

One Civic Center Square, Portland, ME 04101

# **APRIL 2024**

Fiscal Year ending June 30, 2024

Submitted By Mark Eddy

### **SPECTRA VENUE MANAGEMENT**

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

Mark Eddy

Mark Eddy, Director of Finance

Mike LoConte

Mike LoConte, General Manager



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### Cross Insurance Arena FINANCIAL STATEMENT COMMENTS Month Ending April 30, 2024

1	ACTUAL	BUDGET	FAV(UNFAV) VARIANCE
NO OF EVENTS	12	8	4
PAID ATTENDANCE	33,120	15,300	17,820
DIRECT EVENT INCOME	(976)	20,405	(21,381)
FACILITY FEE	57,882	33,300	24,582
SUITE REVENUE	785	200	585
NET TICKETING REVENUE	59,947	27,143	32,804
ANCILLARY INCOME	214,643	60,138	154,505
TOTAL EVENT INCOME	332,282	141,186	191,096
OTHER INCOME	79,336	55,072	24,264
INDIRECT EXPENSES	150,605	228,883	78,278
NET INCOME (LOSS)	261,013	(32,625)	293,638

EVENT INCOME:	OVER	BUDGET BY	191,096	DUE TO THE FOLLOWING:
		MTD	FAV(UNFAV)	
	Actual	Budget	VARIANCE	COMMENTS:
Regular Season Hockey	85,681	27,082	58,599	Higher attendance and higher concessions sales for three Mariner games.
Post-Season Hockey	60,344	0	60,344	Three unbudgeted Mariner playoff games.
WFC/LN Concert	49,743	0	49,743	Unbudgeted WFC/Live Nation 3 way split Co-Pro
Comedy Show	104,062	0	104,062	Unbudgeted Bert Kreischer comedy show.
Minor Concert	0	56,697	(56,697)	No minor concert as budgeted in April
Banquet/Meeting	0	1,828	(1,828)	No banquet or meeting as originally budgeted for April.
Consumer Shows	32,452	55,579	(23,127)	Lower attendance and revenues from 3 day Comic and Toy trade show.
	332.282	141,186	191.096	-

OTHER INCOME:	OVER	BUDGET BY	24,264	DUE TO THE FOLLOWING:
		MTD	FAV(UNFAV)	
	Actual	Budget	VARIANCE	COMMENTS:
Advertising Sponsorship Inco Premium Seat Income Other revenue	55,866 12,032 8,738	40,137 11,185 2,750	15,729 847 5,988	Higher sponsorship renewals than originally budgeted for April Ticketmaster incentive revenues higher than projected for the month .
-	79,336	55,072	24,264	-

INDIRECT EXPENSES:	UNDER	BUDGET BY	78,278	DUE TO THE FOLLOWING:
		MTD	FAV(UNFAV)	
	Actual	Budget	VARIANCE	COMMENTS:
EXECUTIVE	13,147	14,443	1,296	Lower part-time labor and benefit costs than projected for the month.
MARKETING	9,617	8,458	(1,159)	Higher wages and benefits than projected for April.
FINANCE	18,281	21,961	3,680	One less FTE than originally budgeted for the month.
BOX OFFICE	5,646	14,752	9,106	One less FTE than originally budgeted for the month.
OPERATIONS	50,918	41,735	(9,183)	Higher repairs, cleaning supplies and trash removal costs than projected for the month
EVENT SERVICES	(20,897)	26,126	47,023	Higher part time labor cost allocations to events and security expenses.
GROUP SALES	4,016	5,451	1,435	Lower benefit costs than projected for the month.
ADVERTISING/SPONSOR	4,599	791	(3,808)	Higher fulfillment costs than originally budgeted for the month.
FOOD AND BEVERAGE	4,311	28,978	24,667	Higher event labor allocations than originally projected for April.
OVERHEAD	60,967	66,188	5,221	Lower utility and insurance costs than originally budgeted for the month.
	150,605	228,883	78,278	

### Cross Insurance Arena FINANCIAL STATEMENT COMMENTS For the Ten Months Ending April 2024

			FAV(UNFAV)
	<u>ACTUAL</u>	BUDGET	VARIANCE
NO OF EVENTS	101	85	16
PAID ATTENDANCE	303,895	217,900	85,995
DIRECT EVENT INCOME	198,941	203,564	(4,623)
FACILITY FEE	520,270	314,590	205,680
SUITE REVENUE	16,637	12,450	4,187
NET TICKETING REVENUE	295,077	228,831	66,246
ANCILLARY INCOME	1,545,598	850,137	695,461
TOTAL EVENT INCOME	2,576,523	1,609,572	966,951
OTHER INCOME	683,282	562,206	121,076
INDIRECT EXPENSES	2,128,377	2,316,860	188,483
NET OPERATING INCOME(LOSS)	1,131,428	(145,082)	1,276,510

			COMMENTS:	
EVENT INCOME:	OVER	BUDGET BY	966,951	DUE TO THE FOLLOWING:
	YTD	YTD	FAV(UNFAV)	
	Actual	Budget	VARIANCE	COMMENTS:
Post Season Hockey	60.344	0	60.344	Three unbudgeted Mariner playoff games.
WFC/LN Concert	120,433	56.64Ŭ	63,793	Three Live Nation 3 way split concerts YTD.
College Basketball	64.004	00,010	64.004	Unbudgeted Umaine womens basketball game.
Veetings	2.077	5.484	(3,407)	Cumberland County Meeting. One of two budgeted meetings.
College Hockey	97.743	44.312	53.431	Two games played and only one game was budgeted.
Minor Concerts	47,694	226,788	(179,093)	Lower attendance and revenue splits for Goija/Mastadon and Mannheim shows.
Aaior Concerts	108.903	75,816	33.087	Higher attendance and ticketing revenues than budgeted from Death Cab For Cu
Conference	21.688	15,610	21,688	Unbudgeted Governors Opioid Conference
Monster Jam	157,795	137,707	20.088	Higher attendance than projected resulting in higher rent and ancillary revenues.
Regular Season Hockey	851,575	487,513	364,062	Higher attendance and higher concessions sales for 34 Mariner games.
Trade Shows	57,482	39,213	18,269	Maine Health and Wellness Expo, Portland on Tap, and Maine Hospitality trade s
Charity/Community Event	9,768	2,957	6,811	Jibe Cycling and Maine Trooper fundraiser events.
Vrestling	57,266	54,886	2,380	Higher concession and ancillary revenues than originally projected for WWE.
Comedy Shows	440,407	90,364	350,043	Four comedy shows to date. Only two budgeted.
Disney shows	145,259	126,769	18,490	Higher attendance and rental income than originally budgeted for 7 shows.
Consumer Shows	32,452	55,579	(23,127)	Lower attendance and revenues from 3 day Comic and Toy trade show.
Globetrotters	49,990	48,898	1,092	Higher convenience fee income than originally budgeted.
amily	84,508	55,921	28,587	Jurassic Quest weekend. Higher attendance and revenues than projected.
Other	7,592	0	7,592	Jump Dance rehearsal.
Other Sports	64,107	26,480	37,627	Ice racing and unbudgeted College recruits basketball game.
High School Sports	95,395	74,245	21,150	Higher attendance and concession sales at games than budgeted.
	2,576,523	1,609,572	966,951	
OTHER INCOME:	OVER	BUDGET BY	121,076	DUE TO THE FOLLOWING:
OTHER INCOME:	OVER YTD	BUDGET BY	121,076 FAV(UNFAV)	DUE TO THE FOLLOWING:
OTHER INCOME:				DUE TO THE FOLLOWING: COMMENTS:
	YTD Actual	YTD Budget	FAV(UNFAV) VARIANCE	COMMENTS:
Advertising Sponsorship I	YTD Actual 448,133	YTD Budget 401,368	FAV(UNFAV) VARIANCE 46,765	COMMENTS: Additional new banking sponsor in 2023-24.
Advertising Sponsorship I Premium Seat Income	YTD Actual 448,133 136,020	YTD Budget 401,368 111,838	FAV(UNFAV) VARIANCE 46,765 24,182	COMMENTS: Additional new banking sponsor in 2023-24. Additional suite sold to new banking partner for 2023-24.
Advertising Sponsorship I Premium Seat Income Rink Program Revenue	YTD Actual 448,133 136,020 22,062	YTD Budget 401,368 111,838 20,000	FAV(UNFAV) VARIANCE 46,765 24,182 2,062	COMMENTS: Additional new banking sponsor in 2023-24. Additional suite sold to new banking partner for 2023-24. High School rentals.
Advertising Sponsorship I Premium Seat Income Rink Program Revenue	YTD Actual 448,133 136,020	YTD Budget 401,368 111,838	FAV(UNFAV) VARIANCE 46,765 24,182	COMMENTS: Additional new banking sponsor in 2023-24. Additional suite sold to new banking partner for 2023-24.
Advertising Sponsorship I Premium Seat Income Rink Program Revenue	YTD Actual 448,133 136,020 22,062	YTD Budget 401,368 111,838 20,000	FAV(UNFAV) VARIANCE 46,765 24,182 2,062	COMMENTS: Additional new banking sponsor in 2023-24. Additional suite sold to new banking partner for 2023-24. High School rentals.
Advertising Sponsorship I Premium Seat Income Rink Program Revenue Dther revenue	YTD Actual 448,133 136,020 22,062 77,067 683,282	YTD Budget 401,368 111,838 20,000 29,000 562,206	FAV(ÚNFAV) VARIANCE 46,765 24,182 2,062 48,067 121,076	COMMENTS: Additional new banking sponsor in 2023-24. Additional suite sold to new banking partner for 2023-24. High School rentals. Higher ancillary revenues than originally budgted YTD.
Advertising Sponsorship I Premium Seat Income Rink Program Revenue Other revenue	YTD Actual 448,133 136,020 22,062 77,067 683,282 UNDER	YTD Budget 401,368 111,838 20,000 29,000 562,206 BUDGET BY	FAV(UNFAV) VARIANCE 46,765 24,182 2,062 48,067 121,076 188,483	COMMENTS: Additional new banking sponsor in 2023-24. Additional suite sold to new banking partner for 2023-24. High School rentals.
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Advertising Sponsorship I remium Seat Income Rink Program Revenue ther revenue - <b>NDIRECT EXPENSES:</b> EXECUTIVE	YTD Actual 448,133 136,020 22,062 77,067 683,282 UNDER YTD Actual 142,748	YTD Budget 401,368 111,838 20,000 29,000 562,206 BUDGET BY YTD Budget 151,226	FAV(UNFAV) VARIANCE 46,765 24,182 2,062 48,067 121,076 188,483 FAV(UNFAV) VARIANCE 8,478	COMMENTS: Additional new banking sponsor in 2023-24. Additional suite sold to new banking partner for 2023-24. High School rentals. Higher ancillary revenues than originally budgted YTD. DUE TO THE FOLLOWING: COMMENTS: Lower part-time wages and conference costs than projected YTD.
Advertising Sponsorship I Premium Seat Income link Program Revenue Other revenue 	YTD Actual 448,133 136,020 22,062 77,067 683,282 000 683,282 UNDER YTD Actual 142,748 89,700	YTD Budget 401,368 111,838 20,000 29,000 562,206 562,206 BUDGET BY YTD Budget 151,226 86,970	FAV(UNFAV) VARIANCE 46,765 24,182 2,062 48,067 121,076 128,483 FAV(UNFAV) VARIANCE 8,478 (2,730)	COMMENTS:     Additional new banking sponsor in 2023-24.     Additional suite sold to new banking partner for 2023-24.     High School rentals.     Higher ancillary revenues than originally budgted YTD.     DUE TO THE FOLLOWING:     COMMENTS:     Lower part-time wages and conference costs than projected YTD.     Higher wages and benefit costs than projected YTD.
Advertising Sponsorship I Premium Seat Income Rink Program Revenue Uther revenue	YTD Actual 448,133 136,020 22,062 77,067 683,282 UNDER YTD Actual 142,748 89,700 155,128	YTD Budget 401,368 111,838 20,000 29,000 562,206 BUDGET BY YTD Budget 151,226 86,970 230,930	FAV(UNFAV) VARIANCE 46,765 24,182 2,062 48,067 121,076 188,483 FAV(UNFAV) VARIANCE 8,478 (2,730) 75,802	COMMENTS:     Additional new banking sponsor in 2023-24.     Additional suite sold to new banking partner for 2023-24.     High School rentals.     Higher ancillary revenues than originally budgted YTD.     DUE TO THE FOLLOWING:     COMMENTS:     Lower part-time wages and conference costs than projected YTD.     Higher wages and benefit costs than projected YTD.     Higher mages and benefit costs than projected YTD.     One less FTE than originally budgted YTD.
Advertising Sponsorship I remium Seat Income Rink Program Revenue ther revenue 	YTD Actual 448,133 136,020 22,062 77,067 683,282 UNDER YTD Actual 142,748 89,700 155,128 154,537	YTD Budget 401,368 111,838 20,000 29,000 562,206 562,206 BUDGET BY YTD Budget 151,226 86,970 230,930 163,041	FAV(UNFAV) VARIANCE 46,765 24,182 2,062 48,067 121,076 128,483 FAV(UNFAV) VARIANCE 8,478 (2,730)	COMMENTS:     Additional new banking sponsor in 2023-24.     Additional suite sold to new banking partner for 2023-24.     High School rentals.     Higher ancillary revenues than originally budgted YTD.     DUE TO THE FOLLOWING:     COMMENTS:     Lower part-time wages and conference costs than projected YTD.     Higher wages and benefit costs than projected YTD.     Higher mages TE for last five months of fiscal year.
Advertising Sponsorship I Premium Seat Income Rink Program Revenue Other revenue <b>NDIRECT EXPENSES:</b> EXECUTIVE MARKETING FINANCE	YTD Actual 448,133 136,020 22,062 77,067 683,282 UNDER YTD Actual 142,748 89,700 155,128	YTD Budget 401,368 111,838 20,000 29,000 562,206 BUDGET BY YTD Budget 151,226 86,970 230,930	FAV(UNFAV) VARIANCE 46,765 24,182 2,062 48,067 121,076 188,483 FAV(UNFAV) VARIANCE 8,478 (2,730) 75,802	COMMENTS:     Additional new banking sponsor in 2023-24.     Additional suite sold to new banking partner for 2023-24.     High School rentals.     Higher ancillary revenues than originally budgted YTD.     DUE TO THE FOLLOWING:     COMMENTS:     Lower part-time wages and conference costs than projected YTD.     Higher wages and benefit costs than projected YTD.     Higher mages and benefit costs than projected YTD.     One less FTE than originally budgted YTD.
Advertising Sponsorship I Premium Seat Income Nink Program Revenue Other revenue 	YTD Actual 448,133 136,020 22,062 77,067 683,282 UNDER YTD Actual 142,748 89,700 155,128 154,537 508,704	YTD Budget 401,368 111,838 20,000 29,000 562,206 562,206 562,206 562,206 562,206 562,206 256,200 562,206 200,200 200,930 163,041 426,595	FAV(UNFAV) VARIANCE 46,765 24,182 2,062 48,067 121,076 121,076 128,483 FAV(UNFAV) VARIANCE 8,478 8,478 8,504 (82,109)	COMMENTS:     Additional new banking sponsor in 2023-24.     Additional suite sold to new banking partner for 2023-24.     High School rentals.     Higher ancillary revenues than originally budgted YTD.     DUE TO THE FOLLOWING:     Lower part-time wages and conference costs than projected YTD.     Higher wages and benefit costs than projected YTD.     Higher stress FTE than originally budgted YTD.     One less FTE tor last five months of fiscal year.     Higher cleaning, ice, maintenance and repairs, and supply costs than originally budgeted yther.
Advertising Sponsorship I Tremium Seat Income Rink Program Revenue Dither revenue <b>NDIRECT EXPENSES:</b> EXECUTIVE MARKETING FINANCE BOX OFFICE OPERATIONS EVENT SERVICES	YTD Actual 448,133 136,020 22,062 77,067 683,282 UNDER YTD Actual 142,748 89,700 155,128 154,537 508,704 151,832	YTD Budget 401,368 111,838 20,000 29,000 562,206 BUDGET BY YTD Budget 151,226 86,970 230,930 163,041 426,595 210,373	FAV(UNFAV) VARIANCE 46,765 24,182 2,062 48,067 121,076 188,483 FAV(UNFAV) VARIANCE 8,478 (2,730) 75,802 8,504 (82,109) 58,541	COMMENTS:     Additional new banking sponsor in 2023-24.     Additional suite sold to new banking partner for 2023-24.     High School rentals.     Higher ancillary revenues than originally budgted YTD.     DUE TO THE FOLLOWING:     COMMENTS:     Lower part-time wages and conference costs than projected YTD.     Higher wages and benefit costs than projected YTD.     Higher costs than projected YTD.     One less FTE than originally budgted YTD.     One less FTE for last five months of fiscal year.     Higher cleaning, ice, maintenance and repairs, and supply costs than originally bu     Higher cleaning, ice, maintenance and repairs, and supply costs than originally bu
Advertising Sponsorship I remium Seat Income link Program Revenue 2ther revenue 	YTD Actual 448,133 136,020 22,062 77,067 683,282 WNDER YTD Actual 142,748 89,700 155,128 154,537 508,704 154,537 508,704	YTD Budget 401,368 111,838 20,000 29,000 562,206 562,206 BUDGET BY YTD Budget 151,226 86,970 230,930 163,041 426,595 210,373 56,053	FAV(UNFAV) VARIANCE 46,765 24,182 2,062 48,067 121,076 188,483 FAV(UNFAV) VARIANCE 8,478 (2,730) 75,802 8,504 (82,109) 58,541 35,364	COMMENTS:     Additional new banking sponsor in 2023-24.     Additional suite sold to new banking partner for 2023-24.     High School rentals.     Higher ancillary revenues than originally budgted YTD.     DUE TO THE FOLLOWING:     COMMENTS:     Lower part-time wages and conference costs than projected YTD.     Higher wages and benefit costs than projected YTD.     Higher lean originally budgeted YTD.     One less FTE for last five months of fiscal year.     Higher event labor allocations than originally projected YTD.     One less FTE for last five months of fiscal year.     Higher event labor allocations than originally projected YTD.     No Group Sales Person as originally budgeted for first six months.
Advertising Sponsorship I Premium Seat Income Rink Program Revenue Other revenue <b>NDIRECT EXPENSES:</b> EXECUTIVE MARKETING FINANCE BOX OFFICE OPERATIONS EVENT SERVICES GROUP SALES ADVERTISING/SPONS	YTD Actual 448,133 136,020 22,062 77,067 683,282 UNDER YTD Actual 142,748 89,700 155,128 154,537 508,704 151,832 20,689 19,587	YTD Budget 401,368 111,838 20,000 29,000 562,206 562,206 562,206 562,206 562,206 77D Budget 151,226 86,970 230,930 163,041 426,595 210,373 56,053 8,167	FAV(UNFAV) VARIANCE 46,765 24,182 2,062 48,067 121,076 121,076 128,483 FAV(UNFAV) VARIANCE 8,478 8,478 (2,730) 75,802 8,504 (82,109) 58,541 35,564 (11,420)	COMMENTS:     Additional new banking sponsor in 2023-24.     Additional suite sold to new banking partner for 2023-24.     High School rentals.     High Partner for 2023-24.     High School rentals.     High Partner for 2023-24.     Higher ancillary revenues than originally budgeted YTD.     DUE TO THE FOLLOWING:     COMMENTS:     Lower part-time wages and conference costs than projected YTD.     Higher wages and benefit costs than projected YTD.     One less FTE tor last five months of fiscal year.     Higher cleaning, ice, maintenance and repairs, and supply costs than originally budgeted YTD.     One less FTE for last five months of fiscal year.     Higher event labor allocations than originally projected YTD.     No Group Sales Person as originally budgeted for first six months.     Higher sponsorship infrastructure costs than originally projected YTD.     No Group Sales Person as originally budgeted for first six months.
MARKETING FINANCE BOX OFFICE OPERATIONS EVENT SERVICES GROUP SALES ADVERTISING/SPONS FOOD AND BEVERAG	YTD Actual 448,133 136,020 22,062 77,067 683,282 UNDER YTD Actual 142,748 89,700 155,128 154,537 508,704 155,537 508,704 151,832 20,689 19,587 210,816	YTD Budget 401,368 111,838 20,000 29,000 562,206 BUDGET BY YTD Budget 151,226 86,970 230,930 163,041 426,595 210,373 56,053 8,167 254,776	FAV(UNFAV) VARIANCE 46,765 24,182 2,062 48,067 121,076 188,483 FAV(UNFAV) VARIANCE 8,478 (2,730) 75,802 8,504 (82,109) 58,541 35,364 (11,420) 43,960	COMMENTS:     Additional new banking sponsor in 2023-24.     Additional suite sold to new banking partner for 2023-24.     High School rentals.     Higher ancillary revenues than originally budgted YTD.     DUE TO THE FOLLOWING:     COMMENTS:     Lower part-time wages and conference costs than projected YTD.     Higher wages and benefit costs than projected YTD.     One less FTE than originally budgted YTD.     One less FTE than originally budgted YTD.     One less FTE to nariginally budgted YTD.     One less FTE than originally budgted YTD.     One less FTE for last five months of fiscal year.     Higher cleaning, ice, maintenance and repairs, and supply costs than originally budgted for first six months.     Higher event labor allocations than originally projected YTD.     No Group Sales Person as originally budgted for first six months.     Higher Etter to riginally projected YTD.     No Group Sales Person as originally budgted for first six months.     Higher the originally projected YTD.     No Group Sales Person as originally budgted for first six months.     Higher vevent labor allocations than originally projected YTD.
Advertising Sponsorship I Premium Seat Income Tink Program Revenue Dither revenue Indext Expenses: EXECUTIVE MARKETING FINANCE BOX OFFICE OPERATIONS EVENT SERVICES GROUP SALES ADVERTISING/SPONS FOOD AND BEVERAG OVERHEAD	YTD Actual 448,133 136,020 22,062 77,067 683,282 UNDER YTD Actual 142,748 89,700 155,128 154,537 508,704 151,832 20,689 19,587	YTD Budget 401,368 111,838 20,000 29,000 562,206 562,206 562,206 562,206 562,206 77D Budget 151,226 86,970 230,930 163,041 426,595 210,373 56,053 8,167	FAV(UNFAV) VARIANCE 46,765 24,182 2,062 48,067 121,076 121,076 128,483 FAV(UNFAV) VARIANCE 8,478 8,478 (2,730) 75,802 8,504 (82,109) 58,541 35,564 (11,420)	COMMENTS:     Additional new banking sponsor in 2023-24.     Additional suite sold to new banking partner for 2023-24.     High School rentals.     High Partner for 2023-24.     High School rentals.     High Partner for 2023-24.     Higher ancillary revenues than originally budgeted YTD.     DUE TO THE FOLLOWING:     COMMENTS:     Lower part-time wages and conference costs than projected YTD.     Higher wages and benefit costs than projected YTD.     One less FTE tor last five months of fiscal year.     Higher cleaning, ice, maintenance and repairs, and supply costs than originally budgeted YTD.     One less FTE for last five months of fiscal year.     Higher event labor allocations than originally projected YTD.     No Group Sales Person as originally budgeted for first six months.     Higher sponsorship infrastructure costs than originally projected YTD.     No Group Sales Person as originally budgeted for first six months.

	[	CROSS INSUR ROLLING F as of April FYE June	ORECAST 30, 2024			
	ACTUAL April 30, 2024	BALANCE PROJECTED FY 2024	TOTAL ACT/PROJ FY 2024	ORIG BUDGET FYE June 30, 2024	Variance	
# OF EVENTS Direct Event Income Facility Fee Suite Revenue Ticketing System Income Ancillary Income TOTAL EVENT INCOME	101 198,941 520,270 16,637 295,077 <u>1,545,598</u> 2,576,523	21 94,668 30,997 182 39,358 <u>42,542</u> 207,747	122 293,609 551,267 16,819 334,435 <u>1,588,140</u> 2,784,270	100 296,313 337,990 13,950 247,204 <u>932,127</u> 1,827,584	22 (2,704) 213,277 2,869 87,231 <u>656,013</u> 956,686	
OTHER INCOME	683,282	103,698	786,980	668,851	118,129	
INDIRECT EXPENSES	2,128,377	518,580	2,646,957	2,796,222	149,265	
	1,131,428	(207,135)	924,293	(299,787)	1,224,080	
February adjustments affect to FY Forecas	st		COMMENTS:			
Difference from prior month:		178,731				
Event Income		72,898	Realized higher re a Comedy show d	venues from six Mariner hockey uring the month.	games and	
Other Income		27,489	Realized higher re	venues from new sponsorship co	ontracts.	
Indirect Expenses		78,344	Realized lower net	payroll expenses in April.		
Totals		178,731				
Incentive Fee Calculation						
Base Management Fee Projected Financial Incentive Fee Food & Beverage Incentives Qualitative Incentives	120,450 60,225 36,135 -					

216,810

Mark Eddy

Total Management Fee Projected

Mike LoConte General Manager Mike LoConte

# Cross Insurance Arena BALANCE SHEET

April 2024

# ASSETS

CURRENT ASSETS Cash & cash equivalents Accounts receivable Accounts Receivable from Third Party Prepaid Inventory	3,065,317 305,734 264,704 16,236 58,273	
TOTAL CURRENT ASSETS		3,710,264
TOTAL ASSETS		3,710,264
LIABILITIES AND EQUITY		
CURRENT LIABILITIES Accounts payable Accrued payroll & related costs Sales and Use Tax payable Other accrued liabilities Deposits and Deferred income	421,088 239,425 33,712 565,734 1,234,589	
TOTAL LIABILITIES		2,494,548
EQUITY Retained Earnings Client Funding Current Retained Earnings TOTAL EQUITY	<mark>(1,839,873)</mark> 1,924,503 <u>1,130,5</u>	
TOTAL LIABILITIES AND EQUITY		3,710,264

### Cross Insurance Arena CONSOLIDATED INCOME STATEMENT For the Ten Months Ending April 2024

Actual     Curr Budget 3udget Variance       Number of Events     12     8     4     101     85     16       Total Paid General     33.120     15.300     17.820     303.895     217.900     85.995       RENTAL INCOME     GROSS TICKET REVENUE     1,137.383     384.040     753.343     88.800.241     5.40.07     35.500     (3.500)     (3.500)     (3.500)     (3.500)     (3.500)     (3.500)     (3.500)     (3.500)     (3.500)     (3.500)     (3.500)     (3.500)     (3.501)     (3.041)     (3.041)     (3.042)     (7.642)     (3.041)     (3.041)     (3.041)     (4.022)     (7.642)	I	P	ERIOD TO DATE			YEAR TO DATE				
Number of Events     12     8     4     101     85     16       Total Paid General     33,120     15,300     17,820     303,885     217,900     85,995       Turnsille Attendance- General     27,521     14,400     13,121     258,008     195,850     62,158       RONSS TICKET REVENUE     1,137,383     384,040     753,343     8,800,241     5,440,870     3,359,371       GROSS REVENUE     1,219,526     436,590     782,393     695,621     564,030     3,487,462       PROMOTER PROCEEDS     (1,184,001)     (384,040)     (799,961)     (8,966,607)     (5,422,600)     (3,63,887)       NET RENTAL INCOME     0     52,855     (21,789)     (33,0413)     (402,216)     71,803       DIRECT EVENT INCOME     (20,591)     (32,145)     (21,729)     (36,587)     22,720     31,490     20,564     (4,623)       PROMOTER SHARE OF REVENUE     57,882     3,300     24,582     50,270     31,490     20,5680       SUITE TICKET REVENUE     59,976     (22,976)     (14,350)     (71,135)	I I I I I I I I I I I I I I I I I I I				Ac					
Total Paid General     33 120     15 300     17,820     303,895     217,900     85,995       Turnsille Attendance- General     27,521     14,400     13,121     256,008     196,850     62,158       GROSS TICKET REVENUE     1,137,333     384,040     753,343     8,800,241     5,440,870     3,359,371       GROSS REVENUE     1,219,526     436,590     782,936     9,495,862     6,008,400     3,487,462       PROMOTER PROCEEDS     (1,184,001)     (384,040)     (799,961)     (8,965,70)     (5,42,80)     (3,63,887)       NET RENTAL INCOME     (35,525     52,550     (21,381)     198,941     203,644     (4,623)       DIRECT EVENT INCOME     (35,525     52,550     (21,381)     198,941     203,644     (4,623)       DIRECT EVENT INCOME     (29,76)     (24,562)     (23,941)     198,941     203,646     (4,623)       PROMOTER SHARE OF REVENUE     89,922     28,863     60,699     498,657     282,729     126,999       PROMOTER SHARE OF REVENUES     (29,976)     (21,272)     (27,256)     (143,560)	-			0				0		
Turnstile Attendance-General     27,521     14,400     13,121     258,008     195,850     62,158       RENTAL, INCOME     1,137,383     384,040     753,343     8,800,241     5,40,870     3,359,371       SPONSORSHIP REVENUE     1,219,226     438,590     762,336     9,955,621     564,030     131,591       GROSS REVENUE     1,219,526     438,590     762,336     9,495,682     6,006,400     3,467,462       PROMOTER PROCEEDS     (1,184,001)     (384,040)     (799,961)     (8,966,507)     (5,402,622)     (3,563,867)       NET RENTAL INCOME     35,525     52,550     (17,025)     (330,413)     (402,216)     718,033       DIRECT EVENT INCOME     (36,501)     (32,145)     (4,356)     (330,413)     (4,523)       FACILTY FEE REVENUE     57,882     33,300     24,582     20,070     314,590     205,680       SUITE TICKET REVENUE     78,82     33,300     24,582     20,270     314,590     206,680       TOTAL SURCHARGE/REBATE/PRESHC     786     200,055     40,9637     22,728     128,909	Number of Events	12	8	4		101	85	16		
RENTAL INCOME     1.137.383     384.040     753.343     8.800.241     5.440.870     3.359.371       GROSS TICKET REVENUE     1.137.383     384.040     753.343     8.800.241     5.440.870     3.359.371       SPONSORSHIP REVENUE     1.219.526     438,590     782,336     9.9495,662     6.006,400     3.487,462       PROMOTER PROCEEDS     (1.184,001)     (384,040)     (799,961)     (8.966,507)     (5.402,620)     (3.563,887)       NET RENTAL INCOME     35.525     52,550     (17,025)     529,355     605,780     (76,425)       DIRECT EVENTI INCOME     (36,501)     (32,445)     (4,356)     (330,413)     (402,216)     71,803       DIRECT EVENTI INCOME     (976)     20.405     (21,381)     (389,411     203,564     (4,623)       FACILTY FEE REVENUE     57,882     33.300     24,582     520,270     314,590     206,660       SUITES/CATE PROC REVENUE     89.22     29,863     60,659     49,653     726,712     216,6637       CONVITICKET REVOR LEVENUE     118,614     60,643     57,971     831,983	Total Paid General	33,120	15,300	17,820	30	)3,895	217,900	85,995		
GROSS TICKET REVENUE     1,137,383     384,040     753,343     8,800,241     5,440,870     3,359,371       GROSS REVENUE     1,219,526     436,590     782,936     695,621     554,030     131,591       GROSS REVENUE     1,219,526     436,590     782,936     695,621     564,030     131,591       PROMOTER PROCEEDS     (1,184,001)     (384,040)     (799,961)     (8,966,507)     (5,402,620)     (3,563,887)       NET RENTAL INCOME     35,525     52,550     (17,025)     (33,013)     (42,216)     (7,1803)       DIRECT EVENT INCOME     (10,76)     (24,05)     (21,381)     198,941     203,564     (4,623)       FACILTY FEE REVENUE     78,82     33,000     24,582     520,270     314,590     205,680       OTAL SURCHARGE/REBATE/PRESHC     118,614     60,643     57,971     831,983     556,871     226,617       TEAM/PROMOTER SHARE OF REVENUES     (229,616)     (14,260)     (53,987)     60,663)       TOTAL SURCHARGE/REBATE/PRESHC     118,614     60,643     57,971     831,983     556,5871     276,112 </td <td></td> <td>27,521</td> <td>14,400</td> <td>13,121</td> <td>25</td> <td>58,008</td> <td>195,850</td> <td>62,158</td>		27,521	14,400	13,121	25	58,008	195,850	62,158		
RENT BILLED     82,143     52,550     29,593     695,621     564,030     131,591       GROSS REVENUE     1,219,526     436,590     782,936     9,495,862     6,008,400     3,487,462       PROMOTER PROCEEDS     (1,184,001)     (384,040)     (799,961)     (8,966,507)     (5,402,620)     (3,563,887)       NET SERVICE INCOME     (10,55)     (35,525)     (2,55)     (1,70,25)     (33,013)     (40,2216)     (71,803)       DIRECT EVENT INCOME     (976)     20,405     (21,381)     198,941     203,564     (4,623)       SUITE TICKET REVENUE     78,882     33,300     24,582     520,270     314,590     206,680       SUITE TICKET REVENUE     89,922     29,863     60,059     409,637     282,728     126,909       PROMOTER SHARE OF REVENUES     (29,976)     (2,720)     (27,256)     (114,560)     (53,897)     (20,626)     (71,135)       SUITE TICKHARGE/REBATE/PRESHC     118,614     60,643     57,971     813,983     555,871     276,112       ANCILLARY INCOME     214,643     60,133     1,153,			,		8,80					
GROSS REVENUE     1.219.526     436.590     782,936     9.495,862     6.008,400     3.487,462       PROMOTER PROCEEDS     (1,184,001)     (384,040)     (799,961)     (8,966,507)     (5,402,620)     (3,563,887)       NET RENTAL INCOME NET SERVICE INCOME / (LOSS)     (36,501)     (23,2145)     (4,366)     (30,413)     (402,216)     71,803       DIRECT EVENT INCOME     (1055)     (23,381)     198,941     203,664     (4,623)       FACILTY FEE REVENUE     57,882     33,300     24,582     520,270     314,590     205,680       SUITE TICKET REVENUE     785     200     585     16,637     12,450     4,187       CONVICKET PROC REVENUE     89,922     29,863     60,059     409,637     282,728     126,909       PROMOTER SHARE OF REVENUES     (29,976)     (27,20)     (27,256)     (114,560)     (53,897)     (50,683)       TOTAL SURCHARGE/REBATE/PRESHO     118,614     60,643     57,971     831,983     55,671     276,112       NOVELTY     15,773     3,000     12,773     97,875     42,217     <					69	-				
NET RENTAL INCOME     35.525     52,550     (17.025)     529,355     605,780     (76.425)       NET SERVICE INCOME     (976)     20,405     (21.381)     198,941     203,564     (4.623)       JURECT EVENT INCOME     (976)     20,405     (21.381)     198,941     203,564     (4.623)       SUITE TICKET REVENUE     785     200     585     16,637     12,450     4,187       CONV/TICKET PROC REVENUE     89,922     29,863     60,059     409,637     228,728     126,909       PROMOTER SHARE OF REVENUES     (29,976)     (2,720)     (27.256)     (114,500)     (53,897)     (00.663)       TOTAL SURCHARGE/REBATE/PRESHC     118,614     60,643     57,971     831,983     555,871     276,112       ANCILLARY INCOME     229,444     72,338     157,106     1,580,433     1,153,756     426,677       TEAM/PROMOTER SHARE     (74,628)     (16,000)     (2,773,37,11)     (360,236)     (77,135)       SUITES/CATERING     44,055     800     43,255     304,662     14,400     290,265			•							
NET SERVICE INCOME /(LOSS)     (36,501)     (32,145)     (4,356)     (330,413)     (402,216)     71,803       DIRECT EVENT INCOME     (976)     20,405     (21,381)     198,941     203,564     (4,623)       FACILTY FEE REVENUE     57,882     33,300     24,582     520,270     314,590     205,680       SUITE TICKET REVENUE     89,922     29,863     60,059     409,637     282,728     126,009       PROMOTER SHARE OF REVENUES     (29,976)     (2,720)     (27,256)     (114,560)     (53,897)     (66,63)       TOTAL SURCHARGE/REBATE/PRESHC     118,614     60,643     57,971     831,983     55,871     276,112       ANCILLARY INCOME     CONCESSIONS     229,444     72,338     157,106     1,580,433     1,153,756     426,677       TEAMPROMOTER SHARE     (74,628)     (16,000)     (58,628)     (437,371)     (360,236)     (77,155)       SUITES/CATERING     44,055     800     43,255     304,662     14,400     290,262       NOVELTY     15,773     3,000     12,773     97,875	PROMOTER PROCEEDS	(1,184,001)	(384,040)	(799,961)	(8,96	6,507)	(5,402,620)	(3,563,887)		
DIRECT EVENT INCOME     (976)     20.405     (21,381)     198,941     203,564     (4,623)       FACILTY FEE REVENUE     57,882     33,300     24,582     520,270     314,590     205,680       SUITE TICKET REVENUE     785     200     585     16,637     12,450     4,187       CONVITICKET PROC REVENUE     89,922     29,863     60,059     409,637     282,728     126,909       PROMOTER SHARE OF REVENUES     (29,976)     (2,720)     (27,256)     (114,560)     (53,897)     (60,663)       TOTAL SURCHARGE/REBATE/PRESHC     118,614     60,643     57,971     631,983     555,871     276,112       ANCILLARY INCOME     229,444     72,338     157,106     1,580,433     1,153,756     426,677       TEAM/PROMOTER SHARE     (74,628)     (16,000)     (58,628)     (437,371)     (360,236)     (77,135)       SUITES/CATERING     44,055     800     43,255     304,662     14,400     290,262       EVENT OPERATING INCOME     332,282     141,186     191,096     2,576,523     1,609,572		35,525	52,550	(17,025)	52	29,355	605,780	(76,425)		
FACILTY FEE REVENUE     57,882     33,300     24,582     520,270     314,590     205,680       SUITE TICKET REVENUE     785     200     585     16,637     12,450     4,187       CONVTICKET PROC REVENUE     89,922     29,863     60,059     409,637     282,728     126,909       PROMOTER SHARE OF REVENUES     (29,976)     (27,20)     (27,256)     (114,560)     (53,897)     (60,663)       TOTAL SURCHARGE/REBATE/PRESHC     118,614     60,643     57,971     831,983     555,871     276,112       ANCILLARY INCOME     229,444     72,338     157,106     1,580,433     1,153,756     426,677       TEAM/PROMOTER SHARE     (74,628)     (16,000)     (56,628)     304,662     14,400     290,262       NOVELTY     15,773     3,000     12,773     97,875     42,217     55,686       TOTAL ANCILLARY INCOME     332,282     141,186     191,096     2,576,523     1,609,572     966,951       INDIRECT EXPENSES:     EXECUTIVE     13,147     14,443     1,296     142,748     151,226										
SUITE TICKET REVENUE     785     200     585     16,637     12,450     4,187       CONVTICKET PROC REVENUE     89,922     29,863     60,059     409,637     282,728     126,909       PROMOTER SHARE OF REVENUES     (2,29,076)     (2,720)     (27,256)     (114,560)     (53,897)     (60,663)       TOTAL SURCHARGE/REBATE/PRESHO     118,614     60,643     57,971     831,983     555,871     276,112       ANCILLARY INCOME     CONCESSIONS     229,444     72,338     157,106     1,580,433     1,153,756     426,677       TEAM/PROMOTER SHARE     (74,628)     (16,000)     (58,628)     (347,371)     (360,236)     (77,135)       SUITES/CATERING     44,055     800     12,773     97,875     42,217     55,656       EVENT OPERATING INCOME     214,643     60,138     154,505     1,545,598     850,137     695,461       EXECUTIVE     13,147     14,443     1,296     142,748     151,226     8,478       MARKETING     9,617     8,458     (1,159)     89,700     86,970     (2	DIRECT EVENT INCOME	(976)	20,405	(21,381)	19	98,941	203,564	(4,623)		
CONVTICKET PROC REVENUE     89,922     29,863     60,059     409,637     282,728     126,009       PROMOTER SHARE OF REVENUES     (29,976)     (27,256)     (114,560)     (53,897)     (60,663)       TOTAL SURCHARGE/REBATE/PRESHC     118,614     60,643     57,106     (14,560)     (53,897)     (60,663)       ANCILLARY INCOME     229,444     72,338     157,106     1,580,433     1,153,756     426,677       CONCESSIONS     229,444     72,338     157,106     1,580,433     1,153,756     426,677       TEAM/PROMOTER SHARE     (74,628)     (16,000)     (58,628)     (437,371)     (360,236)     (77,135)       SUITES/CATERING     44,055     800     43,255     304,662     14,400     290,262       NOVELTY     15,773     30,787     42,217     55,58     1,545,598     850,137     695,461       EVENT OPERATING INCOME     332,282     141,186     191,096     2,576,523     1,609,572     966,951       INDIRECT EXPENSES:     EXECUTIVE     13,147     14,443     1,296     142,748     1		,					•	•		
PROMOTER SHARE OF REVENUES     (29,976)     (2.720)     (27,256)     (114,560)     (53,897)     (60,663)       TOTAL SURCHARGE/REBATE/PRESHC     118,614     60,643     57,971     831,983     555,871     276,112       ANCILLARY INCOME     CONCESSIONS     229,444     72,338     157,106     1,580,433     1,153,756     426,677       TEAM/PROMOTER SHARE     (74,628)     (16,000)     (58,628)     (437,371)     (360,236)     (77,135)       SUITES/CATERING     44,055     800     43,255     304,662     14,400     290,262       NOVELTY     15,773     3,000     12,773     97,875     42,217     55,658       TOTAL ANCILLARY INCOME     232,282     141,186     191,096     2,576,523     1,609,572     966,951       INDIRECT EXPENSES:     EXECUTIVE     13,147     14,443     1,296     142,748     151,226     8,478       MARKETING     9,617     8,458     (1,159)     89,700     86,970     (2,730)       FINANCE     18,281     21,961     3,680     155,128     230,930 </td <td></td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td>										
TOTAL SURCHARGE/REBATE/PRESHO     118,614     60,643     57,971     831,983     555,871     276,112       ANCILLARY INCOME CONCESSIONS     229,444     72,338     157,106     1,580,433     1,153,756     426,677       TEAM/PROMOTER SHARE     (74,628)     (16,000)     (58,628)     (437,371)     (360,236)     (77,135)       SUITES/CATERING     44,055     800     43,255     304,662     14,400     290,262       NOVELTY     15,773     3,000     12,773     97,875     42,217     55,658       EVENT OPERATING INCOME     332,282     141,186     191,096     2,576,523     1,609,572     966,951       INDIRECT EXPENSES:     EXECUTIVE     13,147     14,443     1,296     142,748     151,226     8,478       MARKETING     9,617     8,458     (11,159)     89,700     86,970     (2,730)       BOX OFFICE     5,646     14,752     9,106     154,537     163,041     8,504       OPERATIONS     50,918     41,735     (9,183)     508,704     426,595     (82,109)										
ANCILLARY INCOME CONCESSIONS     229,444     72,338     157,106     1,580,433     1,153,756     426,677       TEAM/PROMOTER SHARE     (74,628)     (16,000)     (58,628)     (437,371)     (360,236)     (77,135)       SUITES/CATERING     44,055     800     43,255     304,662     14,400     290,262       NOVELTY     15,773     3,000     12,773     97,875     42,217     55,658       TOTAL ANCILLARY INCOME     214,643     60,138     154,505     1,545,598     850,137     695,461       EVENT OPERATING INCOME     332,282     141,186     191,096     2,576,523     1,609,572     966,951       INDIRECT EXPENSES:     EXECUTIVE     13,147     14,443     1,296     142,748     151,226     8,478       MARKETING     9,617     8,458     (1,159)     89,700     86,970     (2,730)       FINANCE     18,281     21,961     3,680     155,128     230,930     75,802       BOX OFFICE     5,646     14,752     9,106     154,537     163,041     8,504										
CONCESSIONS     229,444     72,338     157,106     1,580,433     1,153,756     426,677       TEAM/PROMOTER SHARE     (74,628)     (16,000)     (58,628)     (437,371)     (360,236)     (77,135)       SUITES/CATERING     44,055     800     43,255     304,662     14,400     290,262       NOVELTY     15,773     3,000     12,773     97,875     42,217     55,658       EVENT OPERATING INCOME     332,282     141,186     191,096     2,576,523     1,609,572     966,951       INDIRECT EXPENSES:     EXECUTIVE     13,147     14,443     1,296     142,748     151,226     8,478       MARKETING     9,617     8,458     (1,159)     89,700     86,970     (2,730)       FINANCE     18,281     21,961     3,680     155,128     230,930     75,802       BOX OFFICE     5,646     14,752     9,106     154,537     163,041     8,504       OPERATIONS     50,918     41,735     (9,183)     508,704     426,595     (82,109)       GOUP SALES	TOTAL SURCHARGE/REBATE/PRESHU	118,014	60,643	57,971	83	51,983	555,871	270,112		
TEAM/PROMOTER SHARE     (74,628)     (16,000)     (58,628)     (437,371)     (360,236)     (77,135)       SUITES/CATERING     44,055     800     43,255     304,662     14,400     290,262       NOVELTY     15,773     3,000     12,773     97,875     42,217     55,658       TOTAL ANCILLARY INCOME     332,282     141,186     191,096     2,576,523     1,609,572     966,951       INDIRECT EXPENSES:     EXECUTIVE     13,147     14,443     1,296     142,748     151,226     8,478       MARKETING     9,617     8,458     (1,159)     89,700     86,970     (2,730)       FINANCE     18,281     21,961     3,680     155,128     230,930     75,802       BOX OFFICE     5,646     14,752     9,106     154,537     163,041     8,504       OPERATIONS     50,918     41,735     (9,183)     508,704     426,595     (82,109)       EVENT SERVICES     (20,897)     26,126     47,023     151,832     210,373     58,541       ADVERTISING/SPONSORSHIP<	ANCILLARY INCOME									
SUITES/CATERING NOVELTY     44,055     800     43,255     304,662     14,400     290,262       TOTAL ANCILLARY INCOME     15,773     3,000     12,773     97,875     42,217     55,668       EVENT OPERATING INCOME     332,282     141,186     191,096     2,576,523     1,609,572     966,951       INDIRECT EXPENSES:     EXECUTIVE     13,147     14,443     1,296     142,748     151,226     8,478       MARKETING     9,617     8,458     (1,159)     89,700     86,970     (2,730)       FINANCE     18,281     21,961     3,680     155,128     230,930     75,802       BOX OFFICE     5,646     14,752     9,106     154,537     163,041     8,504       OPERATIONS     50,918     41,735     (9,183)     508,704     426,595     (82,109)       EVENT SERVICES     (20,897)     26,126     47,023     151,832     210,373     58,541       ADVERTISING/SPONSORSHIP     4,599     791     (3,808)     19,587     8,167     (11,420)       FOOD AND BEVE	CONCESSIONS	229,444	72,338	157,106	1,58	30,433	1,153,756	426,677		
NOVELTY TOTAL ANCILLARY INCOME     15,773 214,643     3,000 60,138     12,773 154,505     97,875     42,217     55,658 56,58       EVENT OPERATING INCOME     332,282     141,186     191,096     2,576,523     1,609,572     966,951       INDIRECT EXPENSES: EXECUTIVE     13,147     14,443     1,296     142,748     151,226     8,478       MARKETING     9,617     8,458     (1,159)     89,700     86,970     (2,730)       FINANCE     18,281     21,961     3,680     155,128     230,930     75,802       BOX OFFICE     5,646     14,752     9,106     154,537     163,041     8,504       OPERATIONS     50,918     41,735     (9,183)     508,704     426,595     (82,109)       EVENT SERVICES     (20,897)     26,126     47,023     151,832     210,373     58,541       GROUP SALES     4,016     5,451     1,435     20,689     56,053     35,364       ADVERTISING/SPONSORSHIP     4,599     791     (3,808)     19,587     8,167     (11,420)       FOOD AN	TEAM/PROMOTER SHARE	(74,628)	(16,000)	(58,628)	(43	37,371)	(360,236)	(77,135)		
TOTAL ANCILLARY INCOME     214,643     60,138     154,505     1,545,598     850,137     695,461       EVENT OPERATING INCOME     332,282     141,186     191,096     2,576,523     1,609,572     966,951       INDIRECT EXPENSES:     EXECUTIVE     13,147     14,443     1,296     142,748     151,226     8,478       MARKETING     9,617     8,458     (1,159)     89,700     86,970     (2,730)       FINANCE     18,281     21,961     3,680     155,128     230,930     75,802       BOX OFFICE     5,646     14,752     9,106     154,537     163,041     8,504       OPERATIONS     50,918     41,735     (9,183)     508,704     426,595     (82,109)       EVENT SERVICES     (20,897)     26,126     47,023     151,832     210,373     58,561       ADVERTISING/SPONSORSHIP     4,599     791     (3,808)     19,587     8,167     (11,420)       FOOD AND BEVERAGE     60,967     66,188     5,221     674,636     728,729     54,093       TOTAL IND	SUITES/CATERING	44,055	800	43,255	30	04,662	14,400	290,262		
EVENT OPERATING INCOME     332,282     141,186     191,096     2,576,523     1,609,572     966,951       INDIRECT EXPENSES:     EXECUTIVE     13,147     14,443     1,296     142,748     151,226     8,478       MARKETING     9,617     8,458     (1,159)     89,700     86,970     (2,730)       FINANCE     18,281     21,961     3,680     155,128     230,930     75,802       BOX OFFICE     5,646     14,752     9,106     154,537     163,041     8,504       OPERATIONS     50,918     41,735     (9,183)     508,704     426,595     (82,109)       EVENT SERVICES     (20,897)     26,126     47,023     151,832     210,373     58,541       GROUP SALES     4,016     5,451     1,435     20,689     56,053     35,364       ADVERTISING/SPONSORSHIP     4,599     791     (3,808)     19,587     8,167     (11,420)       OVERHEAD     60,967     66,188     5,221     674,636     728,729     54,093       TOTAL INDIRECT EXPENSES <t< td=""><td>-</td><td></td><td></td><td></td><td></td><td></td><td></td><td>55,658</td></t<>	-							55,658		
INDIRECT EXPENSES:     13,147     14,443     1,296     142,748     151,226     8,478       MARKETING     9,617     8,458     (1,159)     89,700     86,970     (2,730)       FINANCE     18,281     21,961     3,680     155,128     230,930     75,802       BOX OFFICE     5,646     14,752     9,106     154,537     163,041     8,504       OPERATIONS     50,918     41,735     (9,183)     508,704     426,595     (82,109)       EVENT SERVICES     (20,897)     26,126     47,023     151,832     210,373     58,541       GROUP SALES     4,016     5,451     1,435     20,689     56,053     35,364       ADVERTISING/SPONSORSHIP     4,599     791     (3,808)     19,587     8,167     (11,420)       FOOD AND BEVERAGE     4,311     28,978     24,667     210,816     254,776     43,960       OVERHEAD     60,967     66,188     5,221     674,636     728,729     54,093       TOTAL INDIRECT EXPENSES     150,605     228,883	TOTAL ANCILLARY INCOME	214,643	60,138	154,505	1,54	15,598	850,137	695,461		
EXECUTIVE13,14714,4431,296142,748151,2268,478MARKETING9,6178,458(1,159)89,70086,970(2,730)FINANCE18,28121,9613,680155,128230,93075,802BOX OFFICE5,64614,7529,106154,537163,0418,504OPERATIONS50,91841,735(9,183)508,704426,595(82,109)EVENT SERVICES(20,897)26,12647,023151,832210,37358,541GROUP SALES4,0165,4511,43520,68956,05335,364ADVERTISING/SPONSORSHIP4,599791(3,808)19,5878,167(11,420)FOOD AND BEVERAGE4,31128,97824,667210,816254,77643,960OVERHEAD60,96766,1885,221674,636728,72954,093TOTAL INDIRECT EXPENSES150,605228,88378,2782,128,3772,316,860188,483Advertising Sponsorship Income55,86640,13715,729448,133401,36846,765Premium Seat Income2,7001,0001,70022,06220,0002,062Other revenue2,7001,0001,70022,06220,0002,062Other revenue8,7382,7505,98877,06729,00048,067TOTAL OTHER INCOME79,33655,07224,264683,282562,206121,076	EVENT OPERATING INCOME	332,282	141,186	191,096	2,57	76,523	1,609,572	966,951		
EXECUTIVE13,14714,4431,296142,748151,2268,478MARKETING9,6178,458(1,159)89,70086,970(2,730)FINANCE18,28121,9613,680155,128230,93075,802BOX OFFICE5,64614,7529,106154,537163,0418,504OPERATIONS50,91841,735(9,183)508,704426,595(82,109)EVENT SERVICES(20,897)26,12647,023151,832210,37358,541GROUP SALES4,0165,4511,43520,68956,05335,364ADVERTISING/SPONSORSHIP4,599791(3,808)19,5878,167(11,420)FOOD AND BEVERAGE4,31128,97824,667210,816254,77643,960OVERHEAD60,96766,1885,221674,636728,72954,093TOTAL INDIRECT EXPENSES150,605228,88378,2782,128,3772,316,860188,483Advertising Sponsorship Income55,86640,13715,729448,133401,36846,765Premium Seat Income2,7001,0001,70022,06220,0002,062Other revenue2,7001,0001,70022,06220,0002,062Other revenue8,7382,7505,98877,06729,00048,067TOTAL OTHER INCOME79,33655,07224,264683,282562,206121,076	INDIRECT EXPENSES:									
MARKETING     9,617     8,458     (1,159)     89,700     86,970     (2,730)       FINANCE     18,281     21,961     3,680     155,128     230,930     75,802       BOX OFFICE     5,646     14,752     9,106     154,537     163,041     8,504       OPERATIONS     50,918     41,735     (9,183)     508,704     426,595     (82,109)       EVENT SERVICES     (20,897)     26,126     47,023     151,832     210,373     58,541       GROUP SALES     4,016     5,451     1,435     20,689     56,053     35,364       ADVERTISING/SPONSORSHIP     4,599     791     (3,808)     19,587     8,167     (11,420)       FOOD AND BEVERAGE     4,311     28,978     24,667     210,816     254,776     43,960       OVERHEAD     60,967     66,188     5,221     674,636     728,729     54,093       TOTAL INDIRECT EXPENSES     150,605     228,883     78,278     2,128,377     2,316,860     188,483       Advertising Sponsorship Income     55,866	-	13,147	14,443	1,296	14	12.748	151,226	8.478		
FINANCE     18,281     21,961     3,680     155,128     230,930     75,802       BOX OFFICE     5,646     14,752     9,106     154,537     163,041     8,504       OPERATIONS     50,918     41,735     (9,183)     508,704     426,595     (82,109)       EVENT SERVICES     (20,897)     26,126     47,023     151,832     210,373     58,541       GROUP SALES     4,016     5,451     1,435     20,689     56,053     35,364       ADVERTISING/SPONSORSHIP     4,599     791     (3,808)     19,587     8,167     (11,420)       FOOD AND BEVERAGE     4,311     28,978     24,667     210,816     254,776     43,960       OVERHEAD     60,967     66,188     5,221     674,636     728,729     54,093       TOTAL INDIRECT EXPENSES     150,605     228,883     78,278     2,128,377     2,316,860     188,483       Advertising Sponsorship Income     55,866     40,137     15,729     448,133     401,368     46,765       Premium Seat Income     2,700<										
BOX OFFICE     5,646     14,752     9,106     154,537     163,041     8,504       OPERATIONS     50,918     41,735     (9,183)     508,704     426,595     (82,109)       EVENT SERVICES     (20,897)     26,126     47,023     151,832     210,373     58,541       GROUP SALES     4,016     5,451     1,435     20,689     56,053     35,364       ADVERTISING/SPONSORSHIP     4,599     791     (3,808)     19,587     8,167     (11,420)       FOOD AND BEVERAGE     4,311     28,978     24,667     210,816     254,776     43,960       OVERHEAD     60,967     66,188     5,221     674,636     728,729     54,093       TOTAL INDIRECT EXPENSES     150,605     228,883     78,278     2,128,377     2,316,860     188,483       Advertising Sponsorship Income     55,866     40,137     15,729     448,133     401,368     46,765       Premium Seat Income     12,032     11,185     847     136,020     111,838     24,182       Rink Program Revenue										
EVENT SERVICES     (20,897)     26,126     47,023     151,832     210,373     58,541       GROUP SALES     4,016     5,451     1,435     20,689     56,053     35,364       ADVERTISING/SPONSORSHIP     4,599     791     (3,808)     19,587     8,167     (11,420)       FOOD AND BEVERAGE     4,311     28,978     24,667     210,816     254,776     43,960       OVERHEAD     60,967     66,188     5,221     674,636     728,729     54,093       TOTAL INDIRECT EXPENSES     150,605     228,883     78,278     2,128,377     2,316,860     188,483       Advertising Sponsorship Income     55,866     40,137     15,729     448,133     401,368     46,765       Premium Seat Income     12,032     11,185     847     136,020     111,838     24,182       Rink Program Revenue     2,700     1,000     1,700     22,062     20,000     2,062       Other revenue     8,738     2,750     5,988     77,067     29,000     48,067       TOTAL OTHER INCOME	BOX OFFICE									
GROUP SALES     4,016     5,451     1,435     20,689     56,053     35,364       ADVERTISING/SPONSORSHIP     4,599     791     (3,808)     19,587     8,167     (11,420)       FOOD AND BEVERAGE     4,311     28,978     24,667     210,816     254,776     43,960       OVERHEAD     60,967     66,188     5,221     674,636     728,729     54,093       TOTAL INDIRECT EXPENSES     150,605     228,883     78,278     2,128,377     2,316,860     188,483       Advertising Sponsorship Income     55,866     40,137     15,729     448,133     401,368     46,765       Premium Seat Income     12,032     11,185     847     136,020     111,838     24,182       Rink Program Revenue     2,700     1,000     1,700     22,062     20,000     2,062       Other revenue     8,738     2,750     5,988     77,067     29,000     48,067       TOTAL OTHER INCOME     79,336     55,072     24,264     683,282     562,206     121,076	OPERATIONS	50,918	41,735	(9,183)	50	08,704	426,595	(82,109)		
ADVERTISING/SPONSORSHIP     4,599     791     (3,808)     19,587     8,167     (11,420)       FOOD AND BEVERAGE     4,311     28,978     24,667     210,816     254,776     43,960       OVERHEAD     60,967     66,188     5,221     674,636     728,729     54,093       TOTAL INDIRECT EXPENSES     150,605     228,883     78,278     2,128,377     2,316,860     188,483       Advertising Sponsorship Income     55,866     40,137     15,729     448,133     401,368     46,765       Premium Seat Income     12,032     11,185     847     136,020     111,838     24,182       Rink Program Revenue     2,700     1,000     1,700     22,062     20,000     2,062       Other revenue     8,738     2,750     5,988     77,067     29,000     48,067       TOTAL OTHER INCOME     79,336     55,072     24,264     683,282     562,206     121,076	EVENT SERVICES	(20,897)	26,126	47,023	15	51,832	210,373	58,541		
FOOD AND BEVERAGE     4,311     28,978     24,667     210,816     254,776     43,960       OVERHEAD     60,967     66,188     5,221     674,636     728,729     54,093       TOTAL INDIRECT EXPENSES     150,605     228,883     78,278     2,128,377     2,316,860     188,483       Advertising Sponsorship Income     55,866     40,137     15,729     448,133     401,368     46,765       Premium Seat Income     12,032     11,185     847     136,020     111,838     24,182       Rink Program Revenue     2,700     1,000     1,700     22,062     20,000     2,062       Other revenue     8,738     2,750     5,988     77,067     29,000     48,067       TOTAL OTHER INCOME     79,336     55,072     24,264     683,282     562,206     121,076										
OVERHEAD TOTAL INDIRECT EXPENSES     60,967     66,188     5,221     674,636     728,729     54,093       Advertising Sponsorship Income Premium Seat Income     55,866     40,137     15,729     448,133     401,368     46,765       Rink Program Revenue     2,700     1,000     1,700     22,062     20,000     2,062       Other revenue     8,738     2,750     5,988     77,067     29,000     48,067       TOTAL OTHER INCOME     79,336     55,072     24,264     683,282     562,206     121,076										
TOTAL INDIRECT EXPENSES150,605228,88378,2782,128,3772,316,860188,483Advertising Sponsorship Income55,86640,13715,729448,133401,36846,765Premium Seat Income12,03211,185847136,020111,83824,182Rink Program Revenue2,7001,0001,70022,06220,0002,062Other revenue8,7382,7505,98877,06729,00048,067TOTAL OTHER INCOME79,33655,07224,264683,282562,206121,076										
Advertising Sponsorship Income55,86640,13715,729448,133401,36846,765Premium Seat Income12,03211,185847136,020111,83824,182Rink Program Revenue2,7001,0001,70022,06220,0002,062Other revenue8,7382,7505,98877,06729,00048,067TOTAL OTHER INCOME79,33655,07224,264683,282562,206121,076	-									
Premium Seat Income     12,032     11,185     847     136,020     111,838     24,182       Rink Program Revenue     2,700     1,000     1,700     22,062     20,000     2,062       Other revenue     8,738     2,750     5,988     77,067     29,000     48,067       TOTAL OTHER INCOME     79,336     55,072     24,264     683,282     562,206     121,076	TOTAL INDIRECT EXPENSES	150,605	228,883	78,278	2,12	28,377	2,316,860	188,483		
Rink Program Revenue     2,700     1,000     1,700     22,062     20,000     2,062       Other revenue     8,738     2,750     5,988     77,067     29,000     48,067       TOTAL OTHER INCOME     79,336     55,072     24,264     683,282     562,206     121,076				15,729				,		
Other revenue     8,738     2,750     5,988     77,067     29,000     48,067       TOTAL OTHER INCOME     79,336     55,072     24,264     683,282     562,206     121,076										
TOTAL OTHER INCOME     79,336     55,072     24,264     683,282     562,206     121,076										
NET OPERATING INCOME (LOSS) 261,013 (32,625) 293,638 1,131,428 (145,082) 1,276,510	TOTAL OTHER INCOME	79,336	55,072	24,264	68	33,282	562,206	121,076		
	NET OPERATING INCOME (LOSS)	261,013	(32,625)	293,638	1,13	31,428	(145,082)	1,276,510		

### Cross Insurance Arena CONSOLIDATED INDIRECT DEPARTMENT EXPENSES For the Ten Months Ending April 2024

	For the Ten Months Ending April 2024									% of
	P	eriod To Date			Year To Date				Annual	Annual Budget
	Actual	Curr Budget	Budget Var	Actual	Curr Budget	Budget Var	Actual	Annual Budget		Achieved
Personnel Expenses			-							
Salaries	68,176	75,660	7,484	733,392	813,345	79,953	733,392	983,560	250,168	75%
Part-Time Labor	87,347	78,000	(9,347)	1,163,484	844,463	(319,021)	1,163,484	949,613	(213,871)	123%
Outside Payroll Service	34,454	15,500	(18,954)	243,127	101,500	(141,627)	243,127	110,000	(133,127)	221%
Employee Benefits	17,086	20,210	3,124	158,880	195,465	36,585	158,880	235,883	77,003	67%
Incentive Compensation	0	0	0	0	0	0	0	73,364	73,364	0%
401K	1,945	4,490	2,545	21,095	44,867	23,772	21,095	53,847	32,752	39% 99%
Payroll Taxes Allocated to Events	12,445 (186,221)	13,133 (79,000)	688 107,221	167,271 (1,466,132)	141,388 (878,500)	<mark>(25,883)</mark> 587,632	167,271 (1,466,132)	168,649 (1,014,130)	1,378 452,002	99% 145%
Total Personnel Expenses	35,233	127,993	92,760	1,021,118	1,262,528	241,410	1,021,118	1,560,786	539,668	. 145%
Total Personnel Expenses	55,255	127,995	92,700	1,021,110	1,202,520	241,410	1,021,110	1,500,780	559,000	
Expenses										
Advertising	1,052	1,166	114	3,156	11,668	8,512	3,156	14,000	10,844	23%
Other Travel Expense	0	750	750	3,346	6,850	3,504	3,346	9,800	6,454	34%
Automobile Expenses	103	63	(40)	317	624	307	317	750	433	42%
Armored Car Expense	372	166	(206)	2,455	1,668	(787)	2,455	2,000	(455)	123%
Cash (Over)/Short	(592)	0	592	1,015	0	(1,015)	1,015	0	(1,015)	Not Budgeted
Ice Expense	2,552	3,000	448	43,433	22,000	(21,433)	43,433	24,000	(19,433)	181%
Parking Expense	2,728	2,367	(361)	25,687	23,666	(2,021)	25,687	28,400	2,714	90%
Buidling / General Supplies	2,438	1,550	(888)	25,221	17,000	(8,221)	25,221	20,500	(4,721)	123%
Prof Fees - Deferred Comp. Plan	0	0	0	0	0	0	0	500	500	0%
Computer Maintenance	7,896	5,671	(2,225)	41,820	56,712	14,892	41,820	68,050	26,230	61%
Credit card fees expense	15,309	5,000	(10,309)	78,415	38,000	(40,415)	78,415	45,500	(32,915)	172%
Dues & Subscriptions	518	850	332	6,817	8,652	1,835	6,817	10,350	3,533	66%
R&M/Equip. Fund Expense	12,238	4,645	(7,593)	52,963	49,959	(3,004)	52,963	59,750	6,787	89%
General expense	2,122	2,700	578	14,610	18,000	3,390	14,610	24,500	9,890	60%
Guest Relations	0	0	0	75	900	825	75	1,150	1,075	7%
Insurance & Bonding	5,894	8,370	2,476	96,946	83,691	(13,255)	96,946	100,431	3,485	97%
Licenses and Permits	340	503	163	5,448	5,017	(431)	5,448	6,025	577	90% 81%
Management Fee Expense	9,698 728	10,038 633	340 (95)	97,655 2,022	100,374 8,083	2,719 6,061	97,655 2,022	120,450 15,950	22,795 13,928	13%
Meetings/Conferences Office Supplies	329	600	( <del>9</del> 5) 271	5,260	6,100	840	5,260	7,750	2,490	68%
Equipment Rental	329 875	875	2/1	8,750	8,750	040 0	5,260 8,750	10,500	2,490	83%
Cleaning Supplies	3,770	1,200	(2,570)	31,607	12,500	(19,107)	31,607	15,500	(16,107)	204%
Paper Supplies	1,346	2,000	(2,370) 654	25,755	12,300	(10,505)	25,755	17,000	(8,755)	152%
Printing	180	197	17	1,120	1,976	856	1,120	2,370	1,250	47%
Pest Control Expense	248	233	(15)	2,342	2,334	(8)	2,342	2,800	458	84%
Postage	135	125	(10)	1,488	1,025	(463)	1,488	1,300	(188)	114%
Security System	30	500	470	4,684	5,500	816	4,684	6,500	1,816	72%
Recruiting Expense	0	50	50	401	850	449	401	950	549	42%
Cell Phone/Telephone/Data Lines	102	155	53	1,017	1,550	533	1,017	1,860	843	55%
Smallwares	0	550	550	783	4,500	3,717	783	5,000	4,217	16%
Snow Removal	ů 0	0	0	125	250	125	125	250	125	50%
Equipment Maintenance	1,270	1,600	330	57,153	21,800	(35,353)	57,153	25,000	(32,153)	229%
Internet - Phone	3,654	3,333	(321)	36,044	33,333	(2,711)	36,044	40,000	3,956	90%
Trash Removal	2,312	1,500	(812)	22,992	12,500	(10,492)	22,992	15,000	(7,992)	153%
Uniforms	440	500	60	7,289	6,250	(1,039)	7,289	7,250	(39)	101%
Utiltities	37,286	40,000	2,714	397,861	467,000	69,139	397,861	524,300	126,439	76%
Total Expenses	115,372	100,890	(14,482)	1,107,259	1,054,332	(52,927)	1,107,259	1,235,436	128,177	
Total Departmental Expenses	150,605	228,883	78,278	2,128,377	2,316,860	188,483	2,128,377	2,796,222	667,845	

### Cross Insurance Arena OTHER INCOME For the Ten Months Ending April 2024

									% of
1	F	Period To Date	)		Year To Date	)		Annual	Annual Budget
	Actual	Curr Budget	Budget Var	Actual	Curr Budget	Budget Var	Annual Budge	Budget Var	Achieved
OTHER INCOME									
Advertising Sponsorship Inco	55,866	40,137	15,729	448,133	401,368	46,765	481,643	(33,510)	93%
Premium Seat Income	12,032	11,185	847	136,020	111,838	24,182	134,208	1,812	101%
Rink Program Revenue	2,700	1,000	1,700	22,062	20,000	2,062	20,000	2,062	110%
Other revenue	8,738	2,750	5,988	77,067	29,000	48,067	33,000	44,067	234%
TOTAL OTHER INCOME	79,336	55,072	24,264	683,282	562,206	121,076	668,851	14,431	102%