERATIONS WAGES	3,492	4,275	783	6,847	6,550	297
CONTRACTED SECURITY	0	2,300	2,300	6,016	5,450	566
POLICE/L&I/EMT EXPENSE	1,534	3,375	1,841	5,287	7,000	(1,713)
EMT EXPENSE	1,637	2,590	953	5,750	5,890	(140)
STAGEHANDS WAGES	70,745	60,500	(10,245)	91,053	77,500	13,553
EVENT STAFF WAGES	15,620	16,400	780	31,151	31,900	(749)
EVENT TICKET SELLER WAGES	1,070	1,600	530	1,546	2,750	(1,204)
Advertising Expense	48,116	30,000	(18,116)	49,924	37,500	12,424
CLEANING WAGES	5,632	11,100	5,468	12,242	17,100	(4,858)
GROUP SALES COMMISSIONS	672	0	(672)	672	0	672
Equipment Rental	87,295	2,250	(85,045)	87,295	3,075	84,220
PRODUCTION EXPENSE	3,437	142,800	139,363	4,908	144,600	(139,692)
Event Catering Expense	7,296	6,100	(1,196)	8,954	6,225	2,729
Group sales expense	0	0	0	0	0	0
Credit card fees expense	1,318	2,305	987	1,571	3,465	(1,894)
Other Expense	0	0	0	0	0	0
Total Expensed:	422,632	285,595	(137,037)	487,985	350,255	137,730
Net Service Income/(Loss):	(378,250)	9,137	387,387	(367,782)	19,152	(386,934)
DIRECT EVENT INCOME	11,397	28,637	(17,240)	45,625	72,652	(27,027)
Platinum	1,595	0	1,595	7,831	0	7,831
Facility Fee	27,023	23,400	3,623	56,251	57,900	(1,649)
Suite Revenues	0	3,000	(3,000)	0	3,000	(3,000)
Ticket Convenience Fee	39,032	8,775	30,257	68,110	8,775	59,335
Promoter Share	(3,981)	(4,388)	(407)	(16,508)	(4,388)	12,120
ANCILLARY INCOME						
Concessions- General						
Gross Sales	58,894	63,000	(4,106)	134,754	138,500	(3,746)
Cost Of Sales	21,170	15,750	5,420	38,469	34,750	3,719
Taxes	-	4,667	(4,667)	-	10,259	(10,259)
Promoter/Team Share	2,668	8,567	(5,899)	17,559	19,076	(1,517)
Labor	15,444	20,600	(5,156)	35,083	38,450	(3,367)
Net Concessions	19,611	13,416	6,195	43,644	35,965	7,679
Service Revenues						
Service Charges	7,272	6,775	497	14,404	16,175	(1,771)
Novelties						
Gross Sales	567	3,555	(2,988)	1,650	5,579	(3,929)
Promo Share	283	2,844	(2,561)	825	2,844	(2,019)
Net Novelties	283	711	(428)	825	2,735	(1,910)
TOTAL ANCILLARY INCOME	27,166	20,902	6,264	58,873	54,875	3,998
EVENT OPERATING INCOME	102,232	80,326	21,906	220,182	192,814	27,368

Cross Insurance Arena
CONSOLIDATED EVENT INCOME STATEMENT

Broadway Series
For the Three Months Ending September 2024

Event Code:	01		
Event Name:	Book of Mormon		
Event Date:	September 26-28, 2024		
		Curr Budget	Budget Var
		<hr/>	
Number of Events	3	3	0
Paid Tickets	5,060	3,600	1,460
Turnstile General	4,707	4,200	507
RENTAL INCOME			
GROSS TICKET REVENUE	376,905	126,000	250,905
RENT BILLED	0	7,500	(7,500)
NET REVENUE	<hr/> 376,905	<hr/> 133,500	<hr/> 243,405
TENANT CHARGES	0	(130,500)	130,500
Service Income Billed:			
Change Over - Setup Billed	0	3,000	(3,000)
Policy EMT Billed	0	3,030	(3,030)
Stagehands Billed	0	52,500	(52,500)
Event Staff Billed	0	9,000	(9,000)
Event Ticket Selles Billed	0	1,350	(1,350)
Advertising Billed	0	30,000	(30,000)
Cleaning billed	0	7,500	(7,500)
Cleaning Supplies/Trash Removal	0	1,197	(1,197)
Group Sales Commission Billed	0	300	(300)
Equipment Rental Billed	0	2,250	(2,250)
Production Billed	0	142,500	(142,500)
Event Catering Billed	0	600	(600)
Credit Card Fees Billed	0	1,800	(1,800)
Internet/Phone Billed	0	450	(450)
OTHER SERVICES BILLED	<hr/> 0	<hr/> 0	<hr/> 0
Total Billed:	0	255,477	(255,477)
Less: Service Expenses			
CHANGEOVER WAGES	0	0	0
OPERATIONS WAGES	1,806	2,400	(594)
POLICE/L&I/EMT EXPENSE	1,168	1,650	(482)
EMT EXPENSE	1,228	1,380	(152)
STAGEHANDS WAGES	54,061	49,500	4,561

EVENT STAFF WAGES	10,012	8,400	1,612
EVENT TICKET SELLER WAGES	660	1,200	(540)
Advertising Expense	47,516	30,000	17,516
CLEANING WAGES	4,064	7,500	(3,436)
GROUP SALES COMMISSIONS	326	0	326
Equipment Rental	87,295	2,250	85,045
PRODUCTION EXPENSE	3,223	142,500	(139,277)
Event Catering Expense	0	600	(600)
ENTERTAINMENT/ Artist EXPENSE	174,769	0	174,769
Credit card fees expense	1,048	1,725	(677)
Other Expense	0	0	0
Total Expensed:	387,176	249,105	138,071
Net Service Income/(Loss):	(387,176)	6,372	(393,548)
DIRECT EVENT INCOME	(10,271)	9,372	(19,643)
Suite Revenues	0	3,000	(3,000)
Facility Fee	20,250	10,800	9,450
Promoter Share Facility Fee	0	(5,400)	5,400
Sponsorship Revenue	0	4,500	(4,500)
Ticket Convenience Fee	31,028	8,775	22,253
Promoter Share	0	(4,388)	4,388
ANCILLARY INCOME			
Concessions- General			
Gross Sales	38,255	45,000	(6,745)
Less: Sales taxes	0	3,333	(3,333)
Cost Of Sales	12,897	11,250	1,647
Labor	10,118	15,000	(4,882)
Service Charge Revenue	4,522	6,000	(1,478)
Team/Promo share	0	8,567	(8,567)
Net Concessions	19,762	12,850	(23,358)
Novelties			
Gross Sales	0	3,555	(3,555)
Team/Promo share	0	(2,844)	2,844
Net Novelties	0	711	(711)
TOTAL ANCILLARY INCOME	19,762	13,561	6,201
EVENT OPERATING INCOME	60,769	40,220	20,549

Cross Insurance Arena
CONSOLIDATED EVENT INCOME STATEMENT

Other Family Shows
For the Three Months Ending September 2024

Event Code:	02		
Event Name:	The Price is Right		
Event Date:	September 25, 2024		
	Actual	Curr Budget	Budget Var
	<hr/>		
Number of Events	1	1	0
Paid Tickets	1,870	4,000	(2,130)
Turnstile General	1,665	3,800	(2,135)
RENTAL INCOME			
GROSS TICKET REVENUE	88,737	100,000	(11,263)
RENT BILLED	0	7,000	(7,000)
NET REVENUE AFTER TAXES	<hr/>		
	88,737	107,000	(18,263)
TENANT CHARGES	(83,495)	(100,000)	16,505
Service Income Billed:			
Change Over - Setup Billed	516	1,500	(984)
Security Billed	2,040	0	2,040
Policy EMT Billed	1,732	0	1,732
Stagehands Billed	16,464	12,000	4,464
Event Staff Billed	4,423	8,000	(3,577)
Event Ticket Sales Billed	270	600	(330)
Equipment Rental Billed	0	0	0
Cleaning billed	2,352	2,500	(148)
Production Billed	325	0	325
Event Catering Billed	0	0	0
Credit Card Fees Billed	328	650	(322)
OTHER SERVICES BILLED	<hr/>		
	0	0	0
Total Billed:	30,365	26,600	3,765

Less: Service Expense

CHANGEOVER WAGES	0	0	0
OPERATIONS WAGES	1,318	1,275	43
CONTRACTED SECURITY	0	2,300	(2,300)
POLICE/L&I/EMT EXPENSE	366	1,725	(1,359)
EMT EXPENSE	409	1,150	(741)
STAGEHANDS WAGES	14,488	9,000	5,488
Equipment Rental	0	0	0
EVENT STAFF WAGES	4,619	7,500	(2,881)
EVENT TICKET SELLER WAGES	410	400	10
CLEANING WAGES	1,568	3,000	(1,432)
PRODUCTION EXPENSE	95	300	(205)
Event Catering Expense	0	0	0
Credit card fees expense	270	580	(310)
Other Expense	0	0	0
Total Expensed:	24,489	27,230	(2,741)
Net Service Income/(Loss):	5,876	(630)	6,506
DIRECT EVENT INCOME	11,118	6,370	4,748
Facility Fee	13,090	18,000	(4,910)
Promoter Share Facility Fees	(6,317)	0	(6,317)
Ticket Convenience Fee	8,004	0	8,004
Promoter Share Convenience Fr	(3,981)	0	(3,981)
Platinum Revenue	1,595	0	1,595
Gross Sales	14,483	16,500	(2,017)
Taxes	0	1,222	(1,222)
Cost Of Sales	5,554	4,000	1,554
Labor	4,935	4,600	335
Service Charges	(1,609)	0	(1,609)
Team/Promo share	2,668	0	2,668
Net Concessions	2,935	6,678	(3,743)
Novelties			
Gross Sales	567	0	567
Promo Share	283	0	283
Net Novelties	283	0	283
TOTAL ANCILLARY INCOME	3,218	6,678	(3,460)
EVENT OPERATING INCOME	26,727	31,048	(4,321)

Cross Insurance Arena
CONSOLIDATED EVENT INCOME STATEMENT

Trade Shows
For the Three Months Ending September 2024

Event Code:	01		
Event Name:	Maine Health Conference		
Event Date:	September 30, 2024		
	Actual	Curr Budget	Budget Var
Number of Events	2	2	0
Paid Tickets	0	0	0
Turnstile General	500	350	150
RENTAL INCOME			
GROSS TICKET REVENUE	0	0	0
RENT BILLED	7,500	5,000	2,500
Gross Revenue	7,500	5,000	2,500
TENANT CHARGES	0	0	0
Service Income Billed:			
Change Over - Setup Billed	1,494	1,000	494
Stagehands Billed	2,743	3,500	(757)
Event Staff Billed	1,616	1,900	(284)
Cleaning billed	870	485	385
Event Catering Billed	7,296	5,500	1,796
OTHER SERVICES BILLED	0	0	0
Total Billed:	14,018	12,655	1,363
Less: Service Expense			
CHANGEOVER PAYROLL TAXES	368	600	(232)
EMT EXPENSE	0	60	(60)
STAGEHANDS WAGES	2,196	2,000	196
EVENT STAFF WAGES	989	500	489
CLEANING WAGES	0	600	(600)
PRODUCTION EXPENSE	119	0	119
CATERING EXPENSE	7,296	5,500	1,796
Other Expense	0	0	0
Total Expensed:	10,968	9,260	1,708
Net Service Income/(Loss):	3,050	3,395	(345)
DIRECT EVENT INCOME	10,550	8,395	2,155
Service Charges	1,140	75	1,065
Concessions- General			
Gross Sales	6,156	1,500	4,656
Cost Of Sales	2,719	500	2,219
Labor	391	1,000	(609)
Net Concessions	3,046	(112)	3,158
EVENT OPERATING INCOME	14,736	8,358	6,378



EVENT REPORTS
FOR THE MONTH ENDED
OCTOBER 31, 2024

OAK VIEW GROUP

D. BLANK
D. HIGGINS
K. HILSGEN
G. O'DELL
K. VASKE

Submitted by: Mark Eddy, Director of Finance



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Cross Insurance Arena
CONSOLIDATED EVENT INCOME STATEMENT

All Events
For the Four Months Ending October 2024

	Period To Date			Year To Date		
	Actual	Curr Budget	Budget Var	Actual	Curr Budget	Budget Var
Number of Events	9	9	0	21	21	0
Paid Tickets	23,651	32,750	(9,099)	42,779	53,850	(11,071)
Turnstile General	19,031	26,250	(7,219)	37,695	47,600	(9,905)
RENTAL INCOME						
GROSS TICKET REVENUE	520,135	516,100	4,035	1,488,964	1,367,100	121,864
SPONSORSHIP REVENUE	0	0	0	0	4,500	(4,500)
RENT BILLED	73,384	90,600	(17,216)	97,884	144,100	(46,216)
NET REVENUE AFTER TAXES	593,519	606,700	(13,181)	1,586,848	1,515,700	71,148
PROMOTER PROCEEDS	(534,264)	(516,100)	(18,164)	(1,114,186)	(1,371,600)	257,414
Service Income Billed:						
Change Over - Setup Billed	2,588	3,000	413	8,398	12,225	(3,827)
Secuirty	0	0	0	6,000	0	6,000
Policy EMT Billed	0	4,000	4,000	10,707	10,590	117
Stagehands Billed	26,710	31,060	4,350	71,893	118,560	(46,667)
Event Staff Billed	0	0	0	12,934	42,400	(29,466)
Evetn Ticket Selles Billed	0	0	0	892	3,150	(2,258)
Box Office Fee	0	0	0	0	0	0
Advertising Billed	26,018	25,000	(1,018)	28,189	62,000	(33,811)
Cleaning billed	0	0	0	11,154	15,485	(4,332)
Cleaning Supplies/Trash Removal	0	0	0	663	1,707	(1,044)
Event Insurance billed	0	0	0	0	0	0
Group Sales Commission Billed	783	1,850	1,067	1,947	5,750	(3,803)
Equipment Rental Billed	500	500	0	500	4,825	(4,325)
Production Billed	45	0	(45)	14,002	144,000	(129,998)
Event Catering Billed	19,757	18,750	(1,007)	28,711	27,850	861
Credit Card Fees Billed	1,568	2,075	507	2,182	6,575	(4,393)
Internet/Phone Billed	0	0	0	0	525	(525)
OTHER SERVICES BILLED	0	0	0	0	0	0
Total Billed:	77,968	86,235	8,267	198,171	455,642	(257,471)

Less: Service Expense

CHANGEOVER WAGES	0	800	800	0	2,050	(2,050)
OPERATIONS WAGES	3,252	5,450	2,198	10,099	12,000	(1,901)
CONTRACTED SECURITY	4,178	3,000	(1,178)	10,194	8,450	1,744
POLICE/L&I/EMT EXPENSE	7,968	5,725	(2,243)	13,255	12,725	530
EMT EXPENSE	4,360	6,450	2,090	10,110	12,340	(2,230)
STAGEHANDS WAGES	24,187	22,500	(1,687)	115,240	100,000	15,240
EVENT STAFF WAGES	30,078	32,000	1,922	61,229	63,900	(2,671)
EVENT TICKET SELLER WAGES	2,963	3,025	62	4,509	5,775	(1,266)
Advertising Expense	26,060	37,000	10,940	75,984	74,500	1,484
CLEANING WAGES	19,076	20,950	1,874	31,318	38,050	(6,732)
GROUP SALES COMMISSIONS	0	50	50	672	50	622
Equipment Rental	0	12,000	12,000	87,295	15,075	72,220
PRODUCTION EXPENSE	5,186	1,500	(3,686)	10,094	146,100	(136,006)
Event Catering Expense	19,757	18,750	(1,007)	28,711	24,975	3,736
Group sales expense	0	0	0	0	0	0
Credit card fees expense	1,390	1,975	585	2,961	5,440	(2,479)
Other Expense	0	0	0	0	0	0
Total Expensed:	148,455	171,175	22,720	636,440	521,430	115,010
Net Service Income/(Loss):	(70,487)	(84,940)	(14,453)	(438,269)	(65,788)	(372,481)
DIRECT EVENT INCOME	(11,231)	5,660	(16,891)	34,393	78,312	(43,919)
Platinum	5,103	0	5,103	12,934	0	12,934
Facility Fee	46,347	60,750	(14,403)	102,598	118,650	(16,052)
Suite Revenues	0	1125	(1,125)	0	4,125	(4,125)
Ticket Convenience Fee	25,352	47,050	(21,698)	93,463	55,825	37,638
Promoter Share	0	0	0	(16,508)	(4,388)	12,120
ANCILLARY INCOME						
Concessions- General						
Gross Sales	248,414	321,000	(72,586)	383,168	459,500	(76,332)
Cost Of Sales	58,092	77,250	(19,158)	96,561	112,000	(15,439)
Taxes	-	23,776	(23,776)	-	34,035	(34,035)
Promoter/Team Share	34,423	41,000	(6,577)	51,982	60,076	(8,094)
Labor	56,227	75,000	(18,773)	91,309	113,450	(22,141)
Net Concessions	99,672	103,974	(4,302)	143,315	139,939	3,376
Service Revenues						
Service Charges	25,143	33,400	(8,257)	39,547	49,575	(10,028)
Novelties						
Gross Sales	567	0	567	2,217	5,579	(3,362)
Promo Share	0	0	0	825	2,844	(2,019)
Net Novelties	567	0	567	1,392	2,735	(1,343)
TOTAL ANCILLARY INCOME	125,381	137,374	(11,993)	184,254	192,249	(7,995)
EVENT OPERATING INCOME	190,952	251,959	(61,007)	411,134	444,773	(33,639)

**Cross Insurance Arena
CONSOLIDATED EVENT INCOME STATEMENT**

Regular Season Hockey
For the Four Months Ending October 2024

Event Code:	01	02	03	04	05			
Event Name:	vs Wheeling	vs Wheeling	vs Norfolk	vs Norfolk	vs Worcester			
Event Date:	October 18, 2024	October 19, 2024	October 25, 2024	October 26, 2024	October 27, 2024			
	Actual	Actual	Actual	Actual	Actual	Total	Curr Budget	Budget Var
Number of Events	1	1	1	1	1	5	5	0
Paid Tickets	4,836	3,190	2,542	2,665	2,507	15,740	18,750	(3,010)
Turnstile General	3,610	2,380	1,795	1,800	1,643	11,228	14,250	(3,022)
RENTAL INCOME								
GROSS TICKET REVENUE	89,081	59,947	51,174	50,391	50,267	300,860	208,100	92,760
RENT BILLED	5,800	5,800	5,800	5,800	5,800	29,000	29,000	0
NET REVENUE AFTER TAXES	94,881	65,747	56,974	56,191	56,067	329,860	237,100	92,760
TENANT CHARGES	(89,081)	(59,947)	(51,174)	(50,391)	(50,267)	(300,860)	(208,100)	(92,760)
SERVICE INCOME BILLED								
Production Billed	0	30	0	15	0	45	0	45
Stagehands Billed	3,051	3,428	3,051	3,428	2,918	15,877	15,060	817
Group Sales Commission Billed	0	0	0	0	0	0	50	(50)
Event Catering Billed	5,081	2,336	5,270	781	5,112	18,580	18,750	(170)
Credit Card Fees Billed	58	161	75	115	101	509	875	(366)
Total Billed:	8,190	5,955	8,395	4,339	8,132	35,011	34,735	276
LESS: SERVICE EXPENSE								
Contracted Security	0	0	0	0	0	0	3,000	3,000
Police	801	954	779	733	901	4,167	3,125	(1,042)
EMT Expense	450	409	450	450	450	2,210	2,250	40
Operations wages	420	424	376	424	501	2,144	2,250	106
Stagehand Wages	2,945	3,591	2,869	3,192	2,768	15,366	16,500	1,134
Event Staff Wages	3,996	4,308	3,489	3,260	3,476	18,529	18,000	(529)
Event Ticket Seller Wages	448	373	436	336	338	1,931	1,625	(306)
Cleaning Expense	2,820	2,272	2,016	2,016	1,888	11,012	13,750	2,738
Group sales expense	0	0	0	0	0	0	50	50
PRODUCTION EXPENSE	0	0	0	0	0	0	1,500	1,500
Event Catering Expense	5,081	2,336	5,270	781	5,112	18,580	18,750	170
Credit card fees expense	51	142	66	102	90	451	875	424
Total Expensed:	17,014	14,808	15,751	11,294	15,523	74,390	82,475	8,085
Net Service Income/(Loss):	(8,824)	(8,854)	(7,355)	(6,956)	(7,391)	(39,379)	(47,740)	8,361
DIRECT EVENT INCOME	(3,024)	(3,054)	(1,555)	(1,156)	(1,591)	(10,379)	(18,740)	8,361
Facility Fee	5,916	4,354	4,640	4,534	4,169	23,613	18,750	4,863
Suite Revenue	0	0	0	0	0	0	125	(125)
Ticket Convenience Fee	777	1,045	606	668	507	3,604	8,000	(4,396)
ANCILLARY INCOME								
Concessions- General								
Gross Sales	61,414	35,526	32,366	25,984	25,041	180,331	225,000	(44,669)
Cost Of Sales	14,242	8,419	7,043	6,450	5,259	41,413	56,250	14,837
Labor	10,431	8,426	8,574	5,620	4,784	37,836	50,000	12,164
Team Share	13,402	6,574	5,388	5,187	3,873	34,423	41,000	6,577
Net Concessions	23,338	12,106	11,362	8,727	11,126	66,659	61,085	5,574
Service Income	6,685	3,050	4,226	2,511	2,654	19,127	25,000	(5,873)
EVENT OPERATING INCOME	33,693	17,502	19,279	15,285	16,865	102,624	94,220	8,404

**Cross Insurance Arena
CONSOLIDATED EVENT INCOME STATEMENT**

**Monster Jam
For the Four Months Ending October 2024**

Event Code:	01		
Event Name:	Hot Wheels		
Event Date:	October 4-7, 2024		
		Curr Budget	Budget Var
Number of Events	4	4	0
Paid Tickets	7,911	14,000	(6,089)
Turnstile General	7,803	12,000	(4,197)
Turnstile Clubs	0	0	0
Turnstile Suites	0	0	0
RENTAL INCOME			
GROSS TICKET REVENUE	219,275	308,000	(88,725)
RENT BILLED	44,384	61,600	(17,216)
NET REVENUE	<u>263,659</u>	<u>369,600</u>	<u>(105,941)</u>
TENANT CHARGES	(233,404)	(308,000)	74,596
Service Income Billed:			
Change Over - Setup Billed	2,588	3,000	(413)
Policy EMT Billed	0	4,000	(4,000)
Stagehands Billed	10,833	16,000	(5,167)
Advertising Billed	26,018	25,000	1,018
Group Sales Commission Billed	783	1,800	(1,017)
Equipment Rental Billed	500	500	0
Event Catering Billed	1,178	0	1,178
Credit Card Fees Billed	1,059	1,200	(141)
OTHER SERVICES BILLED	<u>0</u>	<u>0</u>	<u>0</u>
Total Billed:	42,958	51,500	(8,542)
Less: Service Expenses			
OPERATIONS WAGES	1,108	3,200	(2,092)
Security Billed	4,178	0	4,178
POLICE/L&I/EMT EXPENSE	3,801	2,600	1,201
EMT EXPENSE	2,150	4,200	(2,050)
STAGEHANDS WAGES	8,821	6,000	2,821
EVENT STAFF WAGES	11,549	14,000	(2,451)
EVENT TICKET SELLER WAGES	1,032	1,400	(368)
Advertising Expense	26,060	37,000	(10,940)
CLEANING WAGES	8,064	7,200	864
Equipment Rental	0	12,000	(12,000)
PRODUCTION EXPENSE	5,186	0	5,186
Event Catering Expense	1,178	0	1,178
Credit card fees expense	939	1,100	(161)
Other Expense	<u>0</u>	<u>0</u>	<u>0</u>
Total Expensed:	74,065	88,700	(14,635)
Net Service Income/(Loss):	(31,107)	(37,200)	6,093
DIRECT EVENT INCOME	<u>(852)</u>	24,400	<u>(25,252)</u>
Suite Revenues	0	1,000	(1,000)
Platinum Revenues	5,103	0	5,103
Facility Fee	22,734	42,000	(19,266)
Ticket Convenience Fee	21,748	39,050	(17,302)
ANCILLARY INCOME			
Concessions- General			
Gross Sales	68,082	96,000	(27,918)
Less: Sales taxes	0	7,111	(7,111)
Cost Of Sales	16,679	21,000	(4,321)
Labor	18,391	25,000	(6,609)
Service Charge Revenue	6,016	8,400	(2,384)
Team/Promo share	0	0	0
Net Concessions	<u>39,029</u>	<u>51,289</u>	<u>(48,342)</u>
Net Novelties	<u>567</u>	0	<u>567</u>
TOTAL ANCILLARY INCOME	39,595	51,289	(11,694)
EVENT OPERATING INCOME	<u>88,329</u>	<u>157,739</u>	<u>(69,410)</u>



EVENT REPORTS
FOR THE MONTH ENDED
NOVEMBER 2024

OAK VIEW GROUP

D. BLANK
D. HIGGINS
K. HILSGEN
G. O'DELL
K. VASKE
R. WILSON

Submitted by: Mark Eddy, Director of Finance



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Cross Insurance Arena
CONSOLIDATED EVENT INCOME STATEMENT

All Events
For the Five Months Ending November 2024

	Period To Date			Year To Date		
	Actual	Curr Budget	Budget Var	Actual	Curr Budget	Budget Var
Number of Events	10	9	1	31	30	1
Paid Tickets	34,586	37,000	(2,414)	77,365	90,850	(13,485)
Turnstile General	27,628	30,800	(3,172)	65,323	78,400	(13,077)
RENTAL INCOME						
GROSS TICKET REVENUE	1,257,026	1,183,220	73,806	2,745,990	2,550,320	195,670
SPONSORSHIP REVENUE	0	0	0	0	4,500	(4,500)
RENT BILLED	88,352	54,800	33,552	186,236	198,900	(12,664)
NET REVENUE AFTER TAXES	1,345,378	1,238,020	107,358	2,932,226	2,753,720	178,506
PROMOTER PROCEEDS	(1,241,648)	(1,183,220)	(58,428)	(2,355,834)	(2,554,820)	198,986
Service Income Billed:						
Change Over - Setup Billed	9,540	5,050	(4,490)	17,938	17,000	938
Security	8,927	15,750	6,823	14,927	15,750	(823)
Policy EMT Billed	3,113	10,600	7,487	13,820	21,190	(7,370)
Stagehands Billed	100,162	91,572	(8,590)	172,055	210,132	(38,077)
Event Staff Billed	6,041	19,100	13,060	18,975	61,500	(42,526)
Event Ticket Sales Billed	760	1,425	665	1,652	4,575	(2,923)
Box Office Fee	0	0	0	0	0	0
Advertising Billed	5,009	7,950	2,941	33,198	69,950	(36,752)
Cleaning billed	1,484	6,800	5,316	12,638	22,285	(9,648)
Cleaning Supplies/Trash Removal	260	800	540	923	2,507	(1,584)
Group Sales Commission Billed	5,380	60	(5,320)	7,327	5,810	1,517
Equipment Rental Billed	2,684	9,550	6,866	3,184	14,375	(11,191)
Production Billed	8,009	16,500	8,491	22,011	160,500	(138,489)
Event Catering Billed	32,548	30,500	(2,048)	61,259	58,350	2,909
Credit Card Fees Billed	1,234	2,335	1,101	3,416	8,910	(5,494)
Internet/Phone Billed	0	425	425	0	950	(950)
OTHER SERVICES BILLED	0	0	0	0	0	0
Total Billed:	185,151	218,417	33,266	383,322	673,784	(290,462)

Less: Service Expense

CHANGEOVER WAGES	5,211	3,475	(1,736)	5,211	5,525	(314)
OPERATIONS WAGES	7,075	5,385	(1,690)	17,174	17,385	(211)
CONTRACTED SECURITY	14,898	21,100	6,202	25,092	29,550	(4,458)
POLICE/L&I/EMT EXPENSE	8,989	9,850	861	22,244	22,575	(331)
EMT EXPENSE	10,752	6,375	(4,377)	20,862	18,715	2,147
STAGEHANDS WAGES	103,298	81,800	(21,498)	218,538	181,800	36,738
EVENT STAFF WAGES	41,367	39,050	(2,317)	102,596	102,950	(354)
EVENT TICKET SELLER WAGES	3,857	3,075	(782)	8,366	8,850	(484)
Advertising Expense	26,058	8,450	(17,608)	102,042	82,950	19,092
CLEANING WAGES	24,673	26,250	1,577	55,991	64,300	(8,309)
GROUP SALES COMMISSIONS	2,071	60	(2,011)	2,743	110	2,633
Equipment Rental	2,949	4,325	1,376	90,244	19,400	70,844
PRODUCTION EXPENSE	13,525	19,200	5,675	23,619	165,300	(141,681)
Event Catering Expense	38,356	27,625	(10,731)	67,067	52,600	14,467
Group sales expense	0	0	0	0	0	0
Credit card fees expense	2,611	1,755	(856)	5,571	7,195	(1,624)
Other Expense	0	0	0	0	0	0
Total Expensed:	305,691	257,775	(47,916)	942,131	779,205	162,926
Net Service Income/(Loss):	(120,540)	(39,358)	81,182	(558,809)	(105,421)	(453,388)
DIRECT EVENT INCOME	(16,810)	15,442	(32,252)	17,584	93,479	(75,895)
Platinum	19,955	0	19,955	32,889	0	32,889
Facility Fee	78,369	50,970	27,399	180,967	169,620	11,347
Suite Revenues	1,403	625	778	1,403	5,025	(3,622)
Ticket Convenience Fee	81,690	63,750	17,940	175,152	119,575	55,577
Promoter Share	(17,254)	(30,518)	(13,264)	(33,762)	(34,906)	(1,144)
ANCILLARY INCOME						
Concessions- General						
Gross Sales	346,339	466,750	(120,411)	729,507	926,250	(196,743)
Cost Of Sales	92,677	102,250	(9,573)	189,238	214,250	(25,012)
Taxes	-	34,573	(34,573)	-	68,608	(68,608)
Promoter/Team Share	54,561	95,906	(41,345)	106,543	155,982	(49,439)
Labor	85,431	100,350	(14,919)	176,740	213,800	(37,060)
Net Concessions	113,670	133,671	(20,001)	256,985	273,610	(16,625)
Service Revenues						
Service Charges	36,078	57,500	(21,422)	75,625	107,075	(31,450)
Novelties						
Gross Sales	19,692	7,983	11,709	21,909	13,562	8,347
Promo Share	7,240	2,411	4,829	8,065	5,255	2,810
Net Novelties	12,452	5,572	6,880	13,844	8,307	5,537
TOTAL ANCILLARY INCOME	162,200	196,743	(34,543)	346,454	388,992	(42,538)
EVENT OPERATING INCOME	309,553	297,012	12,541	720,687	741,785	(21,098)

**Cross Insurance Arena
CONSOLIDATED EVENT INCOME STATEMENT**

Regular Season Hockey
For the Five Months Ending November 2024

Event Code:	06	07	08	09	10	11				
Event Name:	vs Reading	vs Reading	vs Reading	vs South Carolina	vs South Carolina	vs Worcester				
Event Date:	November 6, 2024	November 7, 2024	Nov 13, 2024	November 16, 2024	November 17, 2024	November 20, 2024				
	Actual	Actual	Actual	Actual	Actual	Actual	Total	Curr Budget	Budget Var	
Number of Events	1	1	1	1	1	1	6	6	0	
Paid Tickets	3,636	3,038	2,577	4,839	3,384	2,185	19,659	22,500	(2,841)	
Turnstile General	2,378	2,098	1,567	3,963	2,474	1,124	13,604	17,100	(3,496)	
RENTAL INCOME										
GROSS TICKET REVENUE	69,628	58,457	48,540	92,134	65,600	44,036	378,395	249,720	128,675	
RENT BILLED	5,800	5,800	5,800	5,800	5,800	5,800	34,800	34,800	0	
NET REVENUE AFTER TAXES	75,428	64,257	54,340	97,934	71,400	49,836	413,195	284,520	128,675	
TENANT CHARGES	(69,628)	(58,457)	(48,540)	(92,134)	(65,600)	(44,036)	(378,395)	(249,720)	(128,675)	
SERVICE INCOME BILLED										
Production Billed	0	0	45	0	0	0	45	0	45	
Stagehands Billed	3,428	2,918	3,177	3,687	3,177	3,177	19,566	18,072	1,494	
Group Sales Commission Billed	0	0	0	0	0	0	0	60	(60)	
Event Catering Billed	3,092	3,865	8,099	4,492	5,182	3,935	28,665	22,500	6,165	
Credit Card Fees Billed	215	131	72	99	95	80	692	1,050	(358)	
Total Billed:	6,735	6,915	11,393	8,278	8,455	7,193	48,968	41,682	7,286	
LESS: SERVICE EXPENSE										
Contracted Security	838	956	0	0	0	0	1,794	3,600	1,806	
Police	756	779	779	779	779	779	4,648	3,750	(898)	
EMT Expense	450	450	450	450	450	450	2,701	2,700	(1)	
Operations wages	615	445	410	387	506	346	2,710	2,700	(10)	
Stagehand Wages	3,022	3,134	3,232	3,100	3,128	3,179	18,795	19,800	1,005	
Event Staff Wages	3,279	3,200	3,222	3,415	3,109	3,391	19,615	21,600	1,985	
Event Ticket Seller Wages	378	350	525	371	349	479	2,452	1,950	(502)	
Cleaning Expense	2,820	2,820	1,984	2,820	2,496	1,792	14,732	16,500	1,768	
Group sales expense	0	0	0	0	0	0	0	60	60	
PRODUCTION EXPENSE	0	0	0	0	0	0	0	1,800	1,800	
Event Catering Expense	3,092	3,865	8,099	4,492	5,182	3,935	28,665	22,500	(6,165)	
Credit card fees expense	191	116	63	88	84	71	613	1,050	437	
Total Expensed:	16,218	16,115	19,542	16,194	16,083	14,422	98,573	98,970	397	
Net Service Income/(Loss):	(9,483)	(9,200)	(8,149)	(7,915)	(7,628)	(7,229)	(49,605)	(57,288)	7,683	
DIRECT EVENT INCOME	(3,683)	(3,400)	(2,349)	(2,115)	(1,828)	(1,429)	(14,805)	(22,488)	7,683	
Facility Fee	4,839	3,602	3,417	5,893	3,729	4,663	26,143	22,500	3,643	
Suite Revenue	0	0	0	0	0	0	0	150	(150)	
Ticket Convenience Fee	1,029	798	431	1,235	883	197	4,573	9,600	(5,027)	
ANCILLARY INCOME										
Concessions- General										
Gross Sales	42,604	28,989	29,337	58,001	33,401	20,651	212,981	270,000	(57,019)	
Cost Of Sales	10,677	7,096	5,963	14,541	7,979	4,670	50,925	67,500	16,575	
Labor	9,901	6,556	7,296	13,032	7,569	6,668	51,022	60,000	8,978	
Team Share	8,257	4,837	3,970	11,233	5,642	2,514	36,453	49,200	12,747	
Net Concessions	13,769	10,501	12,108	19,194	12,210	6,799	74,582	73,300	1,282	
Service Income	4,522	2,752	3,459	5,792	3,489	2,797	22,811	30,000	(7,189)	
EVENT OPERATING INCOME	20,477	14,253	17,067	29,999	18,483	13,026	113,304	113,062	242	

**Cross Insurance Arena
CONSOLIDATED EVENT INCOME STATEMENT**

**Major Concerts
For the Five Months Ending November 2024**

Event Code:	01		
Event Name:	Mercy Me		
Event Date:	November 9, 2024		
		Curr Budget	Budget Var
Number of Events	1	1	0
Paid Tickets	6,252	6,000	252
Turnstile General	5,711	5,300	411
RENTAL INCOME			
GROSS TICKET REVENUE	421,547	390,000	31,547
RENT BILLED	45,000	0	45,000
NET REVENUE	466,547	390,000	76,547
TENANT CHARGES	(464,915)	(390,000)	(74,915)
Service Income Billed:			
Change Over - Setup Billed	0	2,050	(2,050)
Secuirty	0	11,250	(11,250)
Policy EMT Billed	0	4,650	(4,650)
Stagehands Billed	31,294	35,000	(3,706)
Event Staff Billed	0	7,000	(7,000)
Evetn Ticket Selles Billed	0	675	(675)
Advertising Billed	85	950	(865)
Cleaning billed	0	5,000	(5,000)
Cleaning Supplies/Trash Removal	0	400	(400)
Group Sales Commission Billed	5,380	0	5,380
Equipment Rental Billed	1,598	4,750	(3,152)
Production Billed	4,894	15,000	(10,106)
Event Catering Billed	0	5,000	(5,000)
Credit Card Fees Billed	0	260	(260)
Internet/Phone Billed	0	175	(175)
OTHER SERVICES BILLED	0	0	0
Total Billed:	43,251	92,160	(48,909)
Less: Service Expenses			
CHANGEOVER WAGES	1,031	0	1,031
OPERATIONS WAGES	1,727	1,250	477
Security Billed	5,000	11,000	(6,000)
POLICE/L&I/EMT EXPENSE	1,008	2,350	(1,343)

EMT EXPENSE	982	2,000	(1,018)
STAGEHANDS WAGES	26,595	27,500	(905)
EVENT STAFF WAGES	6,524	6,000	524
EVENT TICKET SELLER WAGES	301	300	1
Advertising Expense	128	950	(822)
CLEANING WAGES	3,329	5,000	(1,671)
GROUP SALES COMMISSIONS	1,743	0	1,743
Equipment Rental	2,529	3,500	(971)
PRODUCTION EXPENSE	2,570	13,500	(10,930)
Event Catering Expense	0	5,000	(5,000)
Credit card fees expense	1,186	475	711
Other Expense	0	0	0
Total Expensed:	54,656	78,825	(24,169)
Net Service Income/(Loss):	(11,405)	13,335	(24,740)
DIRECT EVENT INCOME	(9,773)	13,335	(23,108)
Suite Revenues	1,403	500	903
Platinum Revenues	10,180	0	10,180
Facility Fee	30,940	18,000	12,940
Promoter Share Facility Fee	0	(9,000)	9,000
Ticket Convenience Fee	24,163	33,900	(9,737)
Promoter Share	0	(16,950)	16,950
ANCILLARY INCOME			
Concessions- General			
Gross Sales	31,409	92,750	(61,341)
Less: Sales taxes	0	6,870	(6,870)
Cost Of Sales	8,641	9,000	(359)
Labor	7,961	21,000	(13,039)
Service Charge Revenue	2,092	12,000	(9,908)
Team/Promo share	0	20,364	(20,364)
Net Concessions	16,899	47,516	(111,881)
Novelties			
Gross Sales	3,126	4,822	(1,696)
Team/Promo share	0	(2,411)	2,411
Net Novelties	3,126	2,411	715
TOTAL ANCILLARY INCOME	20,025	49,927	(29,902)
EVENT OPERATING INCOME	76,938	89,712	(12,774)

Cross Insurance Arena
CONSOLIDATED EVENT INCOME STATEMENT

Minor Concerts
For the Five Months Ending November 2024

Event Code:	01		
Event Name:	A Day To Remember		
Event Date:	November 1, 2024		
	Actual	Curr Budget	Budget Var
Number of Events	1	1	0
Paid Tickets	2,467	3,000	(533)
Turnstile General	2,367	3,000	(633)
RENTAL INCOME			
GROSS TICKET REVENUE	162,748	118,500	44,248
RENT BILLED	0	0	0
NET REVENUE AFTER TAXES	162,748	118,500	44,248
 TENANT CHARGES	 (172,574)	 (118,500)	 (54,074)
 Service Income Billed:			
Change Over - Setup Billed	9,540	2,000	7,540
Security Billed	6,056	4,500	1,556
Policy EMT Billed	3,113	2,450	663
Stagehands Billed	27,969	25,000	2,969
Event Staff Billed	5,571	4,600	971
Event Ticket Sales Billed	760	750	10
Equipment Rental Billed	420	2,800	(2,380)
Cleaning billed	1,484	1,800	(316)
Cleaning Supplies/Trash Remov	260	400	(140)
Production Billed	2,744	0	2,744
Credit Card Fees Billed	369	275	94
Internet/Phone Billed	0	250	(250)
OTHER SERVICES BILLED	0	0	0
 Total Billed:	 58,285	 44,825	 13,460

Less: Service Expense

CHANGEOVER WAGES	680	1,265	(585)
OPERATIONS WAGES	759	435	324
CONTRACTED SECURITY	5,648	4,500	1,148
POLICE/L&I/EMT EXPENSE	1,525	1,850	(325)
EMT EXPENSE	2,975	675	2,300
STAGEHANDS WAGES	22,457	22,000	457
Equipment Rental	420	0	420
EVENT STAFF WAGES	4,797	3,450	1,347
EVENT TICKET SELLER WAGES	363	475	(112)
CLEANING WAGES	1,984	1,750	234
PRODUCTION EXPENSE	2,251	2,400	(149)
Credit card fees expense	327	230	97
Other Expense	0	0	0
Total Expensed:	44,187	39,030	5,157
Net Service Income/(Loss):	14,098	5,795	8,303
DIRECT EVENT INCOME	4,272	5,795	(1,523)
Suite Revenue	0	250	(250)
Facility Fee	7,441	9,000	(1,559)
Promoter Share Facility Fees	(4,961)	(6,030)	1,069
Ticket Convenience Fee	25,907	20,250	5,657
Promoter Share Convenience F	(17,254)	(13,568)	(3,686)
Platinum Revenue	821	0	821
Gross Sales	46,546	45,000	1,546
Taxes	0	3,333	(3,333)
Cost Of Sales	18,643	11,000	7,643
Labor	12,391	6,500	5,891
Service Charges	(5,579)	(7,500)	1,921
Team/Promo share	18,109	15,833	2,276
Net Concessions	2,982	15,834	(12,852)
Novelties			
Gross Sales	10,860	1,137	9,723
Promo Share	7,240	0	7,240
Net Novelties	3,620	1,137	2,483
TOTAL ANCILLARY INCOME	6,602	16,971	(10,369)
EVENT OPERATING INCOME	22,829	32,668	(9,839)

Cross Insurance Arena
CONSOLIDATED EVENT INCOME STATEMENT

Comedy Shows
For the Five Months Ending November 2024

Event Code:	01		
Event Name:	Jo Koy		
Event Date:	November 14,2024		
	Actual	Curr Budget	Budget Var
	<hr/>		
Number of Events	1	1	0
Paid Tickets	3,058	5,500	(2,442)
Turnstile General	2,798	5,400	(2,602)
RENTAL INCOME			
GROSS TICKET REVENUE	135,674	425,000	(289,326)
RENT BILLED	8,552	20,000	(11,448)
NET REVENUE AFTER TAXES	144,226	445,000	(300,774)
	<hr/>		
TENANT CHARGES	(135,674)	(425,000)	289,326
Service Income Billed:			
Change Over - Setup Billed	0	1,000	(1,000)
Security Billed	2,872	0	2,872
Policy EMT Billed	0	3,500	(3,500)
Stagehands Billed	21,334	13,500	7,834
Event Staff Billed	0	7,500	(7,500)
Event Ticket Selles Billed	0	0	0
Equipment Rental Billed	666	2,000	(1,334)
Advertising Billed	4,925	7,000	(2,075)
Production Billed	325	1,500	(1,175)
Event Catering Billed	3,883	3,000	883
Credit Card Fees Billed	173	750	(577)
OTHER SERVICES BILLED	0	0	0
	<hr/>		
Total Billed:	34,177	39,750	(5,573)

Less: Service Expense

CHANGEOVER WAGES	972	1,250	(278)
OPERATIONS WAGES	1,245	1,000	245
CONTRACTED SECURITY	2,456	2,000	456
POLICE/L&I/EMT EXPENSE	985	1,900	(915)
EMT EXPENSE	820	1,000	(180)
STAGEHANDS WAGES	16,754	12,500	4,254
Equipment Rental	0	825	(825)
EVENT STAFF WAGES	5,231	8,000	(2,769)
EVENT TICKET SELLER WAGES	349	350	(1)
ADVERTISING EXPENSE	4,925	7,500	(2,575)
CLEANING WAGES	1,840	3,000	(1,160)
PRODUCTION EXPENSE	246	1,500	(1,254)
Event Catering Expense	4,083	125	3,958
Credit card fees expense	153	275	(122)
Other Expense	0	0	0
Total Expensed:	40,060	41,225	(1,165)
Net Service Income/(Loss):	(5,882)	(1,475)	(4,407)
DIRECT EVENT INCOME	2,670	18,525	(15,855)
Facility Fee	6,214	16,500	(10,286)
Promoter Share Facility Fees	0	0	0
Ticket Convenience Fee	12,100	0	12,100
Gross Sales	20,325	59,000	(38,675)
Cost Of Sales	5,214	14,750	(9,536)
Labor	6,447	12,850	(6,403)
Service Charges	(2,348)	(8,000)	5,652
Team/Promo share	0	10,509	(10,509)
Net Concessions	11,012	24,521	(13,509)
Novelties			
Gross Sales	1,855	2,024	(169)
Promo Share	0	0	0
Net Novelties	1,855	2,024	(169)
TOTAL ANCILLARY INCOME	12,867	26,545	(13,678)
EVENT OPERATING INCOME	33,850	61,570	(27,720)

**Cross Insurance Arena
CONSOLIDATED EVENT INCOME STATEMENT**

**Monster Jam
For the Five Months Ending November 2024**

Event Code:	02		
Event Name:	Nitro Circus		
Event Date:	November 23, 2024		
		Curr Budget	Budget Var
Number of Events	1	0	1
Paid Tickets	3,150	0	3,150
Turnstile General	3,148	0	3,148
Turnstile Clubs	0	0	0
Turnstile Suites	0	0	0
RENTAL INCOME			
GROSS TICKET REVENUE	158,663	0	158,663
RENT BILLED	0	0	0
NET REVENUE	<u>158,663</u>	<u>0</u>	<u>158,663</u>
TENANT CHARGES	(90,090)	0	(90,090)
Service Income Billed:			
Event Staff Billed	470	0	470
OTHER SERVICES BILLED	0	0	0
Total Billed:	<u>470</u>	<u>0</u>	<u>470</u>
Less: Service Expenses			
CHANGEOVER WAGES	680	0	680
OPERATIONS WAGES	633	0	633
POLICE/L&I/EMT EXPENSE	824	0	824
EMT EXPENSE	3,274	0	3,274
STAGEHANDS WAGES	18,697	0	18,697
EVENT STAFF WAGES	5,199	0	5,199
EVENT TICKET SELLER WAGES	392	0	392
Advertising Expense	21,005	0	21,005
CLEANING WAGES	2,788	0	2,788
GROUP SALES COMMISSIONS	328	0	328
PRODUCTION EXPENSE	8,458	0	8,458
Event Catering Expense	5,608	0	5,608
Credit card fees expense	331	0	331
Other Expense	0	0	0
Total Expensed:	<u>68,216</u>	<u>0</u>	<u>68,216</u>
Net Service Income/(Loss):	(67,746)	0	(67,746)
DIRECT EVENT INCOME	<u>827</u>	0	<u>827</u>
Platinum Revenues	8,954	0	8,954
Facility Fee	12,592	0	12,592
Ticket Convenience Fee	14,946	0	14,946
ANCILLARY INCOME			
Concessions- General			
Gross Sales	35,078	0	35,078
Cost Of Sales	9,254	0	9,254
Labor	7,609	0	7,609
Service Charge Revenue	3,248	0	3,248
Team/Promo share	0	0	0
Net Concessions	<u>21,462</u>	<u>0</u>	<u>55,190</u>
Net Noveltyies	<u>3,851</u>	0	<u>3,851</u>
TOTAL ANCILLARY INCOME	<u>25,313</u>	<u>0</u>	<u>25,313</u>
EVENT OPERATING INCOME	<u><u>62,631</u></u>	<u><u>0</u></u>	<u><u>62,631</u></u>



EVENT REPORTS
FOR THE MONTH ENDED
DECEMBER 2024

OAK VIEW GROUP

D. BLANK
D. HIGGINS
K. HILSGEN
G. O'DELL
K. VASKE
R. WILSON

Submitted by: Mark Eddy, Director of Finance



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Cross Insurance Arena
CONSOLIDATED EVENT INCOME STATEMENT

All Events
For the Six Months Ending December 2024

	Period To Date			Year To Date		
	Actual	Curr Budget	Budget Var	Actual	Curr Budget	Budget Var
Number of Events	13	11	2	44	41	3
Paid Tickets	42,187	33,300	8,887	119,552	124,150	(4,598)
Turnstile General	38,256	30,575	7,681	103,579	108,975	(5,396)
RENTAL INCOME						
GROSS TICKET REVENUE	1,237,823	849,110	388,713	3,983,814	3,399,430	584,384
SPONSORSHIP REVENUE	0	0	0	0	4,500	(4,500)
RENT BILLED	112,678	93,400	19,278	298,914	292,300	6,614
NET REVENUE AFTER TAXES	1,350,501	942,510	407,991	4,282,727	3,696,230	586,497
PROMOTER PROCEEDS	(1,234,081)	(849,110)	(384,971)	(3,589,915)	(3,403,930)	(185,985)
Service Income Billed:						
Change Over - Setup Billed	3,425	2,250	(1,175)	21,363	18,600	2,763
Securty	0	0	0	14,927	15,750	(823)
Policy EMT Billed	6,772	3,200	(3,572)	20,592	24,390	(3,798)
Stagehands Billed	99,543	70,036	(29,507)	271,598	280,168	(8,570)
Event Staff Billed	28,271	24,950	(3,321)	47,246	86,450	(39,205)
Event Ticket Selles Billed	7,631	7,000	(631)	9,283	11,575	(2,292)
Box Office Fee	0	0	0	0	0	0
Advertising Billed	3,400	0	(3,400)	36,598	69,950	(33,352)
Cleaning billed	7,737	2,950	(4,787)	20,374	25,235	(4,861)
Cleaning Supplies/Trash Removal	0	0	0	923	2,507	(1,584)
Group Sales Commission Billed	11,442	8,280	(3,162)	18,770	14,090	4,680
Equipment Rental Billed	0	0	0	3,184	14,375	(11,191)
Production Billed	1,493	904	(589)	23,504	161,404	(137,900)
Event Catering Billed	17,964	13,750	(4,214)	79,224	72,100	7,124
Credit Card Fees Billed	2,300	3,900	1,600	5,716	12,810	(7,094)
Internet/Phone Billed	500	375	(125)	500	1,325	(825)
OTHER SERVICES BILLED	0	0	0	0	0	0
Total Billed:	190,478	137,595	(52,883)	573,800	810,729	(236,929)

Less: Service Expense

CHANGEOVER WAGES	4,689	2,130	(2,559)	9,900	7,655	2,245
OPERATIONS WAGES	7,674	3,150	(4,524)	24,848	20,535	4,313
CONTRACTED SECURITY	3,536	3,880	345	28,628	33,430	(4,803)
POLICE/L&I/EMT EXPENSE	7,358	3,975	(3,383)	29,602	26,550	3,052
EMT EXPENSE	8,153	5,570	(2,583)	29,016	24,285	4,731
STAGEHANDS WAGES	81,388	55,400	(25,988)	299,926	237,200	62,726
EVENT STAFF WAGES	46,017	36,950	(9,067)	148,614	139,900	8,714
EVENT TICKET SELLER WAGES	3,992	2,425	(1,567)	12,359	11,275	1,084
Advertising Expense	3,400	1,400	(2,000)	105,442	84,350	21,092
CLEANING WAGES	24,461	23,000	(1,461)	80,452	87,300	(6,848)
GROUP SALES COMMISSIONS	3,715	3,105	(610)	6,458	3,215	3,243
Equipment Rental	0	0	0	90,244	19,400	70,844
PRODUCTION EXPENSE	6,038	3,650	(2,388)	29,657	168,950	(139,293)
Event Catering Expense	20,784	13,750	(7,034)	87,851	66,350	21,501
Group sales expense	0	0	0	0	0	0
Credit card fees expense	3,577	2,975	(602)	9,149	10,170	(1,021)
Other Expense	0	0	0	0	0	0
Total Expensed:	224,783	161,360	(63,423)	1,166,914	940,565	226,349
Net Service Income/(Loss):	(34,305)	(23,765)	10,540	(593,114)	(129,836)	(463,278)
DIRECT EVENT INCOME	82,114	69,635	12,479	99,698	162,464	(62,766)
Platinum	887	0	887	33,776	0	33,776
Facility Fee	80,869	60,950	19,919	261,836	230,570	31,266
Suite Revenues	10,039	4825	5,214	11,441	10,500	941
Ticket Convenience Fee	29,035	12,439	16,596	204,188	132,014	72,174
Promoter Share	(300)	0	300	(34,062)	(34,906)	(844)
ANCILLARY INCOME						
Concessions- General						
Gross Sales	338,097	257,088	81,009	1,067,604	1,183,338	(115,734)
Cost Of Sales	87,702	59,769	27,933	276,940	274,019	2,921
Taxes	-	19,043	(19,043)	-	87,651	(87,651)
Promoter/Team Share	32,496	24,600	7,896	139,040	180,582	(41,542)
Labor	78,022	57,950	20,072	254,762	271,750	(16,988)
Net Concessions	139,877	95,726	44,151	396,862	369,336	27,526
Service Revenues						
Service Charges	33,135	27,800	5,335	108,760	134,875	(26,115)
Novelties						
Gross Sales	4,362	0	4,362	26,271	13,562	12,709
Promo Share	0	0	0	8,065	5,255	2,810
Net Novelties	4,362	0	4,362	18,206	8,307	9,899
TOTAL ANCILLARY INCOME	177,374	123,526	53,848	523,828	512,518	11,310
EVENT OPERATING INCOME	380,017	271,375	108,642	1,100,705	1,013,160	87,545

**Cross Insurance Arena
CONSOLIDATED EVENT INCOME STATEMENT**

Regular Season Hockey
For the Six Months Ending December 2024

Event Code:	12	13	14			
Event Name:	vs Trois-Rivieres	vs Adirondack	vs Trois-Rivieres			
Event Date:	December 8, 2024	December 28, 2024	December 31, 2024			
	Actual	Actual	Actual	Total	Curr Budget	Budget Var
Number of Events	1	1	1	3	3	0
Paid Tickets	5,213	5,651	3,970	14,834	11,250	3,584
Turnstile General	3,775	4,532	2,981	11,288	8,550	2,738
RENTAL INCOME						
GROSS TICKET REVENUE	100,032	107,321	77,427	284,780	124,860	159,920
RENT BILLED	5,800	5,800	5,800	17,400	17,400	0
NET REVENUE AFTER TAXES	105,832	113,121	83,227	302,180	142,260	159,920
TENANT CHARGES	(100,032)	(107,321)	(77,427)	(284,780)	(124,860)	(159,920)
SERVICE INCOME BILLED						
Production Billed	15	30	0	45	0	45
Stagehands Billed	3,177	3,687	5,563	12,427	9,036	3,391
Group Sales Commission Billed	0	0	0	0	30	(30)
Event Catering Billed	6,139	3,741	0	9,880	11,250	(1,370)
Credit Card Fees Billed	118	248	262	628	525	103
Total Billed:	9,449	7,706	5,825	22,980	20,841	2,139
LESS: SERVICE EXPENSE						
Contracted Security	0	0	1,564	1,564	1,800	237
Police	954	779	779	2,511	1,875	(636)
EMT Expense	495	495	495	1,486	1,350	(136)
Operations wages	519	681	0	1,200	1,350	150
Stagehand Wages	3,149	3,591	4,248	10,987	9,900	(1,087)
Event Staff Wages	2,884	4,289	2,719	9,892	10,800	908
Event Ticket Seller Wages	274	259	286	818	975	157
Cleaning Expense	0	3,171	2,272	5,443	8,250	2,807
Group sales expense	0	0	0	0	30	30
PRODUCTION EXPENSE	0	0	0	0	900	900
Event Catering Expense	8,959	3,741	0	12,700	11,250	(1,450)
Credit card fees expense	105	220	232	557	525	(32)
Total Expensed:	18,115	17,906	13,201	49,222	49,485	263
Net Service Income/(Loss):	(8,666)	(10,200)	(7,376)	(26,242)	(28,644)	2,402
DIRECT EVENT INCOME	(2,866)	(4,400)	(1,576)	(8,842)	(11,244)	2,402
Facility Fee	7,212	6,903	4,582	18,697	11,250	7,447
Suite Revenue	0	0	0	0	75	(75)
Ticket Convenience Fee	1,352	2,864	2,742	6,957	4,800	2,157
ANCILLARY INCOME						
Concessions- General						
Gross Sales	56,956	64,858	39,491	161,305	135,000	26,305
Cost Of Sales	13,841	16,427	10,296	40,564	33,750	(6,814)
Labor	12,422	13,889	8,999	35,309	30,000	(5,309)
Team Share	10,974	13,647	7,875	32,496	24,600	(7,896)
Net Concessions	19,719	20,895	12,321	52,935	36,650	16,285
Service Income	6,060	6,584	4,014	16,658	15,000	1,658
EVENT OPERATING INCOME	31,477	32,846	22,082	86,406	56,531	29,875

**Cross Insurance Arena
CONSOLIDATED EVENT INCOME STATEMENT**

**Disney Shows
For the Six Months Ending December 2024**

Event Code:	01		
Event Name:	Disney on Ice		
Event Date:	December 19-22, 2024		
		Curr Budget	Budget Var
<hr/>			
Number of Events	7	7	0
Paid Tickets	19,072	18,550	522
Turnstile General	18,898	18,025	873
RENTAL INCOME			
GROSS TICKET REVENUE	678,692	649,250	29,442
RENT BILLED	74,778	70,000	4,778
NET REVENUE	<hr/> 753,469	<hr/> 719,250	<hr/> 34,219
TENANT CHARGES	(674,950)	(649,250)	(25,700)
Service Income Billed:			
Stagehands Billed	56,009	56,000	9
Event Staff Billed	17,500	18,200	(700)
Event Ticket Sales Billed	6,575	6,300	275
Group Sales Commission Billed	6,431	7,000	(569)
Production Billed	723	804	(81)
Event Catering Billed	3,745	0	3,745
Credit Card Fees Billed	0	2,625	(2,625)
Internet/Phone Billed	0	175	(175)
OTHER SERVICES BILLED	<hr/> 0	<hr/> 0	<hr/> 0
Total Billed:	90,984	91,104	(120)
Less: Service Expenses			
CHANGEOVER WAGES	1,166	1,050	116
OPERATIONS WAGES	3,949	1,400	2,549
Security Billed	0	1,330	(1,330)
POLICE/L&I/EMT EXPENSE	2,619	1,575	1,044
EMT EXPENSE	3,175	2,520	655
STAGEHANDS WAGES	46,511	42,000	4,511
EVENT STAFF WAGES	25,049	22,750	2,299
EVENT TICKET SELLER WAGES	1,809	1,225	584
Advertising Expense	0	1,400	(1,400)
CLEANING WAGES	12,300	11,900	400
GROUP SALES COMMISSIONS	2,087	2,450	(363)
PRODUCTION EXPENSE	5,789	2,450	3,339
Event Catering Expense	3,745	0	3,745
Credit card fees expense	2,325	2,450	(125)
Other Expense	<hr/> 0	<hr/> 0	<hr/> 0
Total Expensed:	110,524	94,500	16,024
Net Service Income/(Loss):	(19,541)	(3,396)	(16,145)
<hr/>			
DIRECT EVENT INCOME	58,979	66,604	(7,625)
Suite Revenues	1,178	1,400	(223)
Platinum Revenues	887	0	887
Facility Fee	77,250	74,200	3,050
Promoter Share Facility Fee	(38,319)	(35,000)	(3,319)
Ticket Convenience Fee	1,390	0	1,390
ANCILLARY INCOME			
Concessions- General			
Gross Sales	76,512	63,088	13,424
Cost Of Sales	22,033	14,000	8,033
Labor	19,409	18,200	1,209
Service Charge Revenue	5,220	4,900	320
Team/Promo share	0	0	0
Net Concessions	<hr/> 40,290	<hr/> 31,115	<hr/> 18,313
TOTAL ANCILLARY INCOME	40,290	31,115	9,175
<hr/>			
EVENT OPERATING INCOME	<hr/> 141,354	<hr/> 138,319	<hr/> 3,035

**Cross Insurance Arena
CONSOLIDATED EVENT INCOME STATEMENT**

College Hockey
For the Six Months Ending December 2024

Event Code:	01	02			
Event Name:	UMaine Womens	UMO vs Bentley			
Event Date:	December 14, 2024	December 29, 2024			
	Actual	Actual	Total	Curr Budget	Budget Var
Number of Events	1	1	2	1	1
Paid Tickets	656	5,324	5,980	3,500	2,480
Turnstile General	642	5,226	5,868	4,000	1,868
RENTAL INCOME					
GROSS TICKET REVENUE	5,953	126,652	132,605	75,000	57,605
RENT BILLED	4,500	6,000	10,500	6,000	4,500
NET REVENUE	10,453	132,652	143,105	81,000	62,105
TENANT CHARGES	(5,953)	(126,652)	(132,605)	(75,000)	(57,605)
Service Income Billed:					
Change Over - Setup Billed	1,713	1,713	3,425	2,250	1,175
Policy EMT Billed	2,362	2,677	5,040	3,200	1,840
Stagehands Billed	4,676	5,021	9,697	5,000	4,697
Event Staff Billed	1,913	4,227	6,140	6,750	(610)
Event Ticket Sells Billed	528	528	1,056	700	356
Cleaning billed	1,610	3,464	5,074	2,950	2,124
Group Sales Commission Billed	205	3,540	3,745	1,250	2,495
Production Billed	200	200	400	100	300
Event Catering Billed	740	2,210	2,950	2,500	450
Credit Card Fees Billed	128	1,015	1,143	750	393
Internet/Phone Billed	250	250	500	200	300
OTHER SERVICES BILLED	0	0	0	0	0
Total Billed:	14,325	24,844	39,169	25,650	13,519
Less: Service Expense					
CHANGEOVER WAGES	680	0	680	600	80
CHANGEOVER PAYROLL TAXES	527	461	989	400	589
Security Billed	0	0	0	750	(750)
POLICE/L&I/EMT EXPENSE	717	779	1,496	525	971
EMT EXPENSE	1,512	1,486	2,998	1,700	1,298
STAGEHANDS WAGES	3,468	3,829	7,297	3,500	3,797
EVENT STAFF WAGES	1,866	4,604	6,470	3,400	3,070
EVENT TICKET SELLER WAGES	459	407	866	225	641
CLEANING WAGES	1,600	3,454	5,054	2,850	2,204
PRODUCTION EXPENSE	0	0	0	300	(300)
Event Catering Expense	740	2,210	2,950	2,500	450
Credit card fees expense	114	114	227	650	(423)
Other Expense	0	0	0	0	0
Total Expensed:	11,750	18,494	30,245	18,025	12,220
Net Service Income/(Loss):	2,575	6,350	8,924	7,625	1,299
DIRECT EVENT INCOME	7,075	12,350	19,424	13,625	5,799
Facility Fee	1,863	14,475	16,338	10,500	5,838
Suite Sales	0	8,076	8,076	4,000	4,076
Ticket Convenience Fee	17	11,936	11,953	7,639	4,314
ANCILLARY INCOME					
Concessions- General					
Gross Sales	8,716	75,878	84,595	59,000	25,595
Cost Of Sales	2,167	18,905	21,072	12,019	9,053
Sales tax	0			4,370	(4,370)
Labor	2,568	15,474	18,041	9,750	8,291
Service Charges	875	8,699	9,574	7,900	1,674
Team/Promo share	0	0	0	0	0
Net Concessions	4,856	50,199	55,056	40,761	14,295
EVENT OPERATING INCOME	13,811	97,037	110,847	76,525	34,322

Cross Insurance Arena
CONSOLIDATED EVENT INCOME STATEMENT

Cirque duSoleil
For the Six Months Ending December 2024

Event Code:	01		
Event Name:	Cirque Holidayze		
Event Date:	December 12, 2024		
	Actual	Curr Budget	Budget Var
	<hr/>		
Number of Events	1	0	1
Paid Tickets	2,301	0	2,301
Turnstile General	2,202	0	2,202
RENTAL INCOME			
GROSS TICKET REVENUE	141,747	0	141,747
RENT BILLED	10,000	0	10,000
NET REVENUE AFTER TAXES	<hr/> 151,747	0	151,747
TENANT CHARGES	(141,747)	0	(141,747)
Service Income Billed:			
Policy EMT Billed	1,732	0	1,732
Stagehands Billed	21,409	0	21,409
Event Staff Billed	4,631	0	4,631
Advertising Billed	3,400	0	3,400
Cleaning billed	2,663	0	2,663
Group Sales Commission Billed	1,266	0	1,266
Production Billed	325	0	325
Event Catering Billed	1,389	0	1,389
Credit Card Fees Billed	529	0	529
OTHER SERVICES BILLED	<hr/> 0	0	0
Total Billed:	37,345	0	37,345

Less: Service Expense

CHANGEOVER WAGES	778	0	778
OPERATIONS WAGES	1,536	0	1,536
CONTRACTED SECURITY	1,972	0	1,972
POLICE/L&I/EMT EXPENSE	733	0	733
EMT EXPENSE	495	0	495
STAGEHANDS WAGES	16,592	0	16,592
Equipment Rental	0	0	0
EVENT STAFF WAGES	4,606	0	4,606
EVENT TICKET SELLER WAGES	499	0	499
ADVERTISING EXPENSE	3,400	0	3,400
CLEANING WAGES	1,664	0	1,664
GROUP SALES COMMISSIONS	410	0	410
PRODUCTION EXPENSE	249	0	249
Event Catering Expense	1,389	0	1,389
Credit card fees expense	469	0	469
Other Expense	0	0	0
Total Expensed:	34,792	0	34,792
Net Service Income/(Loss):	2,553	0	2,553
DIRECT EVENT INCOME	12,553	0	12,553
Suite Revenue	785	0	785
Facility Fee	6,903	0	6,903
Ticket Convenience Fee	8,735	0	8,735
Gross Sales	15,686	0	15,686
Cost Of Sales	4,034	0	4,034
Labor	5,262	0	5,262
Service Charges	(1,682)	0	(1,682)
Team/Promo share	0	0	0
Net Concessions	8,073	0	8,073
Novelties			
Gross Sales	4,362	0	4,362
Promo Share	0	0	0
Net Novelties	4,362	0	4,362
TOTAL ANCILLARY INCOME	12,435	0	12,435
EVENT OPERATING INCOME	41,411	0	41,411



EVENT REPORTS
FOR THE MONTH ENDED
JANUARY 2025

OAK VIEW GROUP

D. BLANK
D. HIGGINS
K. HILSGEN
G. O'DELL
K. VASKE
R. WILSON

Submitted by: Mark Eddy, Director of Finance



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Cross Insurance Arena
CONSOLIDATED EVENT INCOME STATEMENT

All Events
For the Seven Months Ending January 2025

	Period To Date			Year To Date		
	Actual	Curr Budget	Budget Var	Actual	Curr Budget	Budget Var
Number of Events	9	10	(1)	53	51	2
Paid Tickets	35,276	35,000	276	154,828	159,150	(4,322)
Turnstile General	27,442	27,550	(108)	131,021	136,525	(5,504)
RENTAL INCOME						
GROSS TICKET REVENUE	653,132	451,467	201,665	4,636,946	3,850,897	786,049
SPONSORSHIP REVENUE	0	0	0	0	4,500	(4,500)
RENT BILLED	46,400	80,400	(34,000)	345,314	372,700	(27,386)
NET REVENUE AFTER TAXES	699,532	531,867	167,665	4,982,259	4,228,097	754,162
PROMOTER PROCEEDS	(616,774)	(451,467)	(165,307)	(4,206,689)	(3,855,397)	(351,292)
Service Income Billed:						
Change Over - Setup Billed	0	2,000	2,000	21,363	20,600	763
Security	0	4,500	4,500	14,927	20,250	(5,323)
Policy EMT Billed	0	2,450	2,450	20,592	26,840	(6,248)
Stagehands Billed	27,077	49,089	22,012	298,675	329,257	(30,582)
Event Staff Billed	0	4,600	4,600	47,246	91,050	(43,805)
Event Ticket Sales Billed	0	750	750	9,283	12,325	(3,042)
Box Office Fee	0	0	0	0	0	0
Advertising Billed	0	0	0	36,598	69,950	(33,352)
Cleaning billed	0	1,800	1,800	20,374	27,035	(6,661)
Cleaning Supplies/Trash Removal	0	400	400	923	2,907	(1,984)
Group Sales Commission Billed	0	80	80	18,770	14,170	4,600
Equipment Rental Billed	0	2,800	2,800	3,184	17,175	(13,991)
Production Billed	255	0	(255)	23,759	161,404	(137,645)
Event Catering Billed	32,813	30,150	(2,663)	112,037	102,250	9,787
Credit Card Fees Billed	1,387	1,675	288	7,103	14,485	(7,382)
Internet/Phone Billed	0	250	250	500	1,575	(1,075)
OTHER SERVICES BILLED	0	0	0	0	0	0
Total Billed:	61,532	100,544	39,012	635,332	911,273	(275,941)

Less: Service Expense

CHANGEOVER WAGES	0	2,545	2,545	9,900	10,200	(300)
OPERATIONS WAGES	4,771	4,260	(511)	29,619	24,795	4,824
CONTRACTED SECURITY	0	9,300	9,300	28,628	42,730	(14,103)
POLICE/L&I/EMT EXPENSE	7,052	7,450	398	36,655	34,000	2,655
EMT EXPENSE	4,367	4,775	408	33,383	29,060	4,323
STAGEHANDS WAGES	28,845	52,400	23,555	328,771	289,600	39,171
EVENT STAFF WAGES	33,952	36,750	2,798	182,566	176,650	5,916
EVENT TICKET SELLER WAGES	3,183	3,325	142	15,542	14,600	942
Advertising Expense	12,458	9,000	(3,458)	117,900	93,350	24,550
CLEANING WAGES	18,638	26,250	7,612	99,090	113,550	(14,460)
GROUP SALES COMMISSIONS	84	330	246	6,542	3,545	2,997
Equipment Rental	0	700	700	90,244	20,100	70,144
PRODUCTION EXPENSE	704	22,800	22,096	30,361	191,750	(161,389)
Event Catering Expense	37,037	30,200	(6,837)	124,888	96,550	28,338
Group sales expense	0	0	0	0	0	0
Credit card fees expense	1,380	1,905	525	10,528	12,075	(1,547)
Other Expense	0	0	0	0	0	0
Total Expensed:	169,672	211,990	42,318	1,336,586	1,152,555	184,031
Net Service Income/(Loss):	(108,140)	(111,446)	(3,306)	(701,254)	(241,282)	(459,972)
DIRECT EVENT INCOME	(25,382)	(31,046)	5,664	74,315	131,418	(57,103)
Platinum	1,463	0	1,463	35,239	0	35,239
Facility Fee	47,734	38,970	8,764	309,570	269,540	40,030
Suite Revenues	0	1,300	(1,300)	11,441	11,800	(359)
Ticket Convenience Fee	17,030	36,780	(19,750)	221,217	168,794	52,423
Promoter Share	0	(13,568)	(13,568)	(34,062)	(48,474)	(14,412)
ANCILLARY INCOME						
Concessions- General						
Gross Sales	382,256	423,375	(41,119)	1,449,859	1,606,713	(156,854)
Cost Of Sales	105,384	106,850	(1,466)	382,325	380,869	1,456
Taxes	-	31,359	(31,359)	-	119,010	(119,010)
Promoter/Team Share	68,942	81,433	(12,491)	207,982	262,015	(54,033)
Labor	87,660	90,200	(2,540)	342,422	361,950	(19,528)
Net Concessions	120,269	113,533	6,736	517,131	482,869	34,262
Service Revenues						
Service Charges	42,172	48,675	(6,503)	150,932	183,550	(32,618)
Novelties						
Gross Sales	0	1,957	(1,957)	26,271	15,519	10,752
Promo Share	0	0	0	8,065	5,255	2,810
Net Novelties	0	1,957	(1,957)	18,206	10,264	7,942
TOTAL ANCILLARY INCOME	162,441	164,165	(1,724)	686,268	676,683	9,585
EVENT OPERATING INCOME	203,284	196,601	6,683	1,303,989	1,209,761	94,228

**Cross Insurance Arena
CONSOLIDATED EVENT INCOME STATEMENT**

Regular Season Hockey
For the Seven Months Ending January 2025

Event Code:	15	16	17	18	19	20	21	22			
Event Name:	vs Tahoe	vs Tahoe	vs Tahoe	vs Norfolk	vs Norfolk	vs Worcester	vs Worcester	Trois-Rivieres			
Event Date:	January 3, 2025	January 4, 2025	January 5, 2025	January 11, 2025	January 12, 2025	January 24, 2025	January 25, 2025	January 26, 2025	Total	Curr Budget	Budget Var
	Actual	Actual	Actual	Actual	Actual	Actual	Actual	Actual			
Number of Events	1	1	1	1	1	1	1	1	8	8	0
Paid Tickets	3,359	5,279	3,487	4,341	4,239	3,920	5,111	3,361	33,097	30,000	3,097
Turnstile General	2,613	4,240	2,581	3,298	3,201	2,788	4,088	2,463	25,272	22,800	2,472
RENTAL INCOME											
GROSS TICKET REVENUE	65,208	73,714	68,815	83,604	82,221	77,155	99,581	66,176	616,474	332,967	283,507
RENT BILLED	5,800	5,800	5,800	5,800	5,800	5,800	5,800	5,800	46,400	46,400	0
NET REVENUE AFTER TAXES	71,008	79,514	74,615	89,404	88,021	82,955	105,381	71,976	662,874	379,367	283,507
TENANT CHARGES	(65,208)	(73,714)	(68,815)	(83,604)	(82,221)	(77,155)	(99,581)	(66,176)	(616,474)	(332,967)	(283,507)
SERVICE INCOME BILLED											
Production Billed	195	0	15	0	0	0	0	45	255	0	255
Stagehands Billed	3,177	3,687	3,177	3,687	3,177	3,307	3,687	3,177	27,077	24,089	2,988
Group Sales Commission Billed	0	0	0	0	0	0	0	0	0	80	(80)
Event Catering Billed	0	3,981	3,681	2,471	4,368	7,000	6,990	4,022	32,513	30,000	2,513
Credit Card Fees Billed	199	145	172	201	165	155	205	146	1,387	1,400	(13)
Total Billed:	3,571	7,813	7,045	6,359	7,710	10,462	10,882	7,390	61,232	55,569	5,663
LESS: SERVICE EXPENSE											
Contracted Security	0	0	0	0	0	0	0	0	0	4,800	4,800
Police	824	733	779	779	824	847	779	756	6,320	5,000	(1,320)
EMT Expense	495	495	495	495	450	495	495	450	3,872	3,600	(272)
Operations wages	504	451	314	529	714	461	530	468	3,971	3,600	(371)
Stagehand Wages	2,830	3,189	3,203	3,189	3,203	2,914	3,096	3,226	24,850	26,400	1,550
Event Staff Wages	3,787	4,015	3,499	2,931	3,907	4,230	4,563	2,995	29,927	28,800	(1,127)
Event Ticket Seller Wages	351	400	192	393	347	524	386	351	2,943	2,600	(343)
Cleaning Expense	2,176	3,171	2,176	2,820	2,820	2,304	3,171	0	18,638	22,000	3,362
Group sales expense	0	0	0	0	0	0	0	0	0	80	80
PRODUCTION EXPENSE	0	0	0	0	0	0	0	0	0	2,400	2,400
Event Catering Expense	0	3,981	3,681	2,471	4,368	7,000	6,990	6,134	34,625	30,000	(4,625)
Credit card fees expense	176	128	152	178	146	137	182	129	1,229	1,400	171
Total Expensed:	11,144	16,563	14,490	13,785	16,779	18,913	20,191	14,509	126,374	131,960	5,586
Net Service Income/(Loss):	(7,573)	(8,750)	(7,445)	(7,426)	(9,069)	(8,452)	(9,308)	(7,119)	(65,142)	(76,391)	11,249
DIRECT EVENT INCOME	(1,773)	(2,950)	(1,645)	(1,626)	(3,269)	(2,652)	(3,508)	(1,319)	(18,742)	(29,991)	11,249
Facility Fee	3,759	5,492	5,021	5,089	6,605	4,783	5,945	4,503	41,197	30,000	11,197
Suite Revenue	0	0	0	0	0	0	0	0	0	200	(200)
Ticket Convenience Fee	1,277	2,770	1,197	1,879	1,278	1,243	1,886	1,139	12,669	12,800	(131)
ANCILLARY INCOME											
Concessions- General											
Gross Sales	39,466	57,759	34,230	47,609	39,488	49,336	59,501	32,186	359,575	360,000	(425)
Cost Of Sales	10,868	16,369	9,605	13,485	10,798	12,596	15,951	8,856	98,528	90,000	(8,528)
Labor	9,994	13,305	8,081	9,210	9,693	11,517	12,335	7,924	82,059	80,000	(2,059)
Team Share	7,467	12,005	6,022	9,987	7,035	9,159	11,889	5,379	68,942	65,600	(3,342)
Net Concessions	11,138	16,080	10,522	14,926	11,962	16,064	19,326	10,027	110,046	97,735	12,311
Service Income	4,617	6,650	3,679	5,067	4,012	6,305	6,510	3,636	40,476	40,000	476
EVENT OPERATING INCOME	19,019	28,042	18,774	25,335	20,588	25,743	30,159	17,986	185,647	150,744	34,903

Cross Insurance Arena
CONSOLIDATED EVENT INCOME STATEMENT

Other Sports
For the Seven Months Ending January 2025

Event Code:	01		
Event Name:	Ice Racing		
Event Date:	January 18, 2025		
		Curr Budget	Budget Var
Number of Events	1	1	0
Paid Tickets	2,179	2,000	179
Turnstile General	2,170	1,750	420
RENTAL INCOME			
GROSS TICKET REVENUE	36,658	0	36,658
RENT BILLED	0	34,000	(34,000)
NET REVENUE	36,658	34,000	2,658
TENANT CHARGES	(300)	0	(300)
Service Income Billed:			
Event Catering Billed	300	150	150
OTHER SERVICES BILLED	0	0	0
Total Billed:	300	150	150
Less: Service Expenses			
CHANGEOVER WAGES	0	0	0
OPERATIONS WAGES	800	225	575
Security Billed	0	0	0
POLICE/L&I/EMT EXPENSE	733	600	133
EMT EXPENSE	495	500	(5)
STAGEHANDS WAGES	3,996	4,000	(4)
EVENT STAFF WAGES	4,025	4,500	(475)
EVENT TICKET SELLER WAGES	241	250	(9)
Advertising Expense	12,458	9,000	3,458
CLEANING WAGES	0	2,500	(2,500)
GROUP SALES COMMISSIONS	84	250	(166)
PRODUCTION EXPENSE	704	18,000	(17,296)
Event Catering Expense	2,412	200	2,212
ENTERTAINMENT/ Artist EXPENSE	17,200	0	17,200
Credit card fees expense	151	275	(124)
Other Expense	0	0	0
Total Expensed:	43,298	41,000	2,298
Net Service Income/(Loss):	(42,998)	(40,850)	(2,148)
DIRECT EVENT INCOME	(6,640)	(6,850)	210
Suite Revenues	0	850	(850)
Platinum Revenues	1,463	0	1,463
Facility Fee	6,537	6,000	537
Ticket Convenience Fee	4,361	3,730	631
ANCILLARY INCOME			
Concessions- General			
Gross Sales	22,680	18,375	4,305
Cost Of Sales	6,856	5,850	1,006
Labor	5,601	3,700	1,901
Service Charge Revenue	1,695	1,175	520
Team/Promo share	0	0	0
Net Concessions	11,918	8,639	6,372
EVENT OPERATING INCOME	17,638	13,189	4,449



EVENT REPORTS
FOR THE MONTH ENDED
FEBRUARY 2025

OAK VIEW GROUP

D. HIGGINS
K. HILSGEN
G. O'DELL
K. VASKE
R. WILSON

Submitted by: Mark Eddy, Director of Finance



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Cross Insurance Arena
CONSOLIDATED EVENT INCOME STATEMENT

All Events
For the Eight Months Ending February 2025

	Period To Date			Year To Date		
	Actual	Curr Budget	Budget Var	Actual	Curr Budget	Budget Var
Number of Events	12	10	2	65	61	4
Paid Tickets	32,780	26,000	6,780	187,608	185,150	2,458
Turnstile General	28,510	22,650	5,860	159,531	159,175	356
RENTAL INCOME						
GROSS TICKET REVENUE	808,552	425,610	382,942	5,445,498	4,276,507	1,168,991
SPONSORSHIP REVENUE	5,495	0	5,495	5,495	4,500	995
RENT BILLED	57,189	60,900	(3,712)	402,502	433,600	(31,098)
NET REVENUE AFTER TAXES	871,236	486,510	384,726	5,853,495	4,714,607	1,138,888
PROMOTER PROCEEDS	(812,856)	(425,610)	(387,246)	(5,019,545)	(4,281,007)	(738,538)
Service Income Billed:						
Change Over - Setup Billed	7,775	6,500	(1,275)	29,138	27,100	2,038
Security	7,935	4,500	(3,435)	22,862	24,750	(1,888)
Policy EMT Billed	12,399	12,760	361	32,992	39,600	(6,608)
Stagehands Billed	45,021	45,536	515	343,697	374,793	(31,096)
Event Staff Billed	35,114	33,200	(1,914)	82,360	124,250	(41,890)
Event Ticket Sales Billed	4,404	2,290	(2,114)	13,687	14,615	(928)
Box Office Fee	886	0	(886)	886	0	886
Advertising Billed	1,500	0	(1,500)	38,098	69,950	(31,852)
Cleaning billed	19,181	11,010	(8,171)	39,555	38,045	1,510
Cleaning Supplies/Trash Removal	260	580	320	1,182	3,487	(2,305)
Group Sales Commission Billed	1,452	2,830	1,378	20,222	17,000	3,222
Equipment Rental Billed	732	3,175	2,443	3,916	20,350	(16,434)
Production Billed	560	0	(560)	24,318	161,404	(137,086)
Event Catering Billed	19,552	15,400	(4,152)	131,589	117,650	13,939
Credit Card Fees Billed	2,653	3,430	777	9,756	17,915	(8,159)
Internet/Phone Billed	200	404	204	700	1,979	(1,279)
OTHER SERVICES BILLED	0	0	0	0	0	0
Total Billed:	159,625	141,615	(18,010)	794,957	1,052,888	(257,931)

Less: Service Expense

CHANGEOVER WAGES	2,726	3,575	849	12,626	13,775	(1,149)
OPERATIONS WAGES	7,443	3,660	(3,783)	37,062	28,455	8,607
CONTRACTED SECURITY	7,302	6,300	(1,002)	35,930	49,030	(13,101)
POLICE/L&I/EMT EXPENSE	7,785	8,625	840	44,440	42,625	1,815
EMT EXPENSE	7,630	2,785	(4,845)	41,013	31,845	9,168
STAGEHANDS WAGES	43,879	43,650	(229)	372,650	333,250	39,400
EVENT STAFF WAGES	48,491	46,000	(2,491)	231,056	222,650	8,406
EVENT TICKET SELLER WAGES	4,476	4,150	(326)	20,018	18,750	1,268
Advertising Expense	1,500	250	(1,250)	119,400	93,600	25,800
CLEANING WAGES	23,670	23,500	(170)	122,760	137,050	(14,290)
GROUP SALES COMMISSIONS	472	705	233	7,015	4,250	2,765
Equipment Rental	732	0	(732)	90,976	20,100	70,876
PRODUCTION EXPENSE	929	3,555	2,626	31,290	195,305	(164,015)
Event Catering Expense	20,178	15,175	(5,003)	145,067	111,725	33,342
Group sales expense	0	210	210	0	210	(210)
Credit card fees expense	2,575	2,830	255	13,103	14,905	(1,802)
Other Expense	0	0	0	0	0	0

Total Expensed: 179,789 164,970 (14,819) 1,516,375 1,317,525 198,850

Net Service Income/(Loss): (20,163) (23,355) (3,192) (721,417) (264,637) (456,780)

DIRECT EVENT INCOME 38,217 37,545 672 112,532 168,963 (56,431)

Platinum 2,276 0 2,276 37,514 0 37,514

Facility Fee 37,923 28,470 9,453 347,493 298,010 49,483

Suite Revenues 150 825 (675) 11,591 12,625 (1,034)

Ticket Convenience Fee 79,582 35,795 43,787 300,799 204,589 96,210

Promoter Share (32,531) (13,568) 18,963 (66,593) (62,042) 4,551

ANCILLARY INCOME

Concessions- General

Gross Sales 333,493 256,750 76,743 1,783,353 1,863,463 (80,110)

Cost Of Sales 76,744 66,125 10,619 459,069 446,994 12,075

Taxes - 19,365 (19,365) - 138,375 (138,375)

Promoter/Team Share 75,657 40,433 35,224 283,640 302,448 (18,808)

Labor 72,592 59,000 13,592 415,014 420,950 (5,936)

Net Concessions 108,499 71,827 36,672 625,630 554,696 70,934

Service Revenues

Service Charges 37,493 33,100 4,393 188,424 216,650 (28,226)

Novelties

Gross Sales 15,855 6,270 9,585 42,125 21,789 20,336

Promo Share 7,447 0 7,447 15,513 5,255 10,258

Net Novelties 8,407 6,270 2,137 26,613 16,534 10,079

TOTAL ANCILLARY INCOME 154,399 111,197 43,202 840,667 787,880 52,787

EVENT OPERATING INCOME 280,015 200,264 79,751 1,584,004 1,410,025 173,979

Cross Insurance Arena
CONSOLIDATED EVENT INCOME STATEMENT

Regular Season Hockey
For the Eight Months Ending February 2025

Event Code:	23	24	25			
Event Name:	vs Worcester	vs Norfolk	vs Norfolk			
Event Date:	February 2, 2025	February 7, 2025	February 8, 2025			
	Actual	Actual	Actual	Total	Curr Budget	Budget Var
Number of Events	1	1	1	3	3	0
Paid Tickets	4,097	5,061	4,655	13,813	11,250	2,563
Turnstile General	3,125	3,638	3,517	10,280	8,550	1,730
RENTAL INCOME						
GROSS TICKET REVENUE	80,043	97,862	89,881	267,786	124,860	142,926
RENT BILLED	5,800	5,800	5,800	17,400	17,400	0
NET REVENUE AFTER TAXES	85,843	103,662	95,681	285,186	142,260	142,926
TENANT CHARGES	(80,043)	(97,862)	(89,881)	(267,786)	(124,860)	(142,926)
SERVICE INCOME BILLED						
Production Billed	60	0	0	60	0	60
Stagehands Billed	3,177	3,687	3,687	10,552	9,036	1,516
Group Sales Commission Billed	0	0	0	0	30	(30)
Event Catering Billed	4,499	5,972	6,511	16,982	11,250	5,732
Credit Card Fees Billed	184	139	144	467	525	(58)
Total Billed:	8,014	10,239	10,577	28,831	20,841	7,990
LESS: SERVICE EXPENSE						
Contracted Security	0	0	0	0	1,800	1,800
Police	779	779	824	2,381	1,875	(506)
EMT Expense	450	495	495	1,441	1,350	(91)
Operations wages	414	548	727	1,688	1,350	(338)
Stagehand Wages	3,384	3,370	3,582	10,336	9,900	(436)
Event Staff Wages	4,121	4,055	3,461	11,636	10,800	(836)
Event Ticket Seller Wages	357	486	375	1,218	975	(243)
Cleaning Expense	2,820	2,820	2,820	8,460	8,250	(210)
Group sales expense	0	0	0	0	30	30
PRODUCTION EXPENSE	0	0	0	0	900	900
Event Catering Expense	4,499	5,972	6,511	16,982	11,250	(5,732)
Credit card fees expense	163	123	128	414	525	111
Total Expensed:	17,861	18,648	18,923	55,432	49,485	(5,947)
Net Service Income/(Loss):	(9,847)	(8,409)	(8,345)	(26,601)	(28,644)	2,043
DIRECT EVENT INCOME	(4,047)	(2,609)	(2,545)	(9,201)	(11,244)	2,043
Facility Fee	4,946	5,913	5,229	16,088	11,250	4,838
Suite Revenue	0	0	0	0	75	(75)
Ticket Convenience Fee	1,570	1,204	1,385	4,158	4,800	(642)
ANCILLARY INCOME						
Concessions- General						
Gross Sales	44,303	59,902	52,722	156,927	135,000	21,927
Cost Of Sales	10,380	13,904	12,235	36,519	33,750	(2,769)
Labor	9,824	12,447	10,313	32,585	30,000	(2,585)
Team Share	8,921	13,318	11,157	33,396	24,600	(8,796)
Net Concessions	15,178	20,233	19,017	54,428	36,650	17,778
Service Income	4,958	6,965	5,701	17,624	15,000	2,624
EVENT OPERATING INCOME	22,606	31,706	28,786	83,098	56,531	26,567

Cross Insurance Arena
CONSOLIDATED EVENT INCOME STATEMENT

Major Concerts
For the Eight Months Ending February 2025

Event Code:	02		
Event Name:	Parker McCollum		
Event Date:	January 31, 2025		
	Actual	Curr Budget	Budget Var
	<hr/>		
Number of Events	1	1	0
Paid Tickets	4,193	3,000	1,193
Turnstile General	4,391	3,000	1,391
RENTAL INCOME			
GROSS TICKET REVENUE	228,811	118,500	110,311
RENT BILLED	0	0	0
NET REVENUE AFTER TAXES	<hr/>		
	228,811	118,500	110,311
 TENANT CHARGES	 (233,114)	 (118,500)	 (114,614)
 Service Income Billed:			
Change Over - Setup Billed	3,274	2,000	1,274
Security Billed	7,935	4,500	3,435
Policy EMT Billed	2,385	2,450	(65)
Stagehands Billed	26,690	25,000	1,690
Event Staff Billed	6,370	4,600	1,770
Event Ticket Sales Billed	837	750	87
Equipment Rental Billed	732	2,800	(2,068)
Cleaning billed	3,577	1,800	1,777
Cleaning Supplies/Trash Remov	260	400	(140)
Production Billed	400	0	400
Credit Card Fees Billed	344	275	69
Internet/Phone Billed	0	250	(250)
OTHER SERVICES BILLED	<hr/>		
	0	0	0
 Total Billed:	 52,804	 44,825	 7,979

Less: Service Expense

CHANGEOVER WAGES	972	1,265	(293)
OPERATIONS WAGES	1,810	435	1,375
CONTRACTED SECURITY	7,302	4,500	2,802
POLICE/L&I/EMT EXPENSE	962	1,850	(888)
EMT EXPENSE	1,080	675	405
STAGEHANDS WAGES	21,792	22,000	(208)
Equipment Rental	732	0	732
EVENT STAFF WAGES	6,658	3,450	3,208
EVENT TICKET SELLER WAGES	449	475	(26)
CLEANING WAGES	2,850	1,750	1,100
PRODUCTION EXPENSE	609	2,400	(1,791)
Credit card fees expense	305	230	75
Other Expense	0	0	0
Total Expensed:	45,521	39,030	6,491
Net Service Income/(Loss):	7,283	5,795	1,488
DIRECT EVENT INCOME	2,980	5,795	(2,815)
Facility Fee	16,832	9,000	7,832
Promoter Share Facility Fees	(11,221)	(6,030)	(5,191)
Ticket Convenience Fee	52,206	20,250	31,956
Promoter Share Convenience F	(32,531)	(13,568)	(18,963)
Platinum Revenue	2,276	0	2,276
ANCILLARY INCOME			
Concessions- General			
Gross Sales	78,709	45,000	33,709
Cost Of Sales	12,909	11,000	1,909
Labor	16,759	6,500	10,259
Service Charges	(12,734)	(7,750)	(4,984)
Team/Promo share	42,262	15,833	26,429
Net Concessions	19,513	16,084	3,429
Novelties			
Gross Sales	11,171	1,137	10,034
Promo Share	7,447	0	7,447
Net Novelties	3,724	1,137	2,587
TOTAL ANCILLARY INCOME	23,237	17,221	6,016
EVENT OPERATING INCOME	53,778	32,668	21,110

**Cross Insurance Arena
CONSOLIDATED EVENT INCOME STATEMENT**

**Globetrotters
For the Eight Months Ending February 2025**

Event Code:	01		
Event Name:	Globetrotters		
Event Date:	February 14, 2025		
		Curr Budget	Budget Var
		<hr/>	
Number of Events	1	1	0
Paid Tickets	3,770	3,000	770
Turnstile General	3,683	2,850	833
RENTAL INCOME			
GROSS TICKET REVENUE	180,725	120,000	60,725
RENT BILLED	25,000	25,000	0
NET REVENUE	<hr/> 205,725	<hr/> 145,000	<hr/> 60,725
TENANT CHARGES	(180,725)	(120,000)	(60,725)
Service Income Billed:			
Policy EMT Billed	544	0	544
Advertising Billed	1,500	0	1,500
Group Sales Commission Billed	1,275	2,100	(825)
Credit Card Fees Billed	504	850	(346)
OTHER SERVICES BILLED	0	0	0
Total Billed:	<hr/> 3,823	<hr/> 2,950	<hr/> 873
Less: Service Expenses			
CHANGEOVER WAGES	879	500	379
OPERATIONS WAGES	740	325	415
Security Billed	0	0	0
POLICE/L&I/EMT EXPENSE	366	325	41
EMT EXPENSE	409	460	(51)
STAGEHANDS WAGES	5,761	2,800	2,961
EVENT STAFF WAGES	3,995	4,750	(755)
EVENT TICKET SELLER WAGES	330	200	130
Advertising Expense	1,500	250	1,250
CLEANING WAGES	2,820	2,400	420
GROUP SALES COMMISSIONS	415	675	(260)
PRODUCTION EXPENSE	0	150	(150)
Event Catering Expense	626	475	151
ENTERTAINMENT/ Artist EXPENSE	0	0	0
Credit card fees expense	664	725	(61)
Other Expense	0	0	0
Total Expensed:	<hr/> 18,506	<hr/> 14,035	<hr/> 4,471
Net Service Income/(Loss):	<hr/> (14,682)	<hr/> (11,085)	<hr/> (3,597)
DIRECT EVENT INCOME	<hr/> 10,318	<hr/> 13,915	<hr/> (3,597)
Suite Revenues	0	500	(500)
Platinum Revenues	0	0	0
Facility Fee	11,310	9,000	2,310
Ticket Convenience Fee	17,301	5,175	12,126
ANCILLARY INCOME			
Concessions- General			
Gross Sales	36,310	28,000	8,310
Cost Of Sales	9,752	7,125	2,627
Labor	7,912	6,500	1,412
Service Charge Revenue	3,939	2,850	1,089
Team/Promo share	0	0	0
Net Concessions	<hr/> 22,585	<hr/> 15,114	<hr/> 11,326
Net Novelties	4,683	5,133	(450)
EVENT OPERATING INCOME	<hr/> <hr/> 66,197	<hr/> <hr/> 48,837	<hr/> <hr/> 17,360

**Cross Insurance Arena
CONSOLIDATED EVENT INCOME STATEMENT**

**High School Sports
For the Eight Months Ending February 2025**

Event Code:	01		
Event Name:	H.S. Basketball		
Event Date:	February 19-22, 2025		
		Curr Budget	Budget Var
		<hr/>	
Number of Events	5	3	2
Paid Tickets	9,366	7,000	2,366
Turnstile General	8,578	7,000	1,578
RENTAL INCOME			
GROSS TICKET REVENUE	67,885	62,250	5,635
RENT BILLED	6,789	7,500	(712)
NET REVENUE	<hr/> 74,674	<hr/> 69,750	<hr/> 4,924
TENANT CHARGES	(67,885)	(62,250)	(5,635)
Service Income Billed:			
Change Over - Setup Billed	2,437	3,000	(564)
Policy EMT Billed	5,846	5,925	(79)
Stagehands Billed	4,827	5,250	(423)
Event Staff Billed	22,013	21,000	1,013
Event Ticket Sales Billed	2,800	0	2,800
Box Office Fee	886	0	886
Cleaning billed	12,199	6,300	5,899
Production Billed	100	0	100
Event Catering Billed	2,302	1,950	352
Credit Card Fees Billed	1,197	975	222
OTHER SERVICES BILLED	<hr/> 0	<hr/> 0	<hr/> 0
Total Billed:	54,607	44,400	10,207
Less: Service Expenses			
CHANGEOVER WAGES	0	600	(600)
OPERATIONS WAGES	2,052	750	1,302
POLICE/L&I/EMT EXPENSE	3,274	1,950	1,324
EMT EXPENSE	2,950	0	2,950
STAGEHANDS WAGES	3,585	4,800	(1,215)
EVENT STAFF WAGES	20,553	18,000	2,553
EVENT TICKET SELLER WAGES	1,816	1,800	16
CLEANING WAGES	8,260	9,600	(1,340)
PRODUCTION EXPENSE	250	0	250
Event Catering Expense	2,302	1,950	352
Credit card fees expense	1,061	825	236
Other Expense	<hr/> 0	<hr/> 0	<hr/> 0
Total Expensed:	46,104	40,275	5,829
Net Service Income/(Loss):	8,503	4,125	4,378
DIRECT EVENT INCOME	<hr/> 15,291	<hr/> 11,625	<hr/> 3,666
Suite Revenues	150	0	150
Sponsorship Revenue	5,495	0	5,495
Ticket Convenience Fee	0	670	(670)
ANCILLARY INCOME			
Concessions- General			
Gross Sales	57,084	45,000	12,084
Cost Of Sales	16,421	13,000	3,421
Labor	12,938	13,500	(562)
Service Charge Revenue	2,680	7,300	(4,620)
Team/Promo share	0	0	0
Net Concessions	<hr/> 30,405	<hr/> 22,156	<hr/> 6,679
EVENT OPERATING INCOME	<hr/> <hr/> 51,341	<hr/> <hr/> 34,451	<hr/> <hr/> 16,890

**Cross Insurance Arena
CONSOLIDATED EVENT INCOME STATEMENT**

Trade Shows
For the Eight Months Ending February 2025

Event Code:	02		
Event Name:	Portland on Tap		
Event Date:	February 01, 2025		
	Actual	Curr Budget	Budget Var
	<hr/>		
Number of Events	2	2	0
Paid Tickets	1,638	1,750	(112)
Turnstile General	1,578	1,250	328
RENTAL INCOME			
GROSS TICKET REVENUE	63,345	0	63,345
RENT BILLED	8,000	11,000	(3,000)
Gross Revenue	<hr/>	<hr/>	<hr/>
	71,345	11,000	60,345
TENANT CHARGES	(63,345)	0	(63,345)
Service Income Billed:			
Change Over - Setup Billed	2,064	1,500	564
Policy EMT Billed	3,183	4,385	(1,202)
Stagehands Billed	2,953	6,250	(3,297)
Event Staff Billed	6,402	7,600	(1,198)
Cleaning billed	3,405	2,910	495
Cleaning Supplies/Trash Removal	0	180	(180)
Event Ticket Seller Billed	767	1,540	(773)
Group Sales Commission Billed	177	700	(524)
Equipment Rental Billed	0	375	(375)
Event Catering Billed	269	2,200	(1,931)
Credit Card Fees Billed	141	805	(664)
Internet/Phone Billed	200	154	46
OTHER SERVICES BILLED	<hr/>	<hr/>	<hr/>
	0	0	0
Total Billed:	19,561	28,599	(9,038)
Less: Service Expense			
CHANGEOVER PAYROLL TAXES	1,152	800	352
POLICE/L&I/EMT EXPENSE	801	2,625	(1,824)
EMT EXPENSE	1,750	300	1,450
STAGEHANDS WAGES	2,405	4,150	(1,745)
EVENT STAFF WAGES	5,649	9,000	(3,351)
CHANGEOVER WAGES	0	730	(730)
EVENT TICKET SELLER WAGES	663	700	(37)
CLEANING WAGES	1,280	1,500	(220)
Group sales expense	0	210	(210)
GROUP SALES COMMISSIONS	57	0	57
PRODUCTION EXPENSE	70	105	(35)
CATERING EXPENSE	269	1,500	(1,231)
Credit card fees expense	131	525	(394)
Other Expense	<hr/>	<hr/>	<hr/>
	0	0	0
Total Expensed:	14,227	22,145	(7,918)
Net Service Income/(Loss):	5,334	6,454	(1,120)
DIRECT EVENT INCOME	<hr/>	<hr/>	<hr/>
	13,334	17,454	(4,120)
Facility Fee	4,914	5,250	(336)
Service Charges	515	450	65
Concessions- General			
Gross Sales	4,464	3,750	714
Cost Of Sales	1,144	1,250	(106)
Labor	2,399	2,500	(101)
Net Concessions	<hr/>	<hr/>	<hr/>
	921	(277)	1,198
EVENT OPERATING INCOME	<hr/> <hr/>	<hr/> <hr/>	<hr/> <hr/>
	25,601	27,777	(2,176)



Cumberland County

142 Federal St
Portland, ME 04101

Position Paper

File #: BT 25-006

Agenda Date: 4/8/2025

Agenda #: 6.

Title For Agenda Item:

2025/2026 Arena Budget Presentation

Recommended Action:

Recommend to the County Commissioner the Cross Insurance Arena 2025/2026 Operating, Capital and Trustee budgets.

Background:

GM Mike LoConte will be presenting the Arena's 2025/2026 Operating and Capital budgets. The County Manager will be presenting the Trustee's budget.

A recommendation either on the 8th or another future meeting will be needed from the Trustees on the proposed budgets.

Fiscal Impact and Source: Arena Event Revenue

Effective Date if Applicable: July 1, 2025

Funding Year	Requested Amount	Funding Mechanism	Improvement Description
2025/2026	\$ 100,000	Reserves	Locker Rooms - Showers/Dressing Rooms - all units - Official's room, Locker rooms 1 - 8, Mariners showers - new plumbing and fixtures - demo/rework pipes off feeder wall - new stalls/units - 100% rubber flooring not tile
2025/2026	\$ 20,000	Reserves	Overhead rolling zamboni tunnel door - no more parts for it.
2025/2026	\$ 12,000	Reserves	Desktop computers (16) - all staff
2025/2026	\$ 28,000	Reserves	All Exterior Doors - Thresholds - 22k - 28k
2025/2026	\$ 18,500	Reserves	Broadcast Room - AC Installation - remove existing unit and put commercial grade air conditioning in the broadcast room to keep roughly \$500K worth of equipment room temp
2025/2026	\$ 10,000	Reserves	Surveillance/Alarm/Door System - replace command center servers to start - whole system needs to be replaced at some point (\$125,000) - I'd like to go with a different company. Servers are dying. This will keep us running another 1 to 2 years with current vendor. Norris/Minuteman
2025/2026	\$ 10,500	Reserves	Lighting Control Upgrade - RGB's failing
2025/2026	\$ 12,500	Reserves	Video Control System for TV's - menu's, upcoming events, etc. -network and install a server/software to remotely program all arena non broadcasting TV's
2025/2026	\$ 24,000	Year End Funding	Portable Bars - (sell/auction existing bars and buy portable and upgraded bars for commercial use, taps, kegs) approx \$4K EA - part of upgrades?
2025/2026	\$ 8,000	Year End Funding	Hockey Net Winches - 2 heavy duty commercial grade winches - professional controller mechanism (potentially 2) - all connections and wiring
2025/2026	\$ 225,000	Year End Funding	NEXT Arena Speakers - \$225K
2025/2026	\$ 10,000	Reserves	Club Blinds (if open glass looks good, leave as is)
Total	\$ 478,500	TENTATIVE PLAN	
2026/2027	\$ 175,000	Retired Bond	Ice Deck - current hazard (auction old deck)
2026/2027	\$ 11,000	2026/2027 budget	HVAC control upgrade/integrate all components
2026/2027	\$ 25,000	2026/2027 budget	Roof resurfacing - low roof only - BOH - 25k
2026/2027	\$ 125,000		AC Chiller - New Compressor - 125k
Total	\$ 336,000		

Future YR Projects

2027/2028	\$ 225,000	General Oblig Bond	Portable Stage - with ADA ramp - 4 sets of 6' stairs
2027/2028	\$ 32,000		Spot Lights - max of 8 - 16k EA - we don't need to order all 8. If we can start with 2 primary spots it would help
2027/2028	TBD		Suite furniture + hall of fame furniture + refridgerators
2028/2029	\$ 300,000	General Oblig Bond	2009 Zamboni (Hannaford) 15 - 20 year life
2029/2030	TBD	General Oblig Bond	Bowl Floor - new concrete floor/cold floor - \$2MM
2032/2033	1.8MM	General Oblig Bond	Scoreboard & Broadcast System
2033/2024	\$ 300,000	General Oblig Bond	2014 Zamboni (Lone Pine) 15 - 20 year life
TBD	TBD		Brine Pump - Ask Triple AAA for their professional opinion on what's needed now and in the future
TBD	TBD		Center ice suite conversion - artist green room - need to discuss



2026 OPERATING BUDGET - NARRATIVE

I am pleased to present the proposed 2026 operating budget for the Cross Insurance Arena to our Board of Trustees. This budget outlines the financial strategy and key initiatives for the upcoming year, and I look forward to engaging in a thoughtful discussion regarding the plans and priorities that will guide our operations and ensure continued success.

Our team remains steadfast in its commitment to representing Cumberland County with excellence across every aspect of our operations. We take great pride in continuing to serve the community by providing top-tier events and experiences for both local residents and alike.

As we look ahead to 2026, our goal is to build on the strategic growth we've achieved in recent years. Our primary focus will be maximizing revenue from our current events while continuing to deliver exceptional experiences. In addition, we will explore new event opportunities that will help establish consistent, year-round bookings, supporting the long-term sustainability of the arena.

The team at Cross Insurance Arena is committed to crafting innovative and engaging events, while actively identifying and developing future talent. Together, we strive to build a dynamic and diverse calendar that meets the evolving needs of our community.

We are excited to present a budget that not only supports the continuation of high-quality events and seamless operations but also positions us for further growth. With this plan, we look forward to another year of success, continued engagement, and a dynamic calendar of events that will further elevate the Cross Insurance Arena's role as a key sports and entertainment hub for the region.

2025 RECAP TO DATE

We began the current fiscal year with an ambitious capital project that, while temporarily affecting our ability to book events, offered a unique opportunity to significantly improve our facility. From the start of July through mid-August, operations were paused to accommodate the installation of a state-of-the-art Athletica glass and dasher system—one that is trusted by several NHL teams.

Though this upgrade created some short-term disruptions, it was a crucial step forward in enhancing both the functionality and layout of our facility. In addition to the new glass and dasher system, we took the opportunity to reposition the team benches, aligning them directly with the locker room hallways. This strategic modification created immediate benefits, particularly in terms of operational efficiency. The new bench placement ensures players now have quick and direct access to their locker rooms and medical treatment areas, fostering a more streamlined and responsive environment for both the athletes and the medical team.

When we reopened, we dove right into a packed schedule. We kicked things off on August 8th with a comedy show by Theo Von, followed by the popular Family Entertainment event, Jurassic Quest, from August 23 to 25. On September 25, the return of The Price is Right Live was a huge hit. We also introduced a new theater experience with The Book of Mormon on September 27 and 28, performing three shows over two days to rave reviews.

A standout addition to our calendar this year was the MaineHealth Leadership Conference, held on September 30. The event was a tremendous success, and we're thrilled to announce it will be returning this September. October brought the return of Hot Wheels, followed by a high-energy rock show from A Day to Remember on November 1st. We also hosted a sold-out Christian rock triple-header featuring TobyMac, MercyMe, and Zach Williams. This event was especially noteworthy as we were the only venue with fewer than 10,000 seats to host such a large-scale show, made possible by our new partnership with the promoter, Awakenings. On November 24, Nitro Circus joined our lineup. We capped off the year with two UMaine hockey games — Women's Hockey on December 14th and Men's Hockey on December 29th. To close out an exceptional year of events, Disney on Ice took the ice during the third week of December.

The new calendar year kicked off with the 1/18 Ice Racing event, followed by country star Parker McCollum on 1/31. On 2/1, we hosted our annual Portland on Tap, and on 2/14, the Harlem Globetrotters took the court. The remainder of February and early March featured our annual MPA basketball and hockey playoffs.

March 5th brought comedian Sebastian Maniscalco, followed by industry giant Kevin Hart on 3/15. On 3/28, we welcomed country star Brantley Gilbert, and on 3/29, we sold out with Gabriel "Fluffy" Iglesias.

From January to April, the Mariners played a central role in our event calendar, hosting 23 games that attracted impressive crowds and generated strong revenue as our tenant team. Food and beverage sales also saw a notable increase in both revenue and quality. As part of

our ongoing partnership with Native Maine, we were excited to debut a newly branded stand in the main lobby. This update included refreshed décor and the introduction of elevated food options, such as a premium cheeseburger, gourmet fries, and a variety of other enticing menu items.

As we wrap up our fiscal year, we are excited to host our annual college and high school graduation events, which will be held throughout May and June. These celebrations will culminate in the highly anticipated Coheed & Cambria/Mastodon rock show on May 28th, followed by our second annual Father's Day Boxing event on June 14th.

2026 PROJECTED EVENT OPERATING INCOME

Our projected event mix for 2026 indicates an expected increase of \$174,536 in our Net Event Operating Income. This is based on the difference between last year's approved budget of \$2,023,666 and this year's projected budget of \$2,198,202. As with past budgets involving hosted events, forecasting additional shows that will be routed to Portland remains challenging. Variables such as show costs, ticket sales, and patron spending are difficult to predict. Given the significant impact these factors have on the venue's success, we continue to adopt a cautious approach. There is always the possibility of a show being canceled, rescheduled, or experiencing low attendance. While we make every effort to carefully research each event, sometimes the timing or target demographic does not align in a way that guarantees a profit.

2026 PROJECTED OVERALL OPERATING INCOME

Our projected net operating income for the next fiscal year indicates a deficit of \$370,303 which reflects a slightly larger shortfall than the deficit of \$219,061 approved in the prior year. This increase of \$144,569 primarily arises from the lack of returning acts such as Jurassic Quest and Hot Wheels, plus the ongoing uncertainty surrounding the economy impacting the events we are working diligently to secure and execute. While we remain optimistic, we are mindful of the need to carefully manage our event mix. As always, we strive to exceed projections particularly in a climate where the industry as a whole is still adjusting to the post-pandemic landscape. The significant surge in concerts following the pandemic has begun to stabilize, and this shift has contributed to a general downturn in the market. Given these factors, we are adopting a cautious and strategic approach to ensure we navigate the year effectively and position ourselves for long-term success.

2026 EVENT FORECASTING

Forecasting the number of events for 2025/2026 is always an exciting and dynamic challenge. While we can confidently rely on our established annual events, we had originally secured plans for Cirque du Soliel to return with a brand-new show. This highly anticipated performance was confirmed (not announced) for a November 2025 run; however, due to production delays on their end, the show's debut has been postponed. While this shift introduces some uncertainty into our planning, it also opens up an opportunity to explore and secure new, innovative shows. This ensures that we can deliver an engaging lineup for the upcoming year, maintaining a strong, diverse offering for our audience.

2026 PROJECTED ANCILLARY REVENUE

Ancillary revenue is expected to rise by \$49,979, growing from the previous year's budget of \$1.1 million to a projected \$1.2 million for next year. This increase is driven by an expanded range of services, higher demand for catering, and enhanced operational efficiencies.

Furthermore, we anticipate earning \$810,196 in other income next year, marking an increase of \$42,150 from the prior budget of \$774,718. This category includes a variety of revenue sources, such as sponsorships, naming rights, luxury suite rentals, club seat sales, ice rental fees, and ATM revenue, all of which contribute to the overall total.

2026 INDIRECT EXPENSES

Indirect expenses are projected to rise to \$3.34 million, an increase of \$361,255 compared to last year's budgeted amount of \$3.04 million. This increase is attributed to several key factors, including higher wage expenses, rising vendor costs, and escalating utility rates. Furthermore, the proposed 3.5% cost-of-living adjustment (COLA) for employees has contributed to the overall uptick in expenses.

It is also important to acknowledge the impact of broader economic trends on operational costs. Inflationary pressures have led to higher prices for goods and services, which are reflected in vendor contracts and utility rates. In response to these challenges, we are actively working to manage costs where feasible while maintaining a high level of service quality and employee satisfaction.

SUMMARY

In conclusion, our proposed budget reflects a well-considered strategy for both creative event development and financial responsibility. Through careful planning and the strategic allocation of resources, we are committed to creating a premier facility that will not only meet the needs of artists, athletes, and spectators but also drive economic growth and foster community engagement.

As the arena approaches its 50th year (March 3, 1977 was our 1st concert – ZZ Top), we remain dedicated to preserving its aesthetic appeal and ensuring its continued relevance and attractiveness, even as it shows the natural signs of age. We are working tirelessly to maintain its charm while modernizing its amenities, creating a welcoming and functional space for all who visit. This budget provides a detailed overview of our projected financial plans, encompassing a thorough analysis of expenses, revenue potential, and the broader societal benefits we aim to achieve.

We are confident in our ability to consistently deliver a venue that exceeds expectations, hosting events that appeal to all and drive continued interest in attending shows at our arena.

Thank you for reviewing our 2026 Budget. I welcome any questions and look forward to collaborating with you to bring our shared vision to life.

Sincerely,

Mike LoConte

Mike LoConte, GM

CROSS INSURANCE ARENA FISCAL YEAR 2026 JULY-JUNE OPERATING BUDGET										
	12 MONTHS BUDGET		12 MONTHS ACTUAL PROJECTED		2025-26 BUDGET VS 2024-25 PROJECTED VARIANCE		12 MONTHS BUDGET		2025-26 BUDGET VS 2024-25 BUDGET COMPARISON	
	FY 2025-26 JULY-JUNE		FY 2024-25 JULY-JUNE		FY 2026 VS FY 2025 FAV / (UNFAV)		FY 2024-25 JULY-JUNE		FY 2026 VS FY 2025 FAV / (UNFAV)	
# OF EVENTS	100		101		(1)		100		0	
TOTAL PAID	270,050		281,412		(11,362)		214,100		55,950	
AVERAGE TICKET PRICE	\$ 30.00	\$	26.73	\$	3.27	\$	28.75	\$	1.25	
TOTAL GENERAL ATTENDANCE	273,800		239,297		34,503		255,275		18,525	
CONCESSION PER CAPS	\$ 10.39	\$	12.00	\$	(1.61)	\$	10.62	\$	(0.23)	
CATERING PER CAPS	\$ -	\$	-	\$	-	\$	-	\$	-	
NOVELTY PER CAPS	\$ 0.91	\$	0.37	\$	0.54	\$	0.69	\$	0.22	
RENTAL INCOME										
GROSS TICKET REVENUE	\$ 8,101,400		7,523,247		578,153	\$	6,155,927	\$	1,945,473	
SPONSORSHIP REVENUE	\$ -	\$	-			\$	4,500			
OTHER REVENUE	\$ -	\$	-			\$	-			
NET REVENUE	\$ 8,101,400	\$	7,523,247	\$	578,153	\$	6,155,927	\$	1,945,473	
TENANT CHARGES	\$ 7,514,450	\$	6,994,312	\$	520,138	\$	5,548,077	\$	1,966,373	
NET RENT INCOME	\$ 586,950		528,935		58,015	\$	612,350		(25,400)	
NET SERVICE INCOME/(LOSS)	\$ (321,238)		(322,729)		1,491	\$	(385,427)		64,189	
DIRECT EVENT INCOME	\$ 265,712	\$	206,206	\$	59,506	\$	226,923	\$	38,789	
SUITE REVENUE	\$ 12,650	\$	18,273	\$	(5,623)	\$	12,900	\$	(250)	
SURCHARGE/FACILITY FEE	\$ 482,745		455,104		27,641	\$	422,360	\$	60,385	
TICKET CONVENIENCE FEES	\$ 233,694		348,409		(114,715)	\$	208,061	\$	25,633	
TOTAL REVENUE	\$ 729,089	\$	821,786	\$	(92,697)	\$	643,321	\$	85,768	
ANCILLARY INCOME										
CONCESSION COMMISSIONS	\$ 1,168,822	\$	1,139,537	\$	29,285	\$	1,119,714	\$	49,109	
CATERING COMMISSIONS	\$ -	\$	-	\$	-	\$	-	\$	-	
NOVELTY INCOME	\$ 34,579	\$	103,554	\$	(68,975)	\$	33,708	\$	870	
TOTAL ANCILLARY INCOME	\$ 1,203,401	\$	1,243,091	\$	(39,690)	\$	1,153,422	\$	49,979	
EVENT OPERATING INCOME	\$ 2,198,202	\$	2,271,083	\$	(72,881)	\$	2,023,666	\$	174,536	
OTHER INCOME										
ADVERTISING SPONSORS	\$ 388,650	\$	371,744	\$	16,906	\$	349,500	\$	39,150	
NAMING RIGHTS	\$ 188,125	\$	188,125	\$	-	\$	188,125	\$	-	
LUXURY SUITES/LOGES	\$ 129,156	\$	128,984	\$	172	\$	146,156	\$	(17,000)	
CLUB SEATS	\$ 16,265	\$	15,337	\$	928	\$	22,938	\$	(6,673)	
OTHER RENTALS/MISC INCOME	\$ 88,000	\$	100,453	\$	(12,453)	\$	68,000	\$	20,000	
ORDER FEE/FULLFILLMENT	\$ -	\$	-	\$		\$	-	\$		
TOTAL OTHER INCOME	\$ 810,196	\$	804,643	\$	5,553	\$	774,718	\$	42,150	
INDIRECT EXPENSES	\$ 3,378,701	\$	3,040,762	\$	337,939	\$	3,017,445	\$	361,255	
OTHER EXPENSES										
TOTAL OTHER EXPENSES										
NET OPERATING INCOME (DEFICIT)	\$ (370,303)	\$	34,964	\$	(405,267)	\$	(219,061)	\$	(144,569)	

CROSS INSURANCE ARENA
FISCAL YEAR 2025-26
EVENTS SPREAD

<u>EVENTS</u>	<u>JULY</u>	<u>AUGUST</u>	<u>SEPT</u>	<u>OCT</u>	<u>NOV</u>	<u>DEC</u>	<u>JAN</u>	<u>FEB</u>	<u>MARCH</u>	<u>APRIL</u>	<u>MAY</u>	<u>JUNE</u>	<u>TOTALS</u>
College Basketball													0
Hockey Regular Season				3	5	7	7	3	6	5			36
Hockey Post Season													0
Other Sports							2					1	3
College Hockey				1		1							2
High School Sports								4	2				6
Disney Shows					7								7
Misc Family							1						1
Cirque													0
MMA													0
WWE													0
Globetrotters								1					1
Major Concerts										1		1	2
Minor Concerts		1			2	1							4
WFC/LN 3 Way Net Split			1	2						1			4
Comedy Shows		1				1	1				1		4
MotorSports													0
Consumer Shows												4	4
Trade/Conventions			4						3	2			9
Banquets													0
Religious											3		3
Graduations											6	5	11
Community													0
Broadway Series											3		3
Other Conventions													0
TOTALS	0	2	5	6	14	10	11	8	11	9	13	11	100

**CROSS INSURANCE ARENA
BOX OFFICE
FISCAL YEAR 2026**

ACCOUNT TITLE	GL #	ACCOUNT DESCRIPTION	ITEMIZED EXPENDITURES	AMOUNT	BUDGET
SALARIES ADMINISTRATIVE	5090-5910-430	SALARIES	Box Office Manager Box Office Assistant Manager		121,774
PART TIME WAGES	5090-6030-430	PT BOX OFFICE LABOR	Wages Taxes	40,000	40,000
PAYROLL ALLOCATED TO EVENTS	5090-7290-430		Labor and tax costs allocated to events	(20,000)	(20,000)
PAYROLL TAXES	5110-5460-430	EMPLOYER PAYROLL TAXES	SS MEDICARE ME Unemployment Tax FUTA Part-time	10,609 3,600	14,209
SUPPLIES	5250-7090-430	SUPPLIES	New chairs, signage, printers	1,000	1,000
MEETINGS/CONVENTIONS/TRAINING	5140-6860-430	CONFERENCES & SEMINARS ATTENDED BY STAFF	PacNet or Marketing Conference (Manager) Local/web based trainings	1,500 500	2,000
ARMORED CAR SERVICE	5250-6750-430	ARMORED CAR SERVICES-LOOMIS	Pick-up of deposits & delivery of cash	2,000	2,000
CREDIT CARD FEES	5250-7120-430	CREDIT CARD PROCESSING FEES	Credit card fees not charged back to events	500	500
TELEPHONE	5250-7020-430	TELEPHONE SERVICE	Cell Phones	650	650
PRINTING	5250-7000-430	MISCELLANEOUS PRINTING COSTS	Phone Order Forms and envelopes	500	500
EMPLOYEE BENEFITS	5100-6060-430 5110-1130-430	HEALTH/LIFE/DENTAL INSURANCE & 401K	Medical Dental Vision Life AD&D LTD 401k ESPP (Stock option) HMS		6,410 51,859
TOTAL BOX OFFICE EXPENSE					\$220,902

**CROSS INSURANCE ARENA
EVENT SERVICES
FISCAL YEAR 2026**

ACCOUNT TITLE	GL #	ACCOUNT DESCRIPTION	ITEMIZED EXPENDITURES	AMOUNT	BUDGET
SALARIES ADMINISTRATIVE	5090-5910-160	SALARIES OF ADMINISTRATIVE STAFF	Assistant General Manager Event Manager Production Manager	93,150 56,925 67,275	217,350
AGM INCENTIVE COMP	5090-5450-160		AGM INCENTIVE COMP		9,315
SALARIES PART TIME	5090-6030-160	Part-Time Event Labor - Not Charged to Events			
ALLOCATED TO EVENTS	5090-7290-160		Part-Time Event Labor - Charged to Events Part-Time Event Labor - Charged to Events PR Taxes Charged to events	840,000 (842,000) (58,000)	(60,000)
PAYROLL TAXES	5110-5460-160	EMPLOYER PAYROLL TAXES FOR ENTIRE ST Full-time Part-time	SS Medicare ME Unemployment Tax FUTA	18,542 73,080	91,622
UNIFORMS & LAUNDRY	5250-7070-160	UNIFORMS PART-TIME STAFF	Uniforms (Event, Security & Parking Staff) Jackets Laundry	1,000	1,000
MEETINGS/CONVENTIONS/TRAINING	5140-6860-160	CONFERENCES ATTENDED BY STAFF	Crowd Management Training HYD Annual Training for PT staff Meals w/promoters	2,000 1,000 150	3,150
DUES & SUBSCRIPTIONS	5250-6880-160	DUES & SUBSCRIPTIONS	Event Boooking CAD	8,000 1,200	9,200
TELEPHONE	5250-7020-160	TELEPHONE SERVICE	Cell Phones	0	0
SUPPLIES/SERVICES	5250-7090-160	EVENT SUPPLIES/SERVICES	Flashlights and other Supplies Metal Detectors Maintenance Radio Repair Video Board Maintenance Medical Room Oxygen and Supplies	8,500	8,500
ARENA SECURITY SYSTEMS	5250-5870-160		Surveillance, monitoring, access control, fire suppression, etc. Camera & Metal detector maintenance	6,750	6,750
EMPLOYEE BENEFITS	5100-6060-160 5110-1130-160	HEALTH/LIFE/DENTAL INSURANCE & 401K	Medical Dental Vision Life AD&D LTD 401K		11,333 87,910
TOTAL EVENT SERVICES					386,131

**CROSS INSURANCE ARENA
EXECUTIVE
FISCAL YEAR 2026**

ACCOUNT TITLE	GL #	ACCOUNT DESCRIPTION	ITEMIZED EXPENDITURES	AMOUNT	BUDGET
SALARIES ADMINISTRATIVE	5090-5910-100	SALARIES OF ADMINISTRATIVE STAFF	GM	129,913	152,913
	5090-6030-100		Admin Asst (PTE)	23,000	
GM INCENTIVE COMP	5090-6000-100		Annual Incentive Compensation		25,983
PAYROLL TAXES	5110-5460-100	EMPLOYER PAYROLL TAXES	ss medicare ME Unemployment Tax Futa		12,169
TRAVEL & ENTERTAINMENT	5130-6180-100	TRAVEL	Corporate support SVP Trips	3,000	5,000
		ENTERTAINMENT	Meals & Entertainment	2,000	
MEETINGS/CONVENTIONS/TRAINING	5140-6860-100	CONFERENCES & SEMINARS	Pollstar IEBA Global GM Conference	- 2,000 -	2,000
DUES & SUBSCRIPTIONS	5250-6880-100	SUBSCRIPTIONS			1,800
		DUES & MEMBERSHIPS	Chamber of Commerce Visit Portland	450 1,350	
CUSTOMER RELATONS	5250-7340-100	Gift for Customer Relations	Gifts, Misc	250	
TELEPHONE	5250-7020-100		OFFICE PHONE, CELL PHONE	650	650
EMPLOYEE BENEFITS	5100-6060-100	HEALTH/LIFE/DENTAL INSURANCE & 401K	Medical Dental Vision Life AD&D LTD		27,466
	5110-1130-100		401-K HMS ESPP (Stock Option)	8,945	
TOTAL EXECUTIVE EXPENSE				18,521	\$228,231

**CROSS INSURANCE ARENA
FINANCE AND INFORMATION TECHNOLOGY
FISCAL YEAR 2026**

ACCOUNT TITLE	GL #	ACCOUNT DESCRIPTION	ITEMIZED EXPENDITURES	AMOUNT	BUDGET
SALARIES ADMINISTRATIVE	5090-5910-	SALARIES	Director of Finance Staff Accountant/HR (PTE)	128,210 50,000 -	178,210
FINANCE DIRECTOR INCENTIVE COMP	5090-6000-	EMPLOYEE INCENTIVE	Annual Incentive Compensation		12,821
PAYROLL TAXES	5110-5460-	EMPLOYER PAYROLL TAXES	SS MEDICARE ME Unemployment Tax FUTA		13,926
CORPORATE SUPPORT	5130-6180-	TRAVEL & HOTEL	Travel Expenses for Finance Corporate staff	500	500
MEETINGS/CONVENTIONS/TRAINING/ DUES	40-6860-	CONFERENCES & SEMINARS	Annual Conference Misc Finance/Payroll Workshops Memberships and Dues	1,500 500 800	2,800
RECRUITING EXPENSES	5250-6800-	CSS BACKGROUND CHECKS	Background checks for new hires	750	750
TELEPHONE	50-7020-	TELEPHONE SERVICE	Cell Phones (\$50 per month)	0	0
PAYROLL PROCESSING AND IT SUPPORT	5190-6670-	SOFTWARE COSTS	Cost of Using Payroll services Annual W2 Form Processing Fee LLB Group Phone Support Corp IT Support Network Accounts Netsuite/Coupa Office 365 Cloud Service Local IT Support/Security	29,300 1,750 800 12,000 15,000 1,600 6,600 3,000	70,050
EMPLOYEE BENEFITS	5100-6060- 5110-1130-130	HEALTH/LIFE/DENTAL INSURANCE & 401K	Medical Dental Vision Life AD&D LTD 401-K Company Match ESPP (Stock option) HMS		9,552 19,421
TOTAL FINANCE EXPENSE					\$308,029

**CROSS INSURANCE ARENA
FOOD AND BEVERAGE
FISCAL YEAR 2026**

ACCOUNT TITLE	ACCOUNT DESCRIPTION	ITEMIZED EXPENDITURES	AMOUNT	TOTAL
SALARIES				
5090-5910-420	ALL FULL-TIME EMPLOYEES SALARIES BOTH HOURLY AND SALARIED	Director of F&B Catering /Premium Services Mgr	85,094 50,000	
		TOTAL		135,094
EMPLOYEE INCENTIVE COMP				
	EMPLOYEE INCENTIVES	Annual Incentive Compensation	8,509	
				8,509
PART-TIME WAGES				
5090-6030-420	ALL PART-TIME EMPLOYEES SALARIES	P-T Wages and Tips - Concesssions	422,970	
		TOTAL		422,970
TEMPORARY LABOR (Non-Profits)				
5090-6160-420	TEMP LABOR SERVICES NOT FOR PROFIT GROUPS	Contracted Labor/NFP'S	240,000	
		TOTAL		240,000
ALLOCATION OF EVENT LABOR				
5090-7290-420	PART-TIME, TEMPORARY AND CONTRACT LABOR USED FOR SPECIFIC EVENTS	PT Catering Allocation PT Concessions Allocation	(625,000)	
		TOTAL		(625,000)
EMPLOYEE BENEFITS				
5100-6060-420	INCLUDES INSURANCE, EAP, HEALTH ADVOCATE, ESPP, 401K, FLEX SPENDING PLAN	EMPLOYEE BENEFITS Health Dental Vision Life Insurance ADD& Vol LTD STD SUB-TOTAL	30,367 774 424 125 1,064 230 89	33,073
5110-1130-420	401K CONTRIBUTIONS	Full-time Part-time SUB-TOTAL TOTAL	7,180 500	7,680 40,753
P/R TAXES				
5110-5460-420	FICA, MEDICARE, STATE UNEMPL, FED UNEMPL	FT Wages PT wages TOTAL	11,787 38,067	49,855
F&B OVERHEAD				
5190-6670-420	INDIRECT EXPENSES FOR F&B	Cash Register System Subscription	30,000	
5250-7120-420		Credit Card fees	75,000	
5250-6720-420		Paper Supplies	5,000	
5250-6880-420		Dues & Subscriptions	250	
5170-6490-420		Licenses & Permits	1,050	
5130-6180-420		Travel & Entertainment	100	
5140-6860-420		Training	250	
5140-6860-420		Meetings & Conferences	250	
5250-6800-420		Advertising (Personnel)	200	
5210-6745-420		Repairs & Maintenance	25,000	
5250-7020-420		Cell phone Expense	1,300	
5250-7070-420		Uniforms/Laundry	7,000	
5250-6810-420		Minor Equipment	2,000	
		TOTAL		147,400
	TOTAL FOOD & BEVERAGE EXPENSE			\$419,581

**CROSS INSURANCE ARENA
MARKETING/GROUP SALES
FISCAL YEAR 2026**

Marketing Dept. # 210
Group Sales Dept # 245

ACCOUNT TITLE	GL #	ACCOUNT DESCRIPTION	ITEMIZED EXPENDITURES	AMOUNT	BUDGET
SALARIES ADMINISTRATIVE	5090-5910-210	SALARIES OF ADMINISTRATIVE STAFF	Director of Marketing	78,736	135,690
	5090-5910-245		Sales Manager- Groups	56,955	
MARKETING DIRECTOR INCENTIVE COMP	5090-6000-210		Annual Incentive Compensation		7,874
PAYROLL TAXES	5110-5460-210	EMPLOYER PAYROLL TAXES	SS		11,784
	5110-5460-245		Medicare ME Unemployment Tax FUTA		
TRAVEL & ENTERTAINMENT	5130-6180-210	ENTERTAINMENT & MILEAGE	Marketing Staff Meetings	200	700
			Entertainment Poster/Flyer/Ticket Mileage	200 300	
MEETINGS/CONVENTIONS/TRAINING	5130-6180-210	CONFERENCES & SEMINARS ATTENDED	OVG Training/Visitors	250	5,000
	5130-6860-210		OVG Marketing Annual Conference Hotel and Air	4,000	
	5140-6860-210		Local Conferences/Meetings	750	
DUES & SUBSCRIPTIONS	5250-6880-210	MEMBERSHIP DUES & PUBLICATIONS US BY STAFF	Pollstar	1,000	6,600
			Hootsuite	1,850	
			Placer AI platform	1,750	
			Salesforce Software	1,750	
			Canva	250	
PRINTING	5250-7000-210 5250-7000-245	MISCELLANEOUS PRINTING COSTS	Flyers for Rentals	100	1,500
			General information brochures	100	
			Banners/Signs	100	
			Annual Report	120	
			Photoshop CS6 Suite	1,080	
TELEPHONE	5250-7020-210	TELEPHONE EXPENSEE	Cell Phones	650	1,300
	5250-7020-245		Group nSales	650	
CUSTOMER RELATIONS-MARKETING	5250-7340-210	CLIENT & CUSTOMER RELATIONS	Promotional Items (Pens, Artist Gifts, Plaques)	250	500
			Tenant Event Tabling, Full-time staff uniforms	250	
CUSTOMER RELATIONS-GROUP SALES	5250-7340-245	GROUP SALES CLIENT RELATIONS	Items to promote Group Sales	150	150
INSTITUTIONAL/EVENT ADVERTISING	5180-6600-210	ADVERTISING NON RELATED TO EVENTS	Concert Venue Directory	1,500	14,000
			Web Hosting	7,800	
			Venue Advertisements - Interior Signage	2,300	
			Venue Advertisements - Promotions at other local e	2,000	
			Survey Monkey	400	
EMPLOYEE BENEFITS	5100-6060-210	HEALTH/LIFE/DENTAL INSURANCE & 401K	Medical		7,178
	5100-6060-245		Dental		
	5110-1130-210		Vision		
	5110-1130-245		Life AD&D LTD 401k		
TOTAL MARKETING EXPENSE					\$226,546

CROSS INSURANCE ARENA OPERATIONS FISCAL YEAR 2026					
ACCOUNT TITLE	GL #	ACCOUNT DESCRIPTION	ITEMIZED EXPENDITURES	AMOUNT	BUDGET
SALARIES ADMINISTRATIVE	5090-5910-330	SALARIES OF ADMINISTRATIVE STAFF	Director of Operations Operations Manager Operations Assistant	88,577 57,846 50,000	196,424
OPERATIONS DIRECTOR INCENTIVE COMP	6003-085-00		Annual Incentive Compensation		8,858
PART TIME	5090-6030-330		Part-Time Event Labor	150,000	150,000
STAFFING BILL BACKS	5090-7290-330		Part-time Labor Charged back to events	(100,000)	(100,000)
PAYROLL TAXES	5110-5460-330	EMPLOYER PAYROLL TAXES FOR ENTIRE STAFF Full - Time and Part-time	SS Medicare Unemployment Tax FUTA		39,406
REPAIRS AND MAINTENANCE	5210-4750-330 5210-6745-330	BUILDING REPAIRS & MAINTENANCE	Repairs Maintenance	45,000 45,000	90,000
ICE/HOCKEY EXPENSE	5250-6780-330 5210-6745-330	SERVICE AGREEMENTS	Ice Maintenance - AAA Energy Zamboni Expense Ice Paint (Jet Ice White and Lines) Hockey Specific	35,000 2,500 6,500	44,000
BUILDING SUPPLIES	5250-7090-330	BUILDING SUPPLIES	General Building Supplies Tools, nails, etc.	28,000	28,000
JANITORIAL	5250-6730-330	NON-EVENT RELATED SERVICES & SUPPLIES	Janitorial Service (non event) Unifirst	40,000	40,000
UNIFORMS & LAUNDRY	5250-7070-330	UNIFORMS PART-TIME STAFF	Operations Department Shirts/Hats/Jackets	750	750
TRASH REMOVAL	5250-7280-330		Waste - Compactor	24,000	24,000
CONTRACTUAL SERVICES	5250-6790-330 5250-7320-330 5210-7240-330 5210-7240-330	PEST CONTROL SERVICES FOR BLDG	Exterminating contract Snow Removal Elevator Maintenance Other Lift Rental	3,600 250 16,500 5,000	25,350
DUES AND SUBSCRIPTIONS	5250-6880-330	MEMBERSHIP	Ice Rink Association	250	250
MEETINGS/CONVENTIONS/TRAVEL	5140-6860-330	CONFERENCES ATTENDED BY STAFF	Local Training	500	500
TELEPHONE	5250-7020-330	TELEPHONE SERVICE	Cell Phones Replacement Phones	650	650
INSPECTIONS, LICENSES AND PERMITS	5210-6745-330		Sprinklers, Fire System, Elevators and Escalators Inspections	4,000 1,500	5,500
EMPLOYEE BENEFITS	5100-6060-330 5110-1130-330	HEALTH/LIFE/DENTAL INSURANCE & 401K	Medical Dental Vision Life AD&D LTD 401-K HSA	10,264	80,346
TOTAL FACILITY OPERATIONS				80,346	644,298

Cumberland County CIA Trustees Budget

	Adopted 2023/2024	Adopted 2024/2025	Proposed 2025/2026
Contract Administrator Officer			
Payroll Taxes & Benefits			
Parking			
Professional Services	\$ 10,000.00	\$ 6,000.00	\$ 6,000.00
Board Meetings	\$ 1,000.00	\$ 1,000.00	\$ 1,000.00
Office Supplies and Expenses			
Record storage/bld maint			
Employee Health Insurance			
Management Incentive Fees	\$ 95,000.00	\$ 98,000.00	\$ 120,000.00
<u>Insurances</u>			
Public Officials			
Package & Auto	\$ 92,000.00	\$ 95,000.00	\$ 135,000.00
Auto			
Crime			
Workers comp			
Unemployment			
All Insurance Costs			
Total	\$ 198,000	\$ 200,000	\$ 262,000



Cumberland County

142 Federal St
Portland, ME 04101

Position Paper

File #: BT 25-007

Agenda Date: 4/8/2025

Agenda #: 7.
