



EVENT REPORTS

FOR THE MONTH ENDED

March 31, 2023

OAK VIEW GROUP

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INDEX

	Page
EVENT INCOME STATEMENT	
ALL EVENTS	1
INDIVIDUAL EVENT INCOME STATEMENTS	
HOCKEY	3
MINOR	4
HIGH SCHOOL SPORTS	6
TRADE	7

Cross Insurance Arena
CONSOLIDATED EVENT INCOME STATEMENT

All Events
For the Nine Months Ending March 2023

	Period To Date			Year To Date		
	Actual	Curr Budget	Budget Var	Actual	Curr Budget	Budget Var
Number of Events	14	11	3	86	75	11
Paid Tickets	37,654	33,025	4,629	179,886	163,475	16,411
Turnstile General	33,772	30,575	3,197	157,879	151,550	6,329
RENTAL INCOME						
GROSS TICKET REVENUE	668,919	523,745	145,174	4,845,602	3,608,301	1,237,301
SPONSORSHIP REVENUE	0	0	0	0	3,500	(3,500)
RENT BILLED	73,323	47,600	25,723	406,135	420,025	(13,890)
NET REVENUE AFTER TAXES	742,241	571,345	170,896	5,251,738	4,031,826	1,219,912
PROMOTER PROCEEDS	(675,571)	(523,745)	(151,826)	(4,833,368)	(3,576,588)	(1,256,780)
Service Income Billed:						
Change Over - Setup Billed	4,696	5,000	305	28,067	19,255	8,812
Secuirty	0	4,500	4,500	25,614	21,600	4,014
Policy EMT Billed	4,037	7,025	2,988	37,604	29,730	7,874
Stagehands Billed	54,742	48,177	(6,565)	391,607	354,250	37,357
Event Staff Billed	19,441	25,600	6,159	140,297	118,255	22,042
Event Ticket Selles Billed	1,758	1,155	(603)	17,945	13,830	4,115
Box Office Fee	671	0	(671)	1,499	0	1,499
Advertising Billed	1,264	0	(1,264)	36,256	34,025	2,231
Cleaning billed	9,158	8,100	(1,058)	45,823	29,730	16,093
Cleaning Supplies/Trash Removal	0	400	400	2,006	2,000	6
Event Insurance billed	0	0	0	1,507	0	1,507
Agency Expense	0	0	0	11,094	0	11,094
Group Sales Commission Billed	1,734	308	(1,426)	17,139	12,670	4,469
Equipment Rental Billed	1,479	2,800	1,321	11,123	15,900	(4,777)
Production Billed	1,081	0	(1,081)	28,666	3,779	24,887
Event Catering Billed	24,425	10,350	(14,075)	145,137	61,475	83,662
Credit Card Fees Billed	2,802	2,475	(327)	17,296	15,435	1,861
Internet/Phone Billed	200	250	50	900	2,302	(1,402)
Electricians Billed	0	0	0	0	0	0
OTHER SERVICES BILLED	0	0	0	48	1,250	(1,202)
Total Billed:	127,489	116,140	(11,349)	959,628	735,486	224,142

Less: Service Expense

CHANGEOVER WAGES	3,013	2,495	(518)	12,150	18,375	(6,225)
OPERATIONS WAGES	6,975	4,580	(2,395)	29,601	28,585	1,016
CONTRACTED SECURITY	14,653	15,875	1,222	84,109	83,575	534
POLICE/L&I/EMT EXPENSE	7,565	7,475	(90)	42,799	41,390	1,409
EMT EXPENSE	6,384	3,615	(2,769)	34,446	23,535	10,911
STAGEHANDS WAGES	42,969	45,400	2,431	341,827	319,135	22,692
EVENT STAFF WAGES	39,555	37,900	(1,655)	209,035	183,705	25,330
EVENT TICKET SELLER WAGES	3,153	4,235	1,082	15,925	20,615	(4,690)
Advertising Expense	1,263	0	(1,263)	70,306	46,650	23,656
CLEANING WAGES	29,516	23,450	(6,066)	148,012	118,130	29,882
Event Insurance Expense	0	0	0	3,474	0	3,474
GROUP SALES COMMISSIONS	638	35	(603)	5,702	3,145	2,557
Equipment Rental	1,529	0	(1,529)	47,624	1,200	46,424
PRODUCTION EXPENSE	3,416	5,025	1,609	45,013	48,120	(3,107)
Event Catering Expense	24,144	10,350	(13,794)	143,697	60,000	83,697
ENTERTAINMENT/ Artist EXPENSE	0	0	0	135,594	15,500	120,094
Group sales expense	0	0	0	0	900	(900)
Credit card fees expense	2,483	2,485	2	16,909	11,950	4,959
Other Expense	0	235	235	0	0	0
Total Expensed:	187,257	163,155	(24,102)	1,386,222	1,024,510	361,712
Net Service Income/(Loss):	(59,768)	(47,015)	12,753	(426,593)	(289,024)	(137,569)
DIRECT EVENT INCOME	6,902	585	6,317	(8,223)	166,214	(174,437)
Platinum	8,246	0	8,246	30,284	0	30,284
Facility Fee	39,142	19,710	19,432	239,106	182,780	56,326
Suite Revenues	1,884	2,265	(381)	14,381	13,825	556
Ticket Convenience Fee	24,534	32,924	(8,390)	286,741	234,925	51,816
Promoter Share	0	(18,090)	(18,090)	(75,156)	(85,354)	(10,198)
ANCILLARY INCOME						
Concessions- General						
Gross Sales	330,752	308,375	22,377	1,752,925	1,498,628	254,297
Cost Of Sales	85,177	78,531	6,646	449,443	382,706	66,737
Taxes	-	22,840	(22,840)	-	111,039	(111,039)
Promoter/Team Share	55,594	57,363	(1,769)	331,495	257,310	74,185
Labor	42,532	34,800	7,732	220,386	164,005	56,381
Net Concessions	147,450	114,841	32,609	751,601	583,568	168,033
Service Revenues						
Service Charges	3,255	1,050	2,205	19,636	4,500	15,136
Novelties						
Gross Sales	4,713	7,583	(2,870)	39,236	51,658	(12,422)
Promo Share	0	6,066	(6,066)	13,997	27,890	(13,893)
Net Novelties	4,713	1,517	3,196	25,239	23,768	1,471
TOTAL ANCILLARY INCOME	155,419	117,408	38,011	796,476	611,836	184,640
EVENT OPERATING INCOME	236,126	154,802	81,324	1,283,608	1,124,226	159,382

**Cross Insurance Arena
CONSOLIDATED EVENT INCOME STATEMENT**

Regular Season Hockey
For the Nine Months Ending March 2023

Event Code:	24	25	26	27	28	29	30			
Event Name:	Newfoundland	vs Worcester	vs Norfolk	vs Norfolk	vs Worcester	vs Worcester	vs Tulsa			
Event Date:	March 1, 2023	March 5, 2023	March 10, 2023	March 11, 2023	March 17, 2023	March 19, 2023	March 31, 2023			
	Actual	Actual	Actual	Actual	Actual	Actual	Actual	Total	Curr Budget	Budget Var
Number of Events	1	1	1	1	1	1	1	7	7	0
Paid Tickets	2,701	3,760	2,664	2,697	3,357	4,037	3,032	22,248	15,750	6,498
Turnstile General	2,150	3,037	2,390	2,146	3,006	3,402	2,917	19,048	13,300	5,748
RENTAL INCOME										
GROSS TICKET REVENUE	33,670	69,342	51,441	80,880	62,811	72,417	57,241	427,802	269,500	158,302
RENT BILLED	5,300	5,300	5,300	5,300	5,300	5,300	5,300	37,100	37,100	0
NET REVENUE AFTER TAXES	38,970	74,642	56,741	86,180	68,111	77,717	62,541	464,902	306,600	158,302
TENANT CHARGES	(33,670)	(69,342)	(51,441)	(80,880)	(62,811)	(72,417)	(57,241)	(427,802)	(269,500)	(158,302)
SERVICE INCOME BILLED										
Production Billed	0	20	0	0	20	0	0	40	0	40
Stagehands Billed	2,644	2,442	2,442	2,843	2,442	2,442	2,442	17,698	17,927	(229)
Event Staff Billed	0	0	0	0	0	0	0	0	0	0
Group Sales Commission Billed	44	119	18	16	0	26	12	235	308	(73)
Event Catering Billed	5,417	5,091	2,776	0	0	4,728	5,107	23,119	8,400	14,719
Credit Card Fees Billed	40	246	194	114	186	246	210	1,236	1,225	11
Total Billed:	8,145	7,918	5,430	2,973	2,648	7,442	7,772	42,329	27,860	14,469
LESS: SERVICE EXPENSE										
Changeover Wages	486	292	0	0	0	0	486	1,264	630	(634)
Contracted Security	1,954	1,542	1,134	1,134	1,236	1,083	299	8,382	11,375	2,993
Police	551	518	551	842	551	769	551	4,332	3,675	(657)
EMT Expense	450	450	450	450	450	450	409	3,110	2,940	(170)
Operations wages	388	541	457	381	547	618	874	3,807	3,395	(412)
Stagehand Wages	2,739	2,690	2,649	2,940	2,690	2,690	2,690	19,090	18,900	(190)
Event Staff Wages	2,142	2,783	3,361	2,993	3,439	2,783	2,942	20,442	16,450	(3,992)
Event Ticket Seller Wages	208	315	358	110	314	222	267	1,793	1,960	167
Cleaning Expense	2,336	2,820	2,336	3,171	2,820	2,820	2,752	19,055	15,400	(3,655)
Group sales expense	29	77	12	10	0	17	8	152	35	(117)
PRODUCTION EXPENSE	0	225	225	413	225	225	225	1,538	2,625	1,088
Event Catering Expense	5,417	5,091	2,776	0	0	4,728	5,107	23,119	8,400	(14,719)
Credit card fees expense	36	218	172	101	165	218	186	1,096	1,120	24
Total Expensed:	16,736	17,563	14,480	12,545	12,437	16,623	16,796	107,178	86,905	(20,273)
Net Service Income/(Loss):	(8,590)	(9,645)	(9,050)	(9,572)	(9,789)	(9,181)	(9,024)	(64,850)	(59,045)	(5,805)
DIRECT EVENT INCOME	(3,290)	(4,345)	(3,750)	(4,272)	(4,489)	(3,881)	(3,724)	(27,750)	(21,945)	(5,805)
Facility Fee	4,700	4,394	2,920	4,817	4,177	4,068	3,344	28,420	15,750	12,670
Suite Revenue	0	0	0	0	0	322	322	644	1,470	(826)
Ticket Convenience Fee	317	1,591	1,173	1,428	1,354	1,613	961	8,438	5,460	2,978
ANCILLARY INCOME										
Concessions- General										
Gross Sales	14,285	39,251	33,951	54,118	42,875	42,943	42,080	269,504	182,000	87,504
Cost Of Sales	3,776	9,487	8,658	14,366	11,131	10,986	10,242	68,646	46,353	(22,293)
Labor	2,376	4,435	4,664	6,802	5,270	4,932	4,510	32,989	21,700	(11,289)
Team Share	2,127	7,833	6,794	11,706	9,424	9,043	8,667	55,594	36,400	(19,194)
Net Concessions	6,006	17,497	13,836	21,244	17,050	17,982	18,660	112,275	64,068	48,207
Service Income	0	206	815	792	448	246	390	2,897	1,050	1,847
TOTAL ANCILLARY INCOME	6,006	17,703	14,651	22,036	17,497	18,228	19,050	115,172	65,118	50,054
EVENT OPERATING INCOME	7,733	19,344	14,994	24,009	18,540	20,351	19,953	124,924	65,853	59,071

Cross Insurance Arena
CONSOLIDATED EVENT INCOME STATEMENT

Minor Concerts
For the Nine Months Ending March 2023

Event Code:	05		
Event Name:	Mercy Me		
Event Date:	March 3, 2023		
	Actual	Curr Budget	Budget Var
	<hr/>		
Number of Events	1	1	0
Paid Tickets	3,404	4,000	(596)
Turnstile General	3,133	4,000	(867)
RENTAL INCOME			
GROSS TICKET REVENUE	156,997	158,000	(1,004)
RENT BILLED	18,788	0	18,788
NET REVENUE AFTER TAXES	<hr/> 175,785	<hr/> 158,000	<hr/> 17,785
TENANT CHARGES	(163,749)	(158,000)	(5,749)
Service Income Billed:			
Change Over - Setup Billed	0	2,000	(2,000)
Security Billed	0	4,500	(4,500)
Policy EMT Billed	0	2,450	(2,450)
Stagehands Billed	18,300	25,000	(6,700)
Event Staff Billed	0	4,600	(4,600)
Event Ticket Sales Billed	0	750	(750)
Equipment Rental Billed	1,479	2,800	(1,321)
Advertising Billed	1,264	0	1,264
Cleaning billed	0	1,800	(1,800)
Cleaning Supplies/Trash Remov:	0	400	(400)
Group Sales Commission Billed	1,499	0	1,499
Production Billed	941	0	941
Credit Card Fees Billed	500	275	225
Internet/Phone Billed	0	250	(250)
OTHER SERVICES BILLED	<hr/> 0	<hr/> 0	<hr/> 0
Total Billed:	23,983	44,825	(20,842)

Less: Service Expense

CHANGEOVER WAGES	389	1,265	(876)
OPERATIONS WAGES	725	435	290
CONTRACTED SECURITY	1,908	4,500	(2,592)
POLICE/L&I/EMT EXPENSE	1,258	1,850	(592)
EMT EXPENSE	1,146	675	471
STAGEHANDS WAGES	9,649	22,000	(12,351)
Equipment Rental	1,529	0	1,529
EVENT STAFF WAGES	5,658	3,450	2,208
EVENT TICKET SELLER WAGES	184	475	(291)
ADVERTISING EXPENSE	1,263	0	1,263
CLEANING WAGES	2,319	1,750	569
GROUP SALES COMMISSIONS	486	0	486
PRODUCTION EXPENSE	895	2,400	(1,505)
Credit card fees expense	443	230	213
Other Expense	0	0	0
Total Expensed:	27,852	39,030	(11,178)
Net Service Income/(Loss):	(3,869)	5,795	(9,664)
DIRECT EVENT INCOME	8,167	5,795	2,372
Suite Revenue	968	250	718
Facility Fee	10,722	12,000	(1,278)
Promoter Share Facility Fees	0	(8,040)	8,040
Ticket Convenience Fee	14,607	27,000	(12,393)
Promoter Share Convenience Fe	0	(18,090)	18,090
Platinum Revenue	8,246	0	8,246
Gross Sales	14,043	60,000	(45,957)
Taxes	0	4,445	(4,445)
Cost Of Sales	3,627	15,278	(11,651)
Labor	2,622	3,500	(878)
Service Charges	(85)	0	(85)
Team/Promo share	0	20,963	(20,963)
Net Concessions	7,878	15,814	(7,936)
Novelties			
Gross Sales	4,713	7,583	(2,870)
Promo Share	0	(6,066)	6,066
Net Novelties	4,713	1,517	(8,936)
TOTAL ANCILLARY INCOME	12,591	17,331	(4,740)
EVENT OPERATING INCOME	55,302	36,246	19,056

**Cross Insurance Arena
CONSOLIDATED EVENT INCOME STATEMENT**

High School Sports
For the Nine Months Ending March 2023

Event Code:	02	03	04			
Event Name:	High School Basketball	High School Hockey	High School Hockey	Total	Curr Budget	Budget Var
Event Date:	March 6, 2023	March 8, 2023	March 11, 2023			
	Actual	Actual	Actual			
Number of Events	1	1	1	3	3	0
Paid Tickets	6,222	2,269	3,511	12,002	13,275	(1,273)
Turnstile General	5,778	2,164	3,399	11,341	13,275	(1,934)
RENTAL INCOME						
GROSS TICKET REVENUE	43,095	15,500	25,525	84,120	96,245	(12,125)
SPONSORSHIP REVENUE	0	0	0	0	0	0
RENT BILLED	4,310	1,500	1,625	7,435	10,500	(3,066)
NET REVENUE	47,405	17,000	27,150	91,555	106,745	(15,191)
TENANT CHARGES	(42,995)	(15,500)	(25,525)	(84,020)	(96,245)	12,225
Service Income Billed:						
Change Over - Setup Billed	1,248	1,000	588	2,836	3,000	(165)
Policy EMT Billed	1,390	1,620	1,028	4,037	4,575	(538)
Stagehands Billed	3,322	3,622	3,538	10,482	5,250	5,232
Event Staff Billed	5,764	5,016	6,000	16,780	21,000	(4,220)
Event Ticket Selles Billed	581	500	677	1,758	405	1,353
Box Office Fee	498	68	105	671	0	671
Cleaning billed	3,602	2,228	2,528	8,358	6,300	2,058
Production Billed	0	100	0	100	0	100
Event Catering Billed	670	163	192	1,025	1,950	(925)
Credit Card Fees Billed	506	199	361	1,067	975	92
OTHER SERVICES BILLED	0	0	0	0	0	0
Total Billed:	17,579	14,516	15,018	47,114	43,455	3,659
Less: Service Expense						
CHANGEOVER WAGES	389	389	0	778	600	178
CHANGEOVER PAYROLL TAXES	715	790	441	1,946	750	1,196
Security Billed	1,323	2,192	848	4,363	0	4,363
POLICE/L&I/EMT EXPENSE	777	518	680	1,976	1,950	26
EMT EXPENSE	491	655	982	2,128	0	2,128
STAGEHANDS WAGES	2,287	3,056	2,380	7,722	4,500	3,222
EVENT STAFF WAGES	3,986	3,179	3,654	10,819	18,000	(7,181)
EVENT TICKET SELLER WAGES	318	382	477	1,176	1,800	(624)
CLEANING WAGES	3,534	2,528	2,080	8,142	6,300	1,842
PRODUCTION EXPENSE	37	946	0	983	0	983
Event Catering Expense	670	163	192	1,025	1,950	(925)
Credit card fees expense	448	177	320	945	825	120
Other Expense	0	0	0	0	0	0
Total Expensed:	14,975	14,974	12,054	42,003	36,675	5,328
Net Service Income/(Loss):	2,604	(457)	2,964	5,111	6,780	(1,669)
DIRECT EVENT INCOME	7,014	1,043	4,589	12,645	17,280	(4,635)
Suite Sales	272	0	0	272	0	272
Ticket Convenience Fee	576	71	842	1,489	464	1,025
ANCILLARY INCOME						
Concessions- General						
Gross Sales	22,669	8,928	15,609	47,206	66,375	(19,169)
Cost Of Sales	6,183	2,447	4,273	12,903	16,900	(3,997)
Labor	3,091	2,456	1,374	6,921	9,600	(2,679)
Service Charges	0	27	246	273	0	273
Net Concessions	13,394	4,053	10,209	27,655	34,959	(7,304)
EVENT OPERATING INCOME	21,255	5,166	15,639	42,061	52,703	(10,642)

Cross Insurance Arena
CONSOLIDATED EVENT INCOME STATEMENT

Trade Shows
For the Nine Months Ending March 2023

Event Code:	04		
Event Name:	Maine Restaurant Show		
Event Date:	March 21-23, 2023		
	Actual	Curr Budget	Budget Var
	<hr/>		
Number of Events	3	0	3
Paid Tickets	0	0	0
Turnstile General	250	0	250
RENTAL INCOME			
GROSS TICKET REVENUE	0	0	0
RENT BILLED	10,000	0	10,000
Gross Revenue	<hr/> 10,000	<hr/> 0	<hr/> 10,000
TENANT CHARGES	0	0	0
Service Income Billed:			
Change Over - Setup Billed	1,860	0	1,860
Stagehands Billed	8,261	0	8,261
Event Staff Billed	2,661	0	2,661
Cleaning billed	800	0	800
Event Catering Billed	282	0	282
Internet/Phone Billed	200	0	200
OTHER SERVICES BILLED	<hr/> 0	<hr/> 0	<hr/> 0
Total Billed:	14,064	0	14,064
Less: Service Expense			
CHANGEOVER PAYROLL TAXES	497	0	497
STAGEHANDS WAGES	6,507	0	6,507
EVENT STAFF WAGES	2,636	0	2,636
CHANGEOVER WAGES	583	0	583
Other Expense	<hr/> 0	<hr/> 0	<hr/> 0
Total Expensed:	10,224	0	10,224
Net Service Income/(Loss):	3,839	0	3,839
EVENT OPERATING INCOME	<hr/> <hr/> 13,839	<hr/> <hr/> 0	<hr/> <hr/> 13,839