



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. Hilsen
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 Facility		Cross Insurance Arena
Month	NOVEMBER	
Year	2024	

Mark Eddy 12/20/2024 Mike LoConte 12/20/2024
Director of Finance Date General Manager Date

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Reviewed by:	<input 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	309,553	297,012	12,541
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:
	Actual	MTD Budget	FAV(UNFAV) VARIANCE	COMMENTS:
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)	Lower attendance and F&B revenues than budgeted for A Day to Remember concert.
Monster Trucks	62,631	0	62,631	Lower attendance and revenues than budgeted for the Mercy Me concert..
	309,553	297,012	12,541	Unbudgeted Nitro circus event.
OTHER INCOME:				
	OVER	BUDGET BY	6,116	DUE TO THE FOLLOWING:
	Actual	MTD Budget	FAV(UNFAV) VARIANCE	COMMENTS:
Advertising Sponsorship Incr	47,519	44,802	2,717	Higher sponsorship sales for the month than originally projected.
Premium Seat Income	12,429	14,091	(1,662)	Lower seat license renewals than budgeted in November.
Other revenue	8,207	5,600	2,607	Higher order fee revenues than originally projected for the month.
	75,609	69,493	6,116	
INDIRECT EXPENSES:				
	OVER	BUDGET BY	(15,728)	DUE TO THE FOLLOWING:
	Actual	MTD Budget	FAV(UNFAV) VARIANCE	COMMENTS:
EXECUTIVE	14,161	14,987	826	
MARKETING	9,307	10,018	711	
FINANCE	18,380	21,423	3,043	One less FTE than originally budgeted for the month.
BOX OFFICE	16,111	9,906	(6,205)	One more FTE than originally budgeted for the month.
OPERATIONS	48,086	47,888	(198)	
EVENT SERVICES	25,262	27,428	2,166	Higher labor allocations to events than projected for November events.
GROUP SALES	3,827	6,422	2,595	Higher commission allocations to events than projected for November events.
ADVERTISING/SPONSOR	0	800	800	
FOOD AND BEVERAGE	40,315	30,564	(9,751)	Higher part-time labor costs and one less FTE than originally projected for the month.
OVERHEAD	78,790	69,075	(9,715)	Higher insurance and utility expenses than originally budgeted for November.
	254,238	238,510	(15,728)	

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

	<u>ACTUAL</u>	<u>BUDGET</u>	<u>FAV(UNFAV)</u> <u>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	720,687	741,785	(21,098)
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 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	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>
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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	720,687	1,303,979	2,024,666	2,024,666	0
OTHER INCOME	328,711	446,007	774,718	774,718	0
INDIRECT EXPENSES	1,080,322	1,937,123	3,017,445	3,017,445	0
NET OPERATING INCOME (LOSS)	(30,923)	(187,138)	(218,061)	(218,061)	0

November adjustments affect to FY Forecast

COMMENTS:

Difference from prior month: 0

Event Income 0

Other Income 0

Indirect Expenses 0

Totals 0

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	216,810

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		<u><u>3,088,379</u></u>
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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		<u>(31,767)</u>
TOTAL EQUITY		300,179

TOTAL LIABILITIES AND EQUITY		<u><u>3,088,379</u></u>
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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 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
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
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 Attendance - 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 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)
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 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)
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

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 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	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						% of
	Actual	Curr Budget	Budget Var	Actual	Curr Budget	Budget Var	Actual	Annual Budget	Annual Budget Var	Annual Budget Achieved
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	

**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	0	800	800	615	4,150	3,536	615	10,000	9,386	
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		% of
	Actual	Curr Budget	Budget Var	Actual	Curr Budget	Budget Var	Budget	Budget Var	Annual Budget Achieved
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%