



One Civic Center Square, Portland, ME 04101

JULY 2023

Fiscal Year ending June 30, 2024

Submitted By
Mark Eddy

SPECTRA VENUE MANAGEMENT

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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**OVG360
BALANCE SHEET ANALYSIS
CONTROL FORM**

OVG360 Facility Cross Insurance Arena

Month JULY

Year 2023

	Date Completed	By:
Bank Reconciliations		
Operating	8/18/2023	Mark Eddy
Event Ticketing	8/18/2023	Mark Eddy
Accounts Receivable Analysis	8/18/2023	Mark Eddy
A/R Reserve (Bad Debt) Account	8/18/2023	Mark Eddy
A/R Exchange/Misc Receivables	N/A	
A/R Ticketmaster Web/Phone/Consignment Tickets	8/18/2023	Mark Eddy
Payroll Clearing Account	8/16/2023	Mark Eddy
Prepaid Expense Analysis	8/18/2023	Mark Eddy
Accounts Payable Analysis	8/18/2023	Mark Eddy
Accrued Liabilities Analysis (<i>All Accounts</i>)		
Payroll Accrual	8/16/2023	Mark Eddy
Operating Expense Accrual	8/18/2023	Mark Eddy
Management Incentive Accrual	8/19/2023	Mark Eddy
Employee Incentive Accrual	8/19/2023	Mark Eddy
Deferred Income - Advertising Sponsorship/Trade/Naming Rights	8/18/2023	Mark Eddy
Deferred Income/ Ticket Analysis	8/18/2023	Mark Eddy
Advanced Event Deposits - Deferred Rent	8/18/2023	Mark Eddy
Event Liability Analysis (<i>All Accounts</i>)	8/18/2023	Mark Eddy
Other accounts		

Mark Eddy
Director of Finance 8/20/2023
Date

Mike LoConte
General Manager 8/20/2023
Date

Comments: _____

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

**Cross Insurance Arena
FINANCIAL STATEMENT COMMENTS
Month Ending July 31, 2023**

	ACTUAL	BUDGET	FAV(UNFAV) VARIANCE
NO OF EVENTS	2	0	2
PAID ATTENDANCE	0	0	0
DIRECT EVENT INCOME	13,871	0	13,871
FACILITY FEE	0	0	0
SUITE REVENUE	0	0	0
NET TICKETING REVENUE	0	0	0
ANCILLARY INCOME	7,817	0	7,817
TOTAL EVENT INCOME	<u>21,688</u>	<u>0</u>	<u>21,688</u>
OTHER INCOME	51,559	51,569	(10)
INDIRECT EXPENSES	161,175	184,693	23,518
NET INCOME (LOSS)	<u>(87,928)</u>	<u>(133,124)</u>	<u>45,196</u>

EVENT INCOME:				
	OVER	BUDGET BY	21,688	DUE TO THE FOLLOWING:
	Actual	MTD Budget	FAV(UNFAV) VARIANCE	COMMENTS:
Conference	21,688	0	21,688	Unbudgeted Governors Opioid Conference
OTHER INCOME:				
	UNDER	BUDGET BY	(10)	DUE TO THE FOLLOWING:
	Actual	MTD Budget	FAV(UNFAV) VARIANCE	COMMENTS:
Advertising Sponsorship Incr	39,339	40,136	(797)	
Premium Seat Income	11,877	11,183	694	
Other revenue	323	250	73	
	<u>51,559</u>	<u>51,569</u>	<u>(10)</u>	
INDIRECT EXPENSES:				
	UNDER	BUDGET BY	23,518	DUE TO THE FOLLOWING:
	Actual	MTD Budget	FAV(UNFAV) VARIANCE	COMMENTS:
EXECUTIVE	11,999	13,906	1,907	Lower wages and benefit costs than projected for July.
MARKETING	8,062	8,051	(11)	
FINANCE	13,104	21,905	8,801	One less FTE than originally budgeted for the month.
BOX OFFICE	13,604	15,088	1,484	Lower part-time labor and benefit costs than originally projected for the month.
OPERATIONS	44,282	41,588	(2,694)	Higher cleaning, maintenance, and supply costs than originally projected for July.
EVENT SERVICES	18,361	16,373	(1,988)	Lower event labor allocations than originally projected for July.
GROUP SALES	0	5,206	5,206	No Group Sales Person as originally budgeted for July.
ADVERTISING/SPONSOR	0	791	791	
FOOD AND BEVERAGE	9,143	19,227	10,084	One less FTE than originally projected for the month. Lower maintenance costs.
OVERHEAD	42,618	42,558	(60)	
	<u>161,175</u>	<u>184,693</u>	<u>23,518</u>	

**Cross Insurance Arena
FINANCIAL STATEMENT COMMENTS
For the One Month Ending July 2023**

	ACTUAL	BUDGET	FAV(UNFAV) VARIANCE
NO OF EVENTS	2	0	2
PAID ATTENDANCE	0	0	-
DIRECT EVENT INCOME	13,871	0	13,871
FACILITY FEE	0	0	-
SUITE REVENUE	0	0	-
NET TICKETING REVENUE	0	0	-
ANCILLARY INCOME	7,817	0	7,817
TOTAL EVENT INCOME	<u>21,688</u>	<u>0</u>	<u>21,688</u>
OTHER INCOME	51,559	51,569	(10)
INDIRECT EXPENSES	161,175	184,693	23,518
NET OPERATING INCOME(LOSS)	<u>(87,928)</u>	<u>(133,124)</u>	<u>45,196</u>

COMMENTS:

EVENT INCOME:	OVER	BUDGET BY	21,688	DUE TO THE FOLLOWING:
	YTD	YTD	FAV(UNFAV)	
	Actual	Budget	VARIANCE	COMMENTS:

PBR	21,688	0	21,688	Unbudgeted Governors Opioid Conference
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OTHER INCOME:	UNDER	BUDGET BY	(10)	DUE TO THE FOLLOWING:
	YTD	YTD	FAV(UNFAV)	
	Actual	Budget	VARIANCE	COMMENTS:

Advertising Sponsorship	39,339	40,136	(797)	
Premium Seat Income	11,877	11,183	694	
Rink Program Revenue	20	0	20	
Other revenue	323	250	73	
	<u>51,559</u>	<u>51,569</u>	<u>(10)</u>	

INDIRECT EXPENSES:	UNDER	BUDGET BY	23,518	DUE TO THE FOLLOWING:
	YTD	YTD	FAV(UNFAV)	
	Actual	Budget	VARIANCE	COMMENTS:

EXECUTIVE	11,999	13,906	1,907	Lower wages and benefit costs than projected for July.
MARKETING	8,062	8,051	(11)	
FINANCE	13,104	21,905	8,801	One less FTE than originally budgeted for the month.
BOX OFFICE	13,604	15,088	1,484	Lower part-time labor and benefit costs than originally projected for the month.
OPERATIONS	44,282	41,588	(2,694)	Higher cleaning, maintenance, and supply costs than originally projected for July.
EVENT SERVICES	18,361	16,373	(1,988)	Lower event labor allocations than originally projected for July.
GROUP SALES	0	5,206	5,206	No Group Sales Person as originally budgeted for July.
ADVERTISING/SPON	0	791	791	
FOOD AND BEVERA	9,143	19,227	10,084	One less FTE than originally projected for the month. Lower maintenance costs.
OVERHEAD	42,618	42,558	(60)	
	<u>161,175</u>	<u>184,693</u>	<u>23,518</u>	

**CROSS INSURANCE ARENA
BALANCE SHEET COMMENTS**

ACCOUNTS RECEIVABLE

	<u>AMOUNT</u>	<u>%</u>
<u>AGED RECEIVABLES:</u>		
CURRENT	185,631	48.2%
OVER 30 DAYS	2,000	0.5%
OVER 60 DAYS	6,000	1.6%
OVER 90 DAYS*	-	0.0%
OVER 120 DAYS*	191,147	49.7%
TOTAL:	384,778	100.0%

	<u>OVER 120DAYS</u>	<u>AMOUNT</u>	<u>COMMENT</u>
Maine Mariners		24,012	Suite rentals - Will Collect
Lone Pine brewing		7,882	Sponsorship + Production - Expected to collect
Bath Savings		20,000	Sponsorship - Expect to collect
Nonesuch River Brewing		6,500	Sponsorship - Expect to collect
Medcor		288	Sponsorship Production - Expected to collect
Nappi Distributors		1,150	Sponsorship - Expect to collect
Northern Light Hospital		613	Sponsorship Production - Expected to collect
Northeast Delta		55,000	Sponsorship - Expect to collect
FMI AeroSystems		10,000	Sponsorship - Expect to collect
Hannafords		11,890	Sponsorship - Expect to collect
Holiday Inn		11,000	Sponsorship - Expect to collect
Ware Butler		36,000	Sponsorship - Expect to collect
Spectra Venue Management		581	O'Malley Travel Expense Reimbursement
Spectra Venue Management		2,500	Expense Reimbursement
Trademark CU		232	Sponsorship Production - Expected to collect
Steele Hill Resorts		3,500	Sponsorship - Expect to collect
		191,147	

ACCOUNTS PAYABLE

	<u>AMOUNT</u>	<u>%</u>	<u>COMMENT</u>
<u>AGED PAYABLES:</u>			
CURRENT	161,910	100.0%	
OVER 30 DAYS	-	0.0%	
OVER 60 DAYS	-	0.0%	
OVER 90 DAYS	-	0.0%	
OVER 120 DAYS	8,937	0.0%	
TOTAL:	170,847	100.0%	

Note:

<u>CUSTOMER</u>	<u>OVER 120 DAYS</u>	<u>AMOUNT</u>	<u>COMMENT</u>
Spectra Venue Management		8,937	By-Pass Non-Support

CROSS INSURANCE ARENA
ROLLING FORECAST
 as of July 31, 2023
 FYE June 30, 2024

	ACTUAL July 31, 2023	BALANCE PROJECTED FY 2024	TOTAL ACT/PROJ FY 2024	ORIG BUDGET FYE June 30, 2024	Variance
# OF EVENTS	2	98	100	100	0
Direct Event Income	13,871	282,442	296,313	296,313	0
Facility Fee	0	337,990	337,990	337,990	0
Suite Revenue	0	13,950	13,950	13,950	0
Ticketing System Income	0	247,204	247,204	247,204	0
Ancillary Income	<u>7,817</u>	924,310	<u>932,127</u>	<u>932,127</u>	0
TOTAL EVENT INCOME	<u>21,688</u>	1,805,896	<u>1,827,584</u>	<u>1,827,584</u>	0
 OTHER INCOME	 51,559	 617,292	 668,851	 668,851	 0
INDIRECT EXPENSES	<u>161,175</u>	2,635,047	<u>2,796,222</u>	<u>2,796,222</u>	0
NET OPERATING INCOME (LOSS)	<u><u>(87,928)</u></u>	<u><u>(211,859)</u></u>	<u><u>(299,787)</u></u>	<u><u>(299,787)</u></u>	0

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 2023

ASSETS

CURRENT ASSETS

Cash & cash equivalents	1,413,904	
Accounts receivable	384,778	
Accounts Receivable from Third Party	268,732	
Prepaid	57,286	
Inventory	40,668	
TOTAL CURRENT ASSETS		2,165,369

TOTAL ASSETS		2,165,369
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LIABILITIES AND EQUITY

CURRENT LIABILITIES

Accounts payable	170,847	
Accrued payroll & related costs	288,080	
Sales and Use Tax payable	1,007	
Other accrued liabilities	434,620	
Deposits and Deferred income	1,274,454	
TOTAL LIABILITIES		2,169,008

EQUITY

Retained Earnings	(1,839,873)	
Client Funding	1,924,503	
Current Retained Earnings	(88,772)	
TOTAL EQUITY		(3,639)
TOTAL LIABILITIES AND EQUITY		2,165,369

Cross Insurance Arena
CONSOLIDATED INCOME STATEMENT
For the One Month Ending July 2023

	PERIOD TO DATE			YEAR TO DATE		
	Actual	Curr Budget	Budget Variance	Actual	Curr Budget	Budget Variance
Number of Events	2	0	2	2	0	2
Total Paid General	0	0	0	0	0	0
Turnstile Attendance- General	250	0	250	250	0	250
RENTAL INCOME						
GROSS TICKET REVENUE	0	0	0	0	0	0
SPONSORSHIP REVENUE	0	0	0	0	0	0
RENT BILLED	9,000	0	9,000	9,000	0	9,000
GROSS REVENUE	<u>9,000</u>	<u>0</u>	<u>9,000</u>	<u>9,000</u>	<u>0</u>	<u>9,000</u>
PROMOTER PROCEEDS	0	0	0	0	0	0
NET RENTAL INCOME	9,000	0	9,000	9,000	0	9,000
NET SERVICE INCOME / (LOSS)	4,871	0	4,871	4,871	0	4,871
DIRECT EVENT INCOME	<u>13,871</u>	<u>0</u>	<u>13,871</u>	<u>13,871</u>	<u>0</u>	<u>13,871</u>
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	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>
ANCILLARY INCOME						
CONCESSIONS	5,506	0	5,506	5,506	0	5,506
TEAM/PROMOTER SHARE	0	0	0	0	0	0
SUITES/CATERING	2,311	0	2,311	2,311	0	2,311
NOVELTY	0	0	0	0	0	0
TOTAL ANCILLARY INCOME	<u>7,817</u>	<u>0</u>	<u>7,817</u>	<u>7,817</u>	<u>0</u>	<u>7,817</u>
EVENT OPERATING INCOME	<u>21,688</u>	<u>0</u>	<u>21,688</u>	<u>21,688</u>	<u>0</u>	<u>21,688</u>
INDIRECT EXPENSES:						
EXECUTIVE	11,999	13,906	1,907	11,999	13,906	1,907
MARKETING	8,062	8,051	(11)	8,062	8,051	(11)
FINANCE	13,104	21,905	8,801	13,104	21,905	8,801
BOX OFFICE	13,604	15,088	1,484	13,604	15,088	1,484
OPERATIONS	44,282	41,588	(2,694)	44,282	41,588	(2,694)
EVENT SERVICES	18,361	16,373	(1,988)	18,361	16,373	(1,988)
GROUP SALES	0	5,206	5,206	0	5,206	5,206
ADVERTISING/SPONSORSHIP	0	791	791	0	791	791
FOOD AND BEVERAGE	9,143	19,227	10,084	9,143	19,227	10,084
OVERHEAD	42,618	42,558	(60)	42,618	42,558	(60)
TOTAL INDIRECT EXPENSES	<u>161,175</u>	<u>184,693</u>	<u>23,518</u>	<u>161,175</u>	<u>184,693</u>	<u>23,518</u>
Advertising Sponsorship Income	39,339	40,136	(797)	39,339	40,136	(797)
Premium Seat Income	11,877	11,183	694	11,877	11,183	694
Rink Program Revenue	20	0	20	20	0	20
Other revenue	323	250	73	323	250	73
TOTAL OTHER INCOME	<u>51,559</u>	<u>51,569</u>	<u>(10)</u>	<u>51,559</u>	<u>51,569</u>	<u>(10)</u>
NET OPERATING INCOME (LOSS)	<u>(87,928)</u>	<u>(133,124)</u>	<u>45,196</u>	<u>(87,928)</u>	<u>(133,124)</u>	<u>45,196</u>

Cross Insurance Arena
YEAR TO DATE EVENT SUMMARY

All Events
For the One Month Ending July 2023

	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	2	0	2	2	0	2	2	0	2
Total Paid General	0	0	0	0	0	0	0	0	0
Turnstile Attendance - Ger	250	0	250	250	0	250	250	0	250
Turnstile Attendance- Su	0	0	0	0	0	0	0	0	0
Direct Event Income	13,871	0	13,871	13,871	0	13,871	13,871	0	13,871
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	7,817	0	7,817	7,817	0	7,817	7,817	0	7,817
TOTAL EVENT INCOME	21,688	0	21,688	21,688	0	21,688	21,688	0	21,688
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
TOTAL EVENT INCOME	0	0	0	0	0	0	0	0	0
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

Cross Insurance Arena
YEAR TO DATE EVENT SUMMARY

All Events
For the One Month Ending July 2023

	PERIOD TO DATE			YEAR TO DATE			ANNUAL BUDGET		
	Actual	Curr Budget	Budget Var	Actual	Curr Budget	Budget Var	YTD Actual	YTD Budget	Budget Var
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
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

Cross Insurance Arena
YEAR TO DATE EVENT SUMMARY

All Events
For the One Month Ending July 2023

	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
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	2	0	2	2	0	2	2	0	2
Total Paid General	0	0	0	0	0	0	0	0	0
Turnstile Attendance - Ger	250	0	250	250	0	250	250	0	250
Turnstile Attendance- Su	0	0	0	0	0	0	0	0	0
Direct Event Income	13,871	0	13,871	13,871	0	13,871	13,871	0	13,871
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	7,817	0	7,817	7,817	0	7,817	7,817	0	7,817
TOTAL EVENT INCOME	21,688	0	21,688	21,688	0	21,688	21,688	0	21,688

**Cross Insurance Arena
Food & Beverage Income Statement
For the One Month Ending July 2023**

	Current Month				Current YTD			
	Actual	%	Budget	%	Actual	YTD %	Budget	YTD %
SALES								
Concessions - Non Alch	805	5.40%	0	0.00%	805	5.40%	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	11,779	79.08%	0	0.00%	11,779	79.08%	0	0.00%
CONCESSIONS SALES	12,584	84.48%	0	0.00%	12,584	84.48%	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	2,311	15.52%	0	0.00%	2,311	15.52%	0	0.00%
SERVICE FEES	2,311	15.52%	0	0.00%	2,311	15.52%	0	0.00%
TOTAL SALES	14,895	100.00%	0	0.00%	14,895	100.00%	0	0.00%
COST OF SALES								
Concessions Non Alch COS	1,828	227.14%	0	0.00%	1,828	227.14%	0	0.00%
Concessions Beer COS	0	#DIV/0!	0	0.00%	0	#DIV/0!	0	0.00%
Concessions Liquor COS	0	#DIV/0!	0	0.00%	0	#DIV/0!	0	0.00%
Concessions Wine COS	0	#DIV/0!	0	0.00%	0	#DIV/0!	0	0.00%
Food COS	3,596	30.53%	0	0.00%	3,596	30.53%	0	0.00%
CONCESSIONS COST OF SALES	5,424	36.42%	0	0.00%	5,424	36.42%	0	0.00%
TOTAL COST OF SALES	5,424	36.42%	0	0.00%	5,424	36.42%	0	0.00%
GROSS PROFIT ON SALES	9,471	63.58%	0	0.00%	9,471	63.58%	0	0.00%
PAYROLL								
Fixed Wages								
Management Salaries	5,492	36.87%	9,400	0.00%	5,492	36.87%	9,400	0.00%
Variable Wages								
Part-Time Labor	2,959	19.86%	3,000	0.00%	2,959	19.86%	3,000	0.00%
Outside Payroll Service	0	0.00%	0	0.00%	0	0.00%	0	0.00%
Total Variable Wages	2,959	19.86%	3,000	0.00%	2,959	19.86%	3,000	0.00%
Total Wages	8,451	56.74%	12,400	0.00%	8,451	56.74%	12,400	0.00%
Employer Taxes	690	4.63%	2,002	0.00%	690	4.63%	2,002	0.00%
Employee Benefits	1,219	8.18%	2,718	0.00%	1,219	8.18%	2,718	0.00%
Total Taxes & Benefits	1,909	12.82%	4,720	0.00%	1,909	12.82%	4,720	0.00%
Total Payroll	10,361	69.56%	17,120	0.00%	10,361	69.56%	17,120	0.00%
Other Variable Expenses								
Computer Maintenance	0	0.00%	1,667	0.00%	0	0.00%	1,667	0.00%
Outside Payroll Service	0	0.00%	0	0.00%	0	0.00%	0	0.00%
Credit card fees expense	172	1.15%	250	0.00%	172	1.15%	250	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%	500	0.00%	0	0.00%	500	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	0.51%	85	0.00%	76	0.51%	85	0.00%
Meetings/Conferences	0	0.00%	0	0.00%	0	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	0.34%	55	0.00%	51	0.34%	55	0.00%
Smallwares	0	0.00%	250	0.00%	0	0.00%	250	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	137	0.92%	250	0.00%	137	0.92%	250	0.00%
Total Variable Expenses	436	2.93%	3,607	0.00%	436	2.93%	3,607	0.00%
Less: Promoter/Team Share	0	0.00%	0	0.00%	0	0.00%	0	0.00%
Net Profit (Loss)	(1,326)	-8.90%	(20,727)	0.00%	(1,326)	-8.90%	(20,727)	0.00%
Statistics								
Total Sales & Other Income	14,895	100.00%	0	0.00%	14,895	100.00%	0	0.00%
Number of Events	2	0.01%	0	0.00%	2	0.01%	0	0.00%
Attendance	250	1.68%	0	0.00%	250	1.68%	0	0.00%
Average Income Per Event	7,448	50.00%	0	0.00%	7,448	50.00%	0	0.00%
Net Per Cap	59.58	0.40%	0.00	0.00%	59.58	0.40%	0.00	0.00%

Cross Insurance Arena
CONSOLIDATED INDIRECT DEPARTMENT EXPENSES
For the One Month Ending July 2023

	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	61,753	75,654	13,901	61,753	75,654	13,901	61,753	983,560	921,807	6%
Part-Time Labor	15,658	17,750	2,092	15,658	17,750	2,092	15,658	949,613	933,955	2%
Outside Payroll Service	0	0	0	0	0	0	0	110,000	110,000	0%
Employee Benefits	13,859	19,097	5,238	13,859	19,097	5,238	13,859	235,883	222,024	6%
Incentive Compensation	0	0	0	0	0	0	0	73,364	73,364	0%
401K	3,192	4,482	1,290	3,192	4,482	1,290	3,192	53,847	50,655	6%
Payroll Taxes	5,940	8,297	2,357	5,940	8,297	2,357	5,940	168,649	162,709	4%
Allocated to Events	(7,472)	(11,750)	(4,278)	(7,472)	(11,750)	(4,278)	(7,472)	(1,014,130)	(1,006,658)	1%
Total Personnel Expenses	92,930	113,530	20,600	92,930	113,530	20,600	92,930	1,560,786	1,467,856	
Expenses										
Advertising	437	1,167	730	437	1,167	730	437	14,000	13,563	3%
Other Travel Expense	0	500	500	0	500	500	0	9,800	9,800	0%
Automobile Expenses	0	62	62	0	62	62	0	750	750	0%
Armored Car Expense	0	167	167	0	167	167	0	2,000	2,000	0%
Cash (Over)/Short	(45)	0	45	(45)	0	45	(45)	0	45	Not Budgeted
Ice Expense	0	0	0	0	0	0	0	24,000	24,000	0%
Parking Expense	2,229	2,366	138	2,229	2,366	138	2,229	28,400	26,172	8%
Buidling / General Supplies	3,416	650	(2,766)	3,416	650	(2,766)	3,416	20,500	17,084	17%
Prof Fees - Deferred Comp. Plan	0	0	0	0	0	0	0	500	500	0%
Computer Maintenance	2,684	5,671	2,987	2,684	5,671	2,987	2,684	68,050	65,366	4%
Credit card fees expense	264	500	236	264	500	236	264	45,500	45,236	1%
Dues & Subscriptions	516	850	334	516	850	334	516	10,350	9,834	5%
R&M/Equip. Fund Expense	4,056	3,646	(410)	4,056	3,646	(410)	4,056	59,750	55,694	7%
General expense	1,238	2,200	962	1,238	2,200	962	1,238	24,500	23,262	5%
Guest Relations	0	0	0	0	0	0	0	1,150	1,150	0%
Insurance & Bonding	9,038	8,369	(669)	9,038	8,369	(669)	9,038	100,431	91,393	9%
Licenses and Permits	275	501	226	275	501	226	275	6,025	5,750	5%
Management Fee Expense	9,698	10,037	339	9,698	10,037	339	9,698	120,450	110,752	8%
Meetings/Conferences	0	433	433	0	433	433	0	15,950	15,950	0%
Office Supplies	185	50	(135)	185	50	(135)	185	7,750	7,565	2%
Equipment Rental	0	875	875	0	875	875	0	10,500	10,500	0%
Cleaning Supplies	987	100	(887)	987	100	(887)	987	15,500	14,513	6%
Paper Supplies	0	500	500	0	500	500	0	17,000	17,000	0%
Printing	85	197	112	85	197	112	85	2,370	2,285	4%
Pest Control Expense	225	234	9	225	234	9	225	2,800	2,575	8%
Postage	84	50	(34)	84	50	(34)	84	1,300	1,217	6%
Security System	30	250	220	30	250	220	30	6,500	6,470	0%
Recruiting Expense	0	50	50	0	50	50	0	950	950	0%
Cell Phone/Telephone/Data Lines	102	155	53	102	155	53	102	1,860	1,758	5%
Smallwares	0	250	250	0	250	250	0	5,000	5,000	0%
Snow Removal	0	0	0	0	0	0	0	250	250	0%
Equipment Maintenance	8,500	8,500	0	8,500	8,500	0	8,500	25,000	16,500	34%
Internet - Phone	3,505	3,333	(172)	3,505	3,333	(172)	3,505	40,000	36,495	9%
Trash Removal	1,205	1,000	(205)	1,205	1,000	(205)	1,205	15,000	13,795	8%
Uniforms	666	1,500	834	666	1,500	834	666	7,250	6,584	9%
Utilities	17,681	17,000	(681)	17,681	17,000	(681)	17,681	524,300	506,619	3%
Total Expenses	68,244	71,163	2,919	68,244	71,163	2,919	68,244	1,235,436	1,167,192	
Total Departmental Expenses	161,175	184,693	23,518	161,175	184,693	23,518	161,175	2,796,222	2,635,047	

**Cross Insurance Arena
EXECUTIVE
For the One Month Ending July 2023**

	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	8,885	9,330	445	8,885	9,330	445	8,885	121,275	112,390	7%
Part-Time Labor	861	1,500	639	861	1,500	639	861	20,000	19,139	4%
Employee Benefits	968	965	(3)	968	965	(3)	968	13,016	12,048	7%
Incentive Compensation	0	0	0	0	0	0	0	24,255	24,255	0%
401K	403	689	286	403	689	286	403	8,277	7,874	5%
Payroll Taxes	740	780	40	740	780	40	740	11,789	11,049	6%
Total Personnel Expenses	11,856	13,264	1,408	11,856	13,264	1,408	11,856	198,612	186,756	
Expenses										
Other Travel Expense	0	250	250	0	250	250	0	5,000	5,000	0%
Dues & Subscriptions	143	192	49	143	192	49	143	2,300	2,157	6%
Guest Relations	0	0	0	0	0	0	0	250	250	0%
Meetings/Conferences	0	200	200	0	200	200	0	2,000	2,000	0%
Total Expenses	143	642	499	143	642	499	143	9,550	9,407	
Total Departmental Expenses	11,999	13,906	1,907	11,999	13,906	1,907	11,999	208,162	196,163	

Cross Insurance Arena
MARKETING
For the One Month Ending July 2023

	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	5,385	4,810	(575)	5,385	4,810	(575)	5,385	62,583	57,198	9%
Employee Benefits	1,130	975	(155)	1,130	975	(155)	1,130	11,706	10,576	10%
Incentive Compensation	0	0	0	0	0	0	0	6,258	6,258	0%
401K	587	286	(301)	587	286	(301)	587	3,442	2,855	17%
Payroll Taxes	438	436	(2)	438	436	(2)	438	5,667	5,229	8%
Total Personnel Expenses	7,540	6,507	(1,033)	7,540	6,507	(1,033)	7,540	89,656	82,116	
Expenses										
Advertising	437	1,167	730	437	1,167	730	437	14,000	13,563	3%
Other Travel Expense	0	0	0	0	0	0	0	700	700	0%
Dues & Subscriptions	0	242	242	0	242	242	0	2,900	2,900	0%
Guest Relations	0	0	0	0	0	0	0	750	750	0%
Meetings/Conferences	0	0	0	0	0	0	0	5,000	5,000	0%
Printing	85	135	50	85	135	50	85	1,620	1,535	5%
Total Expenses	522	1,544	1,022	522	1,544	1,022	522	24,970	24,448	
Total Departmental Expenses	8,062	8,051	(11)	8,062	8,051	(11)	8,062	114,626	106,564	

Cross Insurance Arena
FINANCE
For the One Month Ending July 2023

	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	8,768	13,820	5,052	8,768	13,820	5,052	8,768	179,685	170,917	5%
Employee Benefits	14	1,990	1,976	14	1,990	1,976	14	23,934	23,920	0%
Incentive Compensation	0	0	0	0	0	0	0	11,969	11,969	0%
401K	964	798	(166)	964	798	(166)	964	9,583	8,619	10%
Payroll Taxes	674	1,060	386	674	1,060	386	674	14,555	13,881	5%
Total Personnel Expenses	10,420	17,668	7,248	10,420	17,668	7,248	10,420	239,726	229,306	
Expenses										
Other Travel Expense	0	0	0	0	0	0	0	500	500	0%
Computer Maintenance	2,684	4,004	1,320	2,684	4,004	1,320	2,684	48,050	45,366	6%
Meetings/Conferences	0	233	233	0	233	233	0	2,800	2,800	0%
Recruiting Expense	0	0	0	0	0	0	0	750	750	0%
Total Expenses	2,684	4,237	1,553	2,684	4,237	1,553	2,684	52,100	49,416	
Total Departmental Expenses	13,104	21,905	8,801	13,104	21,905	8,801	13,104	291,826	278,722	

**Cross Insurance Arena
BOX OFFICE
For the One Month Ending July 2023**

	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	9,458	9,932	474	9,458	9,932	474	9,458	129,102	119,644	7%
Incentive Compensation	0	0	0	0	0	0	0	7,398	7,398	0%
Part-Time Labor	0	250	250	0	250	250	0	30,000	30,000	0%
Employee Benefits	2,181	3,000	819	2,181	3,000	819	2,181	39,741	37,560	5%
401K	1,027	568	(459)	1,027	568	(459)	1,027	6,825	5,798	15%
Payroll Taxes	699	779	80	699	779	80	699	13,944	13,245	5%
Allocated to Events	0	0	0	0	0	0	0	(28,000)	(28,000)	0%
Total Personnel Expenses	13,365	14,529	1,164	13,365	14,529	1,164	13,365	199,010	185,645	
Expenses										
Armored Car Expense	0	167	167	0	167	167	0	2,000	2,000	0%
Cash (Over)/Short	(46)	0	46	(46)	0	46	(46)	0	46	Not Budgeted
Buidling / General Supplies	194	100	(94)	194	100	(94)	194	1,000	806	19%
Credit card fees expense	92	250	158	92	250	158	92	500	408	18%
Meetings/Conferences	0	0	0	0	0	0	0	2,000	2,000	0%
Printing	0	42	42	0	42	42	0	500	500	0%
Total Expenses	240	559	319	240	559	319	240	6,000	5,760	
Total Departmental Expenses	13,604	15,088	1,484	13,604	15,088	1,484	13,604	205,010	191,406	

**Cross Insurance Arena
OPERATIONS
For the One Month Ending July 2023**

	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	14,458	15,181	723	14,458	15,181	723	14,458	197,348	182,890	7%
Part-Time Labor	2,801	3,000	199	2,801	3,000	199	2,801	83,370	80,569	3%
Outside Payroll Service	0	0	0	0	0	0	0	0	0	Not Budgeted
Employee Benefits	5,304	5,681	377	5,304	5,681	377	5,304	68,174	62,870	8%
Incentive Compensation	0	0	0	0	0	0	0	8,269	8,269	0%
401K	210	856	646	210	856	646	210	10,281	10,071	2%
Payroll Taxes	1,318	1,390	72	1,318	1,390	72	1,318	25,269	23,951	5%
Allocated to Events	(288)	(250)	38	(288)	(250)	38	(288)	(40,000)	(39,712)	1%
Total Personnel Expenses	23,802	25,858	2,056	23,802	25,858	2,056	23,802	352,711	328,909	
Expenses										
Ice Expense	0	0	0	0	0	0	0	24,000	24,000	0%
Buidling / General Supplies	2,505	500	(2,005)	2,505	500	(2,005)	2,505	12,000	9,495	21%
Maintenance Expense	4,056	2,625	(1,431)	4,056	2,625	(1,431)	4,056	38,500	34,444	11%
General expense	1,238	2,200	962	1,238	2,200	962	1,238	24,500	23,262	5%
Cleaning Supplies	987	100	(887)	987	100	(887)	987	15,500	14,513	6%
Pest Control Expense	225	234	9	225	234	9	225	2,800	2,575	8%
Dues & Subscriptions	0	21	21	0	21	21	0	250	250	0%
Snow Removal	0	0	0	0	0	0	0	250	250	0%
Repairs Expense	8,500	8,500	0	8,500	8,500	0	8,500	25,000	16,500	34%
Trash Removal	1,205	1,000	(205)	1,205	1,000	(205)	1,205	15,000	13,795	8%
Uniforms	529	500	(29)	529	500	(29)	529	750	221	71%
Total Expenses	20,481	15,730	(4,751)	20,481	15,730	(4,751)	20,481	159,660	139,179	
Total Departmental Expenses	44,282	41,588	(2,694)	44,282	41,588	(2,694)	44,282	512,371	468,089	

Cross Insurance Arena
EVENT SERVICES
For the One Month Ending July 2023

	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	9,308	9,370	62	9,308	9,370	62	9,308	121,800	112,492	8%
Part-Time Labor	9,038	10,000	962	9,038	10,000	962	9,038	650,000	640,962	1%
Outside Payroll Service	0	0	0	0	0	0	0	0	0	Not Budgeted
Employee Benefits	3,043	3,469	426	3,043	3,469	426	3,043	41,632	38,589	7%
Incentive Compensation	0	0	0	0	0	0	0	7,718	7,718	0%
401K	0	539	539	0	539	539	0	6,476	6,476	0%
Payroll Taxes	1,381	1,500	119	1,381	1,500	119	1,381	69,210	67,829	2%
Allocated to Events	(5,530)	(10,000)	(4,470)	(5,530)	(10,000)	(4,470)	(5,530)	(685,000)	(679,470)	1%
Total Personnel Expenses	17,240	14,878	(2,362)	17,240	14,878	(2,362)	17,240	211,836	194,596	
Expenses										
Building / General Supplies	717	50	(667)	717	50	(667)	717	7,500	6,783	10%
Security Systems	30	250	220	30	250	220	30	6,500	6,470	0%
Dues & Subscriptions	373	395	22	373	395	22	373	4,750	4,377	8%
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	50	50	0	50	50	0	600	600	0%
Uniforms	0	750	750	0	750	750	0	1,000	1,000	0%
Total Expenses	1,120	1,495	375	1,120	1,495	375	1,120	23,500	22,380	
Total Departmental Expenses	18,361	16,373	(1,988)	18,361	16,373	(1,988)	18,361	235,336	216,975	

Cross Insurance Arena
GROUP SALES
For the One Month Ending July 2023

	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	0	3,811	3,811	0	3,811	3,811	0	49,547	49,547	0%
Employee Benefits	0	839	839	0	839	839	0	11,543	11,543	0%
401K	0	206	206	0	206	206	0	2,477	2,477	0%
Payroll Taxes	0	350	350	0	350	350	0	4,191	4,191	0%
Allocated to Events	0	0	0	0	0	0	0	0	0	Not Budgeted
Total Personnel Expenses	0	5,206	5,206	0	5,206	5,206	0	67,758	67,758	
Expenses										
Guest Relations	0	0	0	0	0	0	0	150	150	0%
Total Expenses	0	0	0	0	0	0	0	150	150	
Total Departmental Expenses	0	5,206	5,206	0	5,206	5,206	0	67,908	67,908	

**Cross Insurance Arena
ADVERTISING/SPONSORSHIP
For the One Month Ending July 2023**

	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	521	521	0	521	521	0	6,250	6,250	0%
Printing	0	20	20	0	20	20	0	250	250	0%
Total Expenses	0	791	791	0	791	791	0	10,000	10,000	
Total Departmental Expenses	0	791	791	0	791	791	0	10,000	10,000	

Cross Insurance Arena
FOOD AND BEVERAGE
For the One Month Ending July 2023

	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	5,492	9,400	3,908	5,492	9,400	3,908	5,492	122,220	116,728	4%
Part-Time Labor	2,959	3,000	41	2,959	3,000	41	2,959	166,243	163,284	2%
Outside Payroll Service	0	0	0	0	0	0	0	110,000	110,000	0%
Employee Benefits	1,219	2,178	959	1,219	2,178	959	1,219	26,137	24,918	5%
Incentive Compensation	0	0	0	0	0	0	0	7,497	7,497	0%
401K	0	540	540	0	540	540	0	6,486	6,486	0%
Payroll Taxes	690	2,002	1,312	690	2,002	1,312	690	24,024	23,334	3%
Allocated to Events	(1,654)	(1,500)	154	(1,654)	(1,500)	154	(1,654)	(261,130)	(259,476)	1%
Total Personnel Expenses	8,707	15,620	6,913	8,707	15,620	6,913	8,707	201,477	192,770	
Expenses										
Other Travel Expense	0	0	0	0	0	0	0	100	100	0%
Cash (Over)/Short	1	0	(1)	1	0	(1)	1	0	(1)	Not Budgeted
Computer Maintenance	0	1,667	1,667	0	1,667	1,667	0	20,000	20,000	0%
Credit card fees expense	172	250	78	172	250	78	172	45,000	44,828	0%
Dues & Subscriptions	0	0	0	0	0	0	0	150	150	0%
R&M/Equip. Fund Expense	0	500	500	0	500	500	0	15,000	15,000	0%
Licenses and Permits	76	85	9	76	85	9	76	1,025	949	7%
Meetings/Conferences	0	0	0	0	0	0	0	500	500	0%
Paper Supplies	0	500	500	0	500	500	0	17,000	17,000	0%
Recruiting Expense	0	50	50	0	50	50	0	200	200	0%
Cell Phone/Telephone/Data Lines	51	55	4	51	55	4	51	650	599	8%
Smallwares	0	250	250	0	250	250	0	5,000	5,000	0%
Uniforms	137	250	113	137	250	113	137	5,500	5,363	2%
Total Expenses	436	3,607	3,171	436	3,607	3,171	436	110,125	109,689	
Total Departmental Expenses	9,143	19,227	10,084	9,143	19,227	10,084	9,143	311,602	302,459	

**Cross Insurance Arena
OVERHEAD
For the One Month Ending July 2023**

	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	62	62	0	62	62	0	750	750	0%
Parking Expense	2,229	2,366	138	2,229	2,366	138	2,229	28,400	26,172	8%
Prof Fees - Deferred Comp. Plan	0	0	0	0	0	0	0	500	500	0%
Insurance & Bonding	9,038	8,369	(669)	9,038	8,369	(669)	9,038	100,431	91,393	9%
Licenses and Permits	199	416	217	199	416	217	199	5,000	4,801	4%
Management Fee Expense	9,698	10,037	339	9,698	10,037	339	9,698	120,450	110,752	8%
Office Supplies	185	50	(135)	185	50	(135)	185	7,750	7,565	2%
Equipment Rental	0	875	875	0	875	875	0	10,500	10,500	0%
Postage	84	50	(34)	84	50	(34)	84	1,300	1,217	6%
Internet - Phone	3,505	3,333	(172)	3,505	3,333	(172)	3,505	40,000	36,495	9%
Utilities	17,681	17,000	(681)	17,681	17,000	(681)	17,681	524,300	506,619	3%
Total Expenses	42,618	42,558	(60)	42,618	42,558	(60)	42,618	839,381	796,763	
Total Departmental Expenses	42,618	42,558	(60)	42,618	42,558	(60)	42,618	839,381	796,763	

**Cross Insurance Arena
OTHER INCOME
For the One Month Ending July 2023**

	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	39,339	40,136	(797)	39,339	40,136	(797)	481,643	(442,304)	8%
Premium Seat Income	11,877	11,183	694	11,877	11,183	694	134,208	(122,331)	9%
Rink Program Revenue	20	0	20	20	0	20	20,000	(19,980)	0%
Other revenue	323	250	73	323	250	73	33,000	(32,677)	1%
TOTAL OTHER INCOME	51,559	51,569	(10)	51,559	51,569	(10)	668,851	(617,292)	8%