



Cumberland County
Board of Trustees Cross Insurance Arena
Meeting Agenda - Final

Meeting Location: Hall of Fame Lounge

Thursday, September 19, 2024

9:00 AM

Cross Insurance Arena
Hall of Fame Lounge
1 Civic Center Square
Portland Maine

CALL TO ORDER

ROLL CALL

NEW BUSINESS

1. [BT 24-006](#) Approval of the minutes, April 24, 2024, meeting of the Cross Insurance Board of Trustees

Attachments: [2024.04.24 CIA Meeting Minutes](#)

2. [BT 24-007](#) Update from the Maine Mariners

3. [BT 24-008](#) Acceptance of Financial Reports for the months of March through July 2024.

Attachments: [FS - March 2024CC](#)

[FS - April 2024CC](#)

[FS - May 2024CC](#)

[FS - June 2024CC](#)

[FS - July 2024CC](#)

4. [BT 24-009](#) Acceptance of Events Reports from March through June of 2024.
Attachments: [Events Report - March 2024](#)
[Events Report - April 2024](#)
[Events Report - May 2024](#)
[Events Report - June 2024](#)

5. [BT 24-010](#) Presentation of the General Managers report and update on capital projects.
Attachments: [Job Fair 9.2024](#)
[Management Report 9.2024](#)

6. [BT 24-011](#) The County Manager will provide an update on the Arena contracts and operations.

TRUSTEE COMMENTS

EXECUTIVE SESSION

7. [BT 24-012](#) The Trustees will go into Executive Session pursuant to 1 MRSA Section 405(6) (A) to discuss the annual evaluation of OVG360, the Arena's management company.

NEXT MEETING: To Be Determined

ADJOURNMENT



Cumberland County

142 Federal St
Portland, ME 04101

Position Paper

File #: BT 24-006

Agenda Date: 9/19/2024

Agenda #: 1.

Title For Agenda Item:

Approval of the minutes, April 24, 2024, meeting of the Cross Insurance Board of Trustees

Background:

Approval of the attached minutes report.



Cumberland County

Board of Trustees Cross Insurance Arena

Cross Insurance Arena,
Portland, Maine

Meeting Minutes - Draft

Meeting Location: Hall of Fame Lounge

Wednesday, April 24, 2024

9:00 AM

Cross Insurance Arena
Hall of Fame Lounge
1 Civic Center Square
Portland Maine

CALL TO ORDER

The meeting was called to order by Chair Tom Tyler at 9:03 AM.

ROLL CALL

Present: 5 - Vice Chair Jon Crimmins, Trustee John Jamieson, Trustee Steve Woods, Trustee Tom Tyler and Trustee Sam Surprise
Excused: 2 - Trustee Frank Clark and Trustee Lori Norman
NonVoter: 1 - Commissioner Susan Witonis

Additional Guests:

Michael Loconte, Oak View Group
Mark Eddy, Oak View Group
Peter Doyle, Oak View Group
Adam Goldberg, Maine Mariner's Hockey
James Gailey, County Manager
Katharine Cahoon, Cumberland County

NEW BUSINESS

1. [BT 24-001](#) Approval of the minutes, December 20, 2023, meeting of the CIA Board of Trustees

A motion was made by Vice Chair Crimmins, seconded by Trustee Jamieson, that this CIA Trustees' Agenda Item be APPROVED. The motion carried by a unanimous vote.

2. Update from the Maine Mariners

At 9:10am Trustee Sam Surprise arrived.

Chair Tyler asked about a sweatshirt with the "Maine Mariners" on a TV series on CBS called "Tracker". Adam Goldberg explained that the sweatshirt is not sold and guessed the logo was probably pulled from the website.

Adam Goldberg explained that the past season resulted in 23% increase in paid tickets, 15% up in Attendance, and 24% increase in group sales. Sales growth is focused on groups ticket sales because it usually segues into season ticket holders. He shared that with the recent win in overtime that Maine

Mariners are in the playoffs, games 3 - 5 and are this Friday, Saturday and Sunday. The renewal season was impacted by this, there were 500 renewals that happened around March.

Raymond Dudley passed away unexpectedly, the Maine Mariners dedicated April 12, 2024 to "Switch" Appreciation night. His family attended the dedication event.

There are some unexpected League changes with the owners of the New Foundland and Trois. The New Fundland team was dissolved and Trois Reviere was purchased by new owners. An additional team has been added, Wheeling, West Virginia. As a result the ECHL schedule has been delayed but has had a minor effect on ticket sales.

Chair Tyler asked about the schedule for the hockey games. Adam explained that it's a positive schedule with promotions planned for weekday games because they're attractive for corporate clients.

Trustee Jamieson asked about metrics for attendance. Adam explained that the school games are a marketing strategy to build future fans. The Trustees thanked Adam for his update.

3. [BT 24-002](#) Approval of Financial Reports - November and December 2023; January and February 2024

General Manager Mike Loconte stated that for November, December and January there were 35 events and event income was \$95K, Indirect was \$217K and Net Income was \$450K. Shows included Mariners Hockey Games, UMaine Basketball, McKenzie Holmes and Cooper Flagg, Jeff Dunham, Ice Racing, Disney on Ice. Trustee Surprise asked about attendance for hockey games, GM Loconte confirmed that attendance has been up 15%. Chair Tyler asked about the Jeff Dunham show revenue, GM Loconte stated that Jeff performs every year and set record attendance at his last show.

GM Loconte stated that for February of 2024 there were 13 events, event income was \$353K, other income \$70K, Indirect Expense were \$256K and Net Income was \$167K. Year to dates were 74 events while 40 events had been budgeted, event income was \$1.96 million, other income \$508K, Indirect expenses were \$1.74 million and Net Income was \$724K. Impact on the rolling forecast was projected to be a (\$189K) and an adjusted projected balance of \$535K.

A motion was made by Trustee Surprise, seconded by Vice Chair Crimmins, that the CIA Trustees' Agenda Item be APPROVED. The motion carried by the following vote:

Yes: 5 - Vice Chair Crimmins, Trustee Jamieson, Trustee Woods, Trustee Tyler and Trustee Surprise

No: 0

Excused: 2 - Trustee Clark and Trustee Norman

4. [BT 24-003](#) Approval of the Events Report - November and December 2023; January and February 2024

GM Loconte when over the Events Report on page 41 of the agenda packet. There were 35 shows for November, December and January with Net Income of

\$450K.

GM Loconte stated that for February, there were 13 events and Net Income was \$167K. Events included sports shows, Tom Segura and Portland On Tap.

A motion was made by Vice Chair Crimmins, seconded by Trustee Jamieson, that the CIA Trustees' Agenda Item be APPROVED. The motion carried by the following vote:

Yes: 5 - Vice Chair Crimmins, Trustee Jamieson, Trustee Woods, Trustee Tyler and Trustee Surprise

No: 0

Excused: 2 - Trustee Clark and Trustee Norman

5. Manager's Report

GM Loconte shared proboxing debuted ticket sales on June 15, 2024. The Trustees congratulated GM Loconte on the positive press and the news article featuring GM Loconte. There is a new promoter, Outback Promoter for Burt Krishner and 450 tickets sold with a sales goal of 6,000 tickets. Additional shows include Stained, Seether, Cirque de Soliel, Jurassic Quest, Price is Right, Hot Wheels and new concert includes Awakenings Christian Concert. Different genres are being explored that include Folk and possibly Broadway.

The Mariners' Season is ending and the new arena dasher boards are being installed. The new marquee has been delivered, it's permitted, and will be installed in 30 days. Audio upgrades are going to be phased in due high cost. The first phase are improvements to the mixer in the broadcast room. The Amps and Speakers will be upgraded in the next phase.

The Arena has partnered with CLYNK to manage recyclables. The Arena's old trash bins have been refurbished to separate cans and bottles from trash, an average of 250,000 cans are processed annually by the Arena. This change addresses customer complaints about lack of recycling. Other customer complaints are about Ticket Master fees. Chair Tyler asked about the Ticket Master fees. GM Loconte stated that there is an agreement until 2027 and the contract is with the building. He added that there is already a class action civil suit against Ticket Master. Chair Tyler observed that customers blame the Arena for the fees imposed by Ticket Master.

6. [BT 24-004](#) Approval of the 2024/2025 Arena Operations Budget & the Trustees Budget

GM Loconte gave a presentation of the Arena's current and future financials, for fiscal year the Arena had seven events that broke arena records with gross revenue and tickets sales. Hot Wheels returns 2025, Jurassic Quest was the most successful family show and returns in 2024, Tom Segura show set a template for casting show on scoreboard on the center stage and potential high cost ticket sales, the Montverde Cooper Flagg game sold out. There were sponsorship sales totaling \$1 million that are mostly alcohol driven. Assistant GM Peter Doyle added that Butler Ware was a major sponsor and had sponsored the box office.

Projected Income is projected \$2.02 million compared to previous year of \$1.82 million, many events are returning and there is a possibility of Broadway shows.

Ancillary Revenue is increased by \$221K, there is a projected expense of \$3.01 million because operation costs have increased. Management is addressing this by focusing on utility management, bill monitoring, managing equipment maintenance costs and some facilities improvements.

Strategies to achieve goals include diversifying the event mix, increasing use of Point of Service software, increasing Part Time staff and rewarding current Full Time staff by offering leadership skills development and 3.5% COLA adjustment. Staff are doing more targeted marketing. The goal is to surpass the projected 100 events, in total projected Event Operating Income is \$2.02 million and Indirect Expenses \$3.01 million, with a projected Operating Income deficit of (\$218K). GM Loconte emphasized that the goal is to surpass the presented forecast using a realistic budget.

Trustee Woods asked about the naming rights contract with Cross Insurance, what is the length of the contract and is management happy with the results. GM Loconte explained that Director of Partnerships Zach Davis manages the relationship with Cross Insurance. They have use the suites and are content with the contract.

Mark Eddy added that the contract is in year 11 of a 20 year contract. Trustee Surprise asked about their usage of suites; GM Loconte stated that clients and staff use them frequently and that the relationship with Cross Insurance is very positive. Chair Tyler asked about the biggest changes in expenses, GM Loconte explained that utilities and vendors increased costs, increases in Union rates, and increases in part time and full time staff salaries. Chair Tyler asked what the average number of tickets sold per year; GM Loconte replied 200K tickets.

Trustee Surprise asked if there are barriers to growth; GM stated that the Arena does not attract A-listers because of contract structure and they focus on targeting B-list talent. Sometime they pass on shows due to conflicts with the Hockey scheduling. Trustee Surprise asked if there was a trade in sellout shows and with little profit for Public Relations. GM Loconte said that the new strategy for comedy shows are lowering operating costs and adding extra fees to facility fee. Timing is a factor if some partners are not in the region, then there is not a lot to choose from. Chair Tyler asked where the budget excess of \$500K goes, County Manager Gailey stated that it is deposited into the County's General Fund. Trustee Surprise asked if it would be applied toward debt; County Manager Gailey explained that revenue from the Cross Insurance Arena has not happened before and funds are deposited back to the Arena Department account.

The Board of Trustees thanked GM Loconte for his hard work. County Manager Gailey explained that the final budget would go before the Board of County Commissioners for approval in June. County Manager Gailey summarized the Trustees Budget, management is doing well and Management fees are \$98K, insurance auto/crime/public is increased to \$95K, the total amount of the Trustee's Budget is recommended to be \$200K.

A motion was made by Trustee Jamieson, seconded by Vice Chair Crimmins, that the CIA Trustees' Agenda Item be APPROVED. The motion carried by the

following vote:

Yes: 5 - Vice Chair Crimmins, Trustee Jamieson, Trustee Woods, Trustee Tyler and Trustee Surprise

No: 0

Excused: 2 - Trustee Clark and Trustee Norman

7. [BT 24-005](#) Enter into Executive Session pursuant to 1 MRSA §405(6)(D) to discuss the Portland Hockey LLC contract. (There will be no vote taken after coming out of executive session)

Time into Executive Session: 10:07am

A motion was made by Trustee Surprise, seconded by Trustee Jamieson, that the CIA Trustees' Agenda Item be APPROVED. The motion carried by the following vote:

Yes: 5 - Vice Chair Crimmins, Trustee Jamieson, Trustee Woods, Trustee Tyler and Trustee Surprise

No: 0

Excused: 2 - Trustee Clark and Trustee Norman

Time Out of Executive Session: 10:55 pm

A motion was made by Trustee Tyler, seconded by Trustee Surprise, that the CIA Trustees' Agenda Item be CONCLUDED. The motion carried by the following vote:

Yes: 5 - Vice Chair Crimmins, Trustee Jamieson, Trustee Woods, Trustee Tyler and Trustee Surprise

No: 0

Excused: 2 - Trustee Clark and Trustee Norman

TRUSTEE COMMENTS

ADJOURNMENT

A motion was made by Jon Crimmins, seconded by Sam Surprise, to ADJOURN the Meeting. The motion carried by a unanimous vote.



Cumberland County

142 Federal St
Portland, ME 04101

Position Paper

File #: BT 24-007

Agenda Date: 9/19/2024

Agenda #: 2.

Agenda Item Request:

Update from the Maine Mariners

Background and Purpose of Request:

Requestor: Adam Goldberg, Governor of the Maine Mariners

Adam Goldberg will provide an update to the Trustees on the upcoming sale of the team and hockey season.

Presentation: Yes



Cumberland County

142 Federal St
Portland, ME 04101

Position Paper

File #: BT 24-008

Agenda Date: 9/19/2024

Agenda #: 3.

Agenda Item Request:

Acceptance of Financial Reports for the months of March through July 2024.

Background and Purpose of Request:

Requestor: Jim Gailey, County Manager

Review of monthly financials, paying specific attention to the year end financial report for June 2024.

Presentation: Yes



One Civic Center Square, Portland, ME 04101

MARCH 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 March 31, 2024**

	<u>ACTUAL</u>	<u>BUDGET</u>	<u>FAV(UNFAV) VARIANCE</u>
NO OF EVENTS	15	13	2
PAID ATTENDANCE	51,463	39,200	12,263
DIRECT EVENT INCOME	35,641	(9,736)	45,377
FACILITY FEE	44,675	25,200	19,475
SUITE REVENUE	0	800	(800)
NET TICKETING REVENUE	23,664	12,060	11,604
ANCILLARY INCOME	209,620	121,567	88,053
TOTAL EVENT INCOME	<u>313,600</u>	<u>149,891</u>	<u>163,709</u>
OTHER INCOME	95,042	56,321	38,721
INDIRECT EXPENSES	229,380	230,624	1,244
NET INCOME (LOSS)	<u>179,263</u>	<u>(24,412)</u>	<u>203,675</u>

EVENT INCOME:				
	OVER	BUDGET BY	163,709	DUE TO THE FOLLOWING:
	Actual	MTD Budget	FAV(UNFAV) VARIANCE	COMMENTS:
Regular Season Hockey	199,863	108,340	91,523	Higher attendance and higher concessions sales for six Mariner games. Unbudgeted Dropkick Murphys Co-Pro concert. Maine Hospitality Trade Show. State basketball and hockey championships
Minor Concert	7,992	0	7,992	
Trade Shows	12,942	2,929	10,013	
High School Sports	92,803	38,622	54,181	
	<u>313,600</u>	<u>149,891</u>	<u>163,709</u>	
OTHER INCOME:				
	OVER	BUDGET BY	38,721	DUE TO THE FOLLOWING:
	Actual	MTD Budget	FAV(UNFAV) VARIANCE	COMMENTS:
Advertising Sponsorship Incr	59,922	40,137	19,785	New sponsorship share from a national OVG sponsor. Recognized Maine Mariners 2023-24 logo and suite rentals. Ticketmaster incentive revenues higher than projected for the month .
Premium Seat Income	27,657	11,184	16,473	
Other revenue	7,464	4,000	3,464	
	<u>95,042</u>	<u>56,321</u>	<u>38,721</u>	
INDIRECT EXPENSES:				
	OVER	BUDGET BY	1,244	DUE TO THE FOLLOWING:
	Actual	MTD Budget	FAV(UNFAV) VARIANCE	COMMENTS:
EXECUTIVE	13,289	14,443	1,154	No conference travel as originally projected for February.
MARKETING	9,498	9,558	60	
FINANCE	14,334	21,967	7,633	One less FTE than originally budgeted for the month.
BOX OFFICE	8,590	15,332	6,742	One less FTE than originally budgeted for the month.
OPERATIONS	54,580	41,215	(13,365)	Higher repairs, cleaning supplies and trash removal costs than projected for the month.
EVENT SERVICES	22,034	10,976	(11,058)	Higher part time labor cost allocations to events and security expenses.
GROUP SALES	4,087	5,451	1,364	Lower benefit costs than projected for the month.
ADVERTISING/SPONSOR	3,870	792	(3,078)	Higher fulfillment costs than originally budgeted for the month.
FOOD AND BEVERAGE	18,654	24,527	5,873	Higher event labor allocations than originally projected for March.
OVERHEAD	80,443	86,363	5,920	Lower utility costs due to solar credits than originally budgeted for the month.
	<u>229,380</u>	<u>230,624</u>	<u>1,244</u>	

**Cross Insurance Arena
FINANCIAL STATEMENT COMMENTS
For the Nine Months Ending March 2024**

	<u>ACTUAL</u>	<u>BUDGET</u>	<u>FAV(UNFAV) VARIANCE</u>
NO OF EVENTS	89	77	12
PAID ATTENDANCE	270,775	202,600	68,175
DIRECT EVENT INCOME	233,642	183,159	50,483
FACILITY FEE	462,387	281,290	181,097
SUITE REVENUE	15,852	12,250	3,602
NET TICKETING REVENUE	235,130	201,688	33,442
ANCILLARY INCOME	<u>1,330,955</u>	<u>789,999</u>	<u>540,956</u>
TOTAL EVENT INCOME	2,277,966	1,468,386	809,580
OTHER INCOME	603,946	507,134	96,812
INDIRECT EXPENSES	1,977,772	2,087,977	110,205
NET OPERATING INCOME(LOSS)	<u>904,141</u>	<u>(112,457)</u>	<u>1,016,598</u>

COMMENTS:

EVENT INCOME:	OVER	BUDGET BY	809,580	DUE TO THE FOLLOWING:
	YTD	YTD	FAV(UNFAV)	
	Actual	Budget	VARIANCE	COMMENTS:
WFC/LN Concert	70,690	56,640	14,050	Two Live Nation 3 way split concerts in August.
College Basketball	64,004	0	64,004	Unbudgeted Umaine womens basketball game.
Meetings	2,077	3,656	(1,579)	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	170,091	(122,397)	Lower attendance and revenue splits for Goija/Mastadon and Mannheim shows.
Major Concerts	108,903	75,816	33,087	Higher attendance and ticketing revenues than budgeted from Death Cab For Cutie.
Conference	21,688	0	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	765,895	460,431	305,464	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 shows.
Charity/Community Even	9,768	2,957	6,811	Jibe Cycling and Maine Trooper fundraiser events.
Wrestling	57,266	54,886	2,380	Higher concession and ancillary revenues than originally projected for WWWE.
Comedy Shows	336,344	90,364	245,980	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.
Globetrotters	49,990	48,898	1,092	Higher convenience fee income than originally budgeted.
Family	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	129,120	74,245	54,875	Higher attendance and concession sales at games than budgeted.
	<u>2,277,926</u>	<u>1,468,386</u>	<u>809,540</u>	

OTHER INCOME:	OVER	BUDGET BY	96,812	DUE TO THE FOLLOWING:
	YTD	YTD	FAV(UNFAV)	
	Actual	Budget	VARIANCE	COMMENTS:
Advertising Sponsorship	392,267	361,231	31,036	Additional new banking sponsor in 2023-24.
Premium Seat Income	123,988	100,653	23,335	Additional suite sold to new banking partner for 2023-24.
Rink Program Revenue	19,362	19,000	362	High School rentals.
Other revenue	68,329	26,250	42,079	Higher ancillary revenues than originally budgeted YTD.
	<u>603,946</u>	<u>507,134</u>	<u>96,812</u>	

INDIRECT EXPENSES	UNDER	BUDGET BY	110,205	DUE TO THE FOLLOWING:
	YTD	YTD	FAV(UNFAV)	
	Actual	Budget	VARIANCE	COMMENTS:
EXECUTIVE	129,601	136,783	7,182	Lower part-time wages and conference costs than projected YTD.
MARKETING	80,083	78,512	(1,571)	Higher wages and benefit costs than projected YTD.
FINANCE	136,847	208,969	72,122	One less FTE than originally budgeted YTD.
BOX OFFICE	148,891	148,289	(602)	Higher benefit costs and credit card fees than originally projected YTD.
OPERATIONS	457,786	384,860	(72,926)	Higher cleaning, ice, maintenance and repairs, and supply costs than originally budgeted.
EVENT SERVICES	172,729	184,247	11,518	Higher event labor allocations than originally projected YTD.
GROUP SALES	16,673	50,602	33,929	No Group Sales Person as originally budgeted for first six months.
ADVERTISING/SPON	14,988	7,376	(7,612)	Higher sponsorship infrastructure costs than originally projected YTD..
FOOD AND BEVERA	206,505	225,798	19,293	One less FTE than originally projected YTD. Lower maintenance costs.
OVERHEAD	613,669	662,541	48,872	Lower utility expenses than originally budgeted YTD due to solar credits .
	<u>1,977,772</u>	<u>2,087,977</u>	<u>110,205</u>	

CROSS INSURANCE ARENA
ROLLING FORECAST
as of March 31, 2024
FYE June 30, 2024

	ACTUAL March 31, 2024	BALANCE PROJECTED FY 2024	TOTAL ACT/PROJ FY 2024	ORIG BUDGET FYE June 30, 2024	Variance
# OF EVENTS	89	32	121	100	21
Direct Event Income	233,642	129,464	363,106	296,313	66,793
Facility Fee	462,387	73,317	535,704	337,990	197,714
Suite Revenue	15,852	2,941	18,793	13,950	4,843
Ticketing System Income	235,130	130,086	365,216	247,204	118,012
Ancillary Income	1,330,955	131,323	1,462,278	932,127	530,151
TOTAL EVENT INCOME	<u>2,277,966</u>	<u>467,131</u>	<u>2,745,097</u>	<u>1,827,584</u>	<u>917,513</u>
OTHER INCOME	603,946	155,545	759,491	668,851	90,640
INDIRECT EXPENSES	<u>1,977,772</u>	<u>747,530</u>	<u>2,725,302</u>	<u>2,796,222</u>	<u>70,920</u>
NET OPERATING INCOME (LOSS)	<u><u>904,141</u></u>	<u><u>(124,854)</u></u>	<u><u>779,287</u></u>	<u><u>(299,787)</u></u>	<u><u>1,079,074</u></u>

February adjustments affect to FY Forecast

COMMENTS:

Difference from prior month:	243,655	
Event Income	184,022	Realized higher revenues from March High School and eight Mariner hockey games. Recognized additional revenues from three Mariner playoff games in April.
Other Income	41,200	Realized higher revenues from new sponsorship contracts.
Indirect Expenses	18,433	Realized lower utility expenses in March.

Totals 243,655

Incentive Fee Calculation

Base Management Fee Projected	120,450
Financial Incentive Fee	60,225
Food & Beverage Incentives	36,135
Qualitative Incentives	-
Total Management Fee Projected	<u><u>216,810</u></u>

Mark Eddy

Director of Finance
Mark Eddy

Mike LoConte

General Manager
Mike LoConte

Cross Insurance Arena
BALANCE SHEET
March 2024

ASSETS

CURRENT ASSETS

Cash & cash equivalents	3,021,577	
Accounts receivable	333,392	
Accounts Receivable from Third Party	124,518	
Prepaid	19,613	
Inventory	66,473	
TOTAL CURRENT ASSETS	3,565,572	3,565,572

TOTAL ASSETS	3,565,572
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LIABILITIES AND EQUITY

CURRENT LIABILITIES

Accounts payable	508,627	
Accrued payroll & related costs	263,416	
Sales and Use Tax payable	35,252	
Other accrued liabilities	560,022	
Deposits and Deferred income	1,209,826	
TOTAL LIABILITIES	2,577,143	2,577,143

EQUITY

Retained Earnings	(1,839,873)	
Client Funding	1,924,503	
Current Retained Earnings	903,297	
TOTAL EQUITY	988,429	988,429

TOTAL LIABILITIES AND EQUITY	3,565,572
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Cross Insurance Arena
CONSOLIDATED INCOME STATEMENT
For the Nine Months Ending March 2024

	PERIOD TO DATE			YEAR TO DATE		
	Actual	Curr Budget	Budget Variance	Actual	Curr Budget	Budget Variance
Number of Events	15	13	2	89	77	12
Total Paid General	51,463	39,200	12,263	270,775	202,600	68,175
Turnstile Attendance- General	41,741	35,350	6,391	230,487	181,450	49,037
RENTAL INCOME						
GROSS TICKET REVENUE	789,664	562,160	227,504	7,662,858	5,056,830	2,606,028
SPONSORSHIP REVENUE	0	0	0	0	3,500	(3,500)
RENT BILLED	87,709	59,300	28,409	613,478	511,480	101,998
GROSS REVENUE	877,372	621,460	255,912	8,276,335	5,571,810	2,704,525
PROMOTER PROCEEDS	(784,523)	(562,160)	(222,363)	(7,748,781)	(5,018,580)	(2,730,201)
NET RENTAL INCOME	92,850	59,300	33,550	527,554	553,230	(25,676)
NET SERVICE INCOME / (LOSS)	(57,209)	(69,036)	11,827	(293,912)	(370,071)	76,159
DIRECT EVENT INCOME	35,641	(9,736)	45,377	233,642	183,159	50,483
FACILITY FEE REVENUE	44,675	25,200	19,475	462,387	281,290	181,097
SUITE TICKET REVENUE	0	800	(800)	15,852	12,250	3,602
CONV/TICKET PROC REVENUE	28,673	12,060	16,613	319,714	252,865	66,849
PROMOTER SHARE OF REVENUES	(5,008)	0	(5,008)	(84,584)	(51,177)	(33,407)
TOTAL SURCHARGE/REBATE/PRESHO	68,339	38,060	30,279	713,369	495,228	218,141
ANCILLARY INCOME						
CONCESSIONS	238,108	182,367	55,741	1,350,989	1,081,418	269,571
TEAM/PROMOTER SHARE	(73,832)	(64,000)	(9,832)	(362,743)	(344,236)	(18,507)
SUITES/CATERING	43,308	3,200	40,108	260,607	13,600	247,007
NOVELTY	2,036	0	2,036	82,102	39,217	42,885
TOTAL ANCILLARY INCOME	209,620	121,567	88,053	1,330,955	789,999	540,956
EVENT OPERATING INCOME	313,600	149,891	163,709	2,277,966	1,468,386	809,580
INDIRECT EXPENSES:						
EXECUTIVE	13,289	14,443	1,154	129,601	136,783	7,182
MARKETING	9,498	9,558	60	80,083	78,512	(1,571)
FINANCE	14,334	21,967	7,633	136,847	208,969	72,122
BOX OFFICE	8,590	15,332	6,742	148,891	148,289	(602)
OPERATIONS	54,580	41,215	(13,365)	457,786	384,860	(72,926)
EVENT SERVICES	22,034	10,976	(11,058)	172,729	184,247	11,518
GROUP SALES	4,087	5,451	1,364	16,673	50,602	33,929
ADVERTISING/SPONSORSHIP	3,870	792	(3,078)	14,988	7,376	(7,612)
FOOD AND BEVERAGE	18,654	24,527	5,873	206,505	225,798	19,293
OVERHEAD	80,443	86,363	5,920	613,669	662,541	48,872
TOTAL INDIRECT EXPENSES	229,380	230,624	1,244	1,977,772	2,087,977	110,205
Advertising Sponsorship Income	59,922	40,137	19,785	392,267	361,231	31,036
Premium Seat Income	27,657	11,184	16,473	123,988	100,653	23,335
Rink Program Revenue	0	1,000	(1,000)	19,362	19,000	362
Other revenue	7,464	4,000	3,464	68,329	26,250	42,079
TOTAL OTHER INCOME	95,042	56,321	38,721	603,946	507,134	96,812
NET OPERATING INCOME (LOSS)	179,263	(24,412)	203,675	904,141	(112,457)	1,016,598

Cross Insurance Arena
CONSOLIDATED INDIRECT DEPARTMENT EXPENSES
For the Nine Months Ending March 2024

	Period To Date			Year To Date			Actual	Annual Budget	Annual Budget Var	% of Annual Budget Achieved
	Actual	Curr Budget	Budget Var	Actual	Curr Budget	Budget Var				
Personnel Expenses										
Salaries	67,784	75,665	7,881	665,216	737,685	72,469	665,216	983,560	318,344	68%
Part-Time Labor	175,675	135,500	(40,175)	1,076,136	766,463	(309,673)	1,076,136	949,613	(126,523)	113%
Outside Payroll Service	35,075	14,500	(20,575)	208,672	86,000	(122,672)	208,672	110,000	(98,672)	190%
Employee Benefits	13,597	20,210	6,613	141,794	175,255	33,461	141,794	235,883	94,089	60%
Incentive Compensation	0	0	0	0	0	0	0	73,364	73,364	0%
401K	1,705	4,490	2,785	19,150	40,377	21,227	19,150	53,847	34,697	36%
Payroll Taxes	21,286	18,843	(2,443)	154,827	128,255	(26,572)	154,827	168,649	13,822	92%
Allocated to Events	(216,799)	(159,500)	57,299	(1,279,911)	(799,500)	480,411	(1,279,911)	(1,014,130)	265,781	126%
Total Personnel Expenses	98,323	109,708	11,385	985,885	1,134,535	148,650	985,885	1,560,786	574,901	
Expenses										
Advertising	588	1,166	578	2,104	10,502	8,398	2,104	14,000	11,896	15%
Other Travel Expense	0	750	750	3,346	6,100	2,754	3,346	9,800	6,454	34%
Automobile Expenses	0	63	63	214	561	347	214	750	536	28%
Armored Car Expense	269	166	(103)	2,083	1,502	(581)	2,083	2,000	(83)	104%
Cash (Over)/Short	209	0	(209)	1,608	0	(1,608)	1,608	0	(1,608)	Not Budgeted
Ice Expense	3,951	3,000	(951)	40,882	19,000	(21,882)	40,882	24,000	(16,882)	170%
Parking Expense	2,668	2,367	(301)	22,959	21,299	(1,660)	22,959	28,400	5,442	81%
Buidling / General Supplies	944	1,850	906	22,783	15,450	(7,333)	22,783	20,500	(2,283)	111%
Prof Fees - Deferred Comp. Plan	0	0	0	0	0	0	0	500	500	0%
Computer Maintenance	3,430	5,672	2,242	33,925	51,041	17,116	33,925	68,050	34,125	50%
Credit card fees expense	5,579	5,000	(579)	63,107	33,000	(30,107)	63,107	45,500	(17,607)	139%
Dues & Subscriptions	1,706	850	(856)	6,299	7,802	1,503	6,299	10,350	4,051	61%
R&M/Equip. Fund Expense	9,403	4,646	(4,757)	40,725	45,314	4,589	40,725	59,750	19,025	68%
General expense	1,175	1,200	25	12,488	15,300	2,812	12,488	24,500	12,012	51%
Guest Relations	50	0	(50)	75	900	825	75	1,150	1,075	7%
Insurance & Bonding	10,395	8,369	(2,026)	91,051	75,321	(15,730)	91,051	100,431	9,380	91%
Licenses and Permits	275	502	227	5,108	4,514	(594)	5,108	6,025	917	85%
Management Fee Expense	9,698	10,038	340	87,957	90,336	2,379	87,957	120,450	32,493	73%
Meetings/Conferences	520	1,733	1,213	1,294	7,450	6,156	1,294	15,950	14,656	8%
Office Supplies	519	800	281	4,931	5,500	569	4,931	7,750	2,819	64%
Equipment Rental	875	875	0	7,875	7,875	0	7,875	10,500	2,625	75%
Cleaning Supplies	6,331	1,500	(4,831)	27,838	11,300	(16,538)	27,838	15,500	(12,338)	180%
Paper Supplies	3,719	2,000	(1,719)	24,409	13,250	(11,159)	24,409	17,000	(7,409)	144%
Printing	0	197	197	940	1,779	839	940	2,370	1,430	40%
Pest Control Expense	248	233	(15)	2,094	2,101	7	2,094	2,800	706	75%
Postage	204	100	(104)	1,353	900	(453)	1,353	1,300	(53)	104%
Security System	3,473	600	(2,873)	4,654	5,000	346	4,654	6,500	1,846	72%
Recruiting Expense	0	50	50	401	800	399	401	950	549	42%
Cell Phone/Telephone/Data Lines	102	155	53	916	1,395	479	916	1,860	944	49%
Smallwares	0	100	100	783	3,950	3,167	783	5,000	4,217	16%
Snow Removal	0	0	0	125	250	125	125	250	125	50%
Equipment Maintenance	4,712	1,600	(3,112)	55,883	20,200	(35,683)	55,883	25,000	(30,883)	224%
Internet - Phone	3,602	3,334	(268)	32,390	30,000	(2,390)	32,390	40,000	7,610	81%
Trash Removal	3,261	1,500	(1,761)	20,679	11,000	(9,679)	20,679	15,000	(5,679)	138%
Uniforms	867	500	(367)	6,849	5,750	(1,099)	6,849	7,250	401	94%
Utilities	52,284	60,000	7,716	360,575	427,000	66,425	360,575	524,300	163,725	69%
Total Expenses	131,057	120,916	(10,141)	991,886	953,442	(38,444)	991,886	1,235,436	243,550	
Total Departmental Expenses	229,380	230,624	1,244	1,977,772	2,087,977	110,205	1,977,772	2,796,222	818,450	

**Cross Insurance Arena
OTHER INCOME
For the Nine Months Ending March 2024**

	Period To Date			Year To Date			Annual Budget	Annual Budget Var	% of Annual Budget Achieved
	Actual	Curr Budget	Budget Var	Actual	Curr Budget	Budget Var			
OTHER INCOME									
Advertising Sponsorship Incr	59,922	40,137	19,785	392,267	361,231	31,036	481,643	(89,376)	81%
Premium Seat Income	27,657	11,184	16,473	123,988	100,653	23,335	134,208	(10,220)	92%
Rink Program Revenue	0	1,000	(1,000)	19,362	19,000	362	20,000	(638)	97%
Other revenue	7,464	4,000	3,464	68,329	26,250	42,079	33,000	35,329	207%
TOTAL OTHER INCOME	95,042	56,321	38,721	603,946	507,134	96,812	668,851	(64,905)	90%



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**

	<u>ACTUAL</u>	<u>BUDGET</u>	<u>FAV(UNFAV) VARIANCE</u>
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	<u>332,282</u>	<u>141,186</u>	<u>191,096</u>
OTHER INCOME	79,336	55,072	24,264
INDIRECT EXPENSES	150,605	228,883	78,278
NET INCOME (LOSS)	<u>261,013</u>	<u>(32,625)</u>	<u>293,638</u>

EVENT INCOME:	OVER	BUDGET BY	191,096	DUE TO THE FOLLOWING:
	<u>Actual</u>	<u>MTD Budget</u>	<u>FAV(UNFAV) VARIANCE</u>	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.
	<u>332,282</u>	<u>141,186</u>	<u>191,096</u>	

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

INDIRECT EXPENSES:	UNDER	BUDGET BY	78,278	DUE TO THE FOLLOWING:
	<u>Actual</u>	<u>MTD Budget</u>	<u>FAV(UNFAV) VARIANCE</u>	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.
	<u>150,605</u>	<u>228,883</u>	<u>78,278</u>	

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

	ACTUAL	BUDGET	FAV(UNFAV) 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)	<u>1,131,428</u>	<u>(145,082)</u>	<u>1,276,510</u>

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	56,640	63,793	Three Live Nation 3 way split concerts YTD.
College Basketball	64,004	0	64,004	Unbudgeted Umaine womens basketball game.
Meetings	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 Gojia/Mastadon and Mannheim shows.
Major Concerts	108,903	75,816	33,087	Higher attendance and ticketing revenues than budgeted from Death Cab For Cutie.
Conference	21,688	0	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 shows.
Charity/Community Event	9,768	2,957	6,811	Jibe Cycling and Maine Trooper fundraiser events.
Wrestling	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.
Family	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.
	<u>2,576,523</u>	<u>1,609,572</u>	<u>966,951</u>	

OTHER INCOME:	OVER	BUDGET BY	121,076	DUE TO THE FOLLOWING:
	YTD	YTD	FAV(UNFAV)	
	Actual	Budget	VARIANCE	COMMENTS:
Advertising Sponsorship I	448,133	401,368	46,765	Additional new banking sponsor in 2023-24.
Premium Seat Income	136,020	111,838	24,182	Additional suite sold to new banking partner for 2023-24.
Rink Program Revenue	22,062	20,000	2,062	High School rentals.
Other revenue	77,067	29,000	48,067	Higher ancillary revenues than originally budgeted YTD.
	<u>683,282</u>	<u>562,206</u>	<u>121,076</u>	

INDIRECT EXPENSES:	UNDER	BUDGET BY	188,483	DUE TO THE FOLLOWING:
	YTD	YTD	FAV(UNFAV)	
	Actual	Budget	VARIANCE	COMMENTS:
EXECUTIVE	142,748	151,226	8,478	Lower part-time wages and conference costs than projected YTD.
MARKETING	89,700	86,970	(2,730)	Higher wages and benefit costs than projected YTD.
FINANCE	155,128	230,930	75,802	One less FTE than originally budgeted YTD.
BOX OFFICE	154,537	163,041	8,504	One less FTE for last five months of fiscal year.
OPERATIONS	508,704	426,595	(82,109)	Higher cleaning, ice, maintenance and repairs, and supply costs than originally budgeted.
EVENT SERVICES	151,832	210,373	58,541	Higher event labor allocations than originally projected YTD.
GROUP SALES	20,689	56,053	35,364	No Group Sales Person as originally budgeted for first six months.
ADVERTISING/SPONS	19,587	8,167	(11,420)	Higher sponsorship infrastructure costs than originally projected YTD..
FOOD AND BEVERAG	210,816	254,776	43,960	One less FTE than originally projected YTD. Lower maintenance costs.
OVERHEAD	674,636	728,729	54,093	Lower utility expenses than originally budgeted YTD due to solar credits .
	<u>2,128,377</u>	<u>2,316,860</u>	<u>188,483</u>	

**CROSS INSURANCE ARENA
ROLLING FORECAST
as of April 30, 2024
FYE June 30, 2024**

	ACTUAL April 30, 2024	BALANCE PROJECTED FY 2024	TOTAL ACT/PROJ FY 2024	ORIG BUDGET FYE June 30, 2024	Variance
# OF EVENTS	101	21	122	100	22
Direct Event Income	198,941	94,668	293,609	296,313	(2,704)
Facility Fee	520,270	30,997	551,267	337,990	213,277
Suite Revenue	16,637	182	16,819	13,950	2,869
Ticketing System Income	295,077	39,358	334,435	247,204	87,231
Ancillary Income	<u>1,545,598</u>	<u>42,542</u>	<u>1,588,140</u>	<u>932,127</u>	<u>656,013</u>
TOTAL EVENT INCOME	2,576,523	207,747	2,784,270	1,827,584	956,686
OTHER INCOME	683,282	103,698	786,980	668,851	118,129
INDIRECT EXPENSES	<u>2,128,377</u>	<u>518,580</u>	<u>2,646,957</u>	<u>2,796,222</u>	<u>149,265</u>
NET OPERATING INCOME (LOSS)	<u><u>1,131,428</u></u>	<u><u>(207,135)</u></u>	<u><u>924,293</u></u>	<u><u>(299,787)</u></u>	<u><u>1,224,080</u></u>

February adjustments affect to FY Forecast

COMMENTS:

Difference from prior month:	178,731	
Event Income	72,898	Realized higher revenues from six Mariner hockey games and a Comedy show during the month.
Other Income	27,489	Realized higher revenues from new sponsorship contracts.
Indirect Expenses	78,344	Realized lower net payroll expenses in April.
Totals	<u><u>178,731</u></u>	

Incentive Fee Calculation

Base Management Fee Projected	120,450
Financial Incentive Fee	60,225
Food & Beverage Incentives	36,135
Qualitative Incentives	-
Total Management Fee Projected	<u><u>216,810</u></u>

Mark Eddy

Director of Finance
Mark Eddy

Mike LoConte

General Manager
Mike LoConte

Cross Insurance Arena
BALANCE SHEET
April 2024

ASSETS

CURRENT ASSETS

Cash & cash equivalents	3,065,317	
Accounts receivable	305,734	
Accounts Receivable from Third Party	264,704	
Prepaid	16,236	
Inventory	58,273	
TOTAL CURRENT ASSETS		3,710,264

TOTAL ASSETS		3,710,264
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LIABILITIES AND EQUITY

CURRENT LIABILITIES

Accounts payable	421,088	
Accrued payroll & related costs	239,425	
Sales and Use Tax payable	33,712	
Other accrued liabilities	565,734	
Deposits and Deferred income	1,234,589	
TOTAL LIABILITIES		2,494,548

EQUITY

Retained Earnings	(1,839,873)	
Client Funding	1,924,503	
Current Retained Earnings	1,130,584	
TOTAL EQUITY		1,215,716

TOTAL LIABILITIES AND EQUITY		3,710,264
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Cross Insurance Arena
CONSOLIDATED INCOME STATEMENT
For the Ten Months Ending April 2024

	PERIOD TO DATE			YEAR TO DATE		
	Actual	Curr Budget	Budget Variance	Actual	Curr Budget	Budget 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
Turnstile Attendance- General	27,521	14,400	13,121	258,008	195,850	62,158
RENTAL INCOME						
GROSS TICKET REVENUE	1,137,383	384,040	753,343	8,800,241	5,440,870	3,359,371
SPONSORSHIP REVENUE	0	0	0	0	3,500	(3,500)
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 RENTAL INCOME	35,525	52,550	(17,025)	529,355	605,780	(76,425)
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)
FACILITY 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
CONV/TICKET 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	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	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	58,541
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	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

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

	Period To Date			Year To Date			Actual	Annual Budget	Annual Budget Var	% of Annual Budget Achieved
	Actual	Curr Budget	Budget Var	Actual	Curr Budget	Budget Var				
Personnel Expenses										
Salaries	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%
Payroll Taxes	12,445	13,133	688	167,271	141,388	(25,883)	167,271	168,649	1,378	99%
Allocated to Events	(186,221)	(79,000)	107,221	(1,466,132)	(878,500)	587,632	(1,466,132)	(1,014,130)	452,002	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	
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%
Management Fee Expense	9,698	10,038	340	97,655	100,374	2,719	97,655	120,450	22,795	81%
Meetings/Conferences	728	633	(95)	2,022	8,083	6,061	2,022	15,950	13,928	13%
Office Supplies	329	600	271	5,260	6,100	840	5,260	7,750	2,490	68%
Equipment Rental	875	875	0	8,750	8,750	0	8,750	10,500	1,750	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	654	25,755	15,250	(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	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%
Utilities	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**

	Period To Date			Year To Date			Annual Budget	Annual Budget Var	% of Annual Budget Achieved
	Actual	Curr Budget	Budget Var	Actual	Curr Budget	Budget Var			
OTHER INCOME									
Advertising Sponsorship Incr	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%



One Civic Center Square, Portland, ME 04101

MAY 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 May 31, 2024**

	<u>ACTUAL</u>	<u>BUDGET</u>	<u>FAV(UNFAV) VARIANCE</u>
NO OF EVENTS	10	6	4
PAID ATTENDANCE	1,746	3,000	(1,254)
DIRECT EVENT INCOME	18,525	41,088	(22,563)
FACILITY FEE	1,753	9,000	(7,247)
SUITE REVENUE	0	0	0
NET TICKETING REVENUE	6,516	6,993	(477)
ANCILLARY INCOME	25,547	38,806	(13,259)
TOTAL EVENT INCOME	<u>52,340</u>	<u>95,887</u>	<u>(43,547)</u>
OTHER INCOME	64,731	52,572	12,159
INDIRECT EXPENSES	294,691	218,467	(76,224)
NET INCOME (LOSS)	<u>(177,620)</u>	<u>(70,008)</u>	<u>(107,612)</u>

EVENT INCOME:				
	UNDER	BUDGET BY	(43,547)	DUE TO THE FOLLOWING:
	Actual	MTD Budget	FAV(UNFAV) VARIANCE	COMMENTS:
WFC/LN Concert	(483)	0	(483)	
Minor Concert	0	56,697	(56,697)	No minor concert as budgeted in May
Graduations	41,749	35,220	6,529	Higher rent and service income than originally projected for 3 College Graduations.
Religious	11,075	3,970	7,105	Higher rent than originally projected for the Jehovah Witness weekend.
	<u>52,340</u>	<u>95,887</u>	<u>(43,547)</u>	
OTHER INCOME:				
	OVER	BUDGET BY	12,159	DUE TO THE FOLLOWING:
	Actual	MTD Budget	FAV(UNFAV) VARIANCE	COMMENTS:
Advertising Sponsorship Incr	45,626	40,137	5,489	Higher sponsorship renewals than originally budgeted for April..
Premium Seat Income	16,527	11,185	5,342	
Other revenue	2,598	1,250	1,348	Ticketmaster incentive revenues higher than projected for the month .
	<u>64,731</u>	<u>52,572</u>	<u>12,159</u>	
INDIRECT EXPENSES:				
	OVER	BUDGET BY	(76,224)	DUE TO THE FOLLOWING:
	Actual	MTD Budget	FAV(UNFAV) VARIANCE	COMMENTS:
EXECUTIVE	15,813	16,671	858	
MARKETING	11,092	11,231	139	
FINANCE	23,680	25,678	1,998	One less FTE than originally budgeted for the month.
BOX OFFICE	12,363	17,276	4,913	One less FTE than originally budgeted for the month.
OPERATIONS	59,429	41,959	(17,470)	Higher labor costs, cleaning supplies, and trash removal costs than projected for May.
EVENT SERVICES	65,026	12,916	(52,110)	Lower part time labor cost allocations to events and higher equipment expenses.
GROUP SALES	5,020	6,403	1,383	Lower benefit costs than projected for the month.
ADVERTISING/SPONSOR	3,588	791	(2,797)	Higher fulfillment costs than originally budgeted for the month.
FOOD AND BEVERAGE	40,217	24,154	(16,063)	Higher part-time labor costs than projected for May.
OVERHEAD	58,463	61,388	2,925	Lower utility and insurance costs than originally budgeted for the month.
	<u>294,691</u>	<u>218,467</u>	<u>(76,224)</u>	

**Cross Insurance Arena
FINANCIAL STATEMENT COMMENTS
For the Eleven Months Ending May 2024**

	<u>ACTUAL</u>	<u>BUDGET</u>	<u>FAV(UNFAV) VARIANCE</u>
NO OF EVENTS	111	91	20
PAID ATTENDANCE	305,641	220,900	84,741
DIRECT EVENT INCOME	217,467	244,652	(27,185)
FACILITY FEE	522,022	323,590	198,432
SUITE REVENUE	16,637	12,450	4,187
NET TICKETING REVENUE	301,592	235,824	65,768
ANCILLARY INCOME	<u>1,571,145</u>	<u>888,943</u>	<u>682,202</u>
TOTAL EVENT INCOME	2,628,863	1,705,459	923,404
OTHER INCOME	748,013	614,778	133,235
INDIRECT EXPENSES	2,423,067	2,535,327	112,260
NET OPERATING INCOME(LOSS)	<u>953,809</u>	<u>(215,090)</u>	<u>1,168,899</u>

COMMENTS:

EVENT INCOME:	OVER	BUDGET BY	923,404	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	119,950	56,640	63,310	Three Live Nation 3 way split concerts YTD.
College Basketball	64,004	0	64,004	Unbudgeted Umaine womens basketball game.
Meetings	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	283,485	(235,790)	Lower attendance and revenue splits for Goija/Mastadon and Mannheim shows.
Major Concerts	108,903	75,816	33,087	Higher attendance and ticketing revenues than budgeted from Death Cab For Cutie.
Conference	21,688	0	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 shows.
Charity/Community Event	9,768	2,957	6,811	Jibe Cycling and Maine Trooper fundraiser events.
Wrestling	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.
Religious Events	11,075	3,970	7,105	Higher rent and service income than originally projected for 3 College Graduations.
Graduations	41,749	35,220	6,529	Higher rent than originally projected for the Jehovah Witness weekend.
Globetrotters	49,990	48,898	1,092	Higher convenience fee income than originally budgeted.
Family	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	64,147	26,480	37,667	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.
	<u>2,628,863</u>	<u>1,705,459</u>	<u>923,404</u>	
OTHER INCOME:	OVER	BUDGET BY	133,235	DUE TO THE FOLLOWING:
	YTD	YTD	FAV(UNFAV)	
	Actual	Budget	VARIANCE	COMMENTS:
Advertising Sponsorship I	493,760	441,505	52,255	Additional new banking sponsor in 2023-24.
Premium Seat Income	152,547	123,023	29,524	Additional suite sold to new banking partner for 2023-24.
Rink Program Revenue	22,042	20,000	2,042	High School rentals.
Other revenue	79,665	30,250	49,415	Higher ancillary revenues than originally budgeted YTD.
	<u>748,013</u>	<u>614,778</u>	<u>133,235</u>	
INDIRECT EXPENSES:	UNDER	BUDGET BY	112,260	DUE TO THE FOLLOWING:
	YTD	YTD	FAV(UNFAV)	
	Actual	Budget	VARIANCE	COMMENTS:
EXECUTIVE	158,561	167,897	9,336	Lower part-time wages and conference costs than projected YTD.
MARKETING	100,792	98,201	(2,591)	Higher wages and benefit costs than projected YTD.
FINANCE	178,808	256,608	77,800	One less FTE than originally budgeted YTD.
BOX OFFICE	166,900	180,317	13,417	One less FTE for last five months of fiscal year.
OPERATIONS	568,133	468,554	(99,579)	Higher cleaning, ice, maintenance and repairs, and supply costs than originally budgeted.
EVENT SERVICES	216,858	223,289	6,431	Higher event labor allocations than originally projected YTD.
GROUP SALES	25,709	62,456	36,747	No Group Sales Person as originally budgeted for first six months.
ADVERTISING/SPONS	23,175	8,958	(14,217)	Higher sponsorship infrastructure costs than originally projected YTD..
FOOD AND BEVERAG	251,033	278,930	27,897	One less FTE than originally projected YTD. Lower maintenance costs.
OVERHEAD	733,099	790,117	57,018	Lower utility expenses than originally budgeted YTD due to solar credits .
	<u>2,423,067</u>	<u>2,535,327</u>	<u>112,260</u>	

CROSS INSURANCE ARENA
ROLLING FORECAST
as of May 31, 2024
FYE June 30, 2024

	ACTUAL May 31, 2024	BALANCE PROJECTED FY 2024	TOTAL ACT/PROJ FY 2024	ORIG BUDGET FYE June 30, 2024	Variance
# OF EVENTS	111	11	122	100	22
Direct Event Income	217,467	49,210	266,677	296,313	(29,636)
Facility Fee	522,022	30,000	552,022	337,990	214,032
Suite Revenue	16,637	4,000	20,637	13,950	6,687
Ticketing System Income	301,592	40,000	341,592	247,204	94,388
Ancillary Income	1,571,145	25,000	1,596,145	932,127	664,018
TOTAL EVENT INCOME	<u>2,628,863</u>	<u>148,210</u>	<u>2,777,073</u>	<u>1,827,584</u>	<u>949,489</u>
OTHER INCOME	<u>748,013</u>	<u>55,479</u>	<u>803,492</u>	<u>668,851</u>	<u>134,641</u>
INDIRECT EXPENSES	<u>2,423,067</u>	<u>342,560</u>	<u>2,765,627</u>	<u>2,796,222</u>	<u>30,595</u>
NET OPERATING INCOME (LOSS)	<u><u>953,809</u></u>	<u><u>(138,871)</u></u>	<u><u>814,938</u></u>	<u><u>(299,787)</u></u>	<u><u>1,114,725</u></u>

May adjustments affect to FY Forecast

COMMENTS:

Difference from prior month:

(109,355)

Event Income

(7,197)

Realized lower revenues from a Co-Pro concert held in May.

Other Income

16,512

Realized higher revenues from new sponsorship contracts.

Indirect Expenses

118,670

Realized higher labor and operational expenditures than projected in May. Recognized higher Insurance and repair expenses in June.

Totals

127,985

Incentive Fee Calculation

Base Management Fee Projected	120,450
Financial Incentive Fee	60,225
Food & Beverage Incentives	36,135
Qualitative Incentives	-
Total Management Fee Projected	<u><u>216,810</u></u>

Mark Eddy

Director of Finance
Mark Eddy

Mike LoConte

General Manager
Mike LoConte

Cross Insurance Arena
BALANCE SHEET
 May 2024

ASSETS

CURRENT ASSETS

Cash & cash equivalents	2,910,172	
Accounts receivable	230,734	
Accounts Receivable from Third Party	207,059	
Prepaid	10,391	
Inventory	57,684	
TOTAL CURRENT ASSETS		3,416,041

TOTAL ASSETS

3,416,041

LIABILITIES AND EQUITY

CURRENT LIABILITIES

Accounts payable	254,522	
Accrued payroll & related costs	178,586	
Sales and Use Tax payable	4,166	
Other accrued liabilities	371,156	
Deposits and Deferred income	1,569,515	
TOTAL LIABILITIES		<u><u>2,377,944</u></u>

EQUITY

Retained Earnings	(1,839,873)	
Client Funding	1,924,503	
Current Retained Earnings	952,965	
TOTAL EQUITY		1,038,097

TOTAL LIABILITIES AND EQUITY

3,416,041

Cross Insurance Arena
CONSOLIDATED INCOME STATEMENT
For the Eleven Months Ending May 2024

	PERIOD TO DATE			YEAR TO DATE		
	Actual	Curr Budget	Budget Variance	Actual	Curr Budget	Budget Variance
Number of Events	10	6	4	111	91	20
Total Paid General	1,746	3,000	(1,254)	305,641	220,900	84,741
Turnstile Attendance- General	12,200	18,000	(5,800)	270,208	213,850	56,358
RENTAL INCOME						
GROSS TICKET REVENUE	92,679	118,500	(25,821)	8,892,920	5,559,370	3,333,550
SPONSORSHIP REVENUE	0	0	0	0	3,500	(3,500)
RENT BILLED	31,000	46,900	(15,900)	726,621	610,930	115,691
GROSS REVENUE	123,679	165,400	(41,721)	9,619,541	6,173,800	3,445,741
PROMOTER PROCEEDS	(122,224)	(118,500)	(3,724)	(9,088,731)	(5,521,120)	(3,567,611)
NET RENTAL INCOME	1,455	46,900	(45,445)	530,810	652,680	(121,870)
NET SERVICE INCOME / (LOSS)	17,070	(5,812)	22,882	(313,343)	(408,028)	94,685
DIRECT EVENT INCOME	18,525	41,088	(22,563)	217,467	244,652	(27,185)
FACILITY FEE REVENUE	1,753	9,000	(7,247)	522,022	323,590	198,432
SUITE TICKET REVENUE	0	0	0	16,637	12,450	4,187
CONV/TICKET PROC REVENUE	19,307	9,713	9,594	428,943	292,441	136,502
PROMOTER SHARE OF REVENUES	(12,791)	(2,720)	(10,071)	(127,351)	(56,617)	(70,734)
TOTAL SURCHARGE/REBATE/PRESHO	8,268	15,993	(7,725)	840,251	571,864	268,387
ANCILLARY INCOME						
CONCESSIONS	26,541	35,806	(9,265)	1,606,974	1,189,562	417,412
TEAM/PROMOTER SHARE	(9,524)	0	(9,524)	(446,895)	(360,236)	(86,659)
SUITES/CATERING	5,652	0	5,652	310,314	14,400	295,914
NOVELTY	2,877	3,000	(123)	100,752	45,217	55,535
TOTAL ANCILLARY INCOME	25,547	38,806	(13,259)	1,571,145	888,943	682,202
EVENT OPERATING INCOME	52,340	95,887	(43,547)	2,628,863	1,705,459	923,404
INDIRECT EXPENSES:						
EXECUTIVE	15,813	16,671	858	158,561	167,897	9,336
MARKETING	11,092	11,231	139	100,792	98,201	(2,591)
FINANCE	23,680	25,678	1,998	178,808	256,608	77,800
BOX OFFICE	12,363	17,276	4,913	166,900	180,317	13,417
OPERATIONS	59,429	41,959	(17,470)	568,133	468,554	(99,579)
EVENT SERVICES	65,026	12,916	(52,110)	216,858	223,289	6,431
GROUP SALES	5,020	6,403	1,383	25,709	62,456	36,747
ADVERTISING/SPONSORSHIP	3,588	791	(2,797)	23,175	8,958	(14,217)
FOOD AND BEVERAGE	40,217	24,154	(16,063)	251,033	278,930	27,897
OVERHEAD	58,463	61,388	2,925	733,099	790,117	57,018
TOTAL INDIRECT EXPENSES	294,691	218,467	(76,224)	2,423,067	2,535,327	112,260
Advertising Sponsorship Income	45,626	40,137	5,489	493,760	441,505	52,255
Premium Seat Income	16,527	11,185	5,342	152,547	123,023	29,524
Rink Program Revenue	(20)	0	(20)	22,042	20,000	2,042
Other revenue	2,598	1,250	1,348	79,665	30,250	49,415
TOTAL OTHER INCOME	64,731	52,572	12,159	748,013	614,778	133,235
NET OPERATING INCOME (LOSS)	(177,620)	(70,008)	(107,612)	953,809	(215,090)	1,168,899

Cross Insurance Arena
CONSOLIDATED INDIRECT DEPARTMENT EXPENSES
For the Eleven Months Ending May 2024

	Period To Date			Year To Date			Actual	Annual Budget	Annual Budget Var	% of Annual Budget Achieved
	Actual	Curr Budget	Budget Var	Actual	Curr Budget	Budget Var				
Personnel Expenses										
Salaries	85,036	94,554	9,518	818,428	907,899	89,471	818,428	983,560	165,132	83%
Part-Time Labor	131,236	65,750	(65,486)	1,294,720	910,213	(384,507)	1,294,720	949,613	(345,107)	136%
Outside Payroll Service	7,638	1,000	(6,638)	250,765	102,500	(148,265)	250,765	110,000	(140,765)	228%
Employee Benefits	14,866	20,210	5,344	173,746	215,675	41,929	173,746	235,883	62,137	74%
Incentive Compensation	0	0	0	0	0	0	0	73,364	73,364	0%
401K	3,141	4,490	1,349	24,236	49,357	25,121	24,236	53,847	29,611	45%
Payroll Taxes	18,258	13,753	(4,505)	185,529	155,141	(30,388)	185,529	168,649	(16,880)	110%
Allocated to Events	(66,763)	(75,880)	(9,117)	(1,532,894)	(954,380)	578,514	(1,532,894)	(1,014,130)	518,764	151%
Total Personnel Expenses	193,411	123,877	(69,534)	1,214,529	1,386,405	171,876	1,214,529	1,560,786	346,257	
Expenses										
Advertising	650	1,166	516	3,806	12,834	9,028	3,806	14,000	10,194	27%
Other Travel Expense	240	1,150	910	3,586	8,000	4,414	3,586	9,800	6,214	37%
Automobile Expenses	27	63	36	344	687	343	344	750	406	46%
Armored Car Expense	202	166	(36)	2,657	1,834	(823)	2,657	2,000	(657)	133%
Cash (Over)/Short	145	0	(145)	1,161	0	(1,161)	1,161	0	(1,161)	Not Budgeted
Ice Expense	0	2,000	2,000	43,433	24,000	(19,433)	43,433	24,000	(19,433)	181%
Parking Expense	2,645	2,367	(278)	28,332	26,033	(2,299)	28,332	28,400	69	100%
Buidling / General Supplies	4,829	1,800	(3,029)	30,050	18,800	(11,250)	30,050	20,500	(9,550)	147%
Prof Fees - Deferred Comp. Plan	0	0	0	0	0	0	0	500	500	0%
Computer Maintenance	8,529	5,671	(2,858)	50,349	62,383	12,034	50,349	68,050	17,701	74%
Credit card fees expense	1,933	2,500	567	80,349	40,500	(39,849)	80,349	45,500	(34,849)	177%
Dues & Subscriptions	518	849	331	7,334	9,501	2,167	7,334	10,350	3,016	71%
R&M/Equip. Fund Expense	6,383	4,645	(1,738)	59,346	54,604	(4,742)	59,346	59,750	404	99%
General expense	1,252	3,250	1,998	15,862	21,250	5,388	15,862	24,500	8,638	65%
Guest Relations	0	0	0	75	900	825	75	1,150	1,075	7%
Insurance & Bonding	5,894	8,370	2,476	102,840	92,061	(10,779)	102,840	100,431	(2,409)	102%
Licenses and Permits	372	504	132	5,820	5,521	(299)	5,820	6,025	205	97%
Management Fee Expense	9,698	10,038	340	107,353	110,412	3,059	107,353	120,450	13,097	89%
Meetings/Conferences	3,064	2,433	(631)	5,086	10,516	5,430	5,086	15,950	10,864	32%
Office Supplies	350	800	450	5,610	6,900	1,290	5,610	7,750	2,140	72%
Equipment Rental	875	875	0	9,625	9,625	0	9,625	10,500	875	92%
Cleaning Supplies	5,813	2,000	(3,813)	37,420	14,500	(22,920)	37,420	15,500	(21,920)	241%
Paper Supplies	32	750	718	25,787	16,000	(9,787)	25,787	17,000	(8,787)	152%
Printing	90	197	107	1,210	2,173	963	1,210	2,370	1,160	51%
Pest Control Expense	248	233	(15)	2,590	2,567	(23)	2,590	2,800	210	93%
Postage	135	125	(10)	1,623	1,150	(473)	1,623	1,300	(323)	125%
Security System	30	500	470	4,714	6,000	1,286	4,714	6,500	1,786	73%
Recruiting Expense	0	50	50	401	900	499	401	950	549	42%
Cell Phone/Telephone/Data Lines	102	155	53	1,119	1,705	586	1,119	1,860	741	60%
Smallwares	0	250	250	783	4,750	3,967	783	5,000	4,217	16%
Snow Removal	0	0	0	125	250	125	125	250	125	50%
Equipment Maintenance	4,824	1,600	(3,224)	61,977	23,400	(38,577)	61,977	25,000	(36,977)	248%
Internet - Phone	3,842	3,333	(509)	39,886	36,666	(3,220)	39,886	40,000	114	100%
Trash Removal	2,955	1,250	(1,705)	25,947	13,750	(12,197)	25,947	15,000	(10,947)	173%
Uniforms	902	500	(402)	8,191	6,750	(1,441)	8,191	7,250	(941)	113%
Utilities	34,700	35,000	300	432,561	502,000	69,439	432,561	524,300	91,739	83%
Total Expenses	101,279	94,590	(6,689)	1,208,538	1,148,922	(59,616)	1,208,538	1,235,436	26,898	
Total Departmental Expenses	294,691	218,467	(76,224)	2,428,067	2,535,327	112,260	2,428,067	2,796,222	373,155	

**Cross Insurance Arena
OTHER INCOME
For the Eleven Months Ending May 2024**

	Period To Date			Year To Date			Annual Budget	Annual Budget Var	% of Annual Budget Achieved
	Actual	Curr Budget	Budget Var	Actual	Curr Budget	Budget Var			
OTHER INCOME									
Advertising Sponsorship Incr	45,626	40,137	5,489	493,760	441,505	52,255	481,643	12,117	103%
Premium Seat Income	16,527	11,185	5,342	152,547	123,023	29,524	134,208	18,339	114%
Rink Program Revenue	(20)	0	(20)	22,042	20,000	2,042	20,000	2,042	110%
Other revenue	2,598	1,250	1,348	79,665	30,250	49,415	33,000	46,665	241%
TOTAL OTHER INCOME	64,731	52,572	12,159	748,013	614,778	133,235	668,851	79,162	112%



One Civic Center Square, Portland, ME 04101

JUNE 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 June 30, 2024**

	<u>ACTUAL</u>	<u>BUDGET</u>	<u>FAV(UNFAV) VARIANCE</u>
NO OF EVENTS	14	6	8
PAID ATTENDANCE	13,366	6,600	6,766
DIRECT EVENT INCOME	(31,068)	45,884	(76,952)
FACILITY FEE	26,713	14,400	12,313
SUITE REVENUE	12,280	1,500	10,780
NET TICKETING REVENUE	54,380	11,380	43,000
ANCILLARY INCOME	84,094	46,283	37,811
TOTAL EVENT INCOME	<u>146,399</u>	<u>119,447</u>	<u>26,952</u>
OTHER INCOME	42,553	54,073	(11,520)
INDIRECT EXPENSES	360,323	260,895	(99,428)
NET INCOME (LOSS)	<u>(171,372)</u>	<u>(87,375)</u>	<u>(83,997)</u>

EVENT INCOME:	OVER	BUDGET BY	26,952	DUE TO THE FOLLOWING:
	Actual	MTD Budget	FAV(UNFAV) VARIANCE	COMMENTS:
Cirque Du Soleil	156,026	0	156,026	5 Unbudgeted Cortero shows
Minor Concert	0	56,697	(56,697)	No minor concert as budgeted for June
Boxing	(39,272)	0	(39,272)	Unbudgeted Fathers Day boxing event.
Graduations	26,550	18,212	8,338	Higher rent and service income than originally projected for 5 High School Graduations.
Community Meeting	2,600	0	2,600	Higher rent than originally projected for the Jehovah Witness weekend.
Broadway Shows	495	0	495	Lower attendance and revenues from 3 day Comic and Toy trade show.
Misc Family	0	37,013	(37,013)	No Broadway shows as originally projected.
	0	7,525	(7,525)	No family event as originally budgeted.
	<u>146,399</u>	<u>119,447</u>	<u>26,952</u>	

OTHER INCOME:	UNDER	BUDGET BY	(11,520)	DUE TO THE FOLLOWING:
	Actual	MTD Budget	FAV(UNFAV) VARIANCE	COMMENTS:
Advertising Sponsorship Incr	31,398	40,138	(8,740)	Lower sponsorship renewals than originally budgeted for June..
Premium Seat Income	11,264	11,185	79	
Other revenue	3,913	2,750	1,163	Higher ticketing revenues from unbudgeted shows in June .
	<u>42,553</u>	<u>54,073</u>	<u>(11,520)</u>	

INDIRECT EXPENSES:	OVER	BUDGET BY	(99,428)	DUE TO THE FOLLOWING:
	Actual	MTD Budget	FAV(UNFAV) VARIANCE	COMMENTS:
EXECUTIVE	41,713	40,265	(1,448)	Higher part-time wages and benefits than originally projected for the month.
MARKETING	22,017	16,425	(5,592)	Higher wages, benefits, and advertising than originally projected for June.
FINANCE	28,041	35,218	7,177	One less FTE than originally budgeted for the month.
BOX OFFICE	8,420	24,693	16,273	One less FTE and no conference expenses as originally projected for June.
OPERATIONS	53,223	43,817	(9,406)	Higher labor costs, cleaning supplies, and trash removal costs than projected for June.
EVENT SERVICES	47,262	12,047	(35,215)	Lower part time labor cost allocations to events and higher security expenses.
GROUP SALES	4,010	5,452	1,442	Lower benefit costs than projected for the month.
ADVERTISING/SPONSOR	4,523	1,042	(3,481)	Higher fulfillment costs than originally budgeted for the month.
FOOD AND BEVERAGE	42,364	32,672	(9,692)	Higher POS maintenance costs than projected for the month..
OVERHEAD	<u>108,752</u>	<u>49,264</u>	<u>(59,488)</u>	Higher utility from unbudgeted events and insurance costs than originally projected for June
	<u>360,323</u>	<u>260,895</u>	<u>(99,428)</u>	

Cross Insurance Arena
FINANCIAL STATEMENT COMMENTS
For the Twelve Months Ending June 2024

	<u>ACTUAL</u>	<u>BUDGET</u>	<u>FAV(UNFAV)</u> <u>VARIANCE</u>
NO OF EVENTS	125	100	25
PAID ATTENDANCE	319,007	227,500	91,507
DIRECT EVENT INCOME	186,399	293,214	(106,815)
FACILITY FEE	548,735	337,990	210,745
SUITE REVENUE	28,917	13,950	14,967
NET TICKETING REVENUE	355,972	247,204	108,768
ANCILLARY INCOME	<u>1,655,239</u>	<u>935,226</u>	<u>720,013</u>
TOTAL EVENT INCOME	2,775,262	1,827,584	947,678
OTHER INCOME	790,566	668,851	121,715
INDIRECT EXPENSES	2,783,391	2,796,222	12,831
NET OPERATING INCOME(LOSS)	<u>782,437</u>	<u>(299,787)</u>	<u>1,082,224</u>

COMMENTS:

EVENT INCOME:	OVER	BUDGET BY	947,678	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	119,950	56,640	63,310	Three Live Nation 3 way split concerts YTD.
College Basketball	64,004	0	64,004	Unbudgeted Umaine womens basketball game.
Meetings	2,573	5,875	(3,302)	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	340,182	(292,487)	Lower attendance and revenue splits for Gojia/Mastadon and Mannheim shows.
Major Concerts	108,903	75,816	33,087	Higher attendance and ticketing revenues than budgeted from Death Cab For Cutie.
Conference	21,688	0	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	38,689	18,793	Maine Health and Wellness Expo, Portland on Tap, and Maine Hospitality trade shows.
Charity/Community Event	12,368	2,957	9,411	Jibe Cycling and Maine Trooper fundraiser events.
Wrestling	57,266	51,786	5,480	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.
Religious Events	11,075	3,970	7,105	Higher rent and service income than originally projected.
Graduations	68,298	53,432	14,866	Higher rent and service income than originally projected for eight graduations.
Globetrotters	49,990	48,898	1,092	Higher convenience fee income than originally budgeted.
Family	84,508	63,446	21,062	Jurassic Quest weekend. Higher attendance and revenues than projected.
Broadway Series	0	37,013	(37,013)	No Broadway shows as originally budgeted.
Cirque Du Soleil	156,026	0	156,026	Five unbudgeted Cortero shows.
Boxing	(39,272)	0	(39,272)	Unbudgeted boxing event.
Other	7,592	0	7,592	Jump Dance rehearsal.
Other Sports	64,147	26,480	37,667	Ice racing and unbudgeted College recruits basketball game.
High School Sports	95,395	80,156	15,239	Higher attendance and concession sales at games than budgeted.
	<u>2,775,262</u>	<u>1,827,584</u>	<u>947,678</u>	
OTHER INCOME:	OVER	BUDGET BY	121,715	DUE TO THE FOLLOWING:
	YTD	YTD	FAV(UNFAV)	
	Actual	Budget	VARIANCE	COMMENTS:
Advertising Sponsorship I	525,158	481,643	43,515	Additional new major banking sponsor in 2023-24.
Premium Seat Income	163,811	134,208	29,603	Additional suite sold to new banking partner for 2023-24.
Rink Program Revenue	18,020	20,000	(1,980)	High School rentals.
Other revenue	83,578	33,000	50,578	Higher ancillary revenues than originally budgeted YTD.
	<u>790,566</u>	<u>668,851</u>	<u>121,715</u>	
INDIRECT EXPENSES:	UNDER	BUDGET BY	12,831	DUE TO THE FOLLOWING:
	YTD	YTD	FAV(UNFAV)	
	Actual	Budget	VARIANCE	COMMENTS:
EXECUTIVE	200,274	208,162	7,888	Lower part-time wages and conference costs than projected for the year.
MARKETING	122,809	114,626	(8,183)	Higher wages and benefit costs than budgeted for the year.
FINANCE	206,849	291,826	84,977	One less FTE than originally budgeted for the year.
BOX OFFICE	175,320	205,010	29,690	One less FTE for last five months of fiscal year.
OPERATIONS	621,355	512,371	(108,984)	Higher cleaning, ice, maintenance and repairs, and supply costs than originally budgeted.
EVENT SERVICES	264,119	235,336	(28,783)	Higher part-time labor, supplies, security, and uniform costs than projected for the year.
GROUP SALES	29,719	67,908	38,189	No Group Sales Person as originally budgeted for first six months.
ADVERTISING/SPONS	27,698	10,000	(17,698)	Higher sponsorship infrastructure replacement costs than originally projected.
FOOD AND BEVERAG	293,397	311,602	18,205	One less FTE than originally projected for the year.
OVERHEAD	841,851	839,381	(2,470)	Higher insurance expenses than originally budgeted for the year.
	<u>2,783,391</u>	<u>2,796,222</u>	<u>12,831</u>	

CROSS INSURANCE ARENA
ROLLING FORECAST
as of June 30, 2024
FYE June 30, 2024

	ACTUAL June 30, 2024	BALANCE PROJECTED FY 2024	TOTAL ACT/PROJ FY 2024	ORIG BUDGET FYE June 30, 2024	Variance
# OF EVENTS	125	0	125	100	25
Direct Event Income	186,399	0	186,399	296,313	(109,914)
Facility Fee	548,735	0	548,735	337,990	210,745
Suite Revenue	28,917	0	28,917	13,950	14,967
Ticketing System Income	355,972	0	355,972	247,204	108,768
Ancillary Income	1,655,239	0	1,655,239	932,127	723,112
TOTAL EVENT INCOME	<u>2,775,262</u>	<u>0</u>	<u>2,775,262</u>	<u>1,827,584</u>	<u>947,678</u>
OTHER INCOME	<u>790,566</u>	<u>0</u>	<u>790,566</u>	<u>668,851</u>	<u>121,715</u>
INDIRECT EXPENSES	<u>2,783,391</u>	<u>0</u>	<u>2,783,391</u>	<u>2,796,222</u>	<u>12,831</u>
NET OPERATING INCOME (LOSS)	<u><u>782,437</u></u>	<u><u>0</u></u>	<u><u>782,437</u></u>	<u><u>(299,787)</u></u>	<u><u>1,082,224</u></u>

June adjustments affect to FY Forecast

COMMENTS:

Difference from prior month:	(32,501)	
Event Income	(1,811)	Realized lower revenues from a boxing event in June.
Other Income	(12,926)	Realized lower revenues from sponsorship contracts.
Indirect Expenses	(17,764)	Realized higher insurance expenses than projected for June.
Totals	<u><u>(32,501)</u></u>	

Incentive Fee Calculation

Base Management Fee Projected	120,450
Financial Incentive Fee	60,225
Food & Beverage Incentives	36,135
Qualitative Incentives	-
Total Management Fee Projected	<u><u>216,810</u></u>

Mark Eddy

Director of Finance
Mark Eddy

Mike LoConte

General Manager
Mike LoConte

Cross Insurance Arena
BALANCE SHEET
June 2024

ASSETS

CURRENT ASSETS

Cash & cash equivalents	2,535,288	
Accounts receivable	279,325	
Accounts Receivable from Third Party	70,428	
Prepaid	32,021	
Inventory	53,037	
TOTAL CURRENT ASSETS	2,970,098	2,970,098

TOTAL ASSETS	2,970,098
---------------------	------------------

LIABILITIES AND EQUITY

CURRENT LIABILITIES

Accounts payable	229,526	
Accrued payroll & related costs	307,873	
Sales and Use Tax payable	11,022	
Other accrued liabilities	507,842	
Deposits and Deferred income	1,047,111	
TOTAL LIABILITIES	2,103,373	2,103,373

EQUITY

Retained Earnings	(1,839,873)	
Client Funding	1,924,503	
Current Retained Earnings	781,593	
TOTAL EQUITY	866,725	866,725

TOTAL LIABILITIES AND EQUITY	2,970,098
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Cross Insurance Arena
CONSOLIDATED INCOME STATEMENT
For the Twelve Months Ending June 2024

	PERIOD TO DATE			YEAR TO DATE		
	Actual	Curr Budget	Budget Variance	Actual	Curr Budget	Budget Variance
Number of Events	14	6	8	125	100	25
Total Paid General	13,366	6,600	6,766	319,007	227,500	91,507
Turnstile Attendance- General	15,711	12,200	3,511	285,919	226,050	59,869
RENTAL INCOME						
GROSS TICKET REVENUE	999,555	244,500	755,055	9,892,475	5,803,870	4,088,605
SPONSORSHIP REVENUE	37,325	0	37,325	37,325	3,500	33,825
RENT BILLED	77,000	47,250	29,750	803,621	658,180	145,441
GROSS REVENUE	1,113,880	291,750	822,130	10,733,420	6,465,550	4,267,870
PROMOTER PROCEEDS	(930,390)	(244,500)	(685,890)	#####	(5,765,620)	(4,253,501)
NET RENTAL INCOME	183,489	47,250	136,239	714,299	699,930	14,369
NET SERVICE INCOME / (LOSS)	(214,557)	(1,366)	(213,191)	(527,900)	(406,716)	(121,184)
DIRECT EVENT INCOME	(31,068)	45,884	(76,952)	186,399	293,214	(106,815)
FACILITY FEE REVENUE	26,713	14,400	12,313	548,735	337,990	210,745
SUITE TICKET REVENUE	12,280	1,500	10,780	28,917	13,950	14,967
CONV/TICKET PROC REVENUE	54,380	18,488	35,892	483,323	310,929	172,394
PROMOTER SHARE OF REVENUES	0	(7,108)	7,108	(127,351)	(63,725)	(63,626)
TOTAL SURCHARGE/REBATE/PRESHO	93,373	27,280	66,093	933,624	599,144	334,480
ANCILLARY INCOME						
CONCESSIONS	50,973	50,001	972	1,657,947	1,239,563	418,384
TEAM/PROMOTER SHARE	0	(7,429)	7,429	(446,895)	(367,665)	(79,230)
SUITES/CATERING	10,436	0	10,436	320,750	14,400	306,350
NOVELTY	22,685	3,711	18,974	123,437	48,928	74,509
TOTAL ANCILLARY INCOME	84,094	46,283	37,811	1,655,239	935,226	720,013
EVENT OPERATING INCOME	146,399	119,447	26,952	2,775,262	1,827,584	947,678
INDIRECT EXPENSES:						
EXECUTIVE	41,713	40,265	(1,448)	200,274	208,162	7,888
MARKETING	22,017	16,425	(5,592)	122,809	114,626	(8,183)
FINANCE	28,041	35,218	7,177	206,849	291,826	84,977
BOX OFFICE	8,420	24,693	16,273	175,320	205,010	29,690
OPERATIONS	53,223	43,817	(9,406)	621,355	512,371	(108,984)
EVENT SERVICES	47,262	12,047	(35,215)	264,119	235,336	(28,783)
GROUP SALES	4,010	5,452	1,442	29,719	67,908	38,189
ADVERTISING/SPONSORSHIP	4,523	1,042	(3,481)	27,698	10,000	(17,698)
FOOD AND BEVERAGE	42,364	32,672	(9,692)	293,397	311,602	18,205
OVERHEAD	108,752	49,264	(59,488)	841,851	839,381	(2,470)
TOTAL INDIRECT EXPENSES	360,323	260,895	(99,428)	2,783,391	2,796,222	12,831
Advertising Sponsorship Income	31,398	40,138	(8,740)	525,158	481,643	43,515
Premium Seat Income	11,264	11,185	79	163,811	134,208	29,603
Rink Program Revenue	(4,022)	0	(4,022)	18,020	20,000	(1,980)
Other revenue	3,913	2,750	1,163	83,578	33,000	50,578
TOTAL OTHER INCOME	42,553	54,073	(11,520)	790,566	668,851	121,715
NET OPERATING INCOME (LOSS)	(171,372)	(87,375)	(83,997)	782,437	(299,787)	1,082,224

Cross Insurance Arena
CONSOLIDATED INDIRECT DEPARTMENT EXPENSES
For the Twelve Months Ending June 2024

	Period To Date			Year To Date			Actual	Annual Budget	Annual Budget Var	% of Annual Budget Achieved
	Actual	Curr Budget	Budget Var	Actual	Curr Budget	Budget Var				
Personnel Expenses										
Salaries	69,844	75,661	5,817	888,273	983,560	95,288	888,273	983,560	95,288	90%
Part-Time Labor	122,095	39,400	(82,695)	1,416,814	949,613	(467,201)	1,416,814	949,613	(467,201)	149%
Outside Payroll Service	8,791	7,500	(1,291)	259,555	110,000	(149,555)	259,555	110,000	(149,555)	236%
Employee Benefits	15,202	20,208	5,006	188,948	235,883	46,935	188,948	235,883	46,935	80%
Incentive Compensation	67,583	73,364	5,781	67,583	73,364	5,781	67,583	73,364	5,781	92%
401K	5,461	4,490	(971)	29,697	53,847	24,150	29,697	53,847	24,150	55%
Payroll Taxes	20,805	13,508	(7,297)	206,334	168,649	(37,685)	206,334	168,649	(37,685)	122%
Allocated to Events	(114,994)	(59,750)	55,244	(1,647,888)	(1,014,130)	633,758	(1,647,888)	(1,014,130)	633,758	162%
Total Personnel Expenses	194,786	174,381	(20,405)	1,409,315	1,560,786	151,471	1,409,315	1,560,786	151,471	
Expenses										
Advertising	4,995	1,166	(3,829)	8,801	14,000	5,199	8,801	14,000	5,199	63%
Other Travel Expense	1,525	1,800	275	5,111	9,800	4,689	5,111	9,800	4,689	52%
Automobile Expenses	85	63	(22)	430	750	320	430	750	320	57%
Armored Car Expense	206	166	(40)	2,863	2,000	(863)	2,863	2,000	(863)	143%
Cash (Over)/Short	91	0	(91)	1,251	0	(1,251)	1,251	0	(1,251)	Not Budgeted
Ice Expense	101	0	(101)	43,534	24,000	(19,534)	43,534	24,000	(19,534)	181%
Parking Expense	3,041	2,367	(674)	31,373	28,400	(2,973)	31,373	28,400	(2,973)	110%
Buidling / General Supplies	3,527	1,700	(1,827)	33,577	20,500	(13,077)	33,577	20,500	(13,077)	164%
Prof Fees - Deferred Comp. Plan	2,500	500	(2,000)	2,500	500	(2,000)	2,500	500	(2,000)	500%
Computer Maintenance	20,061	5,667	(14,394)	70,410	68,050	(2,360)	70,410	68,050	(2,360)	103%
Credit card fees expense	1,938	5,000	3,062	82,286	45,500	(36,786)	82,286	45,500	(36,786)	181%
Dues & Subscriptions	1,530	849	(681)	8,864	10,350	1,486	8,864	10,350	1,486	86%
R&M/Equip. Fund Expense	5,821	5,146	(675)	65,167	59,750	(5,417)	65,167	59,750	(5,417)	109%
General expense	1,252	3,250	1,998	17,114	24,500	7,386	17,114	24,500	7,386	70%
Guest Relations	0	250	250	75	1,150	1,075	75	1,150	1,075	7%
Insurance and Bonding	37,913	8,370	(29,543)	140,753	100,431	(40,322)	140,753	100,431	(40,322)	140%
Licenses and Permits	274	504	230	6,094	6,025	(69)	6,094	6,025	(69)	101%
Management Fee Expense	9,698	10,038	340	117,050	120,450	3,400	117,050	120,450	3,400	97%
Meetings/Conferences	3,334	5,434	2,100	8,420	15,950	7,530	8,420	15,950	7,530	53%
Office Supplies	1,629	850	(779)	7,239	7,750	511	7,239	7,750	511	93%
Equipment Rental	875	875	0	10,500	10,500	0	10,500	10,500	0	100%
Cleaning Supplies	1,745	1,000	(745)	39,166	15,500	(23,666)	39,166	15,500	(23,666)	253%
Paper Supplies	0	1,000	1,000	25,787	17,000	(8,787)	25,787	17,000	(8,787)	152%
Printing	90	197	107	1,300	2,370	1,070	1,300	2,370	1,070	55%
Pest Control Expense	248	233	(15)	2,838	2,800	(38)	2,838	2,800	(38)	101%
Postage	185	150	(35)	1,808	1,300	(508)	1,808	1,300	(508)	139%
Security System	4,900	500	(4,400)	9,614	6,500	(3,114)	9,614	6,500	(3,114)	148%
Recruiting Expense	0	50	50	401	950	549	401	950	549	42%
Cell Phone/Telephone/Data Lines	102	155	53	1,221	1,860	639	1,221	1,860	639	66%
Smallwares	0	250	250	783	5,000	4,217	783	5,000	4,217	16%
Snow Removal	0	0	0	125	250	125	125	250	125	50%
Equipment Maintenance	1,321	1,600	279	63,298	25,000	(38,298)	63,298	25,000	(38,298)	253%
Internet - Phone	3,655	3,334	(321)	43,541	40,000	(3,541)	43,541	40,000	(3,541)	109%
Trash Removal	1,698	1,250	(448)	27,644	15,000	(12,644)	27,644	15,000	(12,644)	184%
Uniforms	2,225	500	(1,725)	10,415	7,250	(3,165)	10,415	7,250	(3,165)	144%
Utilities	44,133	22,300	(21,833)	476,694	524,300	47,606	476,694	524,300	47,606	91%
Total Expenses	165,537	86,514	(79,023)	1,374,075	1,235,436	(138,639)	1,374,075	1,235,436	(138,639)	
Total Departmental Expenses	360,323	260,895	(99,428)	2,788,391	2,796,222	12,831	2,783,391	2,796,222	12,831	

**Cross Insurance Arena
OTHER INCOME
For the Twelve Months Ending June 2024**

	Period To Date			Year To Date			Annual Budget	Annual Budget Var	% of Annual Budget Achieved
	Actual	Curr Budget	Budget Var	Actual	Curr Budget	Budget Var			
OTHER INCOME									
Advertising Sponsorship Incr	31,398	40,138	(8,740)	525,158	481,643	43,515	481,643	43,515	109%
Premium Seat Income	11,264	11,185	79	163,811	134,208	29,603	134,208	29,603	122%
Rink Program Revenue	(4,022)	0	(4,022)	18,020	20,000	(1,980)	20,000	(1,980)	90%
Other revenue	3,913	2,750	1,163	83,578	33,000	50,578	33,000	50,578	253%
TOTAL OTHER INCOME	42,553	54,073	(11,520)	790,566	668,851	121,715	668,851	121,715	118%



One Civic Center Square, Portland, ME 04101

JULY 2024

Fiscal Year ending June 30, 2025

Submitted By
Mark Eddy

SPECTRA VENUE MANAGEMENT

H. Abate
K. Hilsen
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 July 31, 2024**

	<u>ACTUAL</u>	<u>BUDGET</u>	<u>FAV(UNFAV) VARIANCE</u>
NO OF EVENTS	0	0	0
PAID ATTENDANCE	0	0	0
DIRECT EVENT INCOME	0	0	0
FACILITY FEE	0	0	0
SUITE REVENUE	0	0	0
NET TICKETING REVENUE	0	0	0
ANCILLARY INCOME	0	0	0
TOTAL EVENT INCOME	<u>0</u>	<u>0</u>	<u>0</u>
OTHER INCOME	58,177	59,239	(1,062)
INDIRECT EXPENSES	170,210	217,222	47,012
NET INCOME (LOSS)	<u>(112,032)</u>	<u>(157,983)</u>	<u>45,951</u>

EVENT INCOME:				
	UNDER	BUDGET BY	0	DUE TO THE FOLLOWING:
	Actual	MTD Budget	FAV(UNFAV) VARIANCE	COMMENTS:
OTHER INCOME:				
	UNDER	BUDGET BY	(1,062)	DUE TO THE FOLLOWING:
	Actual	MTD Budget	FAV(UNFAV) VARIANCE	COMMENTS:
Advertising Sponsorship Incr	44,073	44,802	(729)	
Premium Seat Income	10,541	14,087	(3,546)	Lower seat license renewals in July
Other revenue	3,563	350	3,213	Higher order fee revenues than originally projected.
	<u>58,177</u>	<u>59,239</u>	<u>(1,062)</u>	
INDIRECT EXPENSES:				
	UNDER	BUDGET BY	47,012	DUE TO THE FOLLOWING:
	Actual	MTD Budget	FAV(UNFAV) VARIANCE	COMMENTS:
EXECUTIVE	11,993	17,156	5,163	Lower wages and benefit costs than projected for July.
MARKETING	8,579	11,619	3,040	Lower wages and benefit costs than projected for July.
FINANCE	13,736	24,893	11,157	One less FTE than originally budgeted for the month.
BOX OFFICE	8,061	9,799	1,738	Lower part-time labor and benefit costs than originally projected for the month.
OPERATIONS	36,489	40,381	3,892	Lower wages and maintenance expenses than projected for July.
EVENT SERVICES	21,885	31,171	9,286	Lower wages and benefit costs than projected for July.
GROUP SALES	3,293	7,600	4,307	Lower wages and benefit costs than projected for July.
ADVERTISING/SPONSOR	0	500	500	
FOOD AND BEVERAGE	10,324	20,455	10,131	One less FTE than originally projected for the month.
OVERHEAD	55,850	53,649	(2,201)	Higher utility expenses than originally budgeted for July.
	<u>170,210</u>	<u>217,222</u>	<u>47,012</u>	

Cross Insurance Arena
FINANCIAL STATEMENT COMMENTS
For the One Month Ending July 2024

	<u>ACTUAL</u>	<u>BUDGET</u>	<u>FAV(UNFAV) VARIANCE</u>
NO OF EVENTS	0	0	0
PAID ATTENDANCE	0	0	-
DIRECT EVENT INCOME	0	0	-
FACILITY FEE	0	0	-
SUITE REVENUE	0	0	-
NET TICKETING REVENUE	0	0	-
ANCILLARY INCOME	0	0	-
TOTAL EVENT INCOME	<u>0</u>	<u>0</u>	<u>-</u>
OTHER INCOME	58,177	59,239	(1,062)
INDIRECT EXPENSES	170,210	217,222	47,012
NET OPERATING INCOME(LOSS)	<u>(112,032)</u>	<u>(157,983)</u>	<u>45,951</u>

COMMENTS:

EVENT INCOME:	OVER	BUDGET BY	0	DUE TO THE FOLLOWING:
	YTD	YTD	FAV(UNFAV)	
	Actual	Budget	VARIANCE	COMMENTS:

OTHER INCOME:	UNDER	BUDGET BY	(1,062)	DUE TO THE FOLLOWING:
	YTD	YTD	FAV(UNFAV)	
	Actual	Budget	VARIANCE	COMMENTS:
Advertising Sponsorship	44,073	44,802	(729)	
Premium Seat Income	10,541	14,087	(3,546)	Lower seat license renewals in July
Rink Program Revenue	0	0	0	
Other revenue	3,563	350	3,213	Higher order fee revenues than originally projected.
	<u>58,177</u>	<u>59,239</u>	<u>(1,062)</u>	

INDIRECT EXPENSES	UNDER	BUDGET BY	47,012	DUE TO THE FOLLOWING:
	YTD	YTD	FAV(UNFAV)	
	Actual	Budget	VARIANCE	COMMENTS:
EXECUTIVE	11,993	17,156	5,163	Lower wages and benefit costs than projected for July.
MARKETING	8,579	11,619	3,040	Lower wages and benefit costs than projected for July.
FINANCE	13,736	24,893	11,157	One less FTE than originally budgeted for the month.
BOX OFFICE	8,061	9,799	1,738	Lower part-time labor and benefit costs than originally projected for the month.
OPERATIONS	36,489	40,381	3,892	Lower wages and maintenance expenses than projected for July.
EVENT SERVICES	21,885	31,171	9,286	Lower wages and benefit costs than projected for July.
GROUP SALES	3,293	7,600	4,307	Lower wages and benefit costs than projected for July.
ADVERTISING/SPON	0	500	500	
FOOD AND BEVERA	10,324	20,455	10,131	One less FTE than originally projected for the month.
OVERHEAD	55,850	53,649	(2,201)	Higher utility expenses than originally budgeted for July.
	<u>170,210</u>	<u>217,222</u>	<u>47,012</u>	

**CROSS INSURANCE ARENA
BALANCE SHEET COMMENTS**

ACCOUNTS RECEIVABLE

	<u>AMOUNT</u>	<u>%</u>
<u>AGED RECEIVABLES:</u>		
CURRENT	223,505	56.2%
OVER 30 DAYS	-	0.0%
OVER 60 DAYS	-	0.0%
OVER 90 DAYS*	17,000	4.3%
OVER 120 DAYS*	157,320	39.5%
TOTAL:	397,825	100.0%

	<u>OVER 120DAYS</u>	<u>AMOUNT</u>	<u>COMMENT</u>
Maine Mariners		46,044	Suite rentals - Paid in August
Lone Pine brewing		7,426	Sponsorship + Production - Expected to collect
Bath Savings		20,000	Sponsorship - Expect to collect
Nonesuch River Brewing		6,500	Sponsorship - Expect to collect
Aroma Joes		17,000	Sponsorship Production - Expected to collect
AAA Energy		4,000	Sponsorship - Expect to collect
Northern Light Hospital		1,300	Sponsorship Production - Expected to collect
Northeast Delta		5,469	Sponsorship - Expect to collect
Renewal By Anderson		6,000	Sponsorship - Expect to collect
Holiday Inn		11,000	Sponsorship - Expect to collect
NL Partners		7,500	Sponsorship - Expect to collect
National Distributors		20,432	Sponsorship - Expect to collect
Unifirst		1,149	Sponsorship Production - Expected to collect
Eastman Hill Enterprises		3,500	Sponsorship - Expect to collect
		157,320	

ACCOUNTS PAYABLE

	<u>AMOUNT</u>	<u>%</u>	<u>COMMENT</u>
<u>AGED PAYABLES:</u>			
CURRENT	187,398	100.0%	
OVER 30 DAYS	24,978	0.0%	
OVER 60 DAYS	-	0.0%	
OVER 90 DAYS	-	0.0%	
OVER 120 DAYS	43,200	0.0%	
TOTAL:	255,576	100.0%	

Note:

<u>CUSTOMER</u>	<u>OVER 120 DAYS</u>	<u>AMOUNT</u>	<u>COMMENT</u>
Maine Mariners		43,200	Suite Tickets - Paid in August

CROSS INSURANCE ARENA
 ROLLING FORECAST
 as of July 31, 2024
 FYE June 30, 2025

	ACTUAL July 31, 2024	BALANCE PROJECTED FY 2025	TOTAL ACT/PROJ FY 2025	ORIG BUDGET FYE June 30, 2025	Variance
# OF EVENTS	0	100	100	100	0
Direct Event Income	0	227,923	227,923	227,923	0
Facility Fee	0	422,360	422,360	422,360	0
Suite Revenue	0	12,900	12,900	12,900	0
Ticketing System Income	0	208,061	208,061	208,061	0
Ancillary Income	0	1,153,422	1,153,422	1,153,422	0
TOTAL EVENT INCOME	<u>0</u>	<u>2,024,666</u>	<u>2,024,666</u>	<u>2,024,666</u>	<u>0</u>
OTHER INCOME	58,177	716,541	774,718	774,718	0
INDIRECT EXPENSES	<u>170,210</u>	<u>2,847,235</u>	<u>3,017,445</u>	<u>3,017,445</u>	<u>0</u>
NET OPERATING INCOME (LOSS)	<u>(112,032)</u>	<u>(106,029)</u>	<u>(218,061)</u>	<u>(218,061)</u>	<u>0</u>

July adjustments affect to FY Forecast

COMMENTS:

Difference from prior month:	0
Event Income	0
Other Income	0
Indirect Expenses	0
Totals	<u><u>0</u></u>

Incentive Fee Calculation

Base Management Fee Projected	120,450
Financial Incentive Fee	60,225
Food & Beverage Incentives	36,135
Qualitative Incentives	-
Total Management Fee Projected	<u><u>216,810</u></u>

Mark Eddy

Director of Finance
Mark Eddy

Mike LoConte

General Manager
Mike LoConte

Cross Insurance Arena
BALANCE SHEET
July 2024

ASSETS

CURRENT ASSETS

Cash & cash equivalents	2,660,289	
Accounts receivable	397,825	
Accounts Receivable from Third Party	291,952	
Prepaid	93,741	
Inventory	53,283	
TOTAL CURRENT ASSETS		3,497,090

TOTAL ASSETS		3,497,090
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LIABILITIES AND EQUITY

CURRENT LIABILITIES

Accounts payable	255,576	
Accrued payroll & related costs	314,952	
Sales and Use Tax payable	0	
Other accrued liabilities	492,546	
Deposits and Deferred income	1,697,311	
TOTAL LIABILITIES		2,760,385

EQUITY

Retained Earnings	(1,075,423)	
Client Funding	1,924,503	
Current Retained Earnings	(112,876)	
TOTAL EQUITY		736,706

TOTAL LIABILITIES AND EQUITY		3,497,090
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**Cross Insurance Arena
CONSOLIDATED INCOME STATEMENT
For the One Month Ending July 2024**

	PERIOD TO DATE			YEAR TO DATE		
	Actual	Curr Budget	Budget Variance	Actual	Curr Budget	Budget Variance
Number of Events	0	0	0	0	0	0
Total Paid General	0	0	0	0	0	0
Turnstile Attendance- General	0	0	0	0	0	0
RENTAL INCOME						
GROSS TICKET REVENUE	0	0	0	0	0	0
SPONSORSHIP REVENUE	0	0	0	0	0	0
RENT BILLED	0	0	0	0	0	0
GROSS REVENUE	0	0	0	0	0	0
PROMOTER PROCEEDS	0	0	0	0	0	0
NET RENTAL INCOME	0	0	0	0	0	0
NET SERVICE INCOME / (LOSS)	0	0	0	0	0	0
DIRECT EVENT INCOME	0	0	0	0	0	0
FACILITY FEE REVENUE	0	0	0	0	0	0
SUITE TICKET REVENUE	0	0	0	0	0	0
CONV/TICKET PROC REVENUE	0	0	0	0	0	0
EVENT SPONSORSHIP	0	0	0	0	0	0
PROMOTER SHARE OF REVENUES	0	0	0	0	0	0
TOTAL SURCHARGE/REBATE/PRESHC	0	0	0	0	0	0
ANCILLARY INCOME						
CONCESSIONS	0	0	0	0	0	0
TEAM/PROMOTER SHARE	0	0	0	0	0	0
SUITES/CATERING	0	0	0	0	0	0
NOVELTY	0	0	0	0	0	0
TOTAL ANCILLARY INCOME	0	0	0	0	0	0
EVENT OPERATING INCOME	0	0	0	0	0	0
INDIRECT EXPENSES:						
EXECUTIVE	11,993	17,156	5,163	11,993	17,156	5,163
MARKETING	8,579	11,619	3,040	8,579	11,619	3,040
FINANCE	13,736	24,893	11,157	13,736	24,893	11,157
BOX OFFICE	8,061	9,799	1,738	8,061	9,799	1,738
OPERATIONS	36,489	40,381	3,892	36,489	40,381	3,892
EVENT SERVICES	21,885	31,171	9,286	21,885	31,171	9,286
GROUP SALES	3,293	7,600	4,307	3,293	7,600	4,307
ADVERTISING/SPONSORSHIP	0	500	500	0	500	500
FOOD AND BEVERAGE	10,324	20,455	10,131	10,324	20,455	10,131
OVERHEAD	55,850	53,649	(2,201)	55,850	53,649	(2,201)
TOTAL INDIRECT EXPENSES	170,210	217,222	47,012	170,210	217,222	47,012
Advertising Sponsorship Income	44,073	44,802	(729)	44,073	44,802	(729)
Premium Seat Income	10,541	14,087	(3,546)	10,541	14,087	(3,546)
Rink Program Revenue	0	0	0	0	0	0
Other revenue	3,563	350	3,213	3,563	350	3,213
TOTAL OTHER INCOME	58,177	59,239	(1,062)	58,177	59,239	(1,062)
NET OPERATING INCOME (LOSS)	(112,032)	(157,983)	45,951	(112,032)	(157,983)	45,951

Cross Insurance Arena
YEAR TO DATE EVENT SUMMARY

All Events
For the One Month Ending July 2024

	PERIOD TO DATE			YEAR TO DATE			ANNUAL BUDGET		
	Actual	Curr Budget	Budget Var	Actual	Curr Budget	Budget Var	YTD Actual	YTD Budget	Budget Var
Regular Season Hockey									
Number of Events	0	0	0	0	0	0	0	0	0
Total Paid General	0	0	0	0	0	0	0	0	0
Turnstile Attendance - Gene	0	0	0	0	0	0	0	0	0
Turnstile Attendance- Suite	0	0	0	0	0	0	0	0	0
Direct Event Income	0	0	0	0	0	0	0	0	0
Facility Fee Revenue	0	0	0	0	0	0	0	0	0
Suite Ticket Revenue	0	0	0	0	0	0	0	0	0
Conv/Ticket Proc Revenue	0	0	0	0	0	0	0	0	0
Ancillary Income	0	0	0	0	0	0	0	0	0
TOTAL EVENT INCOME	0	0	0	0	0	0	0	0	0
Major Concerts									
Number of Events	0	0	0	0	0	0	0	0	0
Total Paid General	0	0	0	0	0	0	0	0	0
Turnstile Attendance - Ger	0	0	0	0	0	0	0	0	0
Turnstile Attendance- Su	0	0	0	0	0	0	0	0	0
Direct Event Income	0	0	0	0	0	0	0	0	0
Facility Fee Revenue	0	0	0	0	0	0	0	0	0
Suite Ticket Revenue	0	0	0	0	0	0	0	0	0
Conv/Ticket Proc Revenue	0	0	0	0	0	0	0	0	0
Ancillary Income	0	0	0	0	0	0	0	0	0
Major Concerts	0	0	0	0	0	0	0	0	0
Monster Jam									
Number of Events	0	0	0	0	0	0	0	0	0
Total Paid General	0	0	0	0	0	0	0	0	0
Turnstile Attendance - Ger	0	0	0	0	0	0	0	0	0
Turnstile Attendance- Su	0	0	0	0	0	0	0	0	0
Direct Event Income	0	0	0	0	0	0	0	0	0
Facility Fee Revenue	0	0	0	0	0	0	0	0	0
Suite Ticket Revenue	0	0	0	0	0	0	0	0	0
Conv/Ticket Proc Revenue	0	0	0	0	0	0	0	0	0
Ancillary Income	0	0	0	0	0	0	0	0	0
TOTAL EVENT INCOME	0	0	0	0	0	0	0	0	0
Conventions									
Number of Events	0	0	0	0	0	0	0	0	0
Total Paid General	0	0	0	0	0	0	0	0	0
Turnstile Attendance - Ger	0	0	0	0	0	0	0	0	0
Direct Event Income	0	0	0	0	0	0	0	0	0
Facility Fee Revenue	0	0	0	0	0	0	0	0	0
Ancillary Income	0	0	0	0	0	0	0	0	0
TOTAL EVENT INCOME	0	0	0	0	0	0	0	0	0
Other									
Number of Events	0	0	0	0	0	0	0	0	0
Total Paid General	0	0	0	0	0	0	0	0	0
Turnstile Attendance - Ger	0	0	0	0	0	0	0	0	0
Turnstile Attendance- Su	0	0	0	0	0	0	0	0	0
Direct Event Income	0	0	0	0	0	0	0	0	0
Facility Fee Revenue	0	0	0	0	0	0	0	0	0
Suite Ticket Revenue	0	0	0	0	0	0	0	0	0
Conv/Ticket Proc Revenue	0	0	0	0	0	0	0	0	0
Ancillary Income	0	0	0	0	0	0	0	0	0
TOTAL EVENT INCOME	0	0	0	0	0	0	0	0	0
Globetrotters									
Number of Events	0	0	0	0	0	0	0	0	0
Total Paid General	0	0	0	0	0	0	0	0	0
Turnstile Attendance - Ger	0	0	0	0	0	0	0	0	0
Turnstile Attendance- Su	0	0	0	0	0	0	0	0	0
Direct Event Income	0	0	0	0	0	0	0	0	0
Facility Fee Revenue	0	0	0	0	0	0	0	0	0
Suite Ticket Revenue	0	0	0	0	0	0	0	0	0
Conv/Ticket Proc Revenue	0	0	0	0	0	0	0	0	0
Ancillary Income	0	0	0	0	0	0	0	0	0
TOTAL EVENT INCOME	0	0	0	0	0	0	0	0	0
Minor Concerts									
Number of Events	0	0	0	0	0	0	0	0	0
Total Paid General	0	0	0	0	0	0	0	0	0
Turnstile Attendance - Ger	0	0	0	0	0	0	0	0	0
Direct Event Income	0	0	0	0	0	0	0	0	0
Facility Fee Revenue	0	0	0	0	0	0	0	0	0
Suite Ticket Revenue	0	0	0	0	0	0	0	0	0
Conv/Ticket Proc Revenue	0	0	0	0	0	0	0	0	0
Ancillary Income	0	0	0	0	0	0	0	0	0
TOTAL EVENT INCOME	0	0	0	0	0	0	0	0	0

Cross Insurance Arena
YEAR TO DATE EVENT SUMMARY

All Events
For the One Month Ending July 2024

	PERIOD TO DATE			YEAR TO DATE			ANNUAL BUDGET		
	Actual	Curr Budget	Budget Var	Actual	Curr Budget	Budget Var	YTD Actual	YTD Budget	Budget Var
Lacrosse									
Number of Events	0	0	0	0	0	0	0	0	0
Total Paid General	0	0	0	0	0	0	0	0	0
Turnstile Attendance - Ger	0	0	0	0	0	0	0	0	0
Direct Event Income	0	0	0	0	0	0	0	0	0
Facility Fee Revenue	0	0	0	0	0	0	0	0	0
Suite Ticket Revenue	0	0	0	0	0	0	0	0	0
Conv/Ticket Proc Revenue	0	0	0	0	0	0	0	0	0
Ancillary Income	0	0	0	0	0	0	0	0	0
TOTAL EVENT INCOME	0	0	0	0	0	0	0	0	0
College Hockey									
Number of Events	0	0	0	0	0	0	0	0	0
Total Paid General	0	0	0	0	0	0	0	0	0
Turnstile Attendance - Ger	0	0	0	0	0	0	0	0	0
Direct Event Income	0	0	0	0	0	0	0	0	0
Facility Fee Revenue	0	0	0	0	0	0	0	0	0
Suite Ticket Revenue	0	0	0	0	0	0	0	0	0
Conv/Ticket Proc Revenue	0	0	0	0	0	0	0	0	0
Ancillary Income	0	0	0	0	0	0	0	0	0
TOTAL EVENT INCOME	0	0	0	0	0	0	0	0	0
Charity/Community Events									
Number of Events	0	0	0	0	0	0	0	0	0
Total Paid General	0	0	0	0	0	0	0	0	0
Turnstile Attendance - Ger	0	0	0	0	0	0	0	0	0
Turnstile Attendance- Su	0	0	0	0	0	0	0	0	0
Direct Event Income	0	0	0	0	0	0	0	0	0
Ancillary Income	0	0	0	0	0	0	0	0	0
TOTAL EVENT INCOME	0	0	0	0	0	0	0	0	0
Comedy Shows									
Number of Events	0	0	0	0	0	0	0	0	0
Total Paid General	0	0	0	0	0	0	0	0	0
Turnstile Attendance - Ger	0	0	0	0	0	0	0	0	0
Direct Event Income	0	0	0	0	0	0	0	0	0
Facility Fee Revenue	0	0	0	0	0	0	0	0	0
Suite Ticket Revenue	0	0	0	0	0	0	0	0	0
Conv/Ticket Proc Revenue	0	0	0	0	0	0	0	0	0
Ancillary Income	0	0	0	0	0	0	0	0	0
TOTAL EVENT INCOME	0	0	0	0	0	0	0	0	0
Other Sports									
Number of Events	0	0	0	0	0	0	0	0	0
Total Paid General	0	0	0	0	0	0	0	0	0
Turnstile Attendance - Ger	0	0	0	0	0	0	0	0	0
Direct Event Income	0	0	0	0	0	0	0	0	0
Facility Fee Revenue	0	0	0	0	0	0	0	0	0
Conv/Ticket Proc Revenue	0	0	0	0	0	0	0	0	0
Ancillary Income	0	0	0	0	0	0	0	0	0
TOTAL EVENT INCOME	0	0	0	0	0	0	0	0	0
Other Family Shows									
Number of Events	0	0	0	0	0	0	0	0	0
Total Paid General	0	0	0	0	0	0	0	0	0
Turnstile Attendance - Ger	0	0	0	0	0	0	0	0	0
Turnstile Attendance- Su	0	0	0	0	0	0	0	0	0
Direct Event Income	0	0	0	0	0	0	0	0	0
Facility Fee Revenue	0	0	0	0	0	0	0	0	0
Suite Ticket Revenue	0	0	0	0	0	0	0	0	0
Conv/Ticket Proc Revenue	0	0	0	0	0	0	0	0	0
Ancillary Income	0	0	0	0	0	0	0	0	0
TOTAL EVENT INCOME	0	0	0	0	0	0	0	0	0
Meetings									
Number of Events	0	0	0	0	0	0	0	0	0
Direct Event Income	0	0	0	0	0	0	0	0	0
TOTAL EVENT INCOME	0	0	0	0	0	0	0	0	0
Post-Season Hockey									
Number of Events	0	0	0	0	0	0	0	0	0
Total Paid General	0	0	0	0	0	0	0	0	0
Turnstile Attendance - Ger	0	0	0	0	0	0	0	0	0
Direct Event Income	0	0	0	0	0	0	0	0	0
Facility Fee Revenue	0	0	0	0	0	0	0	0	0
Suite Ticket Revenue	0	0	0	0	0	0	0	0	0
Conv/Ticket Proc Revenue	0	0	0	0	0	0	0	0	0
Ancillary Income	0	0	0	0	0	0	0	0	0
TOTAL EVENT INCOME	0	0	0	0	0	0	0	0	0

Cross Insurance Arena
YEAR TO DATE EVENT SUMMARY

All Events
For the One Month Ending July 2024

	PERIOD TO DATE			YEAR TO DATE			ANNUAL BUDGET		
	Actual	Curr Budget	Budget Var	Actual	Curr Budget	Budget Var	YTD Actual	YTD Budget	Budget Var
Trade Shows									
Number of Events	0	0	0	0	0	0	0	0	0
Total Paid General	0	0	0	0	0	0	0	0	0
Turnstile Attenance - Ger	0	0	0	0	0	0	0	0	0
Direct Event Income	0	0	0	0	0	0	0	0	0
Facility Fee Revenue	0	0	0	0	0	0	0	0	0
Conv/Ticket Proc Revenue	0	0	0	0	0	0	0	0	0
Ancillary Income	0	0	0	0	0	0	0	0	0
TOTAL EVENT INCOME	0	0	0	0	0	0	0	0	0
High School Sports									
Number of Events	0	0	0	0	0	0	0	0	0
Total Paid General	0	0	0	0	0	0	0	0	0
Turnstile Attenance - Ger	0	0	0	0	0	0	0	0	0
Direct Event Income	0	0	0	0	0	0	0	0	0
Conv/Ticket Proc Revenue	0	0	0	0	0	0	0	0	0
Ancillary Income	0	0	0	0	0	0	0	0	0
TOTAL EVENT INCOME	0	0	0	0	0	0	0	0	0
Disney Shows									
Number of Events	0	0	0	0	0	0	0	0	0
Total Paid General	0	0	0	0	0	0	0	0	0
Turnstile Attenance - Ger	0	0	0	0	0	0	0	0	0
Direct Event Income	0	0	0	0	0	0	0	0	0
Facility Fee Revenue	0	0	0	0	0	0	0	0	0
Suite Ticket Revenue	0	0	0	0	0	0	0	0	0
Conv/Ticket Proc Revenue	0	0	0	0	0	0	0	0	0
Ancillary Income	0	0	0	0	0	0	0	0	0
TOTAL EVENT INCOME	0	0	0	0	0	0	0	0	0
Religious Events									
Number of Events	0	0	0	0	0	0	0	0	0
Turnstile Attenance - Ger	0	0	0	0	0	0	0	0	0
Direct Event Income	0	0	0	0	0	0	0	0	0
TOTAL EVENT INCOME	0	0	0	0	0	0	0	0	0
Cirque Hollidaze									
Number of Events	0	0	0	0	0	0	0	0	0
Total Paid General	0	0	0	0	0	0	0	0	0
Turnstile Attenance - Ger	0	0	0	0	0	0	0	0	0
Direct Event Income	0	0	0	0	0	0	0	0	0
Facility Fee Revenue	0	0	0	0	0	0	0	0	0
Conv/Ticket Proc Revenue	0	0	0	0	0	0	0	0	0
Ancillary Income	0	0	0	0	0	0	0	0	0
TOTAL EVENT INCOME	0	0	0	0	0	0	0	0	0
Graduations									
Number of Events	0	0	0	0	0	0	0	0	0
Total Paid General	0	0	0	0	0	0	0	0	0
Turnstile Attenance - Ger	0	0	0	0	0	0	0	0	0
Direct Event Income	0	0	0	0	0	0	0	0	0
Ancillary Income	0	0	0	0	0	0	0	0	0
TOTAL EVENT INCOME	0	0	0	0	0	0	0	0	0
Wrestling									
Number of Events	0	0	0	0	0	0	0	0	0
Total Paid General	0	0	0	0	0	0	0	0	0
Turnstile Attenance - Ger	0	0	0	0	0	0	0	0	0
Direct Event Income	0	0	0	0	0	0	0	0	0
Ancillary Income	0	0	0	0	0	0	0	0	0
TOTAL EVENT INCOME	0	0	0	0	0	0	0	0	0
Number of Events	0	0	0	0	0	0	0	0	0
Total Paid General	0	0	0	0	0	0	0	0	0
Turnstile Attenance - Ger	0	0	0	0	0	0	0	0	0
Turnstile Attendance- Su	0	0	0	0	0	0	0	0	0
Direct Event Income	0	0	0	0	0	0	0	0	0
Facility Fee Revenue	0	0	0	0	0	0	0	0	0
Suite Ticket Revenue	0	0	0	0	0	0	0	0	0
Conv/Ticket Proc Revenue	0	0	0	0	0	0	0	0	0
Ancillary Income	0	0	0	0	0	0	0	0	0
TOTAL EVENT INCOME	0	0	0	0	0	0	0	0	0

**Cross Insurance Arena
Food & Beverage Income Statement
For the One Month Ending July 2024**

	Current Month				Current YTD			
	Actual	%	Budget	%	Actual	YTD %	Budget	YTD %
SALES								
Concessions - Non Alch	0	0.00%	0	0.00%	0	0.00%	0	0.00%
Concessions Beer	0	0.00%	0	0.00%	0	0.00%	0	0.00%
Concessions Liquor	0	0.00%	0	0.00%	0	0.00%	0	0.00%
Concessions Wine	0	0.00%	0	0.00%	0	0.00%	0	0.00%
Concessions Food	0	0.00%	0	0.00%	0	0.00%	0	0.00%
CONCESSIONS SALES	0	0.00%	0	0.00%	0	0.00%	0	0.00%
Catering Food	0	0.00%	0	0.00%	0	0.00%	0	0.00%
Catering Non-Alc	0	0.00%	0	0.00%	0	0.00%	0	0.00%
Service Fees	0	0.00%	0	0.00%	0	0.00%	0	0.00%
SERVICE FEES	0	0.00%	0	0.00%	0	0.00%	0	0.00%
TOTAL SALES	0	0.00%	0	0.00%	0	0.00%	0	0.00%
COST OF SALES								
Concessions Non Alch COS	0	0.00%	0	0.00%	0	0.00%	0	0.00%
Concessions Beer COS	0	0.00%	0	0.00%	0	0.00%	0	0.00%
Concessions Liquor COS	0	0.00%	0	0.00%	0	0.00%	0	0.00%
Concessions Wine COS	0	0.00%	0	0.00%	0	0.00%	0	0.00%
Food COS	0	0.00%	0	0.00%	0	0.00%	0	0.00%
CONCESSIONS COST OF SALES	0	0.00%	0	0.00%	0	0.00%	0	0.00%
TOTAL COST OF SALES	0	0.00%	0	0.00%	0	0.00%	0	0.00%
GROSS PROFIT ON SALES	0	0.00%	0	0.00%	0	0.00%	0	0.00%
PAYROLL								
Fixed Wages								
Management Salaries	5,767	0.00%	12,083	0.00%	5,767	0.00%	12,083	0.00%
Variable Wages								
Part-Time Labor	0	0.00%	1,000	0.00%	0	0.00%	1,000	0.00%
Outside Payroll Service	0	0.00%	0	0.00%	0	0.00%	0	0.00%
Total Variable Wages	0	0.00%	1,000	0.00%	0	0.00%	1,000	0.00%
Total Wages	5,767	0.00%	13,083	0.00%	5,767	0.00%	13,083	0.00%
Employer Taxes	532	0.00%	1,047	0.00%	532	0.00%	1,047	0.00%
Employee Benefits	1,172	0.00%	2,927	0.00%	1,172	0.00%	2,927	0.00%
Total Taxes & Benefits	1,705	0.00%	3,974	0.00%	1,705	0.00%	3,974	0.00%
Total Payroll	7,472	0.00%	17,057	0.00%	7,472	0.00%	17,057	0.00%
Other Variable Expenses								
Computer Maintenance	2,290	0.00%	2,851	0.00%	2,290	0.00%	2,851	0.00%
Outside Payroll Service	0	0.00%	0	0.00%	0	0.00%	0	0.00%
Credit card fees expense	60	0.00%	0	0.00%	60	0.00%	0	0.00%
Dues & Subscriptions	0	0.00%	0	0.00%	0	0.00%	0	0.00%
Equipment Rental	0	0.00%	0	0.00%	0	0.00%	0	0.00%
R&M/Equip. Fund Expense	0	0.00%	0	0.00%	0	0.00%	0	0.00%
Entertainment	0	0.00%	0	0.00%	0	0.00%	0	0.00%
Guest Relations	0	0.00%	0	0.00%	0	0.00%	0	0.00%
Cell Phone/Telephone/Data Lin	0	0.00%	0	0.00%	0	0.00%	0	0.00%
Licenses and Permits	76	0.00%	88	0.00%	76	0.00%	88	0.00%
Meetings/Conferences	30	0.00%	0	0.00%	30	0.00%	0	0.00%
Office Supplies	0	0.00%	0	0.00%	0	0.00%	0	0.00%
Equipment Rental	0	0.00%	0	0.00%	0	0.00%	0	0.00%
Pest Control Expense	0	0.00%	0	0.00%	0	0.00%	0	0.00%
Cell Phone/Telephone/Data Lin	51	0.00%	109	0.00%	51	0.00%	109	0.00%
Smallwares	0	0.00%	0	0.00%	0	0.00%	0	0.00%
Training	0	0.00%	0	0.00%	0	0.00%	0	0.00%
Equipment Maintenance	0	0.00%	0	0.00%	0	0.00%	0	0.00%
Internet - Phone	0	0.00%	0	0.00%	0	0.00%	0	0.00%
Uniforms	346	0.00%	350	0.00%	346	0.00%	350	0.00%
Total Variable Expenses	2,852	0.00%	3,398	0.00%	2,852	0.00%	3,398	0.00%
Less: Promoter/Team Share	0	0.00%	0	0.00%	0	0.00%	0	0.00%
Net Profit (Loss)	(10,324)	0.00%	(20,455)	0.00%	(10,324)	0.00%	(20,455)	0.00%
Statistics								
Total Sales & Other Income	0	0.00%	0	0.00%	0	0.00%	0	0.00%
Number of Events	0	0.00%	0	0.00%	0	0.00%	0	0.00%
Attendance	0	0.00%	0	0.00%	0	0.00%	0	0.00%
Average Income Per Event	#DIV/0!	0.00%	0	0.00%	#DIV/0!	0.00%	0	0.00%
Net Per Cap	#DIV/0!	0.00%	0.00	0.00%	#DIV/0!	0.00%	0.00	0.00%

Cross Insurance Arena
CONSOLIDATED INDIRECT DEPARTMENT EXPENSES
For the One Month Ending July 2024

	Period To Date			Year To Date			Actual	Annual Budget	Annual Budget Var	% of Annual Budget Achieved
	Actual	Curr Budget	Budget Var	Actual	Curr Budget	Budget Var				
Personnel Expenses										
Salaries	69,381	99,606	30,225	69,381	99,606	30,225	69,381	1,035,944	966,563	7%
Part-Time Labor	3,993	6,750	2,757	3,993	6,750	2,757	3,993	1,415,600	1,411,607	0%
Outside Payroll Service	0	0	0	0	0	0	0	240,000	240,000	0%
Employee Benefits	15,920	20,981	5,061	15,920	20,981	5,061	15,920	251,813	235,893	6%
Incentive Compensation	0	0	0	0	0	0	0	70,415	70,415	0%
401K	2,111	4,729	2,618	2,111	4,729	2,618	2,111	56,792	54,681	4%
Payroll Taxes	5,632	8,622	2,990	5,632	8,622	2,990	5,632	213,854	208,222	3%
Allocated to Events	0	0	0	0	0	0	0	(1,637,000)	(1,637,000)	0%
Total Personnel Expenses	97,037	140,688	43,651	97,037	140,688	43,651	97,037	1,647,418	1,550,381	
Expenses										
Advertising	650	1,167	517	650	1,167	517	650	14,000	13,350	5%
Other Travel Expense	0	500	500	0	500	500	0	10,050	10,050	0%
Automobile Expenses	0	0	0	0	0	0	0	750	750	0%
Armored Car Expense	0	0	0	0	0	0	0	2,000	2,000	0%
Cash (Over)/Short	0	0	0	0	0	0	0	0	0	Not Budgeted
Ice Expense	0	0	0	0	0	0	0	44,000	44,000	0%
Parking Expense	2,650	2,583	(67)	2,650	2,583	(67)	2,650	31,000	28,351	9%
Buidling / General Supplies	1,255	1,500	245	1,255	1,500	245	1,255	34,000	32,745	4%
Prof Fees - Deferred Comp. Plan	0	0	0	0	0	0	0	500	500	0%
Computer Maintenance	5,640	6,851	1,211	5,640	6,851	1,211	5,640	82,256	76,616	7%
Credit card fees expense	512	100	(412)	512	100	(412)	512	80,500	79,988	1%
Dues & Subscriptions	769	1,096	327	769	1,096	327	769	13,650	12,881	6%
R&M/Equip. Fund Expense	1,935	3,290	1,355	1,935	3,290	1,355	1,935	57,750	55,815	3%
General expense	1,284	2,208	924	1,284	2,208	924	1,284	26,500	25,216	5%
Guest Relations	0	0	0	0	0	0	0	900	900	0%
Insurance & Bonding	7,245	10,120	2,875	7,245	10,120	2,875	7,245	121,455	114,210	6%
Licenses and Permits	275	546	271	275	546	271	275	6,550	6,275	4%
Management Fee Expense	9,698	10,388	690	9,698	10,388	690	9,698	124,666	114,968	8%
Meetings/Conferences	270	358	88	270	358	88	270	15,700	15,430	2%
Office Supplies	0	50	50	0	50	50	0	7,500	7,500	0%
Equipment Rental	875	875	0	875	875	0	875	10,500	9,625	8%
Cleaning Supplies	1,637	1,750	113	1,637	1,750	113	1,637	35,000	33,363	5%
Paper Supplies	0	0	0	0	0	0	0	31,000	31,000	0%
Printing	267	125	(142)	267	125	(142)	267	1,750	1,483	15%
Pest Control Expense	217	250	33	217	250	33	217	3,000	2,783	7%
Postage	159	200	41	159	200	41	159	1,750	1,591	9%
Security System	30	540	510	30	540	510	30	6,500	6,470	0%
Recruiting Expense	0	25	25	0	25	25	0	950	950	0%
Cell Phone/Telephone/Data Lines	102	688	586	102	688	586	102	8,450	8,348	1%
Smallwares	0	0	0	0	0	0	0	2,000	2,000	0%
Snow Removal	0	0	0	0	0	0	0	250	250	0%
Equipment Maintenance	1,382	1,500	118	1,382	1,500	118	1,382	30,000	28,618	5%
Internet - Phone	3,640	3,675	35	3,640	3,675	35	3,640	44,100	40,460	8%
Trash Removal	397	500	103	397	500	103	397	28,000	27,603	1%
Uniforms	899	350	(549)	899	350	(549)	899	8,750	7,851	10%
Utilities	31,386	25,300	(6,086)	31,386	25,300	(6,086)	31,386	484,300	452,915	6%
Total Expenses	73,173	76,534	3,361	73,173	76,534	3,361	73,173	1,370,027	1,296,854	
Total Departmental Expenses	170,210	217,222	47,012	170,210	217,222	47,012	170,210	3,017,445	2,847,235	60

**Cross Insurance Arena
EXECUTIVE
For the One Month Ending July 2024**

	Period To Date			Year To Date			Actual	Annual Budget	Annual Budget Var	% of Annual Budget Achieved
	Actual	Curr Budget	Budget Var	Actual	Curr Budget	Budget Var				
Personnel Expenses										
Salaries	9,329	12,070	2,741	9,329	12,070	2,741	9,329	125,520	116,191	7%
Part-Time Labor	510	1,750	1,240	510	1,750	1,240	510	23,000	22,490	2%
Employee Benefits	1,095	1,057	(38)	1,095	1,057	(38)	1,095	12,685	11,590	9%
Incentive Compensation	0	0	0	0	0	0	0	25,104	25,104	0%
401K	162	723	561	162	723	561	162	8,681	8,519	2%
Payroll Taxes	753	1,106	353	753	1,106	353	753	12,092	11,339	6%
Total Personnel Expenses	11,849	16,706	4,857	11,849	16,706	4,857	11,849	207,082	195,233	
Expenses										
Other Travel Expense	0	250	250	0	250	250	0	5,000	5,000	0%
Dues & Subscriptions	144	150	6	144	150	6	144	1,800	1,656	8%
Meetings/Conferences	0	0	0	0	0	0	0	2,000	2,000	0%
Cell Phone/Telephone/Data Lines	0	50	50	0	50	50	0	650	650	0%
Total Expenses	144	450	306	144	450	306	144	9,700	9,556	
Total Departmental Expenses	11,993	17,156	5,163	11,993	17,156	5,163	11,993	216,782	204,789	

Cross Insurance Arena
MARKETING
For the One Month Ending July 2024

	Period To Date			Year To Date			Actual	Annual Budget	Annual Budget Var	% of Annual Budget Achieved
	Actual	Curr Budget	Budget Var	Actual	Curr Budget	Budget Var				
Personnel Expenses										
Salaries	5,654	7,314	1,660	5,654	7,314	1,660	5,654	76,073	70,419	7%
Employee Benefits	1,249	1,370	121	1,249	1,370	121	1,249	16,440	15,191	8%
Incentive Compensation	0	0	0	0	0	0	0	7,607	7,607	0%
401K	300	348	48	300	348	48	300	4,184	3,884	7%
Payroll Taxes	459	620	161	459	620	161	459	6,919	6,460	7%
Total Personnel Expenses	<u>7,662</u>	<u>9,652</u>	<u>1,990</u>	<u>7,662</u>	<u>9,652</u>	<u>1,990</u>	<u>7,662</u>	<u>111,223</u>	<u>103,561</u>	
Expenses										
Advertising	650	1,167	517	650	1,167	517	650	14,000	13,350	5%
Other Travel Expense	0	0	0	0	0	0	0	700	700	0%
Dues & Subscriptions	0	550	550	0	550	550	0	6,600	6,600	0%
Guest Relations	0	0	0	0	0	0	0	500	500	0%
Meetings/Conferences	0	75	75	0	75	75	0	5,000	5,000	0%
Printing	267	125	(142)	267	125	(142)	267	1,500	1,233	18%
Total Expenses	<u>917</u>	<u>1,967</u>	<u>1,050</u>	<u>917</u>	<u>1,967</u>	<u>1,050</u>	<u>917</u>	<u>28,950</u>	<u>28,033</u>	
Total Departmental Expenses	<u>8,579</u>	<u>11,619</u>	<u>3,040</u>	<u>8,579</u>	<u>11,619</u>	<u>3,040</u>	<u>8,579</u>	<u>140,173</u>	<u>131,594</u>	

**Cross Insurance Arena
FINANCE
For the One Month Ending July 2024**

	Period To Date			Year To Date			Actual	Annual Budget	Annual Budget Var	% of Annual Budget Achieved
	Actual	Curr Budget	Budget Var	Actual	Curr Budget	Budget Var				
Personnel Expenses										
Salaries	9,207	16,720	7,513	9,207	16,720	7,513	9,207	173,874	164,667	5%
Employee Benefits	11	1,946	1,935	11	1,946	1,935	11	23,352	23,341	0%
Incentive Compensation	0	0	0	0	0	0	0	12,387	12,387	0%
401K	460	776	316	460	776	316	460	9,312	8,852	5%
Payroll Taxes	708	1,200	492	708	1,200	492	708	13,856	13,148	5%
Total Personnel Expenses	10,385	20,642	10,257	10,385	20,642	10,257	10,385	232,781	222,396	
Expenses										
Other Travel Expense	0	0	0	0	0	0	0	500	500	0%
Computer Maintenance	3,351	4,000	649	3,351	4,000	649	3,351	48,050	44,699	7%
Meetings/Conferences	0	118	118	0	118	118	0	2,800	2,800	0%
Recruiting Expense	0	25	25	0	25	25	0	750	750	0%
Total Expenses	3,351	4,251	900	3,351	4,251	900	3,351	53,400	50,049	
Total Departmental Expenses	13,736	24,893	11,157	13,736	24,893	11,157	13,736	286,181	272,445	

**Cross Insurance Arena
BOX OFFICE
For the One Month Ending July 2024**

	Period To Date			Year To Date			Actual	Annual Budget	Annual Budget Var	% of Annual Budget Achieved
	Actual	Curr Budget	Budget Var	Actual	Curr Budget	Budget Var				
Personnel Expenses										
Salaries	4,615	6,250	1,635	4,615	6,250	1,635	4,615	65,000	60,385	7%
Incentive Compensation	0	0	0	0	0	0	0	0	0	Not Budgeted
Part-Time Labor	1,105	1,000	(105)	1,105	1,000	(105)	1,105	40,000	38,895	3%
Employee Benefits	1,216	1,147	(69)	1,216	1,147	(69)	1,216	13,771	12,555	9%
401K	231	297	66	231	297	66	231	3,575	3,344	6%
Payroll Taxes	441	790	349	441	790	349	441	9,471	9,030	5%
Allocated to Events	0	0	0	0	0	0	0	(20,000)	(20,000)	0%
Total Personnel Expenses	7,609	9,484	1,875	7,609	9,484	1,875	7,609	111,817	104,208	
Expenses										
Armored Car Expense	0	0	0	0	0	0	0	2,000	2,000	0%
Cash (Over)/Short	0	0	0	0	0	0	0	0	0	Not Budgeted
Buidling / General Supplies	0	0	0	0	0	0	0	1,500	1,500	0%
Credit card fees expense	453	100	(353)	453	100	(353)	453	500	47	91%
Meetings/Conferences	0	165	165	0	165	165	0	2,000	2,000	0%
Cell Phone/Telephone/Data Lines	0	50	50	0	50	50	0	650	650	0%
Total Expenses	453	315	(138)	453	315	(138)	453	6,650	6,197	
Total Departmental Expenses	8,061	9,799	1,738	8,061	9,799	1,738	8,061	118,467	110,406	

**Cross Insurance Arena
OPERATIONS
For the One Month Ending July 2024**

	Period To Date			Year To Date			Actual	Annual Budget	Annual Budget Var	% of Annual Budget Achieved
	Actual	Curr Budget	Budget Var	Actual	Curr Budget	Budget Var				
Personnel Expenses										
Salaries	14,924	19,310	4,386	14,924	19,310	4,386	14,924	200,809	185,885	7%
Part-Time Labor	2,378	3,000	622	2,378	3,000	622	2,378	120,000	117,622	2%
Outside Payroll Service	0	0	0	0	0	0	0	0	0	Not Budgeted
Employee Benefits	8,631	5,003	(3,628)	8,631	5,003	(3,628)	8,631	60,034	51,403	14%
Incentive Compensation	0	0	0	0	0	0	0	8,558	8,558	0%
401K	612	872	260	612	872	260	612	10,468	9,856	6%
Payroll Taxes	1,299	1,785	486	1,299	1,785	486	1,299	29,221	27,922	4%
Allocated to Events	0	0	0	0	0	0	0	(90,000)	(90,000)	0%
Total Personnel Expenses	27,844	29,970	2,126	27,844	29,970	2,126	27,844	339,090	311,246	
Expenses										
Ice Expense	0	0	0	0	0	0	0	44,000	44,000	0%
Buidling / General Supplies	949	1,000	51	949	1,000	51	949	25,000	24,051	4%
Maintenance Expense	1,935	3,040	1,105	1,935	3,040	1,105	1,935	36,500	34,565	5%
General expense	1,284	2,208	924	1,284	2,208	924	1,284	26,500	25,216	5%
Cleaning Supplies	1,637	1,750	113	1,637	1,750	113	1,637	35,000	33,363	5%
Pest Control Expense	217	250	33	217	250	33	217	3,000	2,783	7%
Cell Phone/Telephone/Data Lines	51	163	112	51	163	112	51	1,950	1,899	3%
Repairs Expense	1,382	1,500	118	1,382	1,500	118	1,382	30,000	28,618	5%
Trash Removal	397	500	103	397	500	103	397	28,000	27,603	1%
Uniforms	553	0	(553)	553	0	(553)	553	750	197	74%
Total Expenses	8,645	10,411	1,766	8,645	10,411	1,766	8,645	231,700	223,055	
Total Departmental Expenses	36,489	40,381	3,892	36,489	40,381	3,892	36,489	570,790	534,301	

**Cross Insurance Arena
EVENT SERVICES
For the One Month Ending July 2024**

	Period To Date			Year To Date			Actual	Annual Budget	Annual Budget Var	% of Annual Budget Achieved
	Actual	Curr Budget	Budget Var	Actual	Curr Budget	Budget Var				
Personnel Expenses										
Salaries	16,154	20,360	4,206	16,154	20,360	4,206	16,154	211,775	195,621	8%
Part-Time Labor	0	0	0	0	0	0	0	800,000	800,000	0%
Outside Payroll Service	0	0	0	0	0	0	0	0	0	Not Budgeted
Employee Benefits	3,269	6,718	3,449	3,269	6,718	3,449	3,269	80,626	77,357	4%
Incentive Compensation	0	0	0	0	0	0	0	9,000	9,000	0%
401K	346	920	574	346	920	574	346	11,040	10,694	3%
Payroll Taxes	1,154	1,629	475	1,154	1,629	475	1,154	87,690	86,536	1%
Allocated to Events	0	0	0	0	0	0	0	(857,000)	(857,000)	0%
Total Personnel Expenses	20,924	29,627	8,703	20,924	29,627	8,703	20,924	343,131	322,207	
Expenses										
Buidling / General Supplies	306	500	194	306	500	194	306	7,500	7,194	4%
Security Systems	30	540	510	30	540	510	30	6,500	6,470	0%
Dues & Subscriptions	625	396	(229)	625	396	(229)	625	4,750	4,125	13%
Meetings/Conferences	0	0	0	0	0	0	0	3,150	3,150	0%
Relocation Expense	0	0	0	0	0	0	0	0	0	Not Budgeted
Cell Phone/Telephone/Data Lines	0	108	108	0	108	108	0	1,300	1,300	0%
Uniforms	0	0	0	0	0	0	0	1,000	1,000	0%
Total Expenses	961	1,544	583	961	1,544	583	961	24,200	23,239	
Total Departmental Expenses	21,885	31,171	9,286	21,885	31,171	9,286	21,885	367,331	345,446	

**Cross Insurance Arena
GROUP SALES
For the One Month Ending July 2024**

	Period To Date			Year To Date			Actual	Annual Budget	Annual Budget Var	% of Annual Budget Achieved
	Actual	Curr Budget	Budget Var	Actual	Curr Budget	Budget Var				
Personnel Expenses										
Salaries	3,731	5,499	1,768	3,731	5,499	1,768	3,731	57,197	53,466	7%
Employee Benefits	(724)	1,368	2,092	(724)	1,368	2,092	(724)	16,433	17,157	-4%
401K	0	238	238	0	238	238	0	2,860	2,860	0%
Payroll Taxes	285	445	160	285	445	160	285	4,660	4,375	6%
Allocated to Events	0	0	0	0	0	0	0	0	0	Not Budgeted
Total Personnel Expenses	3,293	7,550	4,257	3,293	7,550	4,257	3,293	81,150	77,857	
Expenses										
Guest Relations	0	0	0	0	0	0	0	150	150	0%
Total Expenses	0	50	50	0	50	50	0	800	800	
Total Departmental Expenses	3,293	7,600	4,307	3,293	7,600	4,307	3,293	81,950	78,657	

**Cross Insurance Arena
ADVERTISING/SPONSORSHIP
For the One Month Ending July 2024**

	Period To Date			Year To Date			Actual	Annual Budget	Annual Budget Var	% of Annual Budget Achieved
	Actual	Curr Budget	Budget Var	Actual	Curr Budget	Budget Var				
Expenses										
Other Travel Expense	0	250	250	0	250	250	0	3,500	3,500	0%
R&M/Equip. Fund Expense	0	250	250	0	250	250	0	6,250	6,250	0%
Printing	0	0	0	0	0	0	0	250	250	0%
Total Expenses	<u>0</u>	<u>500</u>	<u>500</u>	<u>0</u>	<u>500</u>	<u>500</u>	<u>0</u>	<u>10,000</u>	<u>10,000</u>	
Total Departmental Expenses	0	500	500	0	500	500	0	10,000	10,000	

**Cross Insurance Arena
FOOD AND BEVERAGE
For the One Month Ending July 2024**

	Period To Date			Year To Date			Actual	Annual Budget	Annual Budget Var	% of Annual Budget Achieved
	Actual	Curr Budget	Budget Var	Actual	Curr Budget	Budget Var				
Personnel Expenses										
Salaries	5,767	12,083	6,316	5,767	12,083	6,316	5,767	125,696	119,929	5%
Part-Time Labor	0	1,000	1,000	0	1,000	1,000	0	432,600	432,600	0%
Outside Payroll Service	0	0	0	0	0	0	0	240,000	240,000	0%
Employee Benefits	1,172	2,372	1,200	1,172	2,372	1,200	1,172	28,472	27,300	4%
Incentive Compensation	0	0	0	0	0	0	0	7,759	7,759	0%
401K	0	555	555	0	555	555	0	6,672	6,672	0%
Payroll Taxes	532	1,047	515	532	1,047	515	532	49,945	49,413	1%
Allocated to Events	0	0	0	0	0	0	0	(670,000)	(670,000)	0%
Total Personnel Expenses	7,472	17,057	9,585	7,472	17,057	9,585	7,472	221,144	213,672	
Expenses										
Other Travel Expense	0	0	0	0	0	0	0	350	350	0%
Cash (Over)/Short	0	0	0	0	0	0	0	0	0	Not Budgeted
Computer Maintenance	2,290	2,851	562	2,290	2,851	562	2,290	34,206	31,917	7%
Credit card fees expense	60	0	(60)	60	0	(60)	60	80,000	79,940	0%
Dues & Subscriptions	0	0	0	0	0	0	0	250	250	0%
R&M/Equip. Fund Expense	0	0	0	0	0	0	0	15,000	15,000	0%
Licenses and Permits	76	88	12	76	88	12	76	1,050	974	7%
Meetings/Conferences	30	0	(30)	30	0	(30)	30	250	220	12%
Paper Supplies	0	0	0	0	0	0	0	31,000	31,000	0%
Recruiting Expense	0	0	0	0	0	0	0	200	200	0%
Cell Phone/Telephone/Data Lines	51	109	58	51	109	58	51	1,300	1,249	4%
Smallwares	0	0	0	0	0	0	0	2,000	2,000	0%
Uniforms	346	350	4	346	350	4	346	7,000	6,654	5%
Total Expenses	2,852	3,398	546	2,852	3,398	546	2,852	172,606	169,754	
Total Departmental Expenses	10,324	20,455	10,131	10,324	20,455	10,131	10,324	393,750	383,426	

**Cross Insurance Arena
OVERHEAD
For the One Month Ending July 2024**

	Period To Date			Year To Date			Actual	Annual Budget	Annual Budget Var	% of Annual Budget Achieved
	Actual	Curr Budget	Budget Var	Actual	Curr Budget	Budget Var				
Expenses										
Automobile Expenses	0	0	0	0	0	0	0	750	750	0%
Parking Expense	2,650	2,583	(67)	2,650	2,583	(67)	2,650	31,000	28,351	9%
Prof Fees - Deferred Comp. Plan	0	0	0	0	0	0	0	500	500	0%
Insurance & Bonding	7,245	10,120	2,875	7,245	10,120	2,875	7,245	121,455	114,210	6%
Licenses and Permits	199	458	259	199	458	259	199	5,500	5,301	4%
Management Fee Expense	9,698	10,388	690	9,698	10,388	690	9,698	124,666	114,968	8%
Office Supplies	0	50	50	0	50	50	0	7,500	7,500	0%
Equipment Rental	875	875	0	875	875	0	875	10,500	9,625	8%
Postage	159	200	41	159	200	41	159	1,750	1,591	9%
Internet - Phone	3,640	3,675	35	3,640	3,675	35	3,640	44,100	40,460	8%
Utilities	31,386	25,300	(6,086)	31,386	25,300	(6,086)	31,386	484,300	452,915	6%
Total Expenses	55,850	53,649	(2,201)	55,850	53,649	(2,201)	55,850	832,021	776,171	
Total Departmental Expenses	55,850	53,649	(2,201)	55,850	53,649	(2,201)	55,850	832,021	776,171	

**Cross Insurance Arena
OTHER INCOME
For the One Month Ending July 2024**

	Period To Date			Year To Date			Annual Budget	Annual Budget Var	% of Annual Budget Achieved
	Actual	Curr Budget	Budget Var	Actual	Curr Budget	Budget Var			
OTHER INCOME									
Advertising Sponsorship Incr	44,073	44,802	(729)	44,073	44,802	(729)	537,625	(493,552)	8%
Premium Seat Income	10,541	14,087	(3,546)	10,541	14,087	(3,546)	169,094	(158,553)	6%
Rink Program Revenue	0	0	0	0	0	0	20,000	(20,000)	0%
Other revenue	3,563	350	3,213	3,563	350	3,213	48,000	(44,437)	7%
TOTAL OTHER INCOME	58,177	59,239	(1,062)	58,177	59,239	(1,062)	774,719	(716,542)	8%



Cumberland County

142 Federal St
Portland, ME 04101

Position Paper

File #: BT 24-009

Agenda Date: 9/19/2024

Agenda #: 4.

Agenda Item Request:

Acceptance of Events Reports from March through July of 2024.

Background and Purpose of Request:

Requestor: Jim Gailey, County Manager

The General Manager will take the Trustees through the various events reports discussing the shows and other events held at the arena.

Presentation: Yes



EVENT REPORTS
FOR THE MONTH ENDED
MARCH 31 , 2024

OAK VIEW GROUP

H. ABATE
K. HILSGEN
J. McGARR
G. O'DELL
K. VASKE

Submitted by: Mark Eddy, Director of Finance



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Cross Insurance Arena
CONSOLIDATED EVENT INCOME STATEMENT

All Events
For the Nine Months Ending March 2024

	Period To Date			Year To Date		
	Actual	Curr Budget	Budget Var	Actual	Curr Budget	Budget Var
Number of Events	15	13	2	89	77	12
Paid Tickets	51,463	39,200	12,263	270,775	202,600	68,175
Turnstile General	41,741	35,350	6,391	230,487	181,450	49,037
RENTAL INCOME						
GROSS TICKET REVENUE	789,664	562,160	227,504	7,662,858	5,056,830	2,606,028
SPONSORSHIP REVENUE	0	0	0	0	3,500	(3,500)
RENT BILLED	87,709	59,300	28,409	613,478	511,480	101,998
NET REVENUE AFTER TAXES	877,372	621,460	255,912	8,276,335	5,571,810	2,704,525
PROMOTER PROCEEDS	(784,523)	(562,160)	(222,363)	(7,748,781)	(5,018,580)	(2,730,201)
Service Income Billed:						
Change Over - Setup Billed	6,072	4,000	(2,072)	45,078	14,127	30,951
Secuirty	3,150	0	(3,150)	57,773	20,250	37,523
Policy EMT Billed	9,305	4,575	(4,730)	70,751	27,445	43,306
Stagehands Billed	59,646	30,400	(29,246)	389,444	352,428	37,016
Event Staff Billed	29,962	23,800	(6,162)	193,603	107,269	86,334
Event Ticket Selles Billed	2,972	0	(2,972)	23,458	15,564	7,894
Box Office Fee	906	0	(906)	1,915	0	1,915
Advertising Billed	0	0	0	62,586	71,200	(8,614)
Cleaning billed	11,525	6,785	(4,740)	66,339	32,995	33,344
Cleaning Supplies/Trash Removal	0	0	0	2,013	1,620	393
Event Insurance billed	0	0	0	219	0	219
Group Sales Commission Billed	0	96	96	12,609	19,608	(6,999)
Equipment Rental Billed	777	150	(627)	21,099	26,275	(5,176)
Production Billed	25,860	0	(25,860)	49,183	16,464	32,719
Event Catering Billed	38,060	23,950	(14,110)	201,275	127,750	73,525
Credit Card Fees Billed	3,427	2,895	(532)	20,641	23,072	(2,431)
Internet/Phone Billed	0	54	54	1,450	1,904	(454)
OTHER SERVICES BILLED	0	0	0	0	0	0
Total Billed:	191,663	96,705	(94,958)	1,219,438	857,971	361,467

Less: Service Expense

CHANGEOVER WAGES	3,484	2,590	(894)	20,300	16,080	4,220
OPERATIONS WAGES	4,958	3,850	(1,108)	40,253	25,484	14,769
CONTRACTED SECURITY	7,522	7,000	(522)	93,825	62,180	31,645
POLICE/L&I/EMT EXPENSE	7,495	6,550	(945)	57,089	42,725	14,364
EMT EXPENSE	6,896	3,680	(3,216)	55,172	31,185	23,987
STAGEHANDS WAGES	53,445	32,900	(20,545)	343,761	322,680	21,081
EVENT STAFF WAGES	55,366	45,080	(10,286)	298,589	242,390	56,199
EVENT TICKET SELLER WAGES	5,308	4,200	(1,108)	23,902	21,125	2,777
Advertising Expense	0	0	0	74,216	81,850	(7,634)
CLEANING WAGES	33,963	31,500	(2,463)	185,686	162,870	22,816
GROUP SALES COMMISSIONS	0	56	56	4,930	4,813	117
Equipment Rental	779	0	(779)	16,885	18,150	(1,265)
PRODUCTION EXPENSE	28,644	1,800	(26,844)	66,857	31,665	35,192
Event Catering Expense	37,848	23,950	(13,898)	197,487	129,600	67,887
Group sales expense	0	0	0	0	1,560	(1,560)
Credit card fees expense	3,161	2,585	(576)	21,831	15,685	6,146
Other Expense	0	0	0	0	0	0

Total Expensed: 248,872 165,741 (83,131) 1,513,350 1,228,042 285,308

Net Service Income/(Loss): (57,209) (69,036) (11,827) (293,912) (370,071) 76,159

DIRECT EVENT INCOME 35,641 (9,736) 45,377 233,642 183,159 50,483

Platinum	360	0	360	48,882	0	48,882
Facility Fee	44,675	25,200	19,475	462,387	281,290	181,097
Suite Revenues	0	800	(800)	15,852	12,250	3,602
Ticket Convenience Fee	28,673	12,060	16,613	319,714	252,865	66,849
Promoter Share	(5,008)	0	5,008	(84,584)	(51,177)	33,407

ANCILLARY INCOME

Concessions- General						
Gross Sales	442,474	337,200	105,274	2,530,390	1,940,238	590,152
Cost Of Sales	110,130	85,858	24,272	631,224	486,586	144,638
Taxes	-	24,975	(24,975)	-	143,704	(143,704)
Promoter/Team Share	73,832	64,000	9,832	362,743	344,236	18,507
Labor	94,236	44,000	50,236	548,177	228,530	319,647
Net Concessions	164,276	118,367	45,909	988,246	737,182	251,064

Service Revenues						
Service Charges	43,308	3,200	40,108	260,607	13,600	247,007

Novelties

Gross Sales	3,353	0	3,353	60,560	60,552	8
Promo Share	1,676	0	1,676	27,340	12,939	14,401
Net Novelties	1,676	0	1,676	33,220	39,217	(5,997)

TOTAL ANCILLARY INCOME 209,260 121,567 87,693 1,282,073 789,999 492,074

EVENT OPERATING INCOME 313,600 149,891 163,709 2,277,966 1,468,386 809,580

**Cross Insurance Arena
CONSOLIDATED EVENT INCOME STATEMENT**

Regular Season Hockey
For the Nine Months Ending March 2024

Event Code:	27	28	29	30	31	32	33	34			
Event Name:	vs Worcester	vs Adirondack	vs Adirondack	vs Reading	vs Reading	vs Newfoundland	vs Newfoundland	vs Newfoundland			
Event Date:	March 5 2024	March 8 2024	March 15, 2024	March 16, 2024	March 17, 2024	March 22, 2024	March 23, 2024	March 24, 2024			
	Actual	Actual	Actual	Actual	Actual	Actual	Actual	Actual	Total	Curr Budget	Budget Var
Number of Events	1	1	1	1	1	1	1	1	8	8	0
Paid Tickets	5,223	3,935	4,287	4,456	3,745	3,489	4,384	4,363	33,882	25,200	8,682
Turnstile General	4,051	3,057	3,351	3,322	2,955	2,646	2,396	3,081	24,859	21,200	3,659
RENTAL INCOME											
GROSS TICKET REVENUE	56,799	69,536	79,220	79,026	67,327	64,381	77,180	74,050	567,520	462,160	105,360
RENT BILLED	5,600	5,600	7,435	10,056	9,345	9,089	9,984	9,963	67,072	44,800	22,272
NET REVENUE AFTER TAXES	62,399	75,136	86,655	89,082	76,672	73,470	87,164	84,013	634,592	506,960	127,632
TENANT CHARGES	(56,799)	(69,536)	(79,220)	(79,026)	(67,327)	(64,381)	(77,180)	(74,050)	(567,520)	(462,160)	(105,360)
SERVICE INCOME BILLED											
Production Billed	0	0	0	0	50	0	0	10	60	0	60
Stagehands Billed	2,699	2,493	2,493	3,414	2,493	2,493	2,903	2,493	21,481	23,400	(1,919)
Event Staff Billed	0	0	0	0	0	0	0	0	0	0	0
Group Sales Commission Billed	0	0	0	0	0	0	0	0	0	96	(96)
Event Catering Billed	1,246	4,218	6,077	3,264	3,209	6,181	4,546	3,899	32,640	22,000	10,640
Credit Card Fees Billed	10	230	173	127	193	141	122	156	1,151	1,920	(769)
Total Billed:	3,955	6,941	8,743	6,805	5,945	8,815	7,571	6,558	55,333	47,416	7,917
LESS: SERVICE EXPENSE											
Contracted Security	0	0	0	590	1,310	0	162	708	2,770	7,000	4,230
Police	548	840	581	581	581	0	548	581	4,260	4,600	340
EMT Expense	430	430	409	450	491	450	430	450	3,540	3,680	140
Operations wages	224	611	449	414	354	375	499	318	3,243	2,600	(643)
Stagehand Wages	2,847	2,744	2,744	3,356	2,571	2,744	3,089	2,744	22,840	24,800	1,960
Event Staff Wages	1,863	3,785	3,840	3,645	4,439	4,166	3,100	2,910	27,748	26,080	(1,668)
Event Ticket Seller Wages	305	391	405	427	242	273	331	99	2,473	2,400	(73)
Cleaning Expense	3,107	2,820	2,820	2,820	2,820	2,368	2,272	2,820	21,847	21,600	(247)
Group sales expense	0	0	0	0	0	0	0	0	0	56	56
PRODUCTION EXPENSE	0	300	300	300	300	300	300	300	2,100	1,800	(300)
Event Catering Expense	1,246	4,218	6,077	3,264	3,209	6,181	4,546	3,899	32,640	22,000	(10,640)
Credit card fees expense	9	203	153	113	171	125	108	138	1,020	1,760	740
Total Expensed:	11,259	16,342	18,458	15,960	16,487	16,982	15,387	14,967	125,842	119,656	(6,186)
Net Service Income/(Loss):	(7,304)	(9,402)	(9,715)	(9,154)	(10,542)	(8,167)	(7,817)	(8,409)	(70,509)	(72,240)	1,731
DIRECT EVENT INCOME	(1,704)	(3,802)	(2,280)	902	(1,197)	922	2,167	1,554	(3,437)	(27,440)	24,003
Facility Fee	6,165	4,868	5,369	5,254	5,057	4,476	4,995	4,708	40,892	25,200	15,692
Suite Revenue	0	0	0	0	0	0	0	0	0	800	(800)
Ticket Convenience Fee	135	1,371	1,194	1,280	1,402	983	1,189	1,241	8,795	11,640	(2,845)
ANCILLARY INCOME											
Concessions- General											
Gross Sales	17,993	49,165	48,721	49,461	44,633	42,687	38,436	41,761	332,856	288,000	44,856
Cost Of Sales	5,255	11,793	11,454	12,114	10,863	9,792	9,023	10,306	80,601	73,330	(7,271)
Labor	3,313	11,644	10,368	12,136	5,919	10,645	8,035	8,195	70,255	34,400	(35,855)
Team Share	3,025	9,185	9,727	10,507	8,840	7,613	6,885	7,900	63,681	64,000	319
Net Concessions	6,400	16,542	17,171	14,703	19,012	14,637	14,492	15,361	118,319	94,940	23,379
Service Income	290	5,525	5,602	4,827	4,826	5,581	4,088	4,327	35,067	3,200	31,867
EVENT OPERATING INCOME	11,286	24,505	27,056	26,965	29,100	26,600	26,932	27,190	199,635	108,340	91,295

Cross Insurance Arena
CONSOLIDATED EVENT INCOME STATEMENT

Minor Concerts
For the Nine Months Ending March 2024

Event Code:	04		
Event Name:	Dropkick Murphys		
Event Date:	March 12, 2024		
	Actual	Curr Budget	Budget Var
Number of Events	1	0	1
Paid Tickets	2,094	0	2,094
Turnstile General	1,924	0	1,924
RENTAL INCOME			
GROSS TICKET REVENUE	108,879	0	108,879
RENT BILLED	0	0	0
NET REVENUE AFTER TAXES	108,879	0	108,879
TENANT CHARGES	(133,239)	0	(133,239)
Service Income Billed:			
Change Over - Setup Billed	998	0	998
Security Billed	3,150	0	3,150
Policy EMT Billed	2,125	0	2,125
Stagehands Billed	17,884	0	17,884
Event Staff Billed	6,186	0	6,186
Event Ticket Sales Billed	575	0	575
Equipment Rental Billed	777	0	777
Cleaning billed	2,080	0	2,080
Production Billed	25,600	0	25,600
Event Catering Billed	5,138	0	5,138
Credit Card Fees Billed	242	0	242
OTHER SERVICES BILLED	0	0	0
Total Billed:	64,756	0	64,756

Less: Service Expense

CHANGEOVER WAGES	778	0	778
OPERATIONS WAGES	234	0	234
CONTRACTED SECURITY	2,896	0	2,896
POLICE/L&I/EMT EXPENSE	710	0	710
EMT EXPENSE	1,064	0	1,064
STAGEHANDS WAGES	14,461	0	14,461
Equipment Rental	779	0	779
EVENT STAFF WAGES	6,065	0	6,065
EVENT TICKET SELLER WAGES	387	0	387
CLEANING WAGES	2,208	0	2,208
PRODUCTION EXPENSE	25,787	0	25,787
Event Catering Expense	4,926	0	4,926
Credit card fees expense	333	0	333
Other Expense	0	0	0
Total Expensed:	60,629	0	60,629
Net Service Income/(Loss):	4,127	0	4,127
DIRECT EVENT INCOME	(20,234)	0	(20,234)
Facility Fee	6,657	0	6,657
Promoter Share Facility Fees	(2,874)	0	(2,874)
Ticket Convenience Fee	11,315	0	11,315
Promoter Share Convenience F	(5,008)	0	(5,008)
Platinum Revenue	360	0	360
Gross Sales	38,969	0	38,969
Taxes	0	0	0
Cost Of Sales	9,020	0	9,020
Labor	8,725	0	8,725
Service Charges	(5,025)	0	(5,025)
Team/Promo share	10,150	0	10,150
Net Concessions	16,100	0	16,100
Novelties			
Gross Sales	3,353	0	3,353
Promo Share	1,676	0	1,676
Net Novelties	1,676	0	1,676
TOTAL ANCILLARY INCOME	17,776	0	17,776
EVENT OPERATING INCOME	7,992	0	7,992

**Cross Insurance Arena
CONSOLIDATED EVENT INCOME STATEMENT**

Trade Shows
For the Nine Months Ending March 2024

Event Code:	04		
Event Name:	Maine Hospitality		
Event Date:	March 25-27, 2024		
		<u>Actual</u>	<u>Curr Budget</u>
			<u>Budget Var</u>
Number of Events		3	2
Paid Tickets		0	0
Turnstile General		200	150
RENTAL INCOME			
GROSS TICKET REVENUE		0	0
RENT BILLED		10,000	2,500
Gross Revenue		<u>10,000</u>	<u>2,500</u>
			7,500
TENANT CHARGES		0	0
Service Income Billed:			
Change Over - Setup Billed		1,860	1,000
Policy EMT Billed		0	0
Stagehands Billed		8,425	1,750
Event Staff Billed		2,988	2,800
Event Ticket Sales Billed		0	0
Cleaning billed		800	485
Equipment Rental Billed		0	150
Credit Card Fees Billed		0	0
OTHER SERVICES BILLED		0	0
			<u>0</u>
Total Billed:		14,355	6,239
			8,116
Less: Service Expense			
0		0	-
CHANGEOVER PAYROLL TAXES		300	500
Security Billed		448	0
STAGEHANDS WAGES		6,529	3,300
EVENT STAFF WAGES		3,092	1,000
CHANGEOVER WAGES		583	710
CLEANING WAGES		0	300
Other Expense		0	0
			<u>0</u>
Total Expensed:		11,235	5,810
			5,425
Net Service Income/(Loss):		3,120	429
			2,691
DIRECT EVENT INCOME		<u>13,120</u>	<u>2,929</u>
			10,191
Concessions- General			
Gross Sales		0	0
Cost Of Sales		0	0
Labor		178	0
Taxes		0	0
Team/Promo share		0	0
Net Concessions		<u>(178)</u>	<u>0</u>
			(178)
EVENT OPERATING INCOME		<u>12,942</u>	<u>2,929</u>
			<u>10,013</u>

**Cross Insurance Arena
CONSOLIDATED EVENT INCOME STATEMENT**

High School Sports
For the Nine Months Ending March 2024

Event Code:	02	03	04			
Event Name:	HS Basketball	High School Hockey	High School Hockey			
Event Date:	March 2, 2024	March 6, 2024	March 9, 2024			
	Actual	Actual	Actual	Total	Curr Budget	Budget Var
Number of Events	1	1	1	3	3	0
Paid Tickets	9,982	2,570	2,935	15,487	14,000	1,487
Turnstile General	9,359	2,471	2,928	14,758	14,000	758
RENTAL INCOME						
GROSS TICKET REVENUE	73,865	17,835	21,565	113,265	100,000	13,265
RENT BILLED	7,387	1,750	1,500	10,637	12,000	(1,364)
NET REVENUE	81,252	19,585	23,065	123,902	112,000	11,902
TENANT CHARGES	(44,364)	(18,783)	(20,617)	(83,764)	(100,000)	16,236
Service Income Billed:						
Change Over - Setup Billed	1,540	880	794	3,214	3,000	214
Policy EMT Billed	4,369	1,398	1,413	7,181	4,575	2,606
Stagehands Billed	4,583	3,348	3,925	11,855	5,250	6,605
Event Staff Billed	9,958	5,232	5,599	20,788	21,000	(212)
Event Ticket Sales Billed	1,220	552	626	2,397	0	2,397
Box Office Fee	741	74	91	906	0	906
Cleaning billed	4,018	2,145	2,482	8,645	6,300	2,345
Production Billed	100	50	50	200	0	200
Event Catering Billed	0	0	0	0	1,950	(1,950)
Credit Card Fees Billed	1,236	342	455	2,034	975	1,059
OTHER SERVICES BILLED	0	0	0	0	0	0
Total Billed:	27,765	14,021	15,434	57,220	43,050	14,170
Less: Service Expense						
CHANGEOVER WAGES	762	0	0	762	600	162
CHANGEOVER PAYROLL TAXES	346	160	675	1,181	750	431
Security Billed	0	1,408	0	1,408	0	1,408
POLICE/L&I/EMT EXPENSE	1,119	568	839	2,526	1,950	576
EMT EXPENSE	982	696	614	2,292	0	2,292
STAGEHANDS WAGES	3,636	3,560	2,419	9,615	4,800	4,815
EVENT STAFF WAGES	9,364	3,683	5,415	18,461	18,000	461
EVENT TICKET SELLER WAGES	1,082	766	601	2,448	1,800	648
CLEANING WAGES	4,212	2,848	2,848	9,908	9,600	308
PRODUCTION EXPENSE	600	157	0	757	0	757
Event Catering Expense	0	0	0	0	1,950	(1,950)
Credit card fees expense	1,102	303	403	1,808	825	983
Other Expense	0	0	0	0	0	0
Total Expensed:	23,205	14,148	13,813	51,166	40,275	10,891
Net Service Income/(Loss):	4,559	(127)	1,621	6,054	2,775	3,279
DIRECT EVENT INCOME	41,447	675	4,070	46,192	14,775	31,417
Ticket Convenience Fee	7,003	550	1,009	8,562	420	8,142
ANCILLARY INCOME						
Concessions- General						
Gross Sales	42,719	14,050	13,690	70,459	49,200	21,259
Cost Of Sales	12,441	4,095	3,973	20,509	12,528	7,981
Labor	7,369	4,103	3,607	15,079	9,600	5,479
Service Charges	1,905	642	631	3,178	0	3,178
Net Concessions	24,813	6,494	6,742	38,049	23,427	14,622
EVENT OPERATING INCOME	73,264	7,718	11,820	92,803	38,622	54,181



EVENT REPORTS

FOR THE MONTH ENDED

APRIL 30, 2024

OAK VIEW GROUP

H. ABATE
K. HILSGEN
J. McGARR
G. O'DELL
K. VASKE

Submitted by: Mark Eddy, Director of Finance



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Cross Insurance Arena
CONSOLIDATED EVENT INCOME STATEMENT

All Events
For the Ten Months Ending April 2024

	Period To Date			Year To Date		
	Actual	Curr Budget	Budget Var	Actual	Curr Budget	Budget Var
Number of Events	12	8	4	101	85	16
Paid Tickets	33,120	15,300	17,820	303,895	217,900	85,995
Turnstile General	27,521	14,400	13,121	258,008	195,850	62,158
RENTAL INCOME						
GROSS TICKET REVENUE	1,137,383	384,040	753,343	8,800,241	5,440,870	3,359,371
SPONSORSHIP REVENUE	0	0	0	0	3,500	(3,500)
RENT BILLED	82,143	52,550	29,593	695,621	564,030	131,591
NET REVENUE AFTER TAXES	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)
Service Income Billed:						
Change Over - Setup Billed	4,674	1,000	(3,674)	49,752	14,587	35,165
Secuirty	8,118	0	(8,118)	65,891	20,250	45,641
Policy EMT Billed	11,358	0	(11,358)	82,109	27,445	54,664
Stagehands Billed	53,640	19,350	(34,290)	443,084	371,778	71,306
Event Staff Billed	25,216	7,000	(18,216)	218,820	114,269	104,551
Event Ticket Selles Billed	2,400	1,950	(450)	25,858	17,514	8,344
Box Office Fee	0	0	0	1,915	0	1,915
Advertising Billed	8,244	1,750	(6,494)	70,830	72,950	(2,120)
Cleaning billed	5,290	5,000	(290)	71,630	37,995	33,635
Cleaning Supplies/Trash Removal	415	400	(15)	2,428	2,020	408
Event Insurance billed	0	0	0	219	0	219
Group Sales Commission Billed	0	1,174	1,174	12,609	20,782	(8,173)
Equipment Rental Billed	1,084	750	(334)	22,183	27,025	(4,842)
Production Billed	2,432	1,000	(1,432)	51,615	17,464	34,151
Event Catering Billed	23,262	11,500	(11,762)	224,537	139,250	85,287
Credit Card Fees Billed	2,543	1,510	(1,033)	23,184	24,582	(1,398)
Internet/Phone Billed	200	175	(25)	1,650	2,079	(429)
OTHER SERVICES BILLED	0	0	0	0	0	0
Total Billed:	148,877	52,559	(96,318)	1,368,315	909,990	458,325

Less: Service Expense

CHANGEOVER WAGES	2,041	1,320	(721)	22,341	17,400	4,941
OPERATIONS WAGES	5,077	2,550	(2,527)	45,329	28,034	17,295
CONTRACTED SECURITY	13,032	9,750	(3,282)	106,857	71,930	34,927
POLICE/L&I/EMT EXPENSE	7,445	2,000	(5,445)	64,534	44,725	19,809
EMT EXPENSE	7,164	3,845	(3,319)	62,336	35,030	27,306
STAGEHANDS WAGES	48,322	18,250	(30,072)	392,083	340,930	51,153
EVENT STAFF WAGES	35,568	17,020	(18,548)	334,157	259,410	74,747
EVENT TICKET SELLER WAGES	3,680	1,675	(2,005)	27,581	22,800	4,781
Advertising Expense	8,244	1,750	(6,494)	82,460	83,600	(1,140)
CLEANING WAGES	23,004	11,900	(11,104)	208,690	174,770	33,920
GROUP SALES COMMISSIONS	0	14	14	4,930	4,827	103
Equipment Rental	967	500	(467)	17,851	18,650	(799)
PRODUCTION EXPENSE	5,895	800	(5,095)	72,752	32,465	40,287
Event Catering Expense	22,579	11,500	(11,079)	220,066	141,100	78,966
Group sales expense	0	450	450	0	2,010	(2,010)
Credit card fees expense	2,361	840	(1,521)	24,192	16,525	7,667
Other Expense	0	0	0	0	0	0
Total Expensed:	185,378	84,164	(101,214)	1,698,729	1,312,206	386,523
Net Service Income/(Loss):	(36,501)	(31,605)	4,896	(330,413)	(402,216)	71,803
DIRECT EVENT INCOME	(976)	20,945	(21,921)	198,941	203,564	(4,623)
Platinum	6,157	0	6,157	55,039	0	55,039
Facility Fee	57,882	33,300	24,582	520,270	314,590	205,680
Suite Revenues	785	0	785	16,637	12,450	4,187
Ticket Convenience Fee	89,922	29,863	60,059	409,637	282,728	126,909
Promoter Share	(29,976)	(3,060)	26,916	(114,560)	(53,897)	60,663
ANCILLARY INCOME						
Concessions- General						
Gross Sales	411,097	134,500	276,597	2,941,487	2,074,738	866,749
Cost Of Sales	95,975	34,249	61,726	727,199	520,835	206,364
Taxes	-	9,963	(9,963)	-	153,667	(153,667)
Promoter/Team Share	74,628	16,000	58,628	437,371	360,236	77,135
Labor	85,679	17,950	67,729	633,856	246,480	387,376
Net Concessions	154,815	56,338	98,477	1,143,061	793,520	349,541
Service Revenues						
Service Charges	44,055	800	43,255	304,662	14,400	290,262
Novelties						
Gross Sales	18,962	3,000	15,962	79,522	63,552	15,970
Promo Share	9,346	0	9,346	36,686	12,939	23,747
Net Novelties	9,616	3,000	6,616	42,836	42,217	619
TOTAL ANCILLARY INCOME	208,486	60,138	148,348	1,490,559	850,137	640,422
EVENT OPERATING INCOME	332,282	141,186	191,096	2,576,523	1,609,572	966,951

Cross Insurance Arena
CONSOLIDATED EVENT INCOME STATEMENT

Regular Season Hockey
For the Ten Months Ending April 2024

Event Code:	35	02	36			
Event Name:	vs Worcester	vs Adirondack	vs Adirondack			
Event Date:	April 5 2024	April 10 2024	April 12, 2024			
	Actual	Actual	Actual	Total	Curr Budget	Budget Var
Number of Events	1	1	1	3	2	1
Paid Tickets	4,046	3,819	5,747	13,612	6,300	7,312
Turnstile General	3,018	1,414	3,863	8,295	5,300	2,995
RENTAL INCOME						
GROSS TICKET REVENUE	72,575	73,998	96,635	243,209	115,540	127,669
RENT BILLED	9,646	9,419	11,347	30,412	11,200	19,212
NET REVENUE AFTER TAXES	82,221	83,417	107,982	273,621	126,740	146,881
TENANT CHARGES	(72,575)	(73,998)	(96,635)	(243,209)	(115,540)	(127,669)
SERVICE INCOME BILLED						
Production Billed	0	0	930	930	0	930
Stagehands Billed	2,493	2,493	2,493	7,479	5,850	1,629
Advertising Billed	0	0	546	546	0	546
Group Sales Commission Billed	0	0	0	0	24	(24)
Event Catering Billed	5,400	3,733	4,066	13,199	5,500	7,699
Credit Card Fees Billed	158	82	5	244	480	(236)
Total Billed:	8,051	6,308	8,040	22,399	11,854	10,545
LESS: SERVICE EXPENSE						
Contracted Security	0	0	0	0	1,750	1,750
Police	258	710	327	1,296	1,150	(146)
EMT Expense	409	409	430	1,248	920	(328)
Operations wages	535	301	314	1,150	650	(500)
Stagehand Wages	2,571	2,917	2,844	8,332	6,200	(2,132)
Event Staff Wages	3,714	3,507	4,465	11,686	6,520	(5,166)
Event Ticket Seller Wages	531	481	240	1,252	600	(652)
Cleaning Expense	2,820	1,984	2,820	7,624	5,400	(2,224)
Group sales expense	0	0	0	0	14	14
PRODUCTION EXPENSE	300	300	300	900	450	(450)
Event Catering Expense	5,400	3,733	4,066	13,199	5,500	(7,699)
Credit card fees expense	140	72	4	216	440	224
Total Expensed:	17,164	14,414	16,357	47,936	29,914	(18,022)
Net Service Income/(Loss):	(9,113)	(8,107)	(8,318)	(25,538)	(18,060)	(7,478)
DIRECT EVENT INCOME	533	1,312	3,029	4,874	(6,860)	11,734
Facility Fee	4,920	4,240	6,563	15,723	6,300	9,423
Suite Revenue	0	0	0	0	200	(200)
Ticket Convenience Fee	1,238	684	1,208	3,131	2,910	221
ANCILLARY INCOME						
Concessions- General						
Gross Sales	44,668	23,775	60,142	128,586	72,000	56,586
Cost Of Sales	10,086	5,226	14,242	29,554	18,334	(11,220)
Labor	9,272	6,753	11,834	27,858	8,600	(19,258)
Team Share	8,635	4,062	12,127	24,824	16,000	(8,824)
Net Concessions	16,675	7,734	21,940	46,349	23,732	22,617
Service Income	4,814	3,956	6,834	15,603	800	14,803
EVENT OPERATING INCOME	28,180	17,926	39,575	85,681	27,082	58,599

**Cross Insurance Arena
CONSOLIDATED EVENT INCOME STATEMENT**

Post-Season Hockey
For the Ten Months Ending April 2024

Event Code:	01	02	03			
Event Name:	Mariners vs Adirondack	Mariners vs Adirondack	Mariners vs Adirondack			
Event Date:	April 26, 2024	April 27, 2024	April 28, 2024			
	Actual	Actual	Actual	Total	Curr Budget	Budget Var
Number of Events	1	1	1	3	0	3
Paid Tickets	2,568	3,088	2,114	7,770	0	7,770
Turnstile General	2,708	3,207	2,186	8,101	0	8,101
RENTAL INCOME						
GROSS TICKET REVENUE	39,440	55,693	42,825	137,958	0	137,958
RENT BILLED	5,600	5,600	5,600	16,800	0	16,800
NET REVENUE	45,040	61,293	48,425	154,758	0	154,758
TENANT CHARGES	(39,440)	(55,693)	(42,825)	(137,958)	0	(137,958)
Service Income Billed:						
Stagehands Billed	2,493	2,903	2,493	7,889	0	7,889
Event Catering Billed	1,474	2,147	998	4,619	0	4,619
Credit Card Fees Billed	254	260	183	697	0	697
OTHER SERVICES BILLED	0	0	0	0	0	0
Total Billed:	4,221	5,310	3,674	13,205	0	13,205
Less: Service Expense						
CHANGEOVER WAGES	680	0	0	680	0	680
CHANGEOVER PAYROLL TAXES	476	402	152	1,030	0	1,030
Security Billed	236	1,074	1,074	2,384	0	2,384
POLICE/L&I/EMT EXPENSE	399	328	755	1,482	0	1,482
EMT EXPENSE	409	409	409	1,228	0	1,228
STAGEHANDS WAGES	2,744	3,089	2,744	8,577	0	8,577
EVENT STAFF WAGES	3,635	2,837	2,360	8,832	0	8,832
EVENT TICKET SELLER WAGES	368	445	233	1,046	0	1,046
CLEANING WAGES	2,240	2,820	2,080	7,140	0	7,140
PRODUCTION EXPENSE	300	300	300	900	0	900
Event Catering Expense	1,474	2,147	998	4,619	0	4,619
Credit card fees expense	225	231	162	618	0	618
Other Expense	0	0	0	0	0	0
Total Expensed:	13,187	14,082	11,268	38,536	0	38,536
Net Service Income/(Loss):	(8,965)	(8,772)	(7,594)	(25,331)	0	(25,331)
DIRECT EVENT INCOME	(3,365)	(3,172)	(1,994)	(8,531)	0	(8,531)
Facility Fee	3,269	3,364	2,733	9,366	0	9,366
Ticket Convenience Fee	1,587	2,216	1,570	5,373	0	5,373
ANCILLARY INCOME						
Concessions- General						
Gross Sales	43,711	47,820	29,203	120,734	0	120,734
Cost Of Sales	10,463	11,543	7,213	29,220	0	29,220
Labor	9,718	9,767	5,975	25,460	0	25,460
Service Charges	4,607	4,871	2,818	12,296	0	12,296
Team/Promo share	9,121	9,573	5,521	24,214	0	24,214
Net Concessions	19,016	21,808	13,312	54,135	0	54,135
EVENT OPERATING INCOME	20,507	24,215	15,621	60,343	0	60,343

Cross Insurance Arena
CONSOLIDATED EVENT INCOME STATEMENT

Comedy Shows
For the Ten Months Ending April 2024

Event Code:	04		
Event Name:	Bert Kreischer		
Event Date:	April 25,2024		
	<u>Actual</u>	<u>Curr Budget</u>	<u>Budget Var</u>
Number of Events	1	0	1
Paid Tickets	5,675	0	5,675
Turnstile General	5,286	0	5,286
RENTAL INCOME			
GROSS TICKET REVENUE	415,727	0	415,727
RENT BILLED	24,145	0	24,145
NET REVENUE AFTER TAXES	439,872	0	439,872
TENANT CHARGES	(450,087)	0	(450,087)
Service Income Billed:			
Policy EMT Billed	3,042	0	3,042
Stagehands Billed	13,285	0	13,285
Event Staff Billed	7,392	0	7,392
Equipment Rental Billed	573	0	573
Advertising Billed	7,698	0	7,698
Production Billed	806	0	806
Event Catering Billed	4,923	0	4,923
Credit Card Fees Billed	414	0	414
OTHER SERVICES BILLED	0	0	0
Total Billed:	38,134	0	38,134

Less: Service Expense

OPERATIONS WAGES	1,272	0	1,272
CONTRACTED SECURITY	3,288	0	3,288
POLICE/L&I/EMT EXPENSE	961	0	961
EMT EXPENSE	982	0	982
STAGEHANDS WAGES	10,914	0	10,914
Equipment Rental	456	0	456
EVENT STAFF WAGES	0	0	0
EVENT TICKET SELLER WAGES	470	0	470
ADVERTISING EXPENSE	7,698	0	7,698
CLEANING WAGES	3,265	0	3,265
PRODUCTION EXPENSE	773	0	773
Event Catering Expense	4,761	0	4,761
Credit card fees expense	367	0	367
Other Expense	0	0	0
Total Expensed:	35,207	0	35,207
Net Service Income/(Loss):	2,928	0	2,928
DIRECT EVENT INCOME	(7,288)	0	(7,288)
Facility Fee	22,763	0	22,763
Ticket Convenience Fee	31,870	0	31,870
Platinum Revenue	1,359	0	1,359
Gross Sales	72,299	0	72,299
Cost Of Sales	16,351	0	16,351
Labor	13,148	0	13,148
Service Charges	(7,615)	0	(7,615)
Team/Promo share	0	0	0
Net Concessions	50,415	0	50,415
Novelties			
Gross Sales	4,943	0	4,943
Cost of Sales	0	0	0
Net Novelties	4,943	0	4,943
TOTAL ANCILLARY INCOME	55,358	0	55,358
EVENT OPERATING INCOME	104,062	0	104,062

Cross Insurance Arena
CONSOLIDATED EVENT INCOME STATEMENT

Major Concerts
For the Ten Months Ending April 2024

Event Code:	03		
Event Name:	Staind/Sleether		
Event Date:	April 30, 2024		
		Curr Budget	Budget Var
Number of Events	1	0	1
Paid Tickets	3,956	0	3,956
Turnstile General	3,824	0	3,824
RENTAL INCOME			
GROSS TICKET REVENUE	274,403	0	274,403
RENT BILLED	0	0	0
NET REVENUE	274,403	0	274,403
TENANT CHARGES	(286,660)	0	(286,660)
Service Income Billed:			
Security	8,118	0	8,118
Policy EMT Billed	3,895	0	3,895
Stagehands Billed	20,449	0	20,449
Event Staff Billed	5,882	0	5,882
Advertising Billed	0	0	0
Group Sales Commission Billed	0	0	0
Event Catering Billed	521	0	521
Credit Card Fees Billed	400	0	400
OTHER SERVICES BILLED	0	0	0
Total Billed:	46,226	0	46,226
Less: Service Expenses			
CHANGEOVER WAGES	389	0	389
OPERATIONS WAGES	772	0	772
Security Billed	7,360	0	7,360
POLICE/L&I/EMT EXPENSE	1,154	0	1,154
EMT EXPENSE	1,588	0	1,588
STAGEHANDS WAGES	16,808	0	16,808
EVENT STAFF WAGES	5,056	0	5,056
EVENT TICKET SELLER WAGES	276	0	276
Advertising Expense	0	0	0
CLEANING WAGES	2,319	0	2,319
GROUP SALES COMMISSIONS	0	0	0

Equipment Rental	510	0	510
PRODUCTION EXPENSE	3,211	0	3,211
Event Catering Expense	0	0	0
Credit card fees expense	462	0	462
Other Expense	0	0	0
	<hr/>		
Total Expensed:	39,905	0	39,905
Net Service Income/(Loss):	6,322	0	6,322
	<hr/>		
DIRECT EVENT INCOME	(5,936)	0	(5,936)
Suite Revenues	785	0	785
Platinum Revenues	4,799	0	4,799
Facility Fee	11,671	0	11,671
Promoter Share Facility Fee	(7,959)	0	(7,959)
Ticket Convenience Fee	44,998	0	44,998
Promoter Share	(29,976)	0	(29,976)
ANCILLARY INCOME			
Concessions- General			
Gross Sales	76,931	0	76,931
Cost Of Sales	17,377	0	17,377
Labor	14,899	0	14,899
Service Charge Revenue	7,624	0	7,624
Team/Promo share	25,590	0	25,590
Net Concessions	26,688	0	142,420
Novelties			
Gross Sales	14,019	0	14,019
Team/Promo share	(9,346)	0	(9,346)
Net Novelties	4,673	0	4,673
TOTAL ANCILLARY INCOME	31,361	0	31,361
EVENT OPERATING INCOME	49,743	0	49,743

Cross Insurance Arena
CONSOLIDATED EVENT INCOME STATEMENT

Consumer Shows
For the Ten Months Ending April 2024

Event Code:	01		
Event Name:	Comic and Toy Show		
Event Date:	April 19-21, 2024		
	Actual	Curr Budget	Budget Var
<hr/>			
Number of Events	4	4	0
Paid Tickets	2,107	6,000	(3,893)
Turnstile General	2,015	6,000	(3,985)
RENTAL INCOME			
GROSS TICKET REVENUE	66,087	150,000	(83,913)
RENT BILLED	10,786	16,000	(5,214)
Gross Revenue	76,873	166,000	(89,127)
<hr/>			
TENANT CHARGES	(66,087)	(150,000)	83,913
Service Income Billed:			
Change Over - Setup Billed	2,016	1,000	1,016
Policy EMT Billed	4,420	0	4,420
Stagehands Billed	4,538	2,000	2,538
Event Staff Billed	11,942	7,000	4,942
Cleaning billed	2,960	5,000	(2,040)
Cleaning Supplies/Trash Removal	415	400	15
Event Ticket Seller Billed	1,633	1,100	533
Production Billed	0	1,000	(1,000)
Credit Card Fees Billed	788	400	388
Internet/Phone Billed	200	0	200
OTHER SERVICES BILLED	0	0	0
<hr/>			
Total Billed:	28,913	17,900	11,013
Less: Service Expense			
CHANGEOVER PAYROLL TAXES	853	800	53
Security Billed	0	8000	(8,000)
POLICE/L&I/EMT EXPENSE	2,553	0	2,553
EMT EXPENSE	2,118	1,800	318
STAGEHANDS WAGES	3,690	1,800	1,890
EVENT STAFF WAGES	9,994	6,600	3,394
CHANGEOVER WAGES	486	1,000	(514)
EVENT TICKET SELLER WAGES	636	900	(264)
CLEANING WAGES	2,656	5,000	(2,344)
PRODUCTION EXPENSE	111	0	111
Credit card fees expense	698	400	298
Other Expense	0	0	0
<hr/>			
Total Expensed:	23,794	26,300	(2,506)
Net Service Income/(Loss):	5,118	(8,400)	13,518
DIRECT EVENT INCOME	15,904	7,600	8,304
<hr/>			
Facility Fee	6,318	18,000	(11,682)
Service Charges	917	0	917
Ticket Convenience Fee	4,550	17,240	(12,690)
Concessions- General			
Gross Sales	12,549	30,000	(17,451)
Cost Of Sales	3,473	7,639	(4,166)
Labor	4,313	7,400	(3,087)
Taxes	0	2,222	(2,222)
Team/Promo share	0	0	0
Net Concessions	4,763	12,739	(7,976)
<hr/>			
EVENT OPERATING INCOME	32,452	55,579	(23,127)
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EVENT REPORTS
FOR THE MONTH ENDED
MAY 31, 2024

OAK VIEW GROUP

H. ABATE
K. HILSGEN
J. McGARR
G. O'DELL
K. VASKE

Submitted by: Mark Eddy, Director of Finance



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Cross Insurance Arena
CONSOLIDATED EVENT INCOME STATEMENT

All Events
For the Eleven Months Ending May 2024

	Period To Date			Year To Date		
	Actual	Curr Budget	Budget Var	Actual	Curr Budget	Budget Var
Number of Events	10	6	4	111	91	20
Paid Tickets	1,746	3,000	(1,254)	305,641	220,900	84,741
Turnstile General	12,200	18,000	(5,800)	270,208	213,850	56,358
RENTAL INCOME						
GROSS TICKET REVENUE	92,679	118,500	(25,821)	8,892,920	5,559,370	3,333,550
SPONSORSHIP REVENUE	0	0	0	0	3,500	(3,500)
RENT BILLED	31,000	46,900	(15,900)	726,621	610,930	115,691
NET REVENUE AFTER TAXES	123,679	165,400	(41,721)	9,619,541	6,173,800	3,445,741
PROMOTER PROCEEDS	(122,224)	(118,500)	(3,724)	(9,088,731)	(5,521,120)	(3,567,611)
Service Income Billed:						
Change Over - Setup Billed	5,033	1,000	(4,033)	54,785	15,047	39,738
Secuirty	5,643	0	(5,643)	71,534	20,250	51,284
Policy EMT Billed	9,930	665	(9,265)	92,039	28,110	63,929
Stagehands Billed	37,045	21,530	(15,515)	480,130	393,308	86,822
Event Staff Billed	22,521	6,428	(16,093)	241,340	120,697	120,643
Evetn Ticket Selles Billed	616	850	234	26,474	18,364	8,110
Box Office Fee	0	0	0	1,915	0	1,915
Advertising Billed	0	1,750	1,750	70,830	74,700	(3,870)
Cleaning billed	9,137	3,825	(5,312)	80,767	41,820	38,947
Cleaning Supplies/Trash Removal	0	0	0	2,428	2,020	408
Event Insurance billed	0	0	0	219	0	219
Group Sales Commission Billed	0	1,150	1,150	12,609	21,932	(9,323)
Equipment Rental Billed	0	1,375	1,375	22,183	28,400	(6,217)
Production Billed	2,684	0	(2,684)	54,299	17,464	36,835
Event Catering Billed	3,918	4,000	82	228,455	143,250	85,205
Credit Card Fees Billed	274	630	356	23,458	25,212	(1,754)
Internet/Phone Billed	250	175	(75)	1,900	2,254	(354)
OTHER SERVICES BILLED	0	0	0	0	0	0
Total Billed:	97,050	43,378	(53,672)	1,465,365	952,828	512,537

Less: Service Expense

CHANGEOVER WAGES	583	0	(583)	22,924	17,400	5,524
OPERATIONS WAGES	2,942	2,760	(182)	48,271	30,794	17,477
CONTRACTED SECURITY	7,196	0	(7,196)	114,052	71,930	42,122
POLICE/L&I/EMT EXPENSE	4,320	850	(3,470)	68,854	45,575	23,279
EMT EXPENSE	3,929	1,440	(2,489)	66,265	36,470	29,795
STAGEHANDS WAGES	29,650	19,350	(10,300)	421,733	360,280	61,453
EVENT STAFF WAGES	18,683	12,275	(6,408)	352,839	271,685	81,154
EVENT TICKET SELLER WAGES	318	175	(143)	27,899	22,975	4,924
Advertising Expense	0	1,750	1,750	82,460	85,350	(2,890)
CLEANING WAGES	7,936	5,250	(2,686)	216,626	180,020	36,606
GROUP SALES COMMISSIONS	0	0	0	4,930	4,827	103
Equipment Rental	0	0	0	17,851	18,650	(799)
PRODUCTION EXPENSE	263	350	87	73,016	32,815	40,201
Event Catering Expense	3,918	4,000	82	223,984	145,100	78,884
Group sales expense	0	450	450	0	2,460	(2,460)
Credit card fees expense	243	0	(243)	24,435	16,525	7,910
Other Expense	0	0	0	0	0	0
Total Expensed:	79,980	48,650	(31,330)	1,778,708	1,360,856	417,852
Net Service Income/(Loss):	17,070	(5,272)	(22,342)	(313,343)	(408,028)	94,685
DIRECT EVENT INCOME	18,525	41,628	(23,103)	217,467	244,652	(27,185)
Platinum	888	0	888	55,927	0	55,927
Facility Fee	1,753	9,000	(7,247)	522,022	323,590	198,432
Suite Revenues	0	(200)	200	16,637	12,450	4,187
Ticket Convenience Fee	19,307	9,713	9,594	428,943	292,441	136,502
Promoter Share	(12,791)	(3,060)	9,731	(127,351)	(56,617)	70,734
ANCILLARY INCOME						
Concessions- General						
Gross Sales	55,335	60,000	(4,665)	2,996,822	2,134,738	862,084
Cost Of Sales	14,206	15,422	(1,216)	741,405	536,257	205,148
Taxes	-	3,922	(3,922)	-	157,589	(157,589)
Promoter/Team Share	9,524	0	9,524	446,895	360,236	86,659
Labor	14,587	4,850	9,737	648,443	251,330	397,113
Net Concessions	17,018	35,806	(18,788)	1,160,079	829,326	330,753
Service Revenues						
Service Charges	5,652	0	5,652	310,314	14,400	295,914
Novelties						
Gross Sales	5,968	3,000	2,968	85,490	66,552	18,938
Promo Share	3,979	0	3,979	40,664	12,939	27,725
Net Novelties	1,989	3,000	(1,011)	44,825	45,217	(392)
TOTAL ANCILLARY INCOME	24,659	38,806	(14,147)	1,515,218	888,943	626,275
EVENT OPERATING INCOME	52,340	95,887	(43,547)	2,628,863	1,705,459	923,404

Cross Insurance Arena
CONSOLIDATED EVENT INCOME STATEMENT

Graduations
For the Eleven Months Ending May 2024

Event Code:	01	02	03			
Event Name:	USM	UNE	SMCC			
Event Date:	May 3-4, 2024	May 17-18, 2024	May 19, 2024			
	Actual	Actual	Actual	Total	Curr Budget	Budget Var
Number of Events	2	3	1	6	3	3
Turnstile General	3,500	3,500	2,000	9,000	9,000	0
RENTAL INCOME						
RENT BILLED	6,100	6,800	6,800	19,700	17,500	2,200
NET REVENUE	6,100	6,800	6,800	19,700	17,500	2,200
SERVICE INCOME BILLED						
Production Billed	627	0	0	627	0	627
Policy EMT Billed	1,734	3,893	1,234	6,861	665	6,196
Stagehands Billed	3,968	3,619	2,648	10,235	7,500	2,735
Event Staff Billed	4,220	9,878	3,519	17,617	6,428	11,189
Cleaning billed	2,211	3,618	1,824	7,653	3,825	3,828
Change Over - Setup Billed	1,282	1,557	786	3,625	1,000	2,625
Event Catering Billed	3,540	0	378	3,918	0	3,918
Internet/Phone Billed	250	0	0	250	0	250
OTHER SERVICES BILLED	0	0	0	0	0	0
Total Billed:	17,831	22,565	10,388	50,785	20,543	30,242
LESS: SERVICE EXPENSE						
Contracted Security	1,135	2,128	0	3,264	0	(3,264)
Police	976	1,879	488	3,343	0	(3,343)
EMT Expense	450	1,432	982	2,865	315	(2,550)
Operations wages	531	771	425	1,727	1,500	(227)
Stagehand Wages	2,879	3,125	1,542	7,546	7,000	(546)
Event Staff Wages	2,565	6,756	2,516	11,838	7,775	(4,063)
Cleaning Expense	1,472	3,552	1,440	6,464	3,750	(2,714)
PRODUCTION EXPENSE	0	112	0	112	0	(112)
Event Catering Expense	3,540	0	378	3,918	0	(3,918)
Other Expense	0	0	0	0	0	0
Total Expensed:	14,132	19,756	7,772	41,659	20,340	(21,319)
Net Service Income/(Loss):	3,700	2,810	2,617	9,126	203	51,561
DIRECT EVENT INCOME	9,800	9,610	9,417	28,826	17,703	11,123
Concessions- General						
Gross Sales	7,891	9,442	7,052	24,385	30,000	(5,615)
Cost Of Sales	1,723	3,317	2,812	7,853	7,783	70
Labor	1,270	2,828	1,412	5,510	3,000	2,510
Service Fees	892	546	463	1,900	0	(1,900)
Net Concessions	5,790	3,842	3,291	12,923	17,517	(11,794)
EVENT OPERATING INCOME	15,589	13,452	12,708	41,749	35,220	6,529

Cross Insurance Arena
CONSOLIDATED EVENT INCOME STATEMENT

Major Concerts
For the Eleven Months Ending May 2024

Event Code:	04		
Event Name:	Sum41		
Event Date:	May 01, 2024		
		Curr Budget	Budget Var
		<hr/>	
Number of Events	1	0	1
Paid Tickets	1,746	0	1,746
Turnstile General	1,700	0	1,700
RENTAL INCOME			
GROSS TICKET REVENUE	92,679	0	92,679
RENT BILLED	0	0	0
NET REVENUE	<hr/> 92,679	<hr/> 0	<hr/> 92,679
TENANT CHARGES	(122,224)	0	(122,224)
Service Income Billed:			
Security	5,643	0	5,643
Policy EMT Billed	3,069	0	3,069
Stagehands Billed	19,983	0	19,983
Event Staff Billed	4,904	0	4,904
Advertising Billed	0	0	0
Group Sales Commission Billed	0	0	0
Event Catering Billed	0	0	0
Credit Card Fees Billed	274	0	274
OTHER SERVICES BILLED	<hr/> 0	<hr/> 0	<hr/> 0
Total Billed:	39,438	0	39,438
Less: Service Expenses			
CHANGEOVER WAGES	0	0	0
OPERATIONS WAGES	470	0	470
Security Billed	3,932	0	3,932
POLICE/L&I/EMT EXPENSE	977	0	977
EMT EXPENSE	1,064	0	1,064
STAGEHANDS WAGES	16,482	0	16,482
EVENT STAFF WAGES	4,612	0	4,612
EVENT TICKET SELLER WAGES	318	0	318
Advertising Expense	0	0	0
CLEANING WAGES	1,472	0	1,472
GROUP SALES COMMISSIONS	0	0	0

Equipment Rental	0	0	0
PRODUCTION EXPENSE	1,699	0	1,699
Event Catering Expense	0	0	0
Credit card fees expense	243	0	243
Other Expense	0	0	0
	<hr/>		
Total Expensed:	31,268	0	31,268
Net Service Income/(Loss):	8,170	0	8,170
	<hr/>		
DIRECT EVENT INCOME	(21,376)	0	(21,376)
Suite Revenues	0	0	0
Platinum Revenues	888	0	888
Facility Fee	5,258	0	5,258
Promoter Share Facility Fee	(3,505)	0	(3,505)
Ticket Convenience Fee	19,307	0	19,307
Promoter Share	(12,791)	0	(12,791)
ANCILLARY INCOME			
Concessions- General			
Gross Sales	30,950	0	30,950
Cost Of Sales	6,354	0	6,354
Labor	9,077	0	9,077
Service Charge Revenue	3,752	0	3,752
Team/Promo share	9,524	0	9,524
Net Concessions	9,747	0	59,656
Novelties			
Gross Sales	5,968	0	5,968
Team/Promo share	(3,979)	0	(3,979)
Net Novelties	1,989	0	1,989
TOTAL ANCILLARY INCOME	11,736	0	11,736
EVENT OPERATING INCOME	(483)	0	(483)

Cross Insurance Arena
CONSOLIDATED EVENT INCOME STATEMENT

Religious Events
For the Eleven Months Ending May 2024

Event Code:	01		
Event Name:	Comic and Toy Show		
Event Date:	April 19-21, 2024		
	Actual	Curr Budget	Budget Var
Number of Events	3	2	1
Paid Tickets	0	0	0
Turnstile General	1,500	6,000	(4,500)
RENTAL INCOME			
GROSS TICKET REVENUE	0	0	0
RENT BILLED	11,300	4,400	6,900
Gross Revenue	11,300	4,400	6,900
TENANT CHARGES	0	0	0
Service Income Billed:			
Change Over - Setup Billed	0	0	0
Policy EMT Billed	0	0	0
Stagehands Billed	6,827	2,530	4,297
Event Staff Billed	0	0	0
Cleaning billed	0	0	0
Cleaning Supplies/Trash Removal	0	0	0
Event Ticket Seller Billed	0	0	0
Production Billed	0	0	0
Credit Card Fees Billed	0	0	0
Internet/Phone Billed	0	0	0
OTHER SERVICES BILLED	0	0	0
Total Billed:	6,827	2,530	4,297
Less: Service Expense			
CHANGEOVER PAYROLL TAXES	745	160	585
Security Billed	0	0	0
POLICE/L&I/EMT EXPENSE	0	0	0
EMT EXPENSE	0	0	0
STAGEHANDS WAGES	5,622	2,100	3,522
EVENT STAFF WAGES	2,233	700	1,533
CHANGEOVER WAGES	0	0	0
EVENT TICKET SELLER WAGES	0	0	0
CLEANING WAGES	0	0	0
PRODUCTION EXPENSE	(1,547)	0	(1,547)
Credit card fees expense	0	0	0
Other Expense	0	0	0
Total Expensed:	7,052	2,960	4,092
Net Service Income/(Loss):	(225)	(430)	205
DIRECT EVENT INCOME	11,075	3,970	7,105
EVENT OPERATING INCOME	11,075	3,970	7,105



EVENT REPORTS
FOR THE MONTH ENDED
JUNE 30, 2024

OAK VIEW GROUP

H. ABATE
K. HILSGEN
J. McGARR
G. O'DELL
K. VASKE

Submitted by: Mark Eddy, Director of Finance



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Cross Insurance Arena
CONSOLIDATED EVENT INCOME STATEMENT

All Events
For the Twelve Months Ending June 2024

	Period To Date			Year To Date		
	Actual	Curr Budget	Budget Var	Actual	Curr Budget	Budget Var
Number of Events	14	6	8	125	100	25
Paid Tickets	13,366	6,600	6,766	319,007	227,500	91,507
Turnstile General	15,711	12,200	3,511	285,919	226,050	59,869
RENTAL INCOME						
GROSS TICKET REVENUE	999,555	244,500	755,055	9,892,475	5,803,870	4,088,605
SPONSORSHIP REVENUE	37,325	0	37,325	37,325	3,500	33,825
RENT BILLED	77,000	47,250	29,750	803,621	658,180	145,441
NET REVENUE AFTER TAXES	1,113,880	291,750	822,130	10,733,420	6,465,550	4,267,870
PROMOTER PROCEEDS	(930,390)	(244,500)	(685,890)	(10,019,121)	(5,765,620)	(4,253,501)
Service Income Billed:						
Change Over - Setup Billed	1,868	3,944	2,077	56,652	18,451	38,201
Secuirty	9,014	100	(8,914)	80,548	20,350	60,198
Policy EMT Billed	4,307	3,030	(1,277)	96,346	31,140	65,206
Stagehands Billed	62,026	72,147	10,121	542,156	468,086	74,070
Event Staff Billed	15,176	13,000	(2,176)	256,516	134,088	122,428
Event Ticket Selles Billed	0	2,200	2,200	26,474	20,564	5,910
Box Office Fee	330	0	(330)	2,245	0	2,245
Advertising Billed	1,500	31,750	30,250	72,330	106,450	(34,120)
Cleaning billed	6,765	12,600	5,835	87,532	54,420	33,112
Cleaning Supplies/Trash Removal	0	1,197	1,197	2,428	3,217	(789)
Event Insurance billed	0	0	0	219	0	219
Group Sales Commission Billed	5,173	1,450	(3,723)	17,783	23,382	(5,599)
Equipment Rental Billed	6,643	7,500	857	28,825	35,900	(7,075)
Production Billed	3,853	770	(3,083)	58,152	18,234	39,918
Event Catering Billed	2,933	4,600	1,667	231,388	147,850	83,538
Credit Card Fees Billed	3,201	2,430	(771)	26,659	27,642	(983)
Internet/Phone Billed	150	625	475	2,050	2,879	(829)
OTHER SERVICES BILLED	399	0	(399)	399	0	399
Total Billed:	123,337	157,343	34,006	1,588,702	1,112,653	476,049

Less: Service Expense

CHANGEOVER WAGES	0	0	0	22,924	17,400	5,524
OPERATIONS WAGES	3,692	3,995	303	51,963	34,789	17,174
CONTRACTED SECURITY	15,799	0	(15,799)	129,851	71,930	57,921
POLICE/L&I/EMT EXPENSE	4,151	2,500	(1,651)	73,005	48,075	24,930
EMT EXPENSE	5,157	2,820	(2,337)	71,422	39,290	32,132
STAGEHANDS WAGES	58,170	65,925	7,755	479,903	426,205	53,698
EVENT STAFF WAGES	20,957	17,475	(3,482)	373,796	289,160	84,636
EVENT TICKET SELLER WAGES	1,317	1,375	58	29,216	24,350	4,866
Advertising Expense	50,036	31,750	(18,286)	132,496	117,100	15,396
CLEANING WAGES	15,402	14,000	(1,402)	232,028	194,020	38,008
GROUP SALES COMMISSIONS	1,961	0	(1,961)	6,891	4,827	2,064
Equipment Rental	28,374	5,750	(22,624)	46,225	24,400	21,825
PRODUCTION EXPENSE	27,080	5,349	(21,731)	100,096	38,508	61,588
Event Catering Expense	2,327	4,600	2,273	226,311	149,700	76,611
Group sales expense	0	450	450	0	2,910	(2,910)
Credit card fees expense	3,470	1,725	(1,745)	27,905	18,250	9,655
Other Expense	0	0	0	0	0	0
Total Expensed:	337,894	158,169	(179,725)	2,116,602	1,519,369	597,233
Net Service Income/(Loss):	(214,557)	(826)	213,731	(527,900)	(406,716)	(121,184)
DIRECT EVENT INCOME	(31,068)	46,424	(77,492)	186,399	293,214	(106,815)
Platinum	19,098	0	19,098	75,025	0	75,025
Facility Fee	26,713	14,400	12,313	548,735	337,990	210,745
Suite Revenues	12,280	1300	10,980	28,917	13,950	14,967
Ticket Convenience Fee	54,380	18,488	35,892	483,323	310,929	172,394
Promoter Share	0	(7,448)	(7,448)	(127,351)	(63,725)	63,626
ANCILLARY INCOME						
Concessions- General						
Gross Sales	121,165	90,000	31,165	3,117,988	2,224,738	893,250
Cost Of Sales	41,296	23,025	18,271	782,701	559,282	223,419
Taxes	-	6,274	(6,274)	-	163,863	(163,863)
Promoter/Team Share	0	7,429	(7,429)	446,895	367,665	79,230
Labor	28,897	10,700	18,197	677,340	262,030	415,310
Net Concessions	50,973	42,572	8,401	1,211,052	871,898	339,154
Service Revenues						
Service Charges	10,436	0	10,436	320,750	14,400	306,350
Novelties						
Gross Sales	3,587	3,711	(124)	89,077	70,263	18,814
Promo Share	0	0	0	40,664	12,939	27,725
Net Novelties	3,587	3,711	(124)	48,413	48,928	(515)
TOTAL ANCILLARY INCOME	64,996	46,283	18,713	1,580,214	935,226	644,988
EVENT OPERATING INCOME	146,399	119,447	26,952	2,775,262	1,827,584	947,678

Cross Insurance Arena
CONSOLIDATED EVENT INCOME STATEMENT

Cirque duSoleil
For the Twelve Months Ending June 2024

Event Code:	01		
Event Name:	Cortero		
Event Date:	June 19-23, 2024		
		Curr Budget	Budget Var
		<hr/>	
Number of Events	5	0	5
Paid Tickets	11,600	0	11,600
Turnstile General	10,790	0	10,790
RENTAL INCOME			
GROSS TICKET REVENUE	919,971	0	919,971
RENT BILLED	67,500	0	67,500
NET REVENUE	<hr/> 987,471	0	987,471
TENANT CHARGES	(930,390)	0	(930,390)
Service Income Billed:			
Secuirty	9,014	0	9,014
Stagehands Billed	58,070	0	58,070
Advertising Billed	1,500	0	1,500
Group Sales Commission Billed	5,173	0	5,173
Equipment Rental Billed	6,643	0	6,643
Production Billed	1,853	0	1,853
Event Catering Billed	2,933	0	2,933
Credit Card Fees Billed	3,201	0	3,201
OTHER SERVICES BILLED	<hr/> 0	0	0
Total Billed:	88,385	0	88,385
Less: Service Expenses			
CHANGEOVER WAGES	0	0	0
OPERATIONS WAGES	1,574	0	1,574
Security Billed	11,847	0	11,847
POLICE/L&I/EMT EXPENSE	1,865	0	1,865
EMT EXPENSE	1,964	0	1,964
STAGEHANDS WAGES	47,520	0	47,520
EVENT STAFF WAGES	13,647	0	13,647
EVENT TICKET SELLER WAGES	1,183	0	1,183
Advertising Expense	1,500	0	1,500

CLEANING WAGES	7,722	0	7,722
GROUP SALES COMMISSIONS	1,729	0	1,729
Equipment Rental	17,364	0	17,364
PRODUCTION EXPENSE	5,472	0	5,472
Event Catering Expense	1,254	0	1,254
Credit card fees expense	3,139	0	3,139
Other Expense	0	0	0
	<hr/>		
Total Expensed:	117,781	0	117,781
Net Service Income/(Loss):	(29,396)	0	(29,396)
	<hr/>		
DIRECT EVENT INCOME	27,685	0	27,685
Suite Revenues	0	0	0
Platinum Revenues	19,098	0	19,098
Facility Fee	44,417	0	44,417
Promoter Share Facility Fee	(23,200)	0	(23,200)
Ticket Convenience Fee	55,610	0	55,610
Promoter Share	0	0	0
ANCILLARY INCOME			
Concessions- General			
Gross Sales	69,950	0	69,950
Cost Of Sales	23,635	0	23,635
Labor	23,829	0	23,829
Service Charge Revenue	6,342	0	6,342
Team/Promo share	0	0	0
Net Concessions	<hr/> 28,829	0	<hr/> 123,756
Novelties			
Gross Sales	3,587	0	3,587
Team/Promo share	0	0	0
Net Novelties	<hr/> 3,587	0	<hr/> 3,587
TOTAL ANCILLARY INCOME	<hr/> 32,416	0	<hr/> 32,416
EVENT OPERATING INCOME	<hr/> <hr/> 156,026	0	<hr/> <hr/> 156,026

Cross Insurance Arena
CONSOLIDATED EVENT INCOME STATEMENT

Graduations
For the Twelve Months Ending June 2024

Event Code:	04	05	06	07	08			
Event Name:	Gray N.G. Grad	Massabesic Grad	Bonney Eagle Grad	Windham Grad	Scarborough Grad			
Event Date:	June 5, 2024	June 6, 2024	June 7, 2024	June 9, 2024	June 9, 2024			
	Actual	Actual	Actual	Actual	Actual	Total	Curr Budget	Budget Var
Number of Events	1	1	1	1	1	5	4	1
Turnstile General	250	500	750	500	1,000	3,000	5,000	(2,000)
RENTAL INCOME								
RENT BILLED	1,600	1,600	1,600	1,600	1,600	8,000	7,000	1,000
NET REVENUE	1,600	1,600	1,600	1,600	1,600	8,000	7,000	1,000
SERVICE INCOME BILLED								
Production Billed	400	400	400	400	400	800	770	30
Policy EMT Billed	883	833	926	833	833	4,307	0	4,307
Stagehands Billed	791	791	791	791	791	3,957	7,347	(3,390)
Event Staff Billed	2,338	2,803	2,945	2,540	2,540	13,166	4,000	9,166
Cleaning billed	1,452	1,353	1,254	1,221	1,221	6,501	5,100	1,401
Change Over - Setup Billed	368	375	375	375	375	1,868	944	924
Internet/Phone Billed	0	0	150	0	0	0	0	0
OTHER SERVICES BILLED	0	0	399	0	0	0	0	0
Total Billed:	6,231	6,555	7,241	6,160	6,490	32,677	19,661	13,016
LESS: SERVICE EXPENSE								
Contracted Security	386	472	2,006	0	0	2,864	0	(2,864)
Police	355	355	377	355	355	1,798	0	(1,798)
EMT Expense	409	409	409	409	409	2,046	315	(1,731)
Operations wages	205	242	517	297	283	1,544	495	(1,049)
Stagehand Wages	901	1,017	439	521	936	3,814	5,425	1,611
Event Staff Wages	1,286	2,250	511	490	486	5,023	5,000	(23)
Cleaning Expense	1,152	1,152	1,280	928	1,280	5,792	5,000	(792)
PRODUCTION EXPENSE	357	357	357	357	520	1,948	4,900	2,952
Other Expense	0	0	0	0	0	0	0	0
Total Expensed:	5,050	6,254	5,897	3,358	4,270	24,829	21,590	(3,239)
Net Service Income/(Loss):	1,181	301	1,344	2,803	2,220	7,848	(1,929)	16,255
DIRECT EVENT INCOME	2,781	1,901	2,944	4,403	3,820	15,848	5,071	10,777
Concessions- General								
Gross Sales	1,856	4,311	4,711	5,419	2,844	19,141	22,500	(3,359)
Cost Of Sales	665	1,565	1,611	1,961	976	6,779	5,837	942
Labor	477	882	298	584	370	2,611	2,250	361
Service Fees	93	182	246	267	162	950	0	(950)
Net Concessions	807	2,045	3,049	3,141	1,660	2,852	13,141	(6,884)
EVENT OPERATING INCOME	3,588	3,946	5,992	7,544	5,480	26,550	18,212	8,338

Cross Insurance Arena
CONSOLIDATED EVENT INCOME STATEMENT

Boxing
For the Twelve Months Ending June 2024

Event Code: 01
Event Name:
Event Date:

	Actual	Curr Budget	Budget Var
Number of Events	1	0	1
Paid Tickets	1,766	0	1,766
Turnstile General	1,891	0	1,891
RENTAL INCOME			
GROSS TICKET REVENUE	79,584	0	79,584
RENT BILLED	0	0	0
NET REVENUE AFTER TAXES	79,584	0	79,584
Less: Service Expense			
OPERATIONS WAGES	575	0	575
POLICE/L&I/EMT EXPENSE	488	0	488
EMT EXPENSE	1,146	0	1,146
STAGEHANDS WAGES	6,837	0	6,837
Equipment Rental	11,010	0	11,010
EVENT STAFF WAGES	2,200	0	2,200
EVENT TICKET SELLER WAGES	134	0	134
ADVERTISING EXPENSE	48,536	0	48,536
CLEANING WAGES	1,888	0	1,888
PRODUCTION EXPENSE	19,660	0	19,660
Event Catering Expense	1,073	0	1,073
ENTERTAINMENT/ Artist EXPEN	100,000	0	100,000
Credit card fees expense	331	0	331
Other Expense	0	0	0
Total Expensed:	194,109	0	194,109
Net Service Income/(Loss):	(194,109)	0	(194,109)
DIRECT EVENT INCOME	(114,525)	0	(114,525)
Suite Revenue	12,280	0	12,280
Facility Fee	5,496	0	5,496
Ticket Convenience Fee	(1,231)	0	(1,231)
Sponsorship Revenue	37,325	0	37,325
ANCILLARY INCOME			
Concessions- General			
Gross Sales	31,579	0	31,579
Cost Of Sales	10,883	0	10,883
Labor	2,457	0	2,457
Service Charges	(3,143)	0	(3,143)
Team/Promo share	0	0	0
Net Concessions	21,382	0	21,382
EVENT OPERATING INCOME	(39,272)	0	(39,272)

Cross Insurance Arena
CONSOLIDATED EVENT INCOME STATEMENT

Charity/Community Events
For the Twelve Months Ending June 2024

Event Code:	02		
Event Name:	Marathon Headquarters		
Event Date:	June 7-8, 2024		
	<u>Actual</u>	<u>Curr Budget</u>	<u>Budget Var</u>
Number of Events	2	0	2
Paid Tickets	0	0	0
Turnstile General	10	0	10
RENTAL INCOME			
GROSS TICKET REVENUE	0	0	0
RENT BILLED	1,500	0	1,500
TENANT PROCEEDS	0	0	0
Service Income Billed:			
Event Staff Billed	1,924	0	1,924
Cleaning billed	264	0	264
Total Billed:	<u>2,188</u>	<u>0</u>	<u>2,188</u>
Less: Service Expense			
Security Billed	1,088	0	(1,088)
Other Expense	0	0	0
Total Expensed:	<u>1,088</u>	<u>0</u>	<u>(1,088)</u>
Net Service Income/(Loss):	1,100	0	1,100
DIRECT EVENT INCOME	<u>2,600</u>	<u>0</u>	<u>2,600</u>
EVENT OPERATING INCOME	<u><u>2,600</u></u>	<u><u>0</u></u>	<u><u>2,600</u></u>

**Cross Insurance Arena
CONSOLIDATED EVENT INCOME STATEMENT**

Meetings
For the Twelve Months Ending June 2024

Event Code:	05	99	
Event Name:	County DA Meeting		
Event Date:	June 11,2024		
	Actual	Curr Budget	Budget Var
Number of Events	1	0	1
Paid Tickets	0	0	0
Turnstile General	20	0	20
RENT BILLED	0	0	0
TENANT PROCEEDS	0	0	0
Service Income Billed:			
Event Staff Billed	86	0	86
Total Billed:	<u>86</u>	<u>0</u>	<u>86</u>
Less: Service Expense			
CHANGEOVER PAYROLL TAXES	0	0	0
EVENT STAFF WAGES	87	0	(87)
Other Expense	0	0	0
Total Expensed:	<u>87</u>	<u>0</u>	<u>(87)</u>
Net Service Income/(Loss):	<u>(1)</u>	<u>0</u>	<u>173</u>
DIRECT EVENT INCOME	<u>(1)</u>	<u>0</u>	<u>(1)</u>
ANCILLARY INCOME			
Concessions- General			
Net Sales	496	0	496
Cost Of Sales	0	0	0
Part-Time Labor	0	0	0
Team/Promo share	0	0	0
Net Concessions	<u>496</u>	<u>0</u>	<u>496</u>
Service Charges	0	0	0
TOTAL ANCILLARY INCOME	<u>496</u>	<u>0</u>	<u>496</u>
EVENT OPERATING INCOME	<u><u>495</u></u>	<u><u>0</u></u>	<u><u>494</u></u>



Cumberland County

142 Federal St
Portland, ME 04101

Position Paper

File #: BT 24-010

Agenda Date: 9/19/2024

Agenda #: 5.

Agenda Item Request:

Presentation of the General Managers report.

Background and Purpose of Request:

Requestor: Mike LoConte, GM

Mike will update the Trustees on what is happening at the Arena for upcoming shows and completion of past summer capital projects.

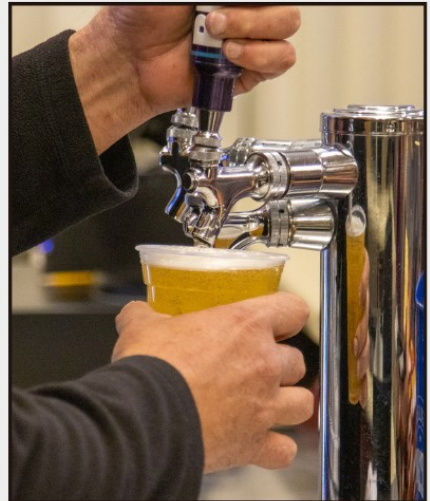
Presentation: Yes

FOOD SERVICES JOB FAIR

THURSDAY, SEPTEMBER 12

3:00 PM - 7:00 PM

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Maine
Cumberland **County**



Staffing

Food Services Job Fair – Thu 9/12 - Results

New Hire - Assistant Box Office Manager

Capital Improvement Projects

Athletica - hockey dasher & glass system

ANC Marquee – exterior LED sign

Stone Mountain - audio upgrade

Mikrotik/BNM - WIFI infrastructure upgrade

New Announcements

Sat 11/23 – Nitro Circus

Wed 3/5 – Sebastian Maniscalco

Upcoming Shows (through end of the calendar year 2024)

Wed 9/25 - Price is Right Live

Fri 9/27 + Sat 9/28 - Book of Mormon (new event category)

Mon 9/30 - Maine Health - Leadership summit

Fri 10/4, Sat 10/5 + Sun 10/6 - Hot Wheels Monster Truck

Fri 10/18 - Mariners Home Opener (5 games in October)

Nov Hockey (6 Mariners Games)

Fri 11/1 - A Day to Remember (Live Nation/WFC) - Rock

Sat 11/9 - Mercy Me/Toby Mac/Zach Williams (Awakenings) - Christian

Thu 11/14 - Jo Koy (ICON) - Comedy

Dec Hockey (5 Mariners Games)

Thu 12/20 - Sun 12/22 - Disney On Ice

Thu 12/12 - Cirque Holidaze Christmas Event (The Roberts Group)

Sat 12/14 UMaine Women's Hockey v Merrimac

Sun 12/29 UMaine Men's Hockey v Bentley

Holds

April 2025 - State Theater - Rock

April 2025 - Pepper Entertainment – Country

May 2025 – Live Nation/WFC – Rock

June 2025 – Live Nation/WFC - Country



Cumberland County

142 Federal St
Portland, ME 04101

Position Paper

File #: BT 24-011

Agenda Date: 9/19/2024

Agenda #: 6.

Agenda Item Request:

The County Manager will provide an update on the Arena contracts and operations.

Background and Purpose of Request:

Requestor: Jim Gailey, County Manager

The County Manager will be updating the Trustees on the Maine Mariners contract extension and the OVG360 contract extension processes. A subcommittee has been appointed by the Chair, which includes Sam Surprise, Chair Tom Tyler, Steven Woods and Commissioner Sue Witonis.

Presentation: Yes



Cumberland County

142 Federal St
Portland, ME 04101

Position Paper

File #: BT 24-012

Agenda Date: 9/19/2024

Agenda #: 7.

Agenda Item Request:

The Trustees will go into Executive Session pursuant to 1 MRSA Section 405(6)(A) to discuss the annual evaluation of OVG360, the Arena's management company.

Background and Purpose of Request:

Requestor: Jim Gailey, County Manager

Per the contract between the County and OVG360, annually the Board of Trustees needs to undergo a review of the services provided by the management company OVG360. This review will be from July 2023 to June 2024.