



One Civic Center Square, Portland, ME 04101

**OCTOBER 2024**

Fiscal Year ending June 30, 2024

Submitted By  
Mark Eddy

**SPECTRA VENUE MANAGEMENT**

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

*Mark Eddy*

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Mark Eddy, Director of Finance

*Mike LoConte*

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Mike LoConte, General Manager



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**OVG360  
BALANCE SHEET ANALYSIS  
CONTROL FORM**

**OVG360 Facility**

Cross Insurance Arena

**Month** OCTOBER

**Year** 2024

**Date  
Completed**

**By:**

**Bank Reconciliations**

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

Mark Eddy  
Director of Finance

11/19/2024  
Date

Mike LoConte  
General Manager

11/20/2024  
Date

Comments:

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

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

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

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

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

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

**COMMENTS:**

<b>EVENT INCOME:</b>	<b>UNDER</b>	<b>BUDGET BY</b>	<b>(33,639)</b>	<b>DUE TO THE FOLLOWING:</b>
	<b>YTD</b>	<b>YTD</b>	<b>FAV(UNFAV)</b>	
	<b>Actual</b>	<b>Budget</b>	<b>VARIANCE</b>	<b>COMMENTS:</b>
Broadway Series	60,769	40,220	20,549	Higher ticket sales and ancillary revenues that budgeted for Book of Mormon shows.
Monster Jam	88,329	157,739	(69,410)	Lower ticket sales and attendance than originally projected for 4 Hot Wheels shows.
Regular Season Hockey	102,624	94,220	8,404	Higher ancillary revenues than projected for the 5 home games in October.
Trade Shows	14,736	8,358	6,378	Higher rent and catering revenues from Maine Health Conference.
Comedy Shows	69,458	61,570	7,888	Higher premium ticketing revenues than originally budgtd for Theo Von event.
Family	75,219	82,666	(7,447)	Lower attendances and revenues from Price is Right and Jurassic Quest events.
	411,134	444,773	(33,639)	
<b>OTHER INCOME:</b>	<b>OVER</b>	<b>BUDGET BY</b>	<b>8,634</b>	<b>DUE TO THE FOLLOWING:</b>
	<b>YTD</b>	<b>YTD</b>	<b>FAV(UNFAV)</b>	
	<b>Actual</b>	<b>Budget</b>	<b>VARIANCE</b>	<b>COMMENTS:</b>
Advertising Sponsorship In	187,755	179,208	8,547	Higher sponsorship sales YTD.
Premium Seat Income	45,809	56,360	(10,551)	Lower seat license renewals in YTD.
Rink Program Revenue	0	0	0	
Other revenue	19,538	8,900	10,638	Higher order fee revenues than originally projected YTD.
	253,102	244,468	8,634	
<b>INDIRECT EXPENSES:</b>	<b>UNDER</b>	<b>BUDGET BY</b>	<b>113,765</b>	<b>DUE TO THE FOLLOWING:</b>
	<b>YTD</b>	<b>YTD</b>	<b>FAV(UNFAV)</b>	
	<b>Actual</b>	<b>Budget</b>	<b>VARIANCE</b>	<b>COMMENTS:</b>
EXECUTIVE	54,105	63,586	9,481	Lower travel expense, benefit costs, and part-time wages than projected YTD.
MARKETING	39,161	43,271	4,110	Lower non-event advertising expenses than projected YTD.
FINANCE	62,959	92,934	29,975	One less FTE than originally budgeted YTD.
BOX OFFICE	49,879	40,087	(9,792)	One more FTE than originally budgeted YTD.
OPERATIONS	175,554	182,176	6,622	Lower maintenance and ice expenses than projected for first four months.
EVENT SERVICES	100,852	121,434	20,582	Lower part-time wage and benefit costs than projected YTD..
GROUP SALES	18,505	28,045	9,540	Lower wages and benefit costs than projected YTD.
ADVERTISING/SPONSC	615	3,350	2,736	Lower fulfillment and maintenance expenses YTD.
FOOD AND BEVERAGE	64,626	110,867	46,241	One less FTE and lower part-time wages than originally projected YTD.
OVERHEAD	259,827	254,098	(5,729)	Higher insurance expenses than originally budgeted YTD.
	826,083	939,848	113,765	

**CROSS INSURANCE ARENA  
BALANCE SHEET COMMENTS**

**ACCOUNTS RECEIVABLE**

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

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

**ACCOUNTS PAYABLE**

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

Note:

<u>CUSTOMER</u>	<u>OVER 120 DAYS</u>	<u>AMOUNT</u>	<u>COMMENT</u>
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CROSS INSURANCE ARENA  
ROLLING FORECAST  
as of October 31, 2024  
FYE June 30, 2025

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

October 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*  
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Director of Finance  
Mark Eddy

*Mike LoConte*  
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General Manager  
Mike LoConte

**Cross Insurance Arena**  
**BALANCE SHEET**  
October 2024

**ASSETS**

CURRENT ASSETS

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

TOTAL ASSETS		<u><u>3,410,074</u></u>
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**LIABILITIES AND EQUITY**

CURRENT LIABILITIES

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

EQUITY

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

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

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

**Cross Insurance Arena**  
YEAR TO DATE EVENT SUMMARY

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

**Cross Insurance Arena**  
**YEAR TO DATE EVENT SUMMARY**

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

**Cross Insurance Arena**  
YEAR TO DATE EVENT SUMMARY

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

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

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

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

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

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

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

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

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



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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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



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

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