



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



INDEX

	Page
EVENT INCOME STATEMENT	
ALL EVENTS	1
INDIVIDUAL EVENT INCOME STATEMENTS	
HOCKEY	3
PLAYOFF HOCKEY	4
COMEDY	5
CO-PRO WATERFRONT CONCERTS	7
TRADE SHOWS	9

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
Evetn 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		
	Actual	Curr Budget	Budget Var
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
		<hr/>	
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	<hr/> 274,403	0	274,403
TENANT CHARGES	(286,660)	0	(286,660)
Service Income Billed:			
Secuirty	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	<hr/> 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
<hr/>			
TOTAL ANCILLARY INCOME	31,361	0	31,361
<hr/>			
EVENT OPERATING INCOME	49,743	0	49,743
<hr/> <hr/>			

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
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)
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
Evetn Ticket Selles 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
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
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
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)
EVENT OPERATING INCOME	32,452	55,579	(23,127)