

One Civic Center Square, Portland, ME 04101

MARCH 2023

Fiscal Year ending June 30, 2023

Submitted By Mark Eddy

SPECTRA VENUE MANAGEMENT

N. Hinds

J. McGarr

G. O'Dell

K. Vaske

Mark Eddy, Director of Finance

Michael LoConte
Mike LoConte, General Manager



INDEX

	PAGE
FINANCIAL STATEMENT COMMENTS	
MONTHLY	1
YEAR TO DATE	2
ROLLING FORECAST	3
BALANCE SHEET	4
INCOME STATEMENT	5
CONSOLIDATED INDIRECT EXPENSES	6
OTHER INCOME/EXPENSE	7

Cross Insurance Arena FINANCIAL STATEMENT COMMENTS Month Ending March 31, 2023

			FAV(UNFAV)
[ACTUAL	BUDGET	VARIANCE
NO OF EVENTS	14	11	3
PAID ATTENDANCE	37,654	33,025	4,629
DIRECT EVENT INCOME	6,902	1,130	5,772
FACILITY FEE	39,142	19,710	19,432
SUITE REVENUE	1,884	1,720	164
NET TICKETING REVENUE	24,534	14,834	9,700
ANCILLARY INCOME	163,665	117,408	46,257
TOTAL EVENT INCOME	236,126	154,802	81,324
OTHER INCOME	64,116	52,059	12,057
INDIRECT EXPENSES	251,647	226,539	(25,108)
NET INCOME (LOSS)	48,596	(19,678)	68,274

EVENT INCOME:	OVER	BUDGET BY	81,324	DUE TO THE FOLLOWING:
		MTD	FAV(UNFAV)	
	Actual	Budget	VARIANCE	COMMENTS:
Regular Season Hockey Minor Concert	124,924	65,853	59,071 19.056	Higher attendances and concession revenues for the seven Mariner games in Marc
Trade Show	55,302 13,839	36,246 0	13.839	Higher ticketing related revenues for Mercy ME concert than originally projected. Unbudgeted Maine Restaurant Association Trade Show
High School Sports	42.061	52.703	(10.642)	
High School Sports	236.126	154.802	81.324	Lower attendances and concession revenues from right School games than budgete
	230,120	134,002	01,324	
OTHER INCOME:	OVER	BUDGET BY	12.057	DUE TO THE FOLLOWING:
OTTIER INCOME.	OVEIN	MTD	FAV(UNFAV)	DOE TO THE FOLLOWING.
	Actual	Budget	VARIANCE	COMMENTS:
	, totual	Daaget	V, II (IAIVOL	COMMENTO.
Advertising Sponsorship Inco	45.913	43.667	2.246	Higher sponsorship revenues than originally projected for March.
Premium Seat Income	12,826	4,892	7,934	Higher suite and club seat sales than originally projected for the month.
Other revenue	3,383	2,500	883	Higher order fee and ATM revenues than originally projected.
_	64,116	52,059	12,057	-
INDIRECT EXPENSES:	OVER	BUDGET BY	(25,108)	DUE TO THE FOLLOWING:
		MTD	FAV(UNFAV)	
	Actual	Budget	VARIANCE	COMMENTS:
EXECUTIVE	14,588	13,822	(766)	
MARKETING	6,705	6,930	225	
FINANCE	16,479	20,987	4,508	One less FTE than originally projected for the month.
BOX OFFICE	16,995	14,506	(2,489)	Higher salaries and credit card fee expenses that budgeted for March.
OPERATIONS	49,822	35,102	(14,720)	Higher repairs and maintenance, and cleaning supply purchases in March .
EVENT SERVICES	17,803	13,406	(4,397)	Lower wage allocation to event amounts than originally budgeted for the month.
GROUP SALES	6,098	5,002	(1,096)	Higher benefit cost allocation than originally budgeted for the month.
ADVERTISING/SPONSOR	0	313	313	
FOOD AND BEVERAGE	35,489	27,198	(8,291)	Higher credit card and repairs and maintenance expenses than projected for March
OVERHEAD	87,668	89,273	1,605	Lower utility costs than budgeted for the month.
	251,647	226,539	(25,108)	-
	•	•	, ,,	

Cross Insurance Arena FINANCIAL STATEMENT COMMENTS For the Nine Months Ending March 2023

			FAV(UNFAV)
	ACTUAL	BUDGET	VARIANCE
NO OF EVENTS	86	75	11
PAID ATTENDANCE	179,886	163,475	16,411
DIRECT EVENT INCOME	(8,223)	188,088	(196,311)
FACILITY FEE	239,106	183,940	55,166
SUITE REVENUE	14,381	13,825	556
NET TICKETING REVENUE	211,585	152,315	59,270
ANCILLARY INCOME	826,760	632,189	194,571
TOTAL EVENT INCOME	1,283,608	1,170,357	113,251
OTHER INCOME	526,025	500,026	25,999
INDIRECT EXPENSES	1,749,134	1,920,899	171,765
NET OPERATING INCOME(LOSS	S)60,499_	(250,516)	311,015

			COMMENTS:	
EVENT INCOME:	OVER	BUDGET BY	113,251	DUE TO THE FOLLOWING:
	YTD	YTD	FAV(UNFAV)	
	Actual	Budget	VARIANCE	COMMENTS:
WFC/LN Concert College Hockey Minor Concerts	35,846 0 30,025	195,506 44,312 72,492	(159,660) (44,312) (42,467)	No College hockey game in 2022-23 season as originally projected. Lower ticket sales and attendance than originally projected for I Love the 90's.
Major Concerts Banquet	93,225 1,918	59,367 1,958	33,858 (40)	Higher attendance and Concession revenues from the Trey Anastasio concert.
Regular Season Hockey Trade Shows Charity/Community Even		282,260 94,449 0	252,929 (2,870) 2,175	Jibe Cycling fundraiser event
Wrestling Comedy Shows Disney shows	51,406 44,985 145.049	42,779 0 145,556	8,627 44,985 (507)	Higher attendance and concession revenues from the WWE event. Unbudgeted Jo Koy shows. Sesame Street and Disney on Ice events.
Lacrosse Globetrotters Family	25,766 50,325 70,062	8,568 44,321 57,533	17,199´ 6,004 12.529	Five Lacrosse events hosted YTD. Higher attendance and concession sales than projected. Cocomelon and Paw Patrol events
Other Sports High School Sports	27,494 78,565 1,283,608	15,852 110,504 1.175,457	11,642 (31,939) 108,151	XIIR Ice racing event.
	,,			
OTHER INCOME:	OVER	BUDGET BY	25,999	DUE TO THE FOLLOWING:
	YTD	YTD	FAV(UNFAV)	
	Actual	Budget	VARIANCE	COMMENTS:
Advertising Sponsorship Premium Seat Income	366,081	393,001	(26,920)	Lower sponsorship revenues due to Covid shutdown make goods.
		.,		
	366,081 99,456	393,001 44,025	(26,920) 55,431	Lower sponsorship revenues due to Covid shutdown make goods. Higher suite and club sales and rental income than originally projected year to date.
Other revenue	366,081 99,456 38,822	393,001 44,025 23,000	(26,920) 55,431 15,822	Lower sponsorship revenues due to Covid shutdown make goods. Higher suite and club sales and rental income than originally projected year to date.
Other revenue	366,081 99,456 38,822 526,025	393,001 44,025 23,000 500,026	(26,920) 55,431 15,822 25,999	Lower sponsorship revenues due to Covid shutdown make goods. Higher suite and club sales and rental income than originally projected year to date. Higher parking and ticketing resale revenues than originally projected.
Other revenue	366,081 99,456 38,822 526,025 UNDER	393,001 44,025 23,000 500,026	(26,920) 55,431 15,822 25,999	Lower sponsorship revenues due to Covid shutdown make goods. Higher suite and club sales and rental income than originally projected year to date. Higher parking and ticketing resale revenues than originally projected. DUE TO THE FOLLOWING: COMMENTS:
Other revenue	366,081 99,456 38,822 526,025 UNDER YTD	393,001 44,025 23,000 500,026 BUDGET BY YTD Budget 131,957	(26,920) 55,431 15,822 25,999 171,765 FAV(UNFAV) VARIANCE 12,932	Lower sponsorship revenues due to Covid shutdown make goods. Higher suite and club sales and rental income than originally projected year to date. Higher parking and ticketing resale revenues than originally projected. DUE TO THE FOLLOWING: COMMENTS: Lower wages and benefit costs than projected year to date.
Other revenue INDIRECT EXPENSES: EXECUTIVE MARKETING	366,081 99,456 38,822 526,025 UNDER YTD Actual 119,025 63,581	393,001 44,025 23,000 500,026 BUDGET BY YTD Budget 131,957 66,980	(26,920) 55,431 15,822 25,999 171,765 FAV(UNFAV) VARIANCE 12,932 3,399	Lower sponsorship revenues due to Covid shutdown make goods. Higher suite and club sales and rental income than originally projected year to date. Higher parking and ticketing resale revenues than originally projected. DUE TO THE FOLLOWING: COMMENTS: Lower wages and benefit costs than projected year to date. Lower advertising expenditures to date.
INDIRECT EXPENSES: EXECUTIVE MARKETING FINANCE	366,081 99,456 38,822 526,025 UNDER YTD Actual 119,025 63,581 132,810	393,001 44,025 23,000 500,026 BUDGET BY YTD Budget 131,957 66,980 200,688	(26,920) 55,431 15,822 25,999 171,765 FAV(UNFAV) VARIANCE 12,932 3,399 67,878	Lower sponsorship revenues due to Covid shutdown make goods. Higher suite and club sales and rental income than originally projected year to date. Higher parking and ticketing resale revenues than originally projected. DUE TO THE FOLLOWING: COMMENTS: Lower wages and benefit costs than projected year to date. Lower advertising expenditures to date. One less FTE than originally projected through March.
Other revenue INDIRECT EXPENSES: EXECUTIVE MARKETING	366,081 99,456 38,822 526,025 UNDER YTD Actual 119,025 63,581	393,001 44,025 23,000 500,026 BUDGET BY YTD Budget 131,957 66,980 200,688 140,637	(26,920) 55,431 15,822 25,999 171,765 FAV(UNFAV) VARIANCE 12,932 3,399 67,878 16,063	Lower sponsorship revenues due to Covid shutdown make goods. Higher suite and club sales and rental income than originally projected year to date. Higher parking and ticketing resale revenues than originally projected. DUE TO THE FOLLOWING: COMMENTS: Lower wages and benefit costs than projected year to date. Lower advertising expenditures to date. One less FTE than originally projected through March. Lower part-time wages and benefit costs than anticipated year to date.
INDIRECT EXPENSES: EXECUTIVE MARKETING FINANCE BOX OFFICE OPERATIONS	366,081 99,456 38,822 526,025 UNDER YTD Actual 119,025 63,581 132,810 124,574 304,598	393,001 44,025 23,000 500,026 BUDGET BY YTD Budget 131,957 66,980 200,688 140,637 330,811	(26,920) 55,431 15,822 25,999 171,765 FAV(UNFAV) VARIANCE 12,932 3,399 67,878 16,063 26,213	Lower sponsorship revenues due to Covid shutdown make goods. Higher suite and club sales and rental income than originally projected year to date. Higher parking and ticketing resale revenues than originally projected. DUE TO THE FOLLOWING: COMMENTS: Lower wages and benefit costs than projected year to date. Lower advertising expenditures to date. One less FTE than originally projected through March. Lower part-time wages and benefit costs than anticipated year to date. Lower benefits, repairs and maintenance costs than originally projected YTD.
Other revenue INDIRECT EXPENSES: EXECUTIVE MARKETING FINANCE BOX OFFICE OPERATIONS EVENT SERVICES	366,081 99,456 38,822 526,025 UNDER YTD Actual 119,025 63,581 132,810 124,574 304,598 147,293	393,001 44,025 23,000 500,026 BUDGET BY YTD Budget 131,957 66,980 200,688 140,637 330,811 135,323	(26,920) 55,431 15,822 25,999 171,765 FAV(UNFAV) VARIANCE 12,932 3,399 67,878 16,063 26,213 (11,970)	Lower sponsorship revenues due to Covid shutdown make goods. Higher suite and club sales and rental income than originally projected year to date. Higher parking and ticketing resale revenues than originally projected. DUE TO THE FOLLOWING: COMMENTS: Lower wages and benefit costs than projected year to date. Lower advertising expenditures to date. One less FTE than originally projected through March. Lower part-time wages and benefit costs than anticipated year to date. Lower benefits, repairs and maintenance costs than originally projected YTD. Higher part-time labor costs than originally projected YTD.
INDIRECT EXPENSES: EXECUTIVE MARKETING FINANCE BOX OFFICE OPERATIONS EVENT SERVICES GROUP SALES	366,081 99,456 38,822 526,025 UNDER YTD Actual 119,025 63,581 132,810 124,574 304,598 147,293 45,885	393,001 44,025 23,000 500,026 BUDGET BY YTD Budget 131,957 66,980 200,688 140,637 330,811 135,323 47,876	(26,920) 55,431 15,822 25,999 171,765 FAV(UNFAV) VARIANCE 12,932 3,399 67,878 16,063 26,213 (11,970) 1,991	Lower sponsorship revenues due to Covid shutdown make goods. Higher suite and club sales and rental income than originally projected year to date. Higher parking and ticketing resale revenues than originally projected. DUE TO THE FOLLOWING: COMMENTS: Lower wages and benefit costs than projected year to date. Lower advertising expenditures to date. One less FTE than originally projected through March. Lower part-time wages and benefit costs than anticipated year to date. Lower benefits, repairs and maintenance costs than originally projected YTD. Higher part-time labor costs than originally projected YTD. Lower commissions than originally projected year to date.
INDIRECT EXPENSES: EXECUTIVE MARKETING FINANCE BOX OFFICE OPERATIONS EVENT SERVICES GROUP SALES ADVERTISING/SPON:	366,081 99,456 38,822 526,025 UNDER YTD Actual 119,025 63,581 132,810 124,574 304,598 147,293 45,885 4,799	393,001 44,025 23,000 500,026 BUDGET BY YTD Budget 131,957 66,980 200,688 140,637 330,811 135,323 47,876 8,311	(26,920) 55,431 15,822 25,999 171,765 FAV(UNFAV) VARIANCE 12,932 3,399 67,878 16,063 26,213 (11,970) 1,991 3,512	Lower sponsorship revenues due to Covid shutdown make goods. Higher suite and club sales and rental income than originally projected year to date. Higher parking and ticketing resale revenues than originally projected. DUE TO THE FOLLOWING: COMMENTS: Lower wages and benefit costs than projected year to date. Lower advertising expenditures to date. One less FTE than originally projected through March. Lower part-time wages and benefit costs than anticipated year to date. Lower benefits, repairs and maintenance costs than originally projected YTD. Higher part-time labor costs than originally projected YTD. Lower commissions than originally projected year to date. Lower fulfillment expenses than budgeted year to date.
EXECUTIVE MARKETING FINANCE BOX OFFICE OPERATIONS EVENT SERVICES GROUP SALES ADVERTISING/SPON: FOOD AND BEVERAC	366,081 99,456 38,822 526,025 UNDER YTD Actual 119,025 63,581 132,810 124,574 304,598 147,293 47,885 4,799 177,883	393,001 44,025 23,000 500,026 BUDGET BY YTD Budget 131,957 66,980 200,688 140,637 330,811 135,323 47,876 8,311 224,576	(26,920) 55,431 15,822 25,999 171,765 FAV(UNFAV) VARIANCE 12,932 3,399 67,878 16,063 26,213 (11,970) 1,991 3,512 46,693	Lower sponsorship revenues due to Covid shutdown make goods. Higher suite and club sales and rental income than originally projected year to date. Higher parking and ticketing resale revenues than originally projected. DUE TO THE FOLLOWING: COMMENTS: Lower wages and benefit costs than projected year to date. Lower advertising expenditures to date. One less FTE than originally projected through March. Lower part-time wages and benefit costs than anticipated year to date. Lower benefits, repairs and maintenance costs than originally projected YTD. Higher part-time labor costs than originally projected YTD. Lower commissions than originally projected YTD. Lower fulfillment expenses than budgeted year to date. Lower fulfillment expenses than budgeted year to date. One less FTE. Lower paper supplies, uniforms, and smallwares expense YTD.
INDIRECT EXPENSES: EXECUTIVE MARKETING FINANCE BOX OFFICE OPERATIONS EVENT SERVICES GROUP SALES ADVERTISING/SPON:	366,081 99,456 38,822 526,025 UNDER YTD Actual 119,025 63,581 132,810 124,574 304,598 147,293 45,885 4,799	393,001 44,025 23,000 500,026 BUDGET BY YTD Budget 131,957 66,980 200,688 140,637 330,811 135,323 47,876 8,311 224,576 633,740	(26,920) 55,431 15,822 25,999 171,765 FAV(UNFAV) VARIANCE 12,932 3,399 67,878 16,063 26,213 (11,970) 1,991 3,512	Lower sponsorship revenues due to Covid shutdown make goods. Higher suite and club sales and rental income than originally projected year to date. Higher parking and ticketing resale revenues than originally projected. DUE TO THE FOLLOWING: COMMENTS: Lower wages and benefit costs than projected year to date. Lower advertising expenditures to date. One less FTE than originally projected through March. Lower part-time wages and benefit costs than anticipated year to date. Lower benefits, repairs and maintenance costs than originally projected YTD. Higher part-time labor costs than originally projected YTD. Lower commissions than originally projected year to date. Lower fulfillment expenses than budgeted year to date.

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

	ACTUAL March 31, 2023	BALANCE PROJECTED FY 2023	TOTAL ACT/PROJ FY 2023	ORIG BUDGET FYE June 30, 2023	Variance		
# OF EVENTS Direct Event Income	86 (8,223)	27 45.170	113 36.947	100 243.044	13 (206,097)		
Facility Fee	239,106	58,241	297,347	222,760	74,587		
Suite Revenue	14,381	325	14,706	15,585	(879)		
Ticketing System Income	211,585	32,710	244,295	191,614	52,681		
Ancillary Income	826,760	109,006	935,766	799,344	136,422		
TOTAL EVENT INCOME	1,283,608	245,452	1,529,060	1,472,347	56,713		
OTHER INCOME	526,025	167,655	693,680	650,706	42,974		
INDIRECT EXPENSES	1,749,134	694,206	2,443,340	2,635,381	192,041		
NET OPERATING INCOME (LOSS)	60,499	(281,099)	(220,600)	(512,328)	291,728		
March adjustments affect to FY Forecast			COMMENTS:				
Difference from prior month:		58,132					
Event Income		54,236		venues than projected from sev I additional Mariner playoff gan			
Other Income		5,760	Realized higher revenues from new sponsorship deals.				
Indirect Expenses		(1,864)	Realized higher eq	uipment repair expenses than o	originally projected.		
Totals		58,132					
Incentive Fee Coloulation							

Incentive Fee Calculation

Base Management Fee Projected	116,372
Financial Incentive Fee	26,727
Food & Beverage Incentives	34,911
Qualitative Incentives	-
Total Management Fee Projected	178,010

Mark Eddy

Director of Finance
Mark Eddy

Michael LoConta General Manager Mike LoConte

Cross Insurance Arena BALANCE SHEET

March 2023

ASSETS

CURRENT ASSETS Cash & cash equivalents Accounts receivable Accounts Receivable from Third Party Prepaid Inventory TOTAL CURRENT ASSETS	1,953,363 228,647 171,392 12,146 72,299		2,437,848
TOTAL ASSETS			2,437,848
LIABILITIES AND EQUITY			
CURRENT LIABILITIES Accounts payable Accrued payroll & related costs Sales and Use Tax payable Other accrued liabilities Deposits and Deferred income	303,621 167,710 28,300 585,707 1,207,245		
TOTAL LIABILITIES			2,292,584
EQUITY Retained Earnings Client Funding Current Retained Earnings TOTAL EQUITY	(1,840,341) 1,924,503	60,600	145,264
TOTAL LIABILITIES AND EQUITY			2,437,848

Cross Insurance Arena CONSOLIDATED INCOME STATEMENT For the Nine Months Ending March 2023

Number of Events 14 11 3 8 86 75 111 Total Paid General 37,654 33,025 4,629 179,886 163,475 16,411 Total Paid General 37,654 33,025 4,629 179,886 163,475 16,411 Total Paid General 37,654 33,025 4,629 179,886 163,475 16,411 Total Paid General 37,654 33,025 4,629 179,886 163,475 16,411 Turnsille Attendance- General 37,765 30,075 3,197 157,879 1515,50 6,329 RENTAL INCOME 668,919 523,745 145,174 4,845,602 3,608,301 1,237,301 SPONSORSHIP REVENUE 0 0 0 0 0 0 3,500 (3,500) RENT BILLED 73,323 47,600 25,723 406,135 420,025 (13,800) GROSS REVENUE 742,241 571,345 170,896 5,251,738 4,031,826 1,219,912 PROMOTER PROCEEDS (875,571) (523,745) (151,826) (4,833,388) (3,576,588) (1,256,780) NET RENTAL INCOME 66,670 47,6000 19,070 418,370 455,238 (36,688) NET SERVICE INCOME (1,0SS) (59,788) (46,470) (13,299) DIRECT EVENT INCOME 6,902 1,130 6,772 (8,223) 188,088 (196,311) FACILTY FEE REVENUE 39,142 19,710 19,432 239,106 183,940 55,166 CONVITICKET REVENUE 41,884 1,720 164 14,381 13,825 5566 CONVITICKET REVENUE 24,534 32,924 (8,390) 286,741 237,669 49,072 EVENT SPONSORSHIP PC 45,559 36,264 29,95 465,071 350,080 114,991 DIRECT EVENTINCOME 65,559 36,264 29,95 465,071 350,080 114,991 TOTAL SURCHARGE/REBATE/PRESHC 65,594 (573,363) 1,769 (331,495) (257,310) (74,185) SUITE TICKET REVENUE 14,586 13,822 (766) 19,836 4,500 15,136 NOVELTY 12,959 1,157 1,142 55,523 23,768 31,757 TOTAL ANCILLARY INCOME 163,665 117,408 46,257 826,760 632,189 194,571 EVENT OPERATING INCOME 163,665 117,408 46,257 826,760 632,189 194,571 EVENT OPERATING INCOME 163,665 117,408 46,257 826,760 632,189 194,571 EVENT OPERATING INCOME 163,665 117,408 46,257 826,760 632,189 194,571 EVENT OPERATING INCOME 163,665 117,408 46,257 826,760 632,189 194,571 EVENT OPERATING INCOME 163,665 117,408 46,257 826,760 632,189 194,571 EVENT OPERATING INCOME 236,126 154,802 81,324 1,283,608 1,170,357 113,251 INDIRECT EXPENSES: EXECUTIVE 14,588 83,793 13,409 124,574 14,063,79 16,063 13,060 14,070 14,070 14,070 14,070 14,070 14,070 14,070 14,070 14,070 14,070 14,070 14,070 14,070 14,070 14	Г	Р	ERIOD TO DATI	E	YEAR TO DATE				
Total Paid General 37,654 33,025 4,629 179,888 163,475 16,411 Turnstile Attendance General 33,772 30,575 3,197 157,879 151,550 6,329 157,879 151,550 6,329 157,879 151,550 6,329 157,879 151,550 6,329 157,879 151,550 6,329 157,879 151,550 6,329 157,879 151,550 6,329 157,879 151,550 152,530 152,330 12,237,301		Actual	Curr Budget 3u	dget Variance	Actual	Curr Budget	Budget Variance		
Total Paid General 37,654 33,025 4,629 179,888 163,475 16,411 Turnstile Attendance General 33,772 30,575 3,197 157,879 151,550 6,329 157,879 151,550 6,329 157,879 151,550 6,329 157,879 151,550 6,329 157,879 151,550 6,329 157,879 151,550 6,329 157,879 151,550 6,329 157,879 151,550 152,530 152,330 12,237,301	Number of Events	1.1	11	3		26 75	11		
Turnstile Attendance- General 33,772 30,575 3,197 157,879 151,550 6,329 RENTAL INCOME GROSS TICKET REVENUE 68,819 623,745 145,174 4,845,602 3,608,301 1,237,301 SPONSORSHP REVENUE 0 0 0 0 3,500 (3,500) RENT BILLED 73,323 47,600 25,723 406,135 420,025 (13,890) GROSS REVENUE 742,241 571,345 170,896 5,251,738 4,031,826 1,219,912 PROMOTER PROCEEDS (675,571) (523,745) (151,826) (4,833,368) 4,031,826 1,219,912 PROMOTER PROCEEDS (675,571) (523,745) (151,826) (4,833,368) (4,647,688) NET RENTAL INCOME 66,670 47,600 19,070 418,370 455,238 (36,868) NET SERVICE INCOME / (LOSS) (59,768) (46,470) (13,298) (426,593) (267,150) (159,443) JIRECT EVENT INCOME 6,802 1,130 5,772 (8,223) 188,098 (196,311) FACILTY FEE REVENUE 39,142 19,710 19,432 239,106 183,940 55,166 SUITE TICKET REVENUE 24,534 32,924 (8,990) 226,741 237,669 49,072 EVENT SPONSORSHIP 0 0 0 0 0 0 PROMOTER SHARE OF REVENUES 0 113,090 180,990 286,741 237,669 49,072 EVENT SPONSORSHIP 0 4,555 566 SUITE SICKERARGE/REBATE/PRESHC 65,559 36,264 29,295 465,071 356,354 10,198 TOTAL SURCHARGE/REBATE/PRESHC 65,559 36,264 29,295 465,071 356,354 10,198 TOTAL SURCHARGE/REBATE/PRESHC 65,559 36,264 29,295 465,071 365,354 11,98 SUITE TICKET REVENUE 3,255 1,050 2,205 19,636 4,500 114,991 TEAM/PROMOTER SHARE (56,594) 1,517 11,442 55,523 23,768 13,755 TOTAL SURCHARGE/REBATE/PRESHC 65,599 1,517 11,442 55,523 23,768 13,755 TOTAL SURCHARGE/REBATE/PRESHC 65,599 1,517 11,442 55,523 23,768 13,755 TOTAL ANCILLARY INCOME 163,665 117,408 46,257 826,760 632,189 194,571 EVENT OPERATING INCOME 163,665 117,408 46,257 826,760 632,189 194,571 EVENT OPERATING INCOME 163,665 117,408 46,257 826,760 632,189 194,571 EVENT OPERATING INCOME 236,126 154,802 81,324 1,283,608 1,170,357 113,251 INDIRECT EXPENSES: EXECUTIVE 14,588 13,822 (766) 119,025 63,581 66,980 3,339 FINANCE 164,779 20,987 4,508 112,457 410,683 71,606 83,004 84,625 83,004 84,625 83,004 84,625 83,004 84,625 83,004 84,625 83,004 84,625 84,604 84,604 84,604 84,604 84,604 84,604 84,604 84,604 84,604 84,604 84,604 84,604 84,604 84,604 84,604 84,604	Number of Events	14	- 11	3	•	75	11		
RENTAL INCOME GROSS TICKET REVENUE 668.919 523,745 145,174 4,845,602 3,608,301 1,237,301 SPONSORSHIP REVENUE 7,323 47,600 25,723 406,135 420,025 (13.890) GROSS REVENUE 742,241 571,345 170,896 5,251,738 4,031,826 1,219,912 PROMOTER PROCEEDS (675,571) (523,745) (151,826) (4,833,368) (3,576,588) (1,266,780) NET RENTAL INCOME 66,670 47,600 19,070 418,370 455,238 (36.868) NET SERVICE INCOME / (LOSS) (59,768) (464,70) (13,298) (426,693) (267,150) (159,443) DIRECT EVENT INCOME 6,6002 1,130 5,772 (8,223) 188,088 (196,541) FACILITY FEE REVENUE 39,142 19,710 19,432 239,106 183,940 55,166 SUITE TICKET REVENUE 1,884 1,720 164 14,381 13,825 556 CONVITICKET PROC REVENUE 2 4,534 32,924 (8,390) 266,741 237,669 49,072 EVENT SPONSORSHIP 0 0 0 0 0 0 0 0 0 0 0 0 PROMOTER SHARE OF REVENUES 0 (18,090) (75,156) (85,354) 10,198 TOTAL SURCHARGE/REBATE/PRESHO 65,559 36,264 29,295 465,071 350,080 114,991 ANCILLARY INCOME CONCESSIONS 23,441 172,204 30,840 1,083,096 861,231 221,865 CONCESSIONS 23,545 (195,365) 1,769 (331,495) (257,310) (74,185) SUITES/CATERING 3,255 1,050 2,205 19,636 4,500 15,136 NOVELTY 12,259 1,517 T11,442 55,523 23,766 632,189 194,571 EVENT OPERATING INCOME 236,126 154,802 81,324 1,283,608 1,170,357 113,251 INDIRECT EXPENSES: EXECUTIVE 16,365 117,408 46,257 826,760 632,189 194,571 EVENT OPERATING INCOME 236,126 154,802 81,324 1,283,608 1,170,357 113,251 INDIRECT EXPENSES: EXECUTIVE 16,369 14,506 (2,489) 124,574 14,0637 18,083 194,571 EVENT OPERATING INCOME 236,126 154,802 81,324 1,283,608 1,170,357 113,251 INDIRECT EXPENSES: EXECUTIVE 16,369 14,506 (2,489) 124,574 14,0637 18,063 0) OPERATIONS 49,322 35,106 (33,495) 12,932 (44,269,396) 14,063 13,406 (4,397) 14,723 13,523 (11,970) 14,723 13,523 (11,970) 14,723 13,523 (11,970) 14,723 13,523 (11,970) 14,723 13,523 (11,970) 14,723 13,523 (11,970) 14,723 13,523 (11,970) 14,723 13,523 (11,970) 14,723 13,523 (11,970) 14,723 13,523 (11,970) 14,723 13,523 (11,970) 14,723 13,523 (11,970) 14,723 13,523 (11,970) 14,723 13,523 (11,970) 14,723 13,523 (11,970) 14,723 13,523 (11,970) 1	Total Paid General	37,654	33,025						
GROSS TICKET REVENUE 0 0 0 0 0 3,500,301 1,237,301 SPONSORSHP REVENUE 0 0 0 0 0 3,500 (3,500) RENT BILLED 73,323 47,600 25,723 406,135 420,025 (13,890) GROSS REVENUE 742,241 571,345 170,896 5,251,738 4,031,826 1,219,912 PROMOTER PROCEEDS (675,571) (523,745) (151,826) (4,833,688) (3,576,588) (1,256,780) NET RENTAL INCOME 66,670 47,600 19,070 414,370 455,238 (36,868) NET SERVICE INCOME / (LOSS) (59,768) (46,470) (13,298) (426,593) (267,150) (158,443) DIRECT EVENT INCOME 6,500 1,150 5,772 (6,225) 188,008 (196,311) FACILTY FEE REVENUE 39,142 19,710 19,432 239,106 183,940 55,166 SUITE TICKET REVENUE 24,534 25,924 (8,390) 2267,741 237,669 49,072 EVENT SPONSORSHIP 0 0 0 0 0 0 0 PROMOTER SHARE OF REVENUES 0 (15,090) 18,090 (75,156) (35,354) 10,198 TOTAL SURCHARGE/REBATE/PRESHC 65,559 36,264 29,295 466,507 35,034 11,499 11,404 12,505 11,506 11,499 11,404 12,505 11,506 11,499 11,404 12,505 11,506 11,499 11,404 12,505 11,506 11,499 11,404 12,505 11,506 11,499 11,404 12,505 11,506 11,499 11,404 12,505 11,506 11,499 11,404 12,505 11,506 11,499 11,404 11,405 11,40		33,772	30,575	3,197	157,8	79 151,550	6,329		
SPONSORSHIP REVENUE 0		669.040	E00 74E	445 474	4.045.6	2 600 204	4 007 004		
RENT BILLED 73,323 47,600 25,723 406,135 420,025 (13,890) GROSS REVENUE 742,241 571,345 170,896 5,251,738 4,031,826 1,219,912 1,219,					4,845,6				
GROSS REVENUE 742,241 571,345 170,896 5,251,738 4,031,826 1,219,912 PROMOTER PROCEEDS (675,571) (523,745) (151,826) (4,833,368) (3,576,588) (1,256,780) NET RENTAL INCOME 66,670 47,600 19,070 418,370 455,238 (36,868) NET SERVICE INCOME 6,602 1,130 5,772 (8,223) 180,868 (196,341) DIRECT EVENT INCOME 6,902 1,130 5,772 (8,223) 180,868 (196,341) FACILTY FEE REVENUE 39,142 19,710 19,432 239,106 183,940 55,166 SUITE TICKET REVENUE 1,884 1,720 164 14,381 13,825 556 CONVTICKET PROC REVENUE 0 </td <td></td> <td></td> <td></td> <td></td> <td>406.1</td> <td></td> <td></td>					406.1				
NET RENTAL INCOME									
NET RENTAL INCOME NET SERVICE INCOME / (LOSS) (59,768) (46,470) (13,298) (426,593) (267,150) (159,443) DIRECT EVENT INCOME 6,902 1,130 5,772 (8,223) 188,088 (196,311) FACILTY FEE REVENUE 39,142 19,710 19,432 239,106 183,940 55,166 SUITE TICKET REVENUE 1,884 1,720 164 14,381 13,825 556 CONVITICKET PROC REVENUE 24,534 32,924 (8,390) 286,741 237,669 49,072 EVENT SPONSORSHIP 0 0 0 0 0 0 0 0 0 0 0 0 PROMOTER SHARE OF REVENUES 0 (18,090) 18,090 (75,156) (85,354) 10,198 TOTAL SURCHARGE/REBATE/PRESHO 65,559 36,264 29,295 465,071 350,080 114,991 ANCILLARY INCOME CONCESSIONS 203,044 172,204 30,840 1,083,096 861,231 221,865 TEAM/PROMOTER SHARE (55,594) (57,363) 1,769 (331,495) (257,310) (74,185) SUITES/CATERING 3,255 1,050 2,205 19,636 4,500 15,136 NOVELTY 12,959 1,517 11,442 55,523 23,768 31,755 TOTAL ANCILLARY INCOME 163,665 117,408 46,257 826,760 632,189 194,571 EVENT OPERATING INCOME 236,126 154,802 81,324 1,283,608 1,170,357 113,251 INDIRECT EXPENSES: EXECUTIVE 14,588 13,822 (766) 119,025 131,957 12,932 MARKETING 6,705 6,930 225 63,581 66,980 3,399 FINANCE 16,479 20,987 4,508 132,810 200,688 67,878 BOX OFFICE 16,995 14,506 (2,489) 124,674 140,697 16,063 OPERATIONS 49,822 35,102 (14,720) 304,598 303,811 26,213 EVENT SERVICES 1,7803 13,495 (2,489) 124,674 140,697 16,063 OPERATIONS 49,822 35,102 (14,720) 304,598 303,811 26,213 EVENT SERVICES 1,7803 13,406 (4,397) 147,293 13,523 (11,970) GROUP SALES 6,098 5,002 (1,996) 45,885 47,876 1,991 ADVERTISMOSPONSORSHIP 0 313 31 31 4,799 8,311 3,512 FOOD AND BEVERAGE 35,489 27,198 (6,291) 177,883 224,576 46,693 OVERHEAD 87,688 89,273 1,605 (2,899) 177,893 49,456 44,025 55,431 Rink Program Revenue 12,826 4,892 7,934 99,456 40,000 (18,334) Other revenue 3,3383 2,500 883 38,882 23,000 (18,334) Other revenue 3,383 2,500 883 38,882 23,000 (18,334		,	,.	,	-, - ,	,,.	, -,-		
NET SERVICE INCOME (LOSS) (59,768) (46,470) (13,286) (426,593) (267,150) (159,443) DIRECT EVENT INCOME (6,902 1,130 5,772 (8,223) 188,088 (196,311) FACILTY FEE REVENUE 39,142 19,710 19,432 239,106 183,940 55,166 SUITE TICKET REVENUE 1,884 1,720 164 14,381 13,825 556 CONVTICKET PROC REVENUE 24,534 32,924 (8,390) 286,741 237,669 49,072 EVENT SPONSORSHIP 0 0 0 0 0 0 0 0 0 0 0 PROMOTER SHARE OF REVENUES 0 (18,090) 18,090 (75,156) (85,354) 10,198 TOTAL SURCHARGE/REBATE/PRESHC 65,559 36,264 29,295 465,071 350,080 114,991 ANCILLARY INCOME CONCESSIONS 203,044 172,204 30,840 1,083,096 861,231 221,865 CONCESSIONS 203,044 172,204 30,840 1,083,096 861,231 221,865 NOVELTY 12,959 1,517 11,442 55,523 23,768 31,755 TOTAL ANCILLARY INCOME 163,665 117,408 46,257 826,760 632,189 194,571 EVENT OPERATING INCOME 236,126 154,802 81,324 1,283,608 1,170,357 113,251 INDIRECT EXPENSES: EXECUTIVE 14,588 13,822 (766) 119,025 131,957 12,932 MARKETING 6,705 6,930 225 63,581 66,980 3,399 FINANCE 16,479 20,987 4,508 132,810 200,688 67,878 BOX OFFICE 16,995 14,506 (24,99) 124,574 140,637 16,063 OPERATIONS 49,822 35,102 (14,720) 304,598 303,811 26,213 EVENT SERVICES 17,803 13,096 48,823 13,333 47,99 8,311 35,323 OPERATIONS 49,822 35,102 (14,720) 304,598 303,811 26,213 EVENT SERVICES 17,803 13,096 48,823 13,333 4,799 8,311 35,323 OPERATIONS 49,822 35,102 (14,720) 304,598 303,811 26,213 EVENT SERVICES 17,803 13,096 48,885 47,876 1,991 ADVERTISING/SPONSORSHIP 0 313 313 47,99 8,311 35,323 OVERHEAD 87,668 89,273 1,605 628,686 633,740 5,054 TOTAL INDIRECT EXPENSES 251,647 226,539 (25,108) 177,481 39,000 15,822 TOTAL OTHER INCOME 45,913 43,667 2,246 366,081 339,001 (26,920) PRIMIUM Seat Income 12,826 4,892 7,934 99,456 44,025 55,431 Rink Program Revenue 13,833 2,500 883 38,822 23,000 (18,334) OTHER INCOME 64,116 52,059 12,057 526,025 500,026 25,999	PROMOTER PROCEEDS	(675,571)	(523,745)	(151,826)	(4,833,3)	88) (3,576,588)	(1,256,780)		
DIRECT EVENT INCOME	NET RENTAL INCOME	66,670	47,600	19,070	418,3	70 455,238	(36,868)		
FACILTY FEE REVENUE 39,142 19,710 19,432 239,106 183,940 55,166 SUITE TICKET REVENUE 1,884 1,720 164 14,381 13,825 556 CONV/TICKET PROC REVENUE 24,534 32,924 (8,390) 286,741 237,669 49,072 EVENT SPONSORSHIP 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0									
SUITE TICKET REVENUE	DIRECT EVENT INCOME	6,902	1,130	5,772	(8,2	2 <mark>3</mark>) 188,088	(196,311)		
SUITE TICKET REVENUE	FACILTY FEE REVENUE	39.142	19.710	19.432	239.1	06 183.940	55.166		
CONVTICKET PROC REVENUE 24,534 32,924 (8,390) 286,741 237,669 49,072 EVENT SPONSORSHIP 0									
PROMOTER SHARE OF REVENUES 0 (18,090) 18,090 (75,156) (85,354) 10,198 TOTAL SURCHARGE/REBATE/PRESHC 65,559 36,264 29,295 465,071 350,080 114,991 14,	CONV/TICKET PROC REVENUE	24,534	32,924	(8,390)	286,7	11 237,669	49,072		
ANCILLARY INCOME			~	-		-	-		
ANCILLARY INCOME CONCESSIONS 203,044 172,204 30,840 1,083,096 861,231 221,865 TEAM/PROMOTER SHARE (55,594) (57,363) 1,769 (331,495) (257,310) (74,185) SUITES/CATERING 3,255 1,050 2,205 19,636 4,500 15,136 NOVELTY 12,959 1,517 11,442 55,523 23,768 31,755 TOTAL ANCILLARY INCOME 163,665 117,408 46,257 826,760 632,189 194,571 EVENT OPERATING INCOME 236,126 154,802 81,324 1,283,608 1,170,357 113,251 INDIRECT EXPENSES: EXECUTIVE 14,588 13,822 (766) 119,025 131,957 12,932 MARKETING 6,705 6,930 225 63,581 66,980 3,399 FINANCE 16,479 20,987 4,508 132,810 200,688 67,878 BOX OFFICE 16,995 14,506 (2,489) 124,574 140,637 16,063 OPERATIONS 49,822 35,102 (14,720) 304,598 330,811 26,213 EVENT SERVICES 17,803 13,406 (4,397) 147,293 135,323 (11,970) GROUP SALES 6,998 5,002 (1,096) 45,885 47,876 1,991 ADVERTISING/SPONSORSHIP 0 313 313 4,799 8,311 3,512 FOOD AND BEVERAGE 35,489 27,198 (8,291) 177,883 224,576 46,693 OVERHEAD 87,668 89,273 1,605 628,686 633,740 5,054 TOTAL INDIRECT EXPENSES 251,647 226,539 (25,108) 1,749,134 1,920,899 171,765 Advertising Sponsorship Income 45,913 43,667 2,246 366,081 393,001 (26,920) Premium Seat Income 12,826 4,892 7,934 99,456 44,025 55,431 Rink Program Revenue 1,994 1,000 994 21,666 40,000 (18,334) Other revenue 3,3383 2,500 883 38,822 23,000 15,822 TOTAL OTHER INCOME 64,116 52,059 12,057 526,025 500,026 25,999									
CONCESSIONS 203,044 172,204 30,840 1,083,096 861,231 221,865 TEAM/PROMOTER SHARE (55,594) (57,363) 1,769 (331,495) (257,310) (74,185) SUITES/CATERING 3,255 1,050 2,205 19,636 4,500 15,136 NOVELTY 12,959 1,517 11,442 55,523 23,768 31,755 TOTAL ANCILLARY INCOME 163,665 117,408 46,257 826,760 632,189 194,571 EVENT OPERATING INCOME 236,126 154,802 81,324 1,283,608 1,170,357 113,251 INDIRECT EXPENSES: EXECUTIVE 14,588 13,822 (766) 119,025 131,957 12,932 MARKETING 6,705 6,930 225 63,581 66,980 3,399 FINANCE 16,479 20,987 4,508 132,810 200,688 67,878 BOX OFFICE 16,995 14,506 (2,489) 124,574 140,637 16,063 OPERATIONS	TOTAL SURCHARGE/REBATE/PRESHC	65,559	36,264	29,295	465,0	71 350,080	114,991		
CONCESSIONS 203,044 172,204 30,840 1,083,096 861,231 221,865 TEAM/PROMOTER SHARE (55,594) (57,363) 1,769 (331,495) (257,310) (74,185) SUITES/CATERING 3,255 1,050 2,205 19,636 4,500 15,136 NOVELTY 12,959 1,517 11,442 55,523 23,768 31,755 TOTAL ANCILLARY INCOME 163,665 117,408 46,257 826,760 632,189 194,571 EVENT OPERATING INCOME 236,126 154,802 81,324 1,283,608 1,170,357 113,251 INDIRECT EXPENSES: EXECUTIVE 14,588 13,822 (766) 119,025 131,957 12,932 MARKETING 6,705 6,930 225 63,581 66,980 3,399 FINANCE 16,479 20,987 4,508 132,810 200,688 67,878 BOX OFFICE 16,995 14,506 (2,489) 124,574 140,637 16,063 OPERATIONS	ANCILL ARY INCOME								
TEAM/PROMOTER SHARE (55,594) (57,363) 1,769 (331,495) (257,310) (74,185) SUITES/CATERING 3,255 1,050 2,205 19,636 4,500 15,136 NOVELTY 12,959 1,517 11,442 55,523 23,768 31,755 TOTAL ANCILLARY INCOME 163,665 117,408 46,257 826,760 632,189 194,571 EVENT OPERATING INCOME 236,126 154,802 81,324 1,283,608 1,170,357 113,251 INDIRECT EXPENSES: EXECUTIVE 14,588 13,822 (766) 119,025 131,957 12,932 MARKETING 6,705 6,930 225 63,581 66,980 3,399 FINANCE 16,479 20,987 4,508 132,810 200,688 67,878 BOX OFFICE 16,995 14,506 (2,489) 124,574 140,637 16,063 OPERATIONS 49,822 35,102 (14,720) 304,598 330,811 26,213 EVENT SERVICES		203,044	172,204	30,840	1,083,0	96 861,231	221,865		
NOVELTY TOTAL ANCILLARY INCOME 12,959 1,517 11,442 55,523 23,768 31,755 EVENT OPERATING INCOME 236,126 154,802 81,324 1,283,608 1,170,357 113,251 INDIRECT EXPENSES: EXECUTIVE 14,588 13,822 (766) 119,025 131,957 12,932 MARKETING 6,705 6,930 225 63,581 66,980 3,399 FINANCE 16,479 20,987 4,508 132,810 200,688 67,878 BOX OFFICE 16,995 14,506 (2,489) 124,574 140,637 16,063 OPERATIONS 49,822 35,102 (14,720) 304,598 330,811 26,213 EVENT SERVICES 17,803 13,406 (4,397) 147,293 135,323 (11,970) GROUP SALES 6,098 5,002 (1,096) 45,885 47,876 1,991 ADVERTISING/SPONSORSHIP 0 313 313 4,799 8,311 3,512 FOOD AND BEVERAGE <	TEAM/PROMOTER SHARE	(55,594)		1,769	(331,4	95) (257,310)	(74,185)		
TOTAL ANCILLARY INCOME 163,665 117,408 46,257 826,760 632,189 194,571 EVENT OPERATING INCOME 236,126 154,802 81,324 1,283,608 1,170,357 113,251 INDIRECT EXPENSES: EXECUTIVE 14,588 13,822 (766) 119,025 131,957 12,932 MARKETING 6,705 6,930 225 63,581 66,980 3,399 FINANCE 16,479 20,987 4,508 132,810 200,688 67,878 BOX OFFICE 16,995 14,506 (2,489) 124,574 140,637 16,063 OPERATIONS 49,822 35,102 (14,720) 304,598 330,811 26,213 EVENT SERVICES 17,803 13,406 (4,397) 147,229 304,598 330,811 26,213 EVENT SERVICES 17,803 ADVERTISING/SPONSORSHIP 0 313 313 4,799 8,311 3,512 FOOD AND BEVERAGE 35,489 27,198 (8,291) 177,883 224,576 46,693 OVERHEAD 87,668 89,273 1,605 628,686 633,740 5,054 TOTAL INDIRECT EXPENSES 251,647 226,539 (25,108) 1,749,134 1,920,899 171,765 Advertising Sponsorship Income 45,913 43,667 2,246 366,081 393,001 (26,920) Premium Seat Income 1,994 1,000 994 21,666 40,000 (18,334) Other revenue 3,383 2,500 883 38,822 23,000 15,822 TOTAL OTHER INCOME									
EVENT OPERATING INCOME 236,126 154,802 81,324 1,283,608 1,170,357 113,251									
INDIRECT EXPENSES: EXECUTIVE	TOTAL ANCILLARY INCOME	163,665	117,408	46,257	826,7	632,189	194,571		
EXECUTIVE 14,588 13,822 (766) 119,025 131,957 12,932 MARKETING 6,705 6,930 225 63,581 66,980 3,399 FINANCE 16,479 20,987 4,508 132,810 200,688 67,878 BOX OFFICE 16,995 14,506 (2,489) 124,574 140,637 16,063 OPERATIONS 49,822 35,102 (14,720) 304,598 330,811 26,213 EVENT SERVICES 17,803 13,406 (4,397) 147,293 135,323 (11,970) GROUP SALES 6,098 5,002 (1,096) 45,885 47,876 1,991 ADVERTISING/SPONSORSHIP 0 313 313 4,799 8,311 3,512 FOOD AND BEVERAGE 35,489 27,198 (8,291) 177,883 224,576 46,693 OVERHEAD 87,668 89,273 1,605 628,686 633,740 5,054 TOTAL INDIRECT EXPENSES 251,647 226,539 (25,108)<	EVENT OPERATING INCOME	236,126	154,802	81,324	1,283,6	08 1,170,357	113,251		
EXECUTIVE 14,588 13,822 (766) 119,025 131,957 12,932 MARKETING 6,705 6,930 225 63,581 66,980 3,399 FINANCE 16,479 20,987 4,508 132,810 200,688 67,878 BOX OFFICE 16,995 14,506 (2,489) 124,574 140,637 16,063 OPERATIONS 49,822 35,102 (14,720) 304,598 330,811 26,213 EVENT SERVICES 17,803 13,406 (4,397) 147,293 135,323 (11,970) GROUP SALES 6,098 5,002 (1,096) 45,885 47,876 1,991 ADVERTISING/SPONSORSHIP 0 313 313 4,799 8,311 3,512 FOOD AND BEVERAGE 35,489 27,198 (8,291) 177,883 224,576 46,693 OVERHEAD 87,668 89,273 1,605 628,686 633,740 5,054 TOTAL INDIRECT EXPENSES 251,647 226,539 (25,108)<	INDIRECT EXPENSES:								
MARKETING 6,705 6,930 225 63,581 66,980 3,399 FINANCE 16,479 20,987 4,508 132,810 200,688 67,878 BOX OFFICE 16,995 14,506 (2,489) 124,574 140,637 16,063 OPERATIONS 49,822 35,102 (14,720) 304,598 330,811 26,213 EVENT SERVICES 17,803 13,406 (4,397) 147,293 135,323 (11,970) GROUP SALES 6,098 5,002 (1,096) 45,885 47,876 1,991 ADVERTISING/SPONSORSHIP 0 313 313 4,799 8,311 3,512 FOOD AND BEVERAGE 35,489 27,198 (8,291) 177,883 224,576 46,693 OVERHEAD 87,668 89,273 1,605 628,686 633,740 5,054 TOTAL INDIRECT EXPENSES 251,647 226,539 (25,108) 1,749,134 1,920,899 171,765 Advertising Sponsorship Income 45,913 43,6		14.588	13.822	(766)	119.0	25 131.957	12.932		
FINANCE 16,479 20,987 4,508 132,810 200,688 67,878 BOX OFFICE 16,995 14,506 (2,489) 124,574 140,637 16,063 OPERATIONS 49,822 35,102 (14,720) 304,598 330,811 26,213 EVENT SERVICES 17,803 13,406 (4,397) 147,293 135,323 (11,970) GROUP SALES 6,098 5,002 (1,096) 45,885 47,876 1,991 ADVERTISING/SPONSORSHIP 0 313 313 4,799 8,311 3,512 FOOD AND BEVERAGE 35,489 27,198 (8,291) 177,883 224,576 46,693 OVERHEAD 87,668 89,273 1,605 628,686 633,740 5,054 TOTAL INDIRECT EXPENSES 251,647 226,539 (25,108) 1,749,134 1,920,899 171,765 Advertising Sponsorship Income 45,913 43,667 2,246 366,081 393,001 (26,920) Premium Seat Income 1,994 <td></td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td>									
OPERATIONS 49,822 35,102 (14,720) 304,598 330,811 26,213 EVENT SERVICES 17,803 13,406 (4,397) 147,293 135,323 (11,970) GROUP SALES 6,098 5,002 (1,096) 45,885 47,876 1,991 ADVERTISING/SPONSORSHIP 0 313 313 4,799 8,311 3,512 FOOD AND BEVERAGE 35,489 27,198 (8,291) 177,883 224,576 46,693 OVERHEAD 87,668 89,273 1,605 628,686 633,740 5,054 TOTAL INDIRECT EXPENSES 251,647 226,539 (25,108) 1,749,134 1,920,899 171,765 Advertising Sponsorship Income 45,913 43,667 2,246 366,081 393,001 (26,920) Premium Seat Income 12,826 4,892 7,934 99,456 44,025 55,431 Rink Program Revenue 1,994 1,000 994 21,666 40,000 (18,334) Other revenue 3,	FINANCE				132,8	10 200,688	67,878		
EVENT SERVICES 17,803 13,406 (4,397) 147,293 135,323 (11,970) GROUP SALES 6,098 5,002 (1,096) 45,885 47,876 1,991 ADVERTISING/SPONSORSHIP 0 313 313 4,799 8,311 3,512 FOOD AND BEVERAGE 35,489 27,198 (8,291) 177,883 224,576 46,693 OVERHEAD 87,668 89,273 1,605 628,686 633,740 5,054 TOTAL INDIRECT EXPENSES 251,647 226,539 (25,108) 1,749,134 1,920,899 171,765 Advertising Sponsorship Income 45,913 43,667 2,246 366,081 393,001 (26,920) Premium Seat Income 12,826 4,892 7,934 99,456 44,025 55,431 Rink Program Revenue 1,994 1,000 994 21,666 40,000 (18,334) Other revenue 3,383 2,500 883 38,822 23,000 15,822 TOTAL OTHER INCOME 64,				V '					
GROUP SALES 6,098 5,002 (1,096) 45,885 47,876 1,991 ADVERTISING/SPONSORSHIP 0 313 313 4,799 8,311 3,512 FOOD AND BEVERAGE 35,489 27,198 (8,291) 177,883 224,576 46,693 OVERHEAD 87,668 89,273 1,605 628,686 633,740 5,054 TOTAL INDIRECT EXPENSES 251,647 226,539 (25,108) 1,749,134 1,920,899 171,765 Advertising Sponsorship Income 45,913 43,667 2,246 366,081 393,001 (26,920) Premium Seat Income 12,826 4,892 7,934 99,456 44,025 55,431 Rink Program Revenue 1,994 1,000 994 21,666 40,000 (18,334) Other revenue 3,383 2,500 883 38,822 23,000 15,822 TOTAL OTHER INCOME 64,116 52,059 12,057 526,025 500,026 25,999									
ADVERTISING/SPONSORSHIP FOOD AND BEVERAGE 0 313 313 4,799 8,311 3,512 FOOD AND BEVERAGE 35,489 27,198 (8,291) 177,883 224,576 46,693 OVERHEAD 87,668 89,273 1,605 628,686 633,740 5,054 TOTAL INDIRECT EXPENSES 251,647 226,539 (25,108) 1,749,134 1,920,899 171,765 Advertising Sponsorship Income 45,913 43,667 2,246 366,081 393,001 (26,920) Premium Seat Income 12,826 4,892 7,934 99,456 44,025 55,431 Rink Program Revenue 1,994 1,000 994 21,666 40,000 (18,334) Other revenue 3,383 2,500 883 38,822 23,000 15,822 TOTAL OTHER INCOME 64,116 52,059 12,057 526,025 500,026 25,999									
FOOD AND BEVERAGE 35,489 27,198 (8,291) 177,883 224,576 46,693 OVERHEAD 87,668 89,273 1,605 628,686 633,740 5,054 TOTAL INDIRECT EXPENSES 251,647 226,539 (25,108) 1,749,134 1,920,899 171,765 Advertising Sponsorship Income 45,913 43,667 2,246 366,081 393,001 (26,920) Premium Seat Income 12,826 4,892 7,934 99,456 44,025 55,431 Rink Program Revenue 1,994 1,000 994 21,666 40,000 (18,334) Other revenue 3,383 2,500 883 38,822 23,000 15,822 TOTAL OTHER INCOME 64,116 52,059 12,057 526,025 500,026 25,999							1,991 3,512		
OVERHEAD 87,668 89,273 1,605 628,686 633,740 5,054 TOTAL INDIRECT EXPENSES 251,647 226,539 (25,108) 1,749,134 1,920,899 171,765 Advertising Sponsorship Income 45,913 43,667 2,246 366,081 393,001 (26,920) Premium Seat Income 12,826 4,892 7,934 99,456 44,025 55,431 Rink Program Revenue 1,994 1,000 994 21,666 40,000 (18,334) Other revenue 3,383 2,500 883 38,822 23,000 15,822 TOTAL OTHER INCOME 64,116 52,059 12,057 526,025 500,026 25,999									
TOTAL INDIRECT EXPENSES 251,647 226,539 (25,108) 1,749,134 1,920,899 171,765 Advertising Sponsorship Income 45,913 43,667 2,246 366,081 393,001 (26,920) Premium Seat Income 12,826 4,892 7,934 99,456 44,025 55,431 Rink Program Revenue 1,994 1,000 994 21,666 40,000 (18,334) Other revenue 3,383 2,500 883 38,822 23,000 15,822 TOTAL OTHER INCOME 64,116 52,059 12,057 526,025 500,026 25,999									
Premium Seat Income 12,826 4,892 7,934 99,456 44,025 55,431 Rink Program Revenue 1,994 1,000 994 21,666 40,000 (18,334) Other revenue 3,383 2,500 883 38,822 23,000 15,822 TOTAL OTHER INCOME 64,116 52,059 12,057 526,025 500,026 25,999	_		226,539						
Premium Seat Income 12,826 4,892 7,934 99,456 44,025 55,431 Rink Program Revenue 1,994 1,000 994 21,666 40,000 (18,334) Other revenue 3,383 2,500 883 38,822 23,000 15,822 TOTAL OTHER INCOME 64,116 52,059 12,057 526,025 500,026 25,999	Advertising Sponsorship Income	45 913	43 667	2 246	366 0	393 001	(26 920)		
Rink Program Revenue 1,994 1,000 994 21,666 40,000 (18,334) Other revenue 3,383 2,500 883 38,822 23,000 15,822 TOTAL OTHER INCOME 64,116 52,059 12,057 526,025 500,026 25,999									
Other revenue 3,383 2,500 883 38,822 23,000 15,822 TOTAL OTHER INCOME 64,116 52,059 12,057 526,025 500,026 25,999									
TOTAL OTHER INCOME 64,116 52,059 12,057 526,025 500,026 25,999	3			883					
NET OPERATING INCOME (LOSS) 48,596 (19,678) 68,274 60,499 (250,516) 311,015	TOTAL OTHER INCOME								
	NET OPERATING INCOME (LOSS)	48,596	(19,678)	68,274	60,4	99 (250,516)	311,015		

Cross Insurance Arena CONSOLIDATED INDIRECT DEPARTMENT EXPENSES For the Nine Months Ending March 2023

			For t	he Nine Months Endir	ng March 2023	3				% of
	P	eriod To Date			Year To Date				Annual	Annual Budget
			Budget Var	Actual	Curr Budget	Budget Var	Actual	Annual Budget		Achieved
Personnel Expenses	, totadi	our baaget	Baagot vai	, totaai	Can Baagot	Baagot vai	7101441	7 iiii dai Baagot	Budget var	7 tornovou
Salaries	84,448	72,418	(12,030)	624,955	706,082	81,127	624,955	941,443	316,488	66%
Part-Time Labor	108,466	131,500	23,034	742,773	647,128	(95,645)	742,773	820,278	77,505	91%
Outside Payroll Service	22,046	14,500	(7,546)	92,480	71,000	(21,480)	92,480	80,000	(12,480)	116%
Employee Benefits	20,488	16,809	(3,679)	120,667	146,274	25,607	120,667	196,701	76,034	61%
Incentive Compensation	0	0	0	0	0	0	0	69,336	69,336	0%
401K Payroll Taxes	(<mark>353</mark>) 18,295	4,296 18,279	4,649 (16)	11,978 125,525	38,647 118,324	26,669 (7,201)	11,978 125,525	51,539 154,373	39,561 28,848	23% 81%
Allocated to Events	(138,836)	(154,500)	(15,664)	(833,862)		109,862	(833,862)	(885,980)	(52,118)	
Total Personnel Expenses	114,554	103,302	(11,252)	884,516	1,003,455	118,939	884,516	1,427,690	543,174	. 5470
Total I Groomer Expenses	114,004	100,002	(11,202)	004,010	1,000,400	110,000	004,010	1,427,000	040,174	
Expenses										
Advertising	0	625	625	2,295	5,625	3,330	2,295	7,500	5,205	31%
Other Travel Expense	218	500	282	1,945	9,100	7,155	1,945	12,550	10,605	15%
Automobile Expenses	0	63	63	148	561	413	148	750	602	20%
Armored Car Expense	0	166	166	1,756	1,502	(254)	1,756	2,000	244	88%
Cash (Over)/Short	(216)	0	216	(435)	0	435	(435)	0	435	Not Budgeted
Ice Expense	2,209	3,000	791	22,990	19,000	(3,990)	22,990	24,000	1,010	96%
Parking Expense	2,778	2,367	(411)	20,291	21,301	1,010	20,291	28,400	8,109	71%
Buidling / General Supplies	2,177	2,850	673	12,167	22,350	10,183	12,167	28,500	16,333	43%
Prof Fees - Deferred Comp. Plan	0	0	0	185	0	(185)	185	1,500	1,315	12%
Computer Maintenance	5,700	5,275	(425)	49,980	47,474	(2,506)	49,980	63,300	13,320	79%
Credit card fees expense	5,899	4,100	(1,799)	33,493	19,100	(14,393)	33,493	25,500	(7,993)	131%
Dues & Subscriptions	476	1,109	633	4,655	9,977	5,322	4,655	13,300	8,645	35%
R&M/Equip. Fund Expense General expense	12,560 4,009	3,583 1,250	(8,977) (2,759)	25,985 13,529	36,750 15,750	10,765 2,221	25,985 13,529	48,000 25,000	22,015 11,471	54% 54%
Guest Relations	4,003	0	0	0	900	900	0	1,150	1,150	0%
Insurance & Bonding	8,752	7,203	(1,549)	70,851	64,822	(6,029)	70,851	86,431	15,580	82%
Licenses and Permits	137	484	347	3,505	4,332	827	3,505	5,775	2,270	61%
Management Fee Expense	9,698	9,698	0	87,279	87,281	2	87,279	116,375	29,096	75%
Meetings/Conferences	565	292	(273)	6,034	9,174	3,140	6,034	21,450	15,416	28%
Office Supplies	477	800	323	4,300	5,500	1,200	4,300	7,750	3,450	55%
Equipment Rental	875	850	(25)	7,875	7,650	(225)	7,875	10,200	2,325	77%
Cleaning Supplies	6,599	1,500	(5,099)	11,979	11,500	(479)	11,979	15,500	3,521	77%
Paper Supplies	3,539	4,000	461	14,656	19,500	4,844	14,656	25,000	10,344	59%
Printing	85	147	62	1,268	1,329	61	1,268	1,770	502	72%
Pest Control Expense	225	235	10	2,025	2,115	90	2,025	2,820	795	72%
Postage	134	100	(34)	893	900	7	893	1,300	407	69%
Security System	30	600	570	1,723	5,000	3,277	1,723	3,500	1,777	49%
Recruiting Expense	0	100	100	25	850	825	25	1,000	975	3%
Cell Phone/Telephone/Data Lines	102	198	96	915	1,776	861	915	2,370	1,455	39%
Smallwares	338	100	(238)	428	3,950	3,522	428	5,000	4,572	9%
Snow Removal	0	0	0	0	750	750	0	750	750	0%
Equipment Maintenance	4,138	2,000	(2,138)	12,596	19,500	6,904	12,596	25,000	12,404	50%
Internet - Phone	3,460	2,792	(668)	28,782	25,125	(3,657)	28,782	33,500	4,718	86%
Trash Removal	0 670	1,500	1,500	10,467	9,500	(967)	10,467	13,000	2,533	81%
Uniforms	670	750 65.000	80 3.643	4,817	10,500	5,683	4,817	12,750	7,933	38% 76%
Utiltities	61,358	65,000	3,642	405,114	417,000	11,886	405,114	535,000	129,886	76%
Total Expenses	136,991	123,237	(13,754)	864,517	917,444	52,927	864,517	1,207,691	343,174	-
Total Departmental Expenses	251,545	226,539	(25,006)	1,749,033	1,920,899	171,866	1,749,033	2,635,381	886,348	

Cross Insurance Arena OTHER INCOME For the Nine Months Ending March 2023

										% of
[Period To Date					Year To Date			Annual	Annual Budget
	Actual	Curr Budget	Budget Var		Actual	Curr Budget	Budget Var	Annual Budget	Budget Var	Achieved
OTHER INCOME										
Advertising Sponsorship Inco	45,913	43,667	2,246		366,081	393,001	(26,920)	524,003	(157,922)	70%
Premium Seat Income	12,826	4,892	7,934		99,456	44,025	55,431	58,703	40,753	169%
Rink Program Revenue	1,994	1,000	994		21,666	40,000	(18,334)	40,000	(18,334)	54%
Other revenue	3,383	2,500	883		38,822	23,000	15,822	28,000	10,822	139%
TOTAL OTHER INCOME	64,116	52,059	12,057		526,025	500,026	25,999	650,706	(124,681)	81%