



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		

<i>Mark Eddy</i>	10/18/2024	_____	10/20/2024
Director of Finance	Date	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 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	6,358	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.
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>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.
Premium Seat Income	33,380	42,269	(8,889)		Lower seat license renewals in YTD.
Rink Program Revenue	0	0	0		
Other revenue	12,760	4,300	8,460		Higher order fee revenues than originally projected YTD.
	<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		Lower advertising expenses than projected YTD.
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	<u>188,421</u>	<u>586,297</u>	<u>774,718</u>	<u>774,718</u>	<u>0</u>
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>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

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	<u>11,397</u>	<u>28,637</u>	<u>(17,240)</u>	<u>45,625</u>	<u>72,652</u>	<u>(27,027)</u>
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 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	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 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%