



Cumberland County

Board of Trustees Cross Insurance Arena

Meeting Agenda - Final

Wednesday, December 17, 2025

9:00 AM

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

CALL TO ORDER

ROLL CALL

APPROVAL OF MINUTES

[BT 25-008](#) Approval of the minutes, April 8, 2025, meeting of the Board of Cross Insurance Trustees

Attachments: [2025.04.08 CIA Minutes Draft](#)

[BT 25-014](#) Informational: No Minutes for October 1, 2025, meeting of the Cross Insurance Arena Trustees.

Attachments: [Position Paper](#)
[2025.10.01 CIA Meeting - No Quorum](#)

NEW BUSINESS

[BT 25-009](#) Update from the Maine Mariners - Adam Goldberg

[BT 25-010](#) Presentation of Financial Reports from March to August 2025

Attachments: [FS - March 2025CC](#)
[FS - April 2025CC](#)
[FS - May 2025CC](#)
[FS - June 2025CCpdf](#)
[FS - July 2025CC](#)
[FS - August 2025CC](#)

[BT 25-015](#) Approval of Monthly Financial Reports for September and October

Attachments: [FS - October 2025CC](#)
[FS - September 2025](#)

[BT 25-011](#) Presentation of Event Reports

Attachments: [Events Report - April 2025](#)
[Events Report - May 2025](#)
[Events Report - June 2025](#)
[Events Report - August 2025](#)

[BT 25-016](#) Approval of Monthly Events Reports - September and October

Attachments: [Events Report - October 2025](#)
[Events Report - September 2025](#)

[BT 25-012](#) General Manager's Report

[BT 25-020](#) Discussion of 50th Anniversary Committee

[BT 25-017](#) Recognition and Dedication of the Box Office - Mark Warner

[BT 25-018](#) Recommend to the County Commissioners approval of the 2024-2025 OVG Financial Incentive

Attachments: [2024-2025 OVG Finance Incentive for Trustees](#)

[BT 25-019](#) Report on Arena Feasibility Study

MEMBER UPDATES

NEXT MEETING:

ADJOURNMENT



Cumberland County

27 Northport Dr
Portland, ME 04103

Position Paper

File #: BT 25-008

Agenda Date: 10/1/2025

Agenda #: 1.

Title:

Approval of the minutes, April 8, 2025, meeting of the Board of Cross Insurance Trustees

Background and Purpose of Request:

Review and approve the attached minutes.

Staff Contact: Katharine Cahoon, Executive Dept



Cumberland County

Board of Trustees Cross Insurance Arena

Cross Insurance Arena,
Portland, Maine

Meeting Minutes - Draft

Meeting Location: Hall of Fame Lounge

Tuesday, April 8, 2025

9:00 AM

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

CALL TO ORDER

The Board of Trustees met for their scheduled meeting in the Hall of Fame Lounge at the Cross Insurance Arena in Portland, the meeting was called to Order by County Manager Jim Gailey at 9:09am.

ROLL CALL

Present: 6 - Trustee Frank Clark, Trustee Lori Norman, Trustee Sam Surprise, Trustee John Jamieson, Trustee Jon Crimmins and Trustee Steve Woods

NonVoter: 1 - Commissioner Tom Tyler

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

2. [BT 25-002](#) Appointment of Chair and Vice Chair for the 2025 Board of Trustees

County Manager Gailey explained that Commissioner Susan Witonis's term had ended and former CIA Trustee, Tom Tyler, was now serving as County Commissioner in place of Susan Witonis. Subsequently, his spot was vacant and in the process of being filled. County Manager Gailey shared that the current State Statute for the Cross Insurance Arena Board of Trustees districts was being amended to match the Commissioner districts as reflected in the CIA Bylaws. Board member terms will be finalized after the statute amendment passes. County Manager Gailey asked for a nominee for the 2025 Chair, and Trustee Steve Woods volunteered.

A motion was made by Trustee Woods, seconded by Trustee Jamieson, that the CIA Trustees' Agenda Item for the nomination of Steve Woods as Chair be APPROVED. The motion carried by the following vote:

Yes: 5 - Trustee Clark, Trustee Norman, Trustee Surprise, Trustee Jamieson and Trustee Crimmins

No: 0

Abstain: 1 - Trustee Woods

County Manager Gailey asked for a nominee for the 2025 Vice Chair, and Trustee John Jamieson volunteered.

A motion was made by Trustee Jamieson, seconded by Trustee Woods, that the CIA Trustees' Agenda Item for the nomination of John Jamieson as Vice Chair be APPROVED. The motion carried by the following vote:

Yes: 5 - Trustee Clark, Trustee Norman, Trustee Surprise, Trustee Crimmins and Trustee Woods

No: 0

Abstain: 1 - Trustee Jamieson

APPROVAL OF MINUTES

1. [BT 25-001](#) Approval of the minutes, September 16, 2024, meeting of the Board of Cross Insurance Arena Trustees
- A motion was made by Trustee Norman, seconded by Trustee Surprise, that this CIA Trustees' Agenda Item be APPROVED. The motion carried by a unanimous vote.*

NEW BUSINESS

3. [BT 25-003](#) Update from Maine Mariners
- Adam Goldberg, Chief Executive Officer of Maine Mariners Hockey, stated that there were two Mariner Games left. Despite the fact that there were no playoffs, the hockey itself was very good. There were 10 sellout games this season. Regarding renewals, they started in February and have been very positive. Regarding sales growth, they have officially separated from Comcast and are adding two sales employees. Owner Dexter Paine has partnered with local businesses to outsource services including Bangor Payroll for payroll, Eaton Peabody for legal, and KMA for human resources. They are working with the Bruins to build their roster for next year as a one year option as a Bruin affiliate. They are also working with Herbert Construction to construct a community ice rink and reviewing potential rink sites. The Paine family has formed a 501c3 foundation for the Maine Mariners which will be funded with proceeds from the sale of jerseys. There will be some small changes to the arena, non sponsored tarps will be taken down next season as a result of sponsorship requirements. He noted that the transition from Comcast was challenging but they received operational support from Comcast for six

months during the transition.

Trustee Crimmins asked about the stability of ECHL given the number of teams dissolved. CEO Goldberg agreed that there were a couple of teams that had experienced some financial difficulty but the league is doing well overall. Trustee Jamieson asked if they expected a sellout for the remaining two games? CEO Goldberg explained that it's likely since the last game is on Sunday. It's a home game and it is a fan appreciation game.

Trustee Jamieson asked why the growth in ticket sales over the past season. CEO Goldberg explained that their Sales Team has focused on growing relationships. He added that there some fans were distrustful given that the Pirates Team was pulled away. Trustee Jamieson congratulated CEO Goldberg for his hard work. Chair Woods asked about the pricing of the tickets. CEO Goldberg explained that adjustments will be made to single ticket sales, some group sales, and noted that there is a demand for Ice Lounge Suites. Trustee Surprise asked about Westbrook, specifically RockRow, as a location for an ice rink facility. CEO Goldberg said that site was a potential location. He and Dexter toured some training facilities in Ohio and Michigan recently. Ice rink facilities are very important for training. They can also be used by the community for non ice related sports such as pickleball and summer camps. General Manager Mike Loconte asked about the public's response to the new bench flip system? CEO Goldberg replied that the bench setup looks much better and is very professional. It's easier to access for staff, for maintenance and medical staff. He also noted that the new glass panels look great. Chair Woods thanked CEO Goldberg for his update and hard work. Chair Woods also recognized GM Loconte for all of the improvements to the arena facilities and operations. CEO Goldberg agreed with Chair Woods, GM Loconte has done an excellent job. The arena is well run and very clean.

This CIA Trustees' Agenda Item was RECEIVED AND FILED.

4. [BT 25-004](#) Approval of Financial Reports July 2024 - February 2025

GM Loconte gave an overview of financial reports from July 2024 through February 2025. For the month of February they budgeted for 10 events and had 12. They had \$280k in event income, \$79k more than budgeted. For ancillaries, they generated \$72k for the month, \$3,600 more than budgeted. Expenses were \$286k, and had budgeted \$272k and were \$13k behind. Events included Portland on Tap, Harlem Globe Trotters, three Maine Mariner games, and basketball games.

GM Loconte gave an overview of the Year To Date on page 157. They budgeted for 61 events and had 65 year to date. They had \$1.5 million in event income, \$175k more than budgeted. For ancillaries, they generated \$550k year to date, \$31k more than budgeted. Expenses were \$1.963 million, and had budgeted

\$1.981 million, a small variance. Events included Jurassic Quest, Book of Mormon, various music shows, Nitro Circus, Disney on Ice, Ice Racing, Cirque du Soleil, and various sports events. GM Loconte stated that net income was \$175k, a \$220k variance and the projected loss. Trustee Jamieson shared that he had attended the championship basketball game with his family and it was the loudest and most exciting event that they had attended. He encouraged GM Loconte to push more advertising about events.

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

Yes: 6 - Trustee Clark, Trustee Norman, Trustee Surprise, Trustee Jamieson, Trustee Crimmins and Trustee Woods

No: 0

5. [BT 25-005](#) Approval of Events Report August 2024 - February 2025

GM Loconte summarized the events, 12 events, two more than were budgeted. He referred to page 216 of the meeting packet. Ancillary income for the month was \$154k and operating income was \$208k. He reiterated the information that was discussed in the previous agenda item.

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

Yes: 6 - Trustee Clark, Trustee Norman, Trustee Surprise, Trustee Jamieson, Trustee Crimmins and Trustee Woods

No: 0

6. [BT 25-006](#) Recommendation of the 2025/2026 Cross Insurance Arena Operating, Capital and Trustee budgets.

GM Loconte gave a slideshow presentation of the operating budget as outlined on page 230 of the agenda packet. He shared that the Book of Mormon was the biggest event they had in Portland, two of the three shows sold out and preconstruction for the set was close to \$90,000. He thanked Assistant General Manager Peter Doyle for his oversight. GM Loconte shared that the MaineHealth conference was an unexpected event that was very successful. Over 600 people attended and MaineHealth has already booked the same conference for next year. Trustee Jamieson asked if GM Loconte expected the Book of Mormon to return, GM Loconte said that they might and it had created a new opportunity with a new vendor. Chair Woods commented that the sales visually capture the event's success. They could build on the success and market to larger companies, GM Loconte agreed adding that the arena could serve multiple purposes. GM Loconte reviewed other shows and their attendance; he highlighted the potential shows that might return to

perform.

GM Loconte went over projected revenue for 2026. It increased by \$174k operating income and expects it to be a positive year. His efforts will be focused on managing costs. Trustee Surprise asked if the arena hosted wrestling events? GM Loconte stated that the event does come to Maine but typically goes to Bangor. GM Loconte noted that a big factor in the budget are increasing operating costs that continue to climb every year since the pandemic. Factors impacting the operating costs included higher wages to retain staff, increasing vendor costs, and escalating utility rates. There is an inflation effect on the cost of goods sold. Cost of goods sold used to be 70% but it has reduced to 40%. The staff COLA is important to keep and retain staff because it contributes to a successful arena. Chair Woods asked how the Union costs impact the budget. GM Loconte explained that it's a three year contract and 15% increase to stay competitive and retain staff. GM Loconte said that he is maintaining relationships with other local venues and there is a delicate balance to avoid monopolizing shows. One of the shows did not return due to Ticketmaster fees. Additionally, having an equally consistent promotional package estimate to other shows so they're not undervaluing other promoters. His objective is to appeal to various promoters, big and small. Commissioner Tyler asked about Ticketmaster and its impact on shows. GM Loconte said that Ticketmaster does draw bigger talent but they do not affect the shows, they affect the ticketbuyers. He noted that as a result of a lawsuit starting May 12 Ticketmaster is required to disclose all fees and prices upfront. GM Loconte stated that there is success with ticket pricing for first time shows and being able to reduce Ticketmaster fees.

GM Loconte continued and reviewed page 230 of the agenda packet. He noted that there was a deficit of \$370k because Jurassic Quest and Hot Wheels will not return as they are taking a break. Staff are looking for shows to make up for the loss. He noted that the post pandemic surge has stabilized. He stated that there is a projected 24-25 positive net income of \$34k. Trustee Clark asked if they had considered opening the area to livestream events? GM Loconte stated that yes, there is potential for profit sharing in live stream.

Trustee Crimmins asked how they are addressing the Portland Minimum wage increase. GM Loconte stated that there were large wage increases over the past four years, and those were passed onto the shows as a staffing fee increase to offset the cost.

County Manager Gailey presented the capital budget and noted that county reserves would fund some of the projects. He estimated that there was a low of \$220k and a high of \$400k. Items to be considered were

proposed by GM Loconte and County Manager Gailey approved the final estimated costs. The total costs for projects will be finalized before going to the Board of Commissioners for approval. County Manager Gailey reviewed the CIA Trustees budget costs and noticed that the rapidly increasing cost of insurance is the biggest impact. He noted that the insurance ranges from \$95k to \$135k, and \$29k were paid in premiums. He said that the final budget was \$265k. Chair Woods asked if County Manager Gailey would outline the process. County Manager Gailey explained that the Operating Budget is based on shows that create revenue to offset operations. The County's general fund funds bonds, covers the Trustee Budget, and buffers for capital costs. General admission covers the gap in the operations and Trustees now have oversight. Non County employees are overseen by the Arena but the County is responsible for the costs. Commissioner Tyler stated that if they accept the budget or not, the Trustees have final say on the CIA Trustee Budget. County Manager Gailey commented that the fiscal year is not over and there is still time to be in the black. Commissioner Tyler asked if the budget was in the black. GM Loconte estimated that it was \$44k in the black while his goal was \$12k in the black. Finance Director Mark Eddy remarked that being in the black was one of his goals, and that the projected budget was 18 months until the end of the fiscal year.

Trustee Surprise asked what the County Commissioner's response was. Commissioner Tyler confirmed that the board was pleased with the results. Trustee Surprise recalled that 10 years ago, Trustee meetings were very intense. He said that attorneys were involved and the arena was always losing money. He appreciated GM Loconte's transparency and positive results. GM Loconte thanked the Board of Trustees for their support and for enabling his team to accomplish its mission.

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

Yes: 6 - Trustee Clark, Trustee Norman, Trustee Surprise, Trustee Jamieson, Trustee Crimmins and Trustee Woods

No: 0

MEMBER UPDATES

Finance Director Mark Eddy noted that in 2027 it will be the 50th year of the Cross Insurance Arena.

7. [BT 25-007](#) Executive Session 1 MRSA 405 (6)(D) Discussion of ongoing negotiations with OVG 360 and Powerplay LLC.

Time Into Executive Session: 10:40am

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

vote:

Yes: 6 - Trustee Clark, Trustee Norman, Trustee Surprise, Trustee Jamieson,
Trustee Crimmins and Trustee Woods

No: 0

Time Out of Executive Session: 11:21 am

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

Yes: 6 - Trustee Clark, Trustee Norman, Trustee Surprise, Trustee Jamieson,
Trustee Crimmins and Trustee Woods

No: 0

NEXT MEETING:

ADJOURNMENT

The meeting was adjourned at 11:22 am by Trustee Crimmins, seconded by Trustee Jamieson.



Cumberland County

27 Northport Dr
Portland, ME 04103

Position Paper

File #: BT 25-014

Agenda Date: 12/17/2025

Title:

Informational: No Minutes for October 1, 2025, meeting of the Cross Insurance Arena Trustees.

Background and Purpose of Request:

The Trustees met on October 1, 2025 for their scheduled meeting. Due to the lack of a quorum, there was no meeting.

Staff Contact: Katharine Cahoon, Executive Dept



Cumberland County

27 Northport Dr
Portland, ME 04103

Position Paper

File #: BT 25-014

Agenda Date: 12/17/2025

Title:

Informational: No Minutes for October 1, 2025, meeting of the Cross Insurance Arena Trustees.

Background and Purpose of Request:

The Trustees met on October 1, 2025 for their scheduled meeting. Due to the lack of a quorum, there was no meeting.

Staff Contact: Katharine Cahoon, Executive Dept



Cumberland County

Board of Trustees Cross Insurance Arena

Meeting Minutes - Draft

Cross Insurance Arena,
Portland, Maine

Wednesday, October 1, 2025

9:00 AM

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

CALL TO ORDER

The Trustees met on October 1, 2025 for their scheduled meeting.

Due to the lack of a quorum, there was no meeting.

ROLL CALL

Present: 3 - Trustee Jon Crimmins, Trustee Susan Witonis and Trustee Steve Woods
Absent: 3 - Trustee Frank Clark, Trustee Lori Norman and Trustee Sam Surprise
NonVoter: 1 - Commissioner Tom Tyler

APPROVAL OF MINUTES

1. [BT 25-008](#) Approval of the minutes, April 8, 2025, meeting of the Board of Cross Insurance Trustees

NEW BUSINESS

2. [BT 25-009](#) Update from the Maine Mariners - Adam Goldberg
3. [BT 25-010](#) Presentation of Financial Reports from March to August 2025
4. [BT 25-011](#) Presentation of Event Reports
5. [BT 25-012](#) General Manager's Report
6. [BT 25-013](#) Overview of the signed Lease Agreement with PowerPlay LLC (Maine Mariners)

MEMBER UPDATES

NEXT MEETING:

ADJOURNMENT



Cumberland County

27 Northport Dr
Portland, ME 04103

Position Paper

File #: BT 25-009

Agenda Date: 10/1/2025

Agenda #: 2.



Cumberland County

27 Northport Dr
Portland, ME 04103

Position Paper

File #: BT 25-010

Agenda Date: 10/1/2025

Agenda #: 3.



One Civic Center Square, Portland, ME 04101

MARCH 2025

Fiscal Year ending June 30, 2024

Submitted By
Mark Eddy

OVG VENUE MANAGEMENT

D. Higgins
K. Hilsen
G. O'Dell
K. Vaske
R. Wilson

Mark Eddy

Mark Eddy, Director of Finance

Mike LoConte

Mike LoConte, General Manager



INDEX

PAGE

FINANCIAL STATEMENT COMMENTS

MONTHLY 1

YEAR TO DATE 2

ROLLING FORECAST 3

BALANCE SHEET 4

INCOME STATEMENT 5

CONSOLIDATED INDIRECT EXPENSES 6

**OTHER INCOME/EXPENSE
STATEMENT** 7

Cross Insurance Arena
FINANCIAL STATEMENT COMMENTS
Month Ending March 31, 2025

	<u>ACTUAL</u>	<u>BUDGET</u>	<u>FAV(UNFAV) VARIANCE</u>
NO OF EVENTS	17	13	4
PAID ATTENDANCE	56,621	42,000	14,621
DIRECT EVENT INCOME	10,553	17,037	(6,484)
FACILITY FEE	80,805	39,000	41,805
SUITE REVENUE	518	150	368
NET TICKETING REVENUE	31,223	10,400	20,823
ANCILLARY INCOME	346,695	153,851	192,844
TOTAL EVENT INCOME	469,794	220,438	249,356
OTHER INCOME	74,744	64,144	10,600
INDIRECT EXPENSES	271,119	259,498	(11,621)
NET INCOME (LOSS)	<u>273,419</u>	<u>25,084</u>	<u>248,335</u>

EVENT INCOME:	OVER	BUDGET BY	249,356	DUE TO THE FOLLOWING:
	<u>Actual</u>	<u>MTD Budget</u>	<u>FAV(UNFAV) VARIANCE</u>	<u>COMMENTS:</u>
Regular Season Hockey	180,126	113,062	67,064	Higher attendances and ancillary revenues than originally budgeted for six games.
Major	104,972	0	104,972	Unbudgeted Brantley Gilbert concert.
Comedy shows	127,977	67,571	60,406	Higher ticket sales and revenues for the Ice Racing event in January.
Trade Shows	(4,869)	6,165	(11,034)	Portland on Tap adjustment. No Maine Restaurant show budgeted for March.
High School Sports	61,589	33,640	27,949	Higher attendances at games and unbudgeted sponsor for the tournament.
	469,794	220,438	249,356	
OTHER INCOME:	OVER	BUDGET BY	10,600	DUE TO THE FOLLOWING:
	<u>Actual</u>	<u>MTD Budget</u>	<u>FAV(UNFAV) VARIANCE</u>	<u>COMMENTS:</u>
Advertising Sponsorship Incr	45,306	44,802	504	Higher sponsorship sales for the month than originally projected.
Premium Seat Income	12,298	14,092	(1,794)	Lower seat license renewals than budgeted for the month.
Other revenue	15,940	4,750	11,190	Higher Ticketmaster resale revenues than projected for March.
	74,744	64,144	10,600	
INDIRECT EXPENSES:	OVER	BUDGET BY	(11,621)	DUE TO THE FOLLOWING:
	<u>Actual</u>	<u>MTD Budget</u>	<u>FAV(UNFAV) VARIANCE</u>	<u>COMMENTS:</u>
EXECUTIVE	14,716	14,738	22	
MARKETING	8,911	10,017	1,106	Lower advertising and subscription expenses than originally projected.
FINANCE	20,450	21,432	982	
BOX OFFICE	14,533	9,907	(4,626)	One more FTE than originally budgeted for the month and higher benefit costs.
OPERATIONS	44,016	49,759	5,743	Lower salaries and ice expenses than projected for March.
EVENT SERVICES	28,112	29,028	916	
GROUP SALES	5,896	6,424	528	
ADVERTISING/SPONSOR	0	750	750	
FOOD AND BEVERAGE	34,446	33,314	(1,132)	Higher repairs and credit card fees than originally projected for the month.
OVERHEAD	100,039	84,130	(15,909)	Higher insurance and utility expenses than originally projected for the month.
	271,119	259,498	(11,621)	

**Cross Insurance Arena
FINANCIAL STATEMENT COMMENTS
For the Nine Months Ending March 2025**

	<u>ACTUAL</u>	<u>BUDGET</u>	<u>FAV(UNFAV) VARIANCE</u>
NO OF EVENTS	82	74	8
PAID ATTENDANCE	244,229	227,150	17,079
DIRECT EVENT INCOME	123,085	186,000	(62,915)
FACILITY FEE	428,298	337,010	91,288
SUITE REVENUE	12,109	12,775	(666)
NET TICKETING REVENUE	265,429	152,947	112,482
ANCILLARY INCOME	<u>1,224,877</u>	<u>941,731</u>	<u>283,146</u>
TOTAL EVENT INCOME	2,053,798	1,630,463	423,335
OTHER INCOME	630,351	588,536	41,815
INDIRECT EXPENSES	2,234,766	2,240,998	6,232
NET OPERATING INCOME(LOSS)	<u>449,383</u>	<u>(21,999)</u>	<u>471,382</u>

COMMENTS:

EVENT INCOME:	UNDER	BUDGET BY	423,335	DUE TO THE FOLLOWING:
	YTD	YTD	FAV(UNFAV)	
	Actual	Budget	VARIANCE	COMMENTS:
WFC/LN Concert	76,606	98,004	(21,398)	Lower attendance and F&B revenues than budgeted for A Day to Remember concert.
Cirque Holidaze	41,411	0	41,411	Unbudgeted holiday stage show.
College Hockey	110,847	76,525	34,322	Higher attendances and ancillary revenues than projected for the two games.
Major Concerts	181,910	89,712	92,198	Unbudgeted Brantley Gilbert concert.
Broadway Series	60,769	40,220	20,549	Higher ticket sales and ancillary revenues that budgeted for Book of Mormon shows.
Monster Jam	150,960	157,739	(6,779)	Lower ticket sales than originally projected for Hot Wheels and Nitro Circus events.
Regular Season Hockey	751,204	584,150	167,054	Higher ancillary revenues than projected for the 31 home games YTD.
Trade Shows	35,469	42,300	(6,831)	Higher rent and catering revenues from Maine Health Conference.
Comedy Shows	231,285	190,711	40,574	Lower attendance and revenues than originally budgeted for two comedy shows..
Disney shows	141,354	138,319	3,035	Unbudgeted Russ & YG concert.
Globetrotters	66,197	48,837	17,360	Higher attendance and concession sales than projected.
Family	75,219	82,666	(7,447)	Lower attendances and revenues from Price is Right and Jurassic Quest events.
Other Sports	17,638	13,189	4,449	XIIR Ice racing event.
High School Sports	112,930	68,091	44,839	Higher attendance and revenues at BB tourney. Two hockey tournament events.
	<u>2,053,798</u>	<u>1,630,463</u>	<u>423,335</u>	
				0
OTHER INCOME:	OVER	BUDGET BY	41,815	DUE TO THE FOLLOWING:
	YTD	YTD	FAV(UNFAV)	
	Actual	Budget	VARIANCE	COMMENTS:
Advertising Sponsorship In	423,175	403,218	19,957	Higher sponsorship sales YTD.
Premium Seat Income	108,606	126,818	(18,212)	Lower seat license renewals in YTD.
Rink Program Revenue	21,187	20,000	1,187	Higher ice rentals than projected YTD.
Other revenue	77,383	38,500	38,883	Higher ticketing revenues than originally projected YTD.
	<u>630,351</u>	<u>588,536</u>	<u>41,815</u>	
INDIRECT EXPENSES:	UNDER	BUDGET BY	6,232	DUE TO THE FOLLOWING:
	YTD	YTD	FAV(UNFAV)	
	Actual	Budget	VARIANCE	COMMENTS:
EXECUTIVE	128,090	143,194	15,104	Lower travel expense, benefit costs, and part-time wages than projected YTD.
MARKETING	87,341	95,217	7,876	Lower non-event advertising expenses and subscriptions than projected YTD.
FINANCE	155,785	203,572	47,787	One less FTE than originally budgeted YTD.
BOX OFFICE	131,980	88,621	(43,359)	One more FTE than originally budgeted YTD.
OPERATIONS	464,724	431,388	(33,337)	Higher maintenance and repair expenses than projected for first nine months.
EVENT SERVICES	245,494	269,625	24,131	Higher labor allocations to events than projected YTD.
GROUP SALES	45,748	61,494	15,746	Lower benefit costs and higher commission allocations than projected YTD.
ADVERTISING/SPONSC	747	7,500	6,753	Lower fulfillment and maintenance expenses YTD.
FOOD AND BEVERAGE	230,480	290,756	60,276	One less FTE and lower part-time wages than originally projected YTD.
OVERHEAD	744,375	649,632	(94,743)	Higher utilities and insurance expense than originally projected YTD.
	<u>2,234,766</u>	<u>2,240,998</u>	<u>6,232</u>	

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

	ACTUAL March 31, 2025	BALANCE PROJECTED FY 2025	TOTAL ACT/PROJ FY 2025	ORIG BUDGET FYE June 30, 2025	Variance
# OF EVENTS	82	24	106	100	6
Direct Event Income	123,085	12,078	135,163	227,923	(92,760)
Facility Fee	428,298	29,961	458,259	422,360	35,899
Suite Revenue	12,109	5,677	17,786	12,900	4,886
Ticketing System Income	265,429	40,281	305,710	208,061	97,649
Ancillary Income	1,224,877	139,819	1,364,696	1,153,422	211,274
TOTAL EVENT INCOME	2,053,798	227,816	2,281,614	2,024,666	256,948
OTHER INCOME	630,351	183,675	814,026	774,718	39,308
INDIRECT EXPENSES	2,234,766	737,059	2,971,825	3,017,445	45,620
NET OPERATING INCOME (LOSS)	449,383	(325,568)	123,815	(218,061)	341,876

March adjustments affect to FY Forecast

COMMENTS:

Difference from prior month:

38,005

Event Income

10,530

Realized higher revenues than projected from March events.

Other Income

7,594

Realized additional ticketing revenues from ticket reselling.

Indirect Expenses

19,881

Realized lower expenses with one less full time operations employee.

Totals

38,005

Incentive Fee Calculation

Base Management Fee Projected	124,656
Financial Incentive Fee	62,333
Food & Beverage Incentives	37,400
Qualitative Incentives	-
Total Management Fee Projected	224,389

Mark Eddy

Director of Finance
Mark Eddy

Mike LoConte

General Manager
Mike LoConte

Cross Insurance Arena
BALANCE SHEET
March 2025

ASSETS

CURRENT ASSETS

Cash & cash equivalents	2,402,915	
Accounts receivable	295,430	
Accounts Receivable from Third Party	291,154	
Prepaid	16,347	
Inventory	77,078	
TOTAL CURRENT ASSETS		3,082,924

TOTAL ASSETS		<u><u>3,082,924</u></u>
--------------	--	-------------------------

LIABILITIES AND EQUITY

CURRENT LIABILITIES

Accounts payable	7,097	
Accrued payroll & related costs	342,783	
Sales and Use Tax payable	58,949	
Other accrued liabilities	945,575	
Deposits and Deferred income	808,035	
TOTAL LIABILITIES		<u><u>2,162,438</u></u>

EQUITY

Retained Earnings	(935,423)	
Client Funding	1,406,867	
Current Retained Earnings		<u>448,539</u>
TOTAL EQUITY		920,485

TOTAL LIABILITIES AND EQUITY		<u><u>3,082,924</u></u>
------------------------------	--	-------------------------

Cross Insurance Arena
CONSOLIDATED INCOME STATEMENT
For the Nine Months Ending March 2025

	PERIOD TO DATE			YEAR TO DATE		
	Actual	Curr Budget	Budget Variance	Actual	Curr Budget	Budget Variance
Number of Events	17	13	4	82	74	8
Total Paid General	56,621	42,000	14,621	244,229	227,150	17,079
Turnstile Attendance- General	49,008	36,650	12,358	208,539	195,825	12,714
RENTAL INCOME						
GROSS TICKET REVENUE	2,096,994	764,720	1,332,274	7,542,492	5,041,227	2,501,265
SPONSORSHIP REVENUE	0	0	0	5,495	4,500	995
RENT BILLED	109,326	67,300	42,026	511,828	500,900	10,928
GROSS REVENUE	2,206,320	832,020	1,374,300	8,059,815	5,546,627	2,513,188
PROMOTER PROCEEDS	(2,162,105)	(764,720)	(1,397,385)	(7,181,650)	(5,045,727)	(2,135,923)
NET RENTAL INCOME	44,215	67,300	(23,085)	878,165	500,900	377,265
NET SERVICE INCOME / (LOSS)	(33,662)	(50,263)	16,601	(755,079)	(314,900)	(440,179)
DIRECT EVENT INCOME	10,553	17,037	(6,484)	123,085	186,000	(62,915)
FACILITY FEE REVENUE	80,805	39,000	41,805	428,298	337,010	91,288
SUITE TICKET REVENUE	518	150	368	12,109	12,775	(666)
CONV/TICKET PROC REVENUE	127,451	10,400	117,051	428,250	214,989	213,261
EVENT SPONSORSHIP	0	0	0	0	0	0
PROMOTER SHARE OF REVENUES	(96,228)	0	(96,228)	(162,822)	(62,042)	(100,780)
TOTAL SURCHARGE/REBATE/PRESHC	112,546	49,550	62,996	705,836	502,732	203,104
ANCILLARY INCOME						
CONCESSIONS	362,345	159,535	202,810	1,271,614	1,016,679	254,935
TEAM/PROMOTER SHARE	(108,830)	(59,709)	(49,121)	(392,470)	(362,157)	(30,313)
SUITES/CATERING	62,005	46,000	16,005	250,429	262,650	(12,221)
NOVELTY	31,176	8,025	23,151	95,303	24,559	70,744
TOTAL ANCILLARY INCOME	346,695	153,851	192,844	1,224,877	941,731	283,146
EVENT OPERATING INCOME	469,794	220,438	249,356	2,053,798	1,630,463	423,335
INDIRECT EXPENSES:						
EXECUTIVE	14,716	14,738	22	128,090	143,194	15,104
MARKETING	8,911	10,017	1,106	87,341	95,217	7,876
FINANCE	20,450	21,432	982	155,785	203,572	47,787
BOX OFFICE	14,533	9,907	(4,626)	131,980	88,621	(43,359)
OPERATIONS	44,016	49,759	5,743	464,724	431,388	(33,337)
EVENT SERVICES	28,112	29,028	916	245,494	269,625	24,131
GROUP SALES	5,896	6,424	528	45,748	61,494	15,746
ADVERTISING/SPONSORSHIP	0	750	750	747	7,500	6,753
FOOD AND BEVERAGE	34,446	33,314	(1,132)	230,480	290,756	60,276
OVERHEAD	100,039	84,130	(15,909)	744,375	649,632	(94,743)
TOTAL INDIRECT EXPENSES	271,119	259,498	(11,621)	2,234,766	2,240,998	6,232
Advertising Sponsorship Income	45,306	44,802	504	423,175	403,218	19,957
Premium Seat Income	12,298	14,092	(1,794)	108,606	126,818	(18,212)
Rink Program Revenue	1,200	500	700	21,187	20,000	1,187
Other revenue	15,940	4,750	11,190	77,383	38,500	38,883
TOTAL OTHER INCOME	74,744	64,144	10,600	630,351	588,536	41,815
NET OPERATING INCOME (LOSS)	273,419	25,084	248,335	449,383	(21,999)	471,382

Cross Insurance Arena
CONSOLIDATED INDIRECT DEPARTMENT EXPENSES
For the Nine Months Ending March 2025

	Period To Date			Year To Date						% of
	Actual	Curr Budget	Budget Var	Actual	Curr Budget	Budget Var	Actual	Annual Budget	Annual Budget Var	Annual Budget Achieved
Personnel Expenses										
Salaries	72,577	79,687	7,110	727,557	776,956	49,399	727,557	1,035,944	308,387	70%
Part-Time Labor	262,678	174,000	(88,678)	1,206,974	1,132,000	(74,974)	1,206,974	1,415,600	208,626	85%
Outside Payroll Service	58,371	34,000	(24,371)	224,751	195,000	(29,751)	224,751	240,000	15,250	94%
Employee Benefits	19,814	20,986	1,172	164,306	188,857	24,551	164,306	251,813	87,507	65%
Incentive Compensation	0	0	0	404	0	(404)	404	70,415	70,011	1%
401K	2,319	4,734	2,415	20,158	42,586	22,428	20,158	56,792	36,634	35%
Payroll Taxes	31,065	21,925	(9,140)	166,592	161,223	(5,369)	166,592	213,854	47,262	78%
Allocated to Events	(331,202)	(210,500)	120,702	(1,426,548)	(1,315,500)	111,048	(1,426,548)	(1,637,000)	(210,452)	87%
Total Personnel Expenses	115,622	124,832	9,210	1,084,194	1,181,122	96,928	1,084,194	1,647,418	563,224	
Expenses										
Advertising	650	1,166	516	7,568	10,500	2,932	7,568	14,000	6,432	54%
Other Travel Expense	2,357	500	(1,857)	2,434	6,400	3,966	2,434	10,050	7,616	24%
Automobile Expenses	0	75	75	349	525	176	349	750	401	47%
Armored Car Expense	411	200	(211)	2,161	1,475	(686)	2,161	2,000	(161)	108%
Cash (Over)/Short	487	0	(487)	1,264	0	(1,264)	1,264	0	(1,264)	Not Budgeted
Ice Expense	2,409	8,000	5,591	27,954	42,000	14,046	27,954	44,000	16,046	64%
Parking Expense	3,633	2,584	(1,049)	27,214	23,249	(3,965)	27,214	31,000	3,787	88%
Buidling / General Supplies	797	2,200	1,403	27,899	25,800	(2,099)	27,899	34,000	6,101	82%
Prof Fees - Deferred Comp. Plan	0	50	50	0	350	350	0	500	500	0%
Computer Maintenance	9,830	6,860	(2,970)	68,523	61,686	(6,837)	68,523	82,256	13,733	83%
Credit card fees expense	12,147	6,050	(6,097)	62,641	60,000	(2,641)	62,641	80,500	17,859	78%
Dues & Subscriptions	969	1,095	126	10,168	10,362	194	10,168	13,650	3,482	74%
R&M/Equip. Fund Expense	8,440	4,540	(3,900)	52,532	44,130	(8,402)	52,532	57,750	5,218	91%
General expense	1,356	2,208	852	14,190	19,874	5,685	14,190	26,500	12,311	54%
Guest Relations	0	0	0	117	650	533	117	900	783	13%
Insurance & Bonding	12,786	10,123	(2,663)	114,041	91,086	(22,955)	114,041	121,455	7,414	94%
Licenses and Permits	725	547	(178)	7,808	4,911	(2,897)	7,808	6,550	(1,258)	119%
Management Fee Expense	10,389	10,389	0	93,499	93,499	(0)	93,499	124,666	31,167	75%
Meetings/Conferences	2,112	610	(1,502)	5,726	8,886	3,160	5,726	15,700	9,974	36%
Office Supplies	1,129	750	(379)	4,126	5,250	1,124	4,126	7,500	3,374	55%
Equipment Rental	875	875	0	7,875	7,875	0	7,875	10,500	2,625	75%
Cleaning Supplies	3,131	5,000	1,869	28,077	28,000	(77)	28,077	35,000	6,923	80%
Paper Supplies	69	4,000	3,931	1,039	24,100	23,061	1,039	31,000	29,961	3%
Printing	90	125	35	987	1,375	388	987	1,750	763	56%
Pest Control Expense	300	250	(50)	2,267	2,250	(17)	2,267	3,000	733	76%
Postage	135	150	15	1,591	1,300	(291)	1,591	1,750	159	91%
Security System	30	542	512	3,485	4,874	1,389	3,485	6,500	3,015	54%
Recruiting Expense	0	50	50	0	800	800	0	950	950	0%
Cell Phone/Telephone/Data Lines	102	703	601	866	6,345	5,478	866	8,450	7,584	10%
Smallwares	0	250	250	3,293	1,500	(1,793)	3,293	2,000	(1,293)	165%
Snow Removal	0	0	0	485	250	(235)	485	250	(235)	194%
Equipment Maintenance	4,537	2,000	(2,537)	54,997	21,000	(33,997)	54,997	30,000	(24,997)	183%
Internet - Phone	4,055	3,675	(380)	34,445	33,075	(1,370)	34,445	44,100	9,655	78%
Trash Removal	2,956	3,500	544	17,004	20,500	3,496	17,004	28,000	10,996	61%
Uniforms	2,204	600	(1,604)	10,800	6,700	(4,100)	10,800	8,750	(2,050)	123%
Utilities	55,388	55,000	(388)	442,146	389,300	(52,846)	442,146	484,300	42,154	91%
Total Expenses	155,497	134,666	(20,831)	1,150,571	1,059,876	(90,695)	1,150,571	1,370,027	219,456	
Total Departmental Expenses	271,119	259,498	(11,621)	2,234,766	2,240,998	6,232	2,234,766	3,017,445	782,679	

**Cross Insurance Arena
OTHER INCOME
For the Nine Months Ending March 2025**

	Period To Date			Year To Date			Annual		% of
	Actual	Curr Budget	Budget Var	Actual	Curr Budget	Budget Var	Budget	Budget Var	Annual Budget Achieved
OTHER INCOME									
Advertising Sponsorship Incr	45,306	44,802	504	423,175	403,218	19,957	537,625	(114,450)	79%
Premium Seat Income	12,298	14,092	(1,794)	108,606	126,818	(18,212)	169,094	(60,488)	64%
Rink Program Revenue	1,200	500	700	21,187	20,000	1,187	20,000	1,187	106%
Other revenue	15,940	4,750	11,190	77,383	38,500	38,883	48,000	29,383	161%
TOTAL OTHER INCOME	74,744	64,144	10,600	630,351	588,536	41,815	774,719	(144,368)	81%



One Civic Center Square, Portland, ME 04101

APRIL 2025

Fiscal Year ending June 30, 2025

Submitted By
Mark Eddy

OVG VENUE MANAGEMENT

D. Higgins
K. Hilsen
G. O'Dell
K. Vaske
R. Wilson

Mark Eddy

Mark Eddy, Director of Finance

Mike LoConte

Mike LoConte, General Manager

Table of Contents

1.	Cross Insurance Arena - USD - FY YE Jun	1
1.1	IS - Summary	1
1.2	Balance Sheet.....	2
1.3	IS - Rolling Forecast.....	3
1.4	OpEx - Total Department Expenses.....	4



Cross Insurance Arena
Consolidated Income Statement
For the Period Ended: April FY25
USD

	MTD			YTD		
	Actual	Budget	B / (W)	Actual	Budget	B / (W)
Statistics						
90001: Number of Event Days	3	-	3	3	-	3
90002: Number of Events	6	10	-4	6	84	-78
90003: Paid Attendance - General Seating	23,527	27,251	-3,724	23,527	254,401	-230,874
90009: Attendance	16,982	22,850	-5,868	16,982	218,675	-201,693
Event Revenue						
SL: Rent Ticket Receipts	607,815	458,100	149,715	8,577,245	5,499,327	3,077,918
SL: Event Reimbursement	139,691	63,770	75,921	1,398,772	1,152,714	246,058
Direct Event Revenue	747,506	521,870	225,636	9,976,016	6,652,041	3,323,975
SL: Ticketing Fees	56,185	81,584	(25,399)	1,007,902	734,073	273,829
SL: Premium Seating	-	125	(125)	-	12,400	(12,400)
SL: Unmanifested Seats	-	-	-	1,831	-	1,831
SL: Total Merchandise	11,258	2,500	8,758	127,199	26,314	100,885
SL: Total Catering	-	51,350	(51,350)	-	459,100	(459,100)
SL: Total Concessions	298,403	266,500	31,903	2,119,085	2,513,713	(394,628)
SL: Third Party Services	-	175	(175)	-	2,254	(2,254)
SL: Other Event	-	29,000	(29,000)	-	428,400	(428,400)
Total Event Revenue	1,113,352	953,104	160,248	13,232,033	10,828,295	2,403,738
Event Costs						
SL: Direct Revenue & Costs	220,806	628,706	407,900	1,984,537	7,624,648	5,640,111
SL: Ticketing Fees	-	18,707	18,707	-	157,718	157,718
SL: Total Merchandise	-	-	-	-	5,255	5,255
SL: Total Catering	-	93,845	93,845	-	798,618	798,618
SL: Total Concessions	57,404	45,469	(11,935)	606,473	418,876	(187,597)
Total Event Costs	278,211	786,727	508,516	2,591,009	9,005,115	6,414,106
Event Gross Profit before Revenue Sharing	835,142	166,377	668,765	10,641,024	1,823,180	8,817,844
Total Promoter & Team Revenue Sharing / Revenue	644,560	-	(644,560)	8,402,140	9,000	(8,393,140)
Event Gross Profit	190,581	166,377	24,204	2,238,884	1,814,180	424,704
Contracted Revenue						
SL: Premium Seating	10,050	12,180	(2,130)	118,656	121,796	(3,140)
SL: Sponsorships	45,207	46,714	(1,507)	473,878	471,634	2,244
Total Contracted Revenue	55,257	58,894	(3,637)	592,534	593,430	(896)
Contracted Revenue Expenses						
Contracted Gross Profit before Revenue Sharing	55,257	58,894	(3,637)	592,534	593,430	(896)
Contracted Revenue Gross Profit	55,257	58,894	(3,637)	592,534	593,430	(896)
SL: Other Event	6,048	750	5,298	104,617	26,250	78,367
Total Other Revenue	6,048	750	5,298	104,617	26,250	78,367
Other Gross Profit before Revenue Sharing	6,048	750	5,298	104,617	26,250	78,367
Other Revenue Gross Profit	6,048	750	5,298	104,617	26,250	78,367
Total Gross Profit	251,886	226,021	25,865	2,936,035	2,433,860	502,175
Indirect Expenses	252,953	266,718	13,765	2,487,718	2,488,966	1,248
Net Operating Income / (Loss)	(1,066)	(40,697)	39,631	448,317	(55,106)	503,423
Other Income & Expenses	-	-	-	-	-	-
Total Net Income	(1,066)	(40,697)	39,631	448,317	(55,106)	503,423



Cross Insurance Arena
Balance Sheet
For the Period Ended: April FY25
USD

	Apr-FY25
Assets	
Current Assets	
Cash and Cash Equivalents	2,104,399
Accounts Receivable	538,010
Inventory	62,387
Prepaid and Other Current Assets	12,927
Total Current Assets	2,717,722
Fixed Assets	
Total Assets	2,717,722
Liabilities & Members' Capital	
Current Liabilities	
Total Accounts Payable	216,871
Accrued Expenses	889,102
Total Deferred Revenue	345,650
Total Other Current Liabilities	346,679
Total Current Liabilities	1,798,303
Non-Current Liabilities	
Members' Capital	
Equity	1,406,867
Retained Earnings	(487,448)
Total Equity	919,419
Total Liabilities and Equity	2,717,722

Cross Insurance Arena
Income Statement Rolling Forecast
For the Period Ended: April FY25
USD

	YTD Actual	Projection Remaining Year	Forecast	Year Total Budget	B / (W)
Statistics					
90001: Number of Event Days	3	-	3	-	3
90002: Number of Events	6	13	19	97	-78
90003: Paid Attendance - General Seating	23,527	13,702	37,229	268,103	-230,874
90009: Attendance	16,982	36,600	53,582	255,275	-201,693
Event Revenue					
SL: Rent Ticket Receipts	8,577,245	826,600	9,403,845	6,325,927	3,077,918
SL: Event Reimbursement	1,398,772	172,145	1,570,917	1,324,859	246,058
Direct Event Revenue	9,976,016	998,745	10,974,761	7,650,786	3,323,975
SL: Ticketing Fees	1,007,902	73,678	1,081,580	807,751	273,829
SL: Premium Seating	-	500	500	12,900	(12,400)
SL: Unmanifested Seats	1,831	-	1,831	-	1,831
SL: Total Merchandise	127,199	12,647	139,846	38,961	100,885
SL: Total Catering	-	24,850	24,850	483,950	(459,100)
SL: Total Concessions	2,119,085	197,500	2,316,585	2,711,213	(394,628)
SL: Third Party Services	-	350	350	2,604	(2,254)
SL: Other Event	-	46,100	46,100	474,500	(428,400)
Total Event Revenue	13,232,033	1,354,370	14,586,403	12,182,665	2,403,738
Event Costs					
SL: Direct Revenue & Costs	1,984,537	1,033,637	3,018,174	8,658,285	5,640,111
SL: Ticketing Fees	-	9,343	9,343	167,061	157,718
SL: Total Merchandise	-	0	0	5,255	5,255
SL: Total Catering	-	59,768	59,768	858,386	798,618
SL: Total Concessions	606,473	19,447	625,920	438,323	(187,597)
Total Event Costs	2,591,009	1,122,195	3,713,204	10,127,310	6,414,106
Event Gross Profit before Revenue Sharing	10,641,024	232,175	10,873,199	2,055,355	8,817,844
Total Promoter & Team Revenue Sharing / Revenue	8,402,140	0	8,402,140	9,000	8,393,140
Event Gross Profit	2,238,884	232,175	2,471,059	2,046,355	424,704
Contracted Revenue					
SL: Premium Seating	118,656	24,360	143,016	146,156	(3,140)
SL: Sponsorships	473,878	93,429	567,307	565,063	2,244
Total Contracted Revenue	592,534	117,789	710,323	711,219	(896)
Contracted Revenue Expenses					
Contracted Gross Profit before Revenue Sharing	592,534	117,789	710,323	711,219	(896)
Contracted Revenue Gross Profit	592,534	117,789	710,323	711,219	(896)
Other Revenue					
SL: Other Event	104,617	750	105,367	27,000	78,367
Total Other Revenue	104,617	750	105,367	27,000	78,367
Other Gross Profit before Revenue Sharing	104,617	750	105,367	27,000	78,367
Other Revenue Gross Profit	104,617	750	105,367	27,000	78,367
Total Gross Profit	2,936,035	350,714	3,286,749	2,784,574	502,175
Indirect Expenses	2,487,718	529,729	3,017,447	3,018,695	1,248
Net Operating Income / (Loss)	448,317	(179,015)	269,302	(234,121)	503,423
Other Income & Expenses	-	-	-	-	-
Total Net Income	448,317	(179,015)	269,302	(234,121)	503,423



Cross Insurance Arena
Operating Expenses by Department

Total Department

For The Period Ended: April FY25

USD

	Period to Date			Year to Date			% of Annual Budget		
	Actual	Budget	Variance	Actual	Budget	Variance	Actual	Budget	Achieved
Salaries & Wages: Salaried Full-Time	89,351	99,615	10,264	816,908	876,571	59,663	816,908	1,035,944	79%
Salaries & Wages: Salaried Part-Time	111,665	-	(111,665)	1,318,640	-	(1,318,640)	1,318,640	-	-
Salaries & Wages: Hourly Part-Time	-	97,600	97,600	-	1,229,600	1,229,600	-	1,415,600	-
Salaries & Wages: Event Wages	(100,834)	-	100,834	(1,527,382)	-	1,527,382	(1,527,382)	-	-
Salaries & Wages: Set-Up - PT	-	-	-	-	1,250	1,250	-	1,250	-
Allocated Salaries & Wages: None	-	(130,600)	(130,600)	-	(1,446,100)	(1,446,100)	-	(1,637,000)	-
Payroll Taxes: Payroll Taxes (Part-Time)	18,510	-	(18,510)	18,510	-	(18,510)	18,510	-	-
Payroll Taxes: Payroll Taxes (Full-Time)	7,605	17,066	9,461	194,356	178,289	(16,067)	194,356	213,854	91%
Bonuses & Commissions: Employee Commissions	-	-	-	404	-	(404)	404	-	-
Other Payroll Costs: Payroll Processing Fees	1,819	-	(1,819)	226,570	-	(226,570)	226,570	-	-
Employee Benefits: General Employee Benefits	19,456	-	(19,456)	183,761	-	(183,761)	183,761	-	-
Employee Benefits: Medical & Dental Insurance (P11D)	-	20,986	20,986	-	209,843	209,843	-	251,813	-
Pension & 401K: Pension & 401K	714	4,734	4,020	714	47,320	46,606	714	56,792	1%
Employee Incentives: Employee Incentives	-	-	-	-	-	-	-	70,415	-
Total Labor Costs	148,287	109,401	(38,886)	1,232,481	1,096,773	(135,708)	1,232,481	1,408,668	87%
Consultants and Professional Services: Payroll Service Fees	-	35,000	35,000	-	230,000	230,000	-	240,000	-
Consultants and Professional Services: Other Professional Services	-	50	50	-	400	400	-	500	-
62000: Consultants and Professional Services	-	35,050	35,050	-	230,400	230,400	-	240,500	-
Employee T&E: Entertainment	38	1,100	1,062	38	7,500	7,462	38	10,050	0%
Employee T&E: Other Travel Expense	-	-	-	2,434	-	(2,434)	2,434	-	-
Employee T&E: Training, Conferences, Meetings	2,535	2,535	0	8,261	11,421	3,160	8,261	15,700	53%
61000: Employee T&E	2,573	3,635	1,062	10,734	18,921	8,187	10,734	25,750	42%
Insurance: Automobile	-	75	75	-	600	600	-	750	-
Insurance: Insurance and Bonding	15,838	-	(15,838)	129,879	-	(129,879)	129,879	-	-
Insurance: Gen. Liability	-	10,123	10,123	-	101,209	101,209	-	121,455	-
63000: Insurance	15,838	10,198	(5,640)	129,879	101,809	(28,070)	129,879	122,205	106%
Supplies: Information Technology	1,528	-	(1,528)	1,528	-	(1,528)	1,528	-	-
Supplies: Cleaning & Cleaning Supplies	1,857	-	(1,857)	1,857	-	(1,857)	1,857	-	-
Supplies: Propane	113	-	(113)	113	-	(113)	113	-	-
Supplies: Uniforms	-	600	600	10,800	7,300	(3,500)	10,800	8,750	123%
Supplies: Equipment Rental	-	875	875	7,875	8,750	875	7,875	10,500	75%
Supplies: Paper Products	78	2,900	2,822	1,117	27,000	25,883	1,117	31,000	4%
Supplies: Cleaning Supplies	1,059	-	(1,059)	29,136	-	(29,136)	29,136	-	-
Supplies: Smallwares	-	250	250	3,293	1,750	(1,543)	3,293	2,000	165%
Supplies: Office Supplies	89	750	661	4,216	6,000	1,784	4,216	7,500	56%
Supplies: Building Supplies	764	2,500	1,736	28,663	28,300	(363)	28,663	34,000	84%
Supplies: Security Supplies	-	542	542	-	5,416	5,416	-	6,500	-
Supplies: Ice Supplies	-	2,000	2,000	-	44,000	44,000	-	44,000	-
Supplies: Janitorial Supplies	-	3,000	3,000	-	31,000	31,000	-	35,000	-
64000: Supplies	5,487	13,417	7,930	88,596	159,516	70,920	88,596	179,250	49%
General R&M: Repairs & Maintenance	1,123	-	(1,123)	1,123	-	(1,123)	1,123	-	-
General R&M: Ice	154	-	(154)	154	-	(154)	154	-	-
General R&M : Equipment Maintenance	660	-	(660)	55,658	-	(55,658)	55,658	-	-
General R&M : General Repairs & Maintenance	2,244	2,208	(36)	16,434	22,082	5,648	16,434	26,500	62%
General R&M : R&M Equipment Fund	7,933	4,540	(3,393)	60,464	48,670	(11,794)	60,464	57,750	105%
65001: General R&M	12,114	6,748	(5,366)	133,833	70,752	(63,081)	133,833	84,250	159%
Repairs & Maintenance	12,114	6,748	(5,366)	133,833	70,752	(63,081)	133,833	84,250	159%
General Utilities: Utilities	8,750	-	(8,750)	8,750	-	(8,750)	8,750	-	-
General Utilities: Cell Phone & Data	204	702	498	1,070	7,046	5,976	1,070	8,450	13%
General Utilities: General Utilities	-	40,000	40,000	-	409,300	409,300	-	484,300	-
General Utilities: Internet & WIFI	3,641	3,675	34	38,086	36,750	(1,336)	38,086	44,100	86%
General Utilities: Electricity	17,470	-	(17,470)	459,616	-	(459,616)	459,616	-	-
General Utilities: Natural Gas	4,009	-	(4,009)	4,009	-	(4,009)	4,009	-	-
66001: General Utilities	34,074	44,377	10,303	511,531	453,096	(58,435)	511,531	536,850	95%
Utilities	34,074	44,377	10,303	511,531	453,096	(58,435)	511,531	536,850	95%
Office Expenses: Postage	42	150	109	1,632	1,450	(182)	1,632	1,750	93%
Office Expenses: Printing	90	125	35	1,077	1,500	423	1,077	1,750	62%
67000: Office Expenses	131	275	144	2,710	2,950	240	2,710	3,500	77%
Contracted Services: Information Technology	2,290	-	(2,290)	2,290	-	(2,290)	2,290	-	-



Cross Insurance Arena Operating Expenses by Department

Total Department
For The Period Ended: April FY25
USD

	Period to Date			Year to Date			% of Annual Budget		
	Actual	Budget	Variance	Actual	Budget	Variance	Actual	Budget	Achieved
Contracted Services: Trash Removal	2,160	2,500	340	19,164	23,000	3,836	19,164	28,000	68%
Contracted Services: Licenses, Fees & Permits	-	547	547	-	5,457	5,457	-	6,550	-
Contracted Services: Ice	-	-	-	27,954	-	(27,954)	27,954	-	-
Contracted Services: IT Equipment Maintenance	1,720	-	(1,720)	1,720	-	(1,720)	1,720	-	-
Contracted Services: General Repairs & Maintenance	-	3,000	3,000	-	24,000	24,000	-	30,000	-
Contracted Services: Alarm & CCTV	30	-	(30)	30	-	(30)	30	-	-
Contracted Services: Armored Car	372	175	(197)	2,533	1,650	(883)	2,533	2,000	127%
Contracted Services: Pest Control	250	250	0	2,517	2,500	(17)	2,517	3,000	84%
Contracted Services: IT Services	4,018	-	(4,018)	72,541	-	(72,541)	72,541	-	-
Contracted Services: Snow Removal	-	-	-	485	250	(235)	485	250	194%
Contracted Services: Software & Licenses	-	6,860	6,860	-	68,546	68,546	-	82,256	-
Contracted Services: Management Fee (Base)	10,389	10,389	0	103,888	103,888	0	103,888	124,666	83%
69000: Contracted Services	21,229	23,721	2,491	233,122	229,291	(3,831)	233,122	276,722	84%
Advertising & Marketing: Decorations	(27,214)	-	27,214	0	-	0	0	-	-
Advertising & Marketing: Advertising	650	1,167	517	8,218	11,667	3,449	8,218	14,000	59%
70000: Advertising & Marketing	(26,564)	1,167	27,731	8,218	11,667	3,449	8,218	14,000	59%
Bad Debt Expense: Bad Debt Expense	-	-	-	11,000	-	(11,000)	11,000	-	-
71000: Bad Debt Expense	-	-	-	11,000	-	(11,000)	11,000	-	-
Other G&A: Bank and Merchant Processing Fees	6,302	-	(6,302)	6,302	-	(6,302)	6,302	-	-
Other G&A: CO2/Gas	63	-	(63)	63	-	(63)	63	-	-
Other G&A: Equipment Rental	875	-	(875)	875	-	(875)	875	-	-
Other G&A: Postage	65	-	(65)	65	-	(65)	65	-	-
Other G&A: Other	96	-	(96)	96	-	(96)	96	-	-
Other G&A: Recruiting & Training	-	50	50	-	850	850	-	950	-
Other G&A: Customer Relations	-	-	-	117	650	533	117	900	13%
Other G&A: Water	41	-	(41)	41	-	(41)	41	-	-
Other G&A: Parking	30,828	-	(30,828)	30,828	-	(30,828)	30,828	-	-
Other G&A: Misc. Expense	-	2,584	2,584	5,098	25,833	20,735	5,098	31,000	16%
Other G&A: Dues and Subscriptions	1,040	1,096	56	11,207	11,458	251	11,207	13,650	82%
Other G&A: Other Taxes & Licenses	427	-	(427)	8,234	-	(8,234)	8,234	-	-
Other G&A: Credit Card Merchant Fees	(29)	15,000	15,029	62,612	75,000	12,388	62,612	80,500	78%
Other G&A: Cash Over/Short	77	-	(77)	77	-	(77)	77	-	-
72000: Other G&A	39,783	18,730	(21,053)	125,615	113,791	(11,824)	125,615	127,000	99%
Total Non Labor Costs	104,666	157,317	52,651	1,255,237	1,392,193	136,956	1,255,237	1,610,027	78%
Total Operating Expenses	252,953	266,718	13,765	2,487,718	2,488,966	1,248	2,487,718	3,018,695	82%



One Civic Center Square, Portland, ME 04101

MAY 2025

Fiscal Year ending June 30, 2025

Submitted By
Mark Eddy

OVG VENUE MANAGEMENT

D. Higgins
K. Hilsen
G. O'Dell
K. Vaske
R. Wilson

Mark Eddy

Mark Eddy, Director of Finance

Mike LoConte

Mike LoConte, General Manager

Table of Contents

1.	Cross Insurance Arena - USD - FY YE Jun	1
1.1	IS - Summary	1
1.2	Balance Sheet	2
1.3	IS - Rolling Forecast	3
1.4	OpEx - Total Department Expenses	4



Cross Insurance Arena
Consolidated Income Statement
For the Period Ended: May FY25
USD

	MTD			YTD		
	Actual	Budget	B / (W)	Actual	Budget	B / (W)
Statistics						
90001: Number of Event Days	9	-	9	12	-	12
90002: Number of Events	-	7	-7	6	91	-85
90003: Paid Attendance - General Seating	-	2,501	-2,501	23,527	256,902	-233,375
90009: Attendance	8,500	20,700	-12,200	25,482	239,375	-213,893
Event Revenue						
SL: Rent Ticket Receipts	152,062	100,000	52,062	8,729,306	5,599,327	3,129,979
SL: Event Reimbursement	109,435	43,504	65,931	1,508,207	1,196,218	311,989
Direct Event Revenue	261,497	143,504	117,993	10,237,513	6,795,545	3,441,968
SL: Ticketing Fees	33,860	17,594	16,266	1,041,763	751,667	290,096
SL: Premium Seating	-	-	-	-	12,400	(12,400)
SL: Unmanifested Seats	-	-	-	1,831	-	1,831
SL: Total Merchandise	9,169	2,500	6,669	136,368	28,814	107,554
SL: Total Catering	-	5,000	(5,000)	-	464,100	(464,100)
SL: Total Concessions	72,767	55,000	17,767	2,191,852	2,568,713	(376,861)
SL: Third Party Services	-	175	(175)	-	2,429	(2,429)
SL: Other Event	-	26,100	(26,100)	-	454,500	(454,500)
Total Event Revenue	377,293	249,873	127,420	13,609,327	11,078,168	2,531,159
Event Costs						
SL: Direct Revenue & Costs	87,782	157,865	70,083	2,072,319	7,782,513	5,710,194
SL: Ticketing Fees	-	3,552	3,552	-	161,270	161,270
SL: Total Merchandise	-	-	-	-	5,255	5,255
SL: Total Catering	-	18,123	18,123	-	816,741	816,741
SL: Total Concessions	49,764	4,469	(45,295)	656,237	423,345	(232,892)
Total Event Costs	137,546	184,009	46,463	2,728,555	9,189,124	6,460,569
Event Gross Profit before Revenue Sharing	239,747	65,864	173,883	10,880,771	1,889,044	8,991,727
Total Promoter & Team Revenue Sharing / Revenue	192,393	-	(192,393)	8,594,532	9,000	(8,585,532)
Event Gross Profit	47,355	65,864	(18,509)	2,286,239	1,880,044	406,195
Contracted Revenue						
SL: Premium Seating	10,050	12,180	(2,130)	128,706	133,976	(5,270)
SL: Sponsorships	45,950	46,714	(764)	519,827	518,348	1,479
Total Contracted Revenue	56,000	58,894	(2,894)	648,533	652,324	(3,791)
Contracted Revenue Expenses						
Contracted Gross Profit before Revenue Sharing	56,000	58,894	(2,894)	648,533	652,324	(3,791)
Contracted Revenue Gross Profit	56,000	58,894	(2,894)	648,533	652,324	(3,791)
SL: Other Event	820	500	320	105,438	26,750	78,688
Total Other Revenue	820	500	320	105,438	26,750	78,688
Other Gross Profit before Revenue Sharing	820	500	320	105,438	26,750	78,688
Other Revenue Gross Profit	820	500	320	105,438	26,750	78,688
Total Gross Profit	104,175	125,258	(21,083)	3,040,210	2,559,118	481,092
Indirect Expenses	223,895	224,500	605	2,711,613	2,713,466	1,853
Net Operating Income / (Loss)	(119,720)	(99,242)	(20,478)	328,597	(154,348)	482,945
Other Income & Expenses	-	-	-	-	-	-
Total Net Income	(119,720)	(99,242)	(20,478)	328,597	(154,348)	482,945



Cross Insurance Arena
Balance Sheet
For the Period Ended: May FY25
USD

	May-FY25
Assets	
Current Assets	
Cash and Cash Equivalents	1,903,134
Accounts Receivable	336,920
Inventory	53,489
Prepaid and Other Current Assets	97,256
Total Current Assets	2,390,800
Fixed Assets	
Other Noncurrent Assets	983
Total Assets	2,391,783
Liabilities & Members' Capital	
Current Liabilities	
Total Accounts Payable	308,174
Accrued Expenses	671,225
Total Deferred Revenue	297,436
Total Other Current Liabilities	315,248
Total Current Liabilities	1,592,084
Non-Current Liabilities	
Members' Capital	
Equity	1,406,867
Retained Earnings	(607,168)
Total Equity	799,699
Total Liabilities and Equity	2,391,783

Cross Insurance Arena
Income Statement Rolling Forecast
For the Period Ended: May FY25
USD

	YTD Actual	Projection Remaining Year	Forecast	Year Total Budget	B / (W)
Statistics					
90001: Number of Event Days	12	-	12	-	12
90002: Number of Events	6	6	12	97	-85
90003: Paid Attendance - General Seating	23,527	11,201	34,728	268,103	-233,375
90009: Attendance	25,482	15,900	41,382	255,275	-213,893
Event Revenue					
SL: Rent Ticket Receipts	8,729,306	726,600	9,455,906	6,325,927	3,129,979
SL: Event Reimbursement	1,508,207	128,641	1,636,848	1,324,859	311,989
Direct Event Revenue	10,237,513	855,241	11,092,754	7,650,786	3,441,968
SL: Ticketing Fees	1,041,763	56,084	1,097,847	807,751	290,096
SL: Premium Seating	-	500	500	12,900	(12,400)
SL: Unmanifested Seats	1,831	-	1,831	-	1,831
SL: Total Merchandise	136,368	10,147	146,515	38,961	107,554
SL: Total Catering	-	19,850	19,850	483,950	(464,100)
SL: Total Concessions	2,191,852	142,500	2,334,352	2,711,213	(376,861)
SL: Third Party Services	-	175	175	2,604	(2,429)
SL: Other Event	-	20,000	20,000	474,500	(454,500)
Total Event Revenue	13,609,327	1,104,497	14,713,824	12,182,665	2,531,159
Event Costs					
SL: Direct Revenue & Costs	2,072,319	875,772	2,948,091	8,658,285	5,710,194
SL: Ticketing Fees	-	5,791	5,791	167,061	161,270
SL: Total Merchandise	-	0	0	5,255	5,255
SL: Total Catering	-	41,645	41,645	858,386	816,741
SL: Total Concessions	656,237	14,978	671,215	438,323	(232,892)
Total Event Costs	2,728,555	938,186	3,666,741	10,127,310	6,460,569
Event Gross Profit before Revenue Sharing	10,880,771	166,311	11,047,082	2,055,355	8,991,727
Total Promoter & Team Revenue Sharing / Revenue	8,594,532	0	8,594,532	9,000	8,585,532
Event Gross Profit	2,286,239	166,311	2,452,550	2,046,355	406,195
Contracted Revenue					
SL: Premium Seating	128,706	12,180	140,886	146,156	(5,270)
SL: Sponsorships	519,827	46,715	566,542	565,063	1,479
Total Contracted Revenue	648,533	58,895	707,428	711,219	(3,791)
Contracted Revenue Expenses					
Contracted Gross Profit before Revenue Sharing	648,533	58,895	707,428	711,219	(3,791)
Contracted Revenue Gross Profit	648,533	58,895	707,428	711,219	(3,791)
Other Revenue					
SL: Other Event	105,438	250	105,688	27,000	78,688
Total Other Revenue	105,438	250	105,688	27,000	78,688
Other Gross Profit before Revenue Sharing	105,438	250	105,688	27,000	78,688
Other Revenue Gross Profit	105,438	250	105,688	27,000	78,688
Total Gross Profit	3,040,210	225,456	3,265,666	2,784,574	481,092
Indirect Expenses	2,711,613	305,229	3,016,842	3,018,695	1,853
Net Operating Income / (Loss)	328,597	(79,773)	248,824	(234,121)	482,945
Other Income & Expenses	-	-	-	-	-
Total Net Income	328,597	(79,773)	248,824	(234,121)	482,945



Cross Insurance Arena
Operating Expenses by Department

Total Department

For The Period Ended: May FY25

USD

	Period to Date			Year to Date			% of Annual Budget		
	Actual	Budget	Variance	Actual	Budget	Variance	Actual	Budget	Achieved
Salaries & Wages: Contract & Agency Labor	10,772	-	(10,772)	10,772	-	(10,772)	10,772	-	-
Salaries & Wages: Salaried Full-Time	70,526	79,686	9,161	887,434	956,257	68,823	887,434	1,035,944	86%
Salaries & Wages: Salaried Part-Time	72,838	-	(72,838)	1,391,477	-	(1,391,477)	1,391,477	-	-
Salaries & Wages: Hourly Part-Time	-	124,000	124,000	-	1,353,600	1,353,600	-	1,415,600	-
Salaries & Wages: Event Wages	(73,375)	-	73,375	(1,600,757)	-	1,600,757	(1,600,757)	-	-
Salaries & Wages: Set-Up - PT	-	-	-	-	1,250	1,250	-	1,250	-
Allocated Salaries & Wages: None	-	(131,400)	(131,400)	-	(1,577,500)	(1,577,500)	-	(1,637,000)	-
Payroll Taxes: Payroll Taxes (Part-Time)	6,632	-	(6,632)	25,143	-	(25,143)	25,143	-	-
Payroll Taxes: Payroll Taxes (Full-Time)	5,697	17,675	11,978	200,053	195,964	(4,089)	200,053	213,854	94%
Bonuses & Commissions: Employee Commissions	-	-	-	404	-	(404)	404	-	-
Other Payroll Costs: Payroll Processing Fees	-	-	-	226,570	-	(226,570)	226,570	-	-
Employee Benefits: General Employee Benefits	19,614	-	(19,614)	203,376	-	(203,376)	203,376	-	-
Employee Benefits: Medical & Dental Insurance (P11D)	-	20,986	20,986	-	230,829	230,829	-	251,813	-
Pension & 401K: Pension & 401K	2,354	4,734	2,380	3,068	52,054	48,986	3,068	56,792	5%
Employee Incentives: Employee Incentives	-	-	-	-	-	-	-	70,415	-
Total Labor Costs	115,058	115,681	623	1,347,539	1,212,454	(135,085)	1,347,539	1,408,668	96%
Consultants and Professional Services: Payroll Service Fees	-	7,000	7,000	-	237,000	237,000	-	240,000	-
Consultants and Professional Services: Other Professional Services	-	50	50	-	450	450	-	500	-
62000: Consultants and Professional Services	-	7,050	7,050	-	237,450	237,450	-	240,500	-
Employee T&E: Entertainment	-	1,300	1,300	38	8,800	8,762	38	10,050	0%
Employee T&E: Other Travel Expense	-	-	-	2,434	-	(2,434)	2,434	-	-
Employee T&E: Training, Conferences, Meetings	4,031	2,287	(1,744)	12,292	13,708	1,416	12,292	15,700	78%
61000: Employee T&E	4,031	3,587	(444)	14,765	22,508	7,743	14,765	25,750	57%
Insurance: Workers Comp	5,218	-	(5,218)	5,218	-	(5,218)	5,218	-	-
Insurance: Automobile	-	75	75	-	675	675	-	750	-
Insurance: Insurance and Bonding	9,625	-	(9,625)	139,504	-	(139,504)	139,504	-	-
Insurance: Gen. Liability	-	10,123	10,123	-	111,332	111,332	-	121,455	-
63000: Insurance	14,843	10,198	(4,645)	144,722	112,007	(32,715)	144,722	122,205	118%
Supplies: Information Technology	-	-	-	1,528	-	(1,528)	1,528	-	-
Supplies: Cleaning & Cleaning Supplies	891	-	(891)	2,748	-	(2,748)	2,748	-	-
Supplies: CO2/Gas	63	-	(63)	63	-	(63)	63	-	-
Supplies: Propane	14	-	(14)	127	-	(127)	127	-	-
Supplies: Uniforms	562	600	38	11,363	7,900	(3,463)	11,363	8,750	130%
Supplies: Equipment Rental	-	875	875	7,875	9,625	1,750	7,875	10,500	75%
Supplies: Paper Products	-	2,000	2,000	1,117	29,000	27,883	1,117	31,000	4%
Supplies: Cleaning Supplies	-	-	-	29,136	-	(29,136)	29,136	-	-
Supplies: Smallwares	-	250	250	3,293	2,000	(1,293)	3,293	2,000	165%
Supplies: Office Supplies	138	750	612	4,354	6,750	2,396	4,354	7,500	58%
Supplies: Building Supplies	680	2,200	1,520	29,343	30,500	1,157	29,343	34,000	86%
Supplies: Security Supplies	-	542	542	-	5,958	5,958	-	6,500	-
Supplies: Ice Supplies	-	-	-	-	44,000	44,000	-	44,000	-
Supplies: Janitorial Supplies	-	2,000	2,000	-	33,000	33,000	-	35,000	-
64000: Supplies	2,349	9,217	6,868	90,945	168,733	77,788	90,945	179,250	51%
General R&M: Repairs & Maintenance	-	-	-	1,123	-	(1,123)	1,123	-	-
General R&M: Ice	-	-	-	154	-	(154)	154	-	-
General R&M : Equipment Maintenance	10,901	-	(10,901)	66,559	-	(66,559)	66,559	-	-
General R&M : General Repairs & Maintenance	2,192	2,208	16	18,626	24,290	5,664	18,626	26,500	70%
General R&M : Hardware Repairs	5,882	-	(5,882)	5,882	-	(5,882)	5,882	-	-
General R&M : R&M Equipment Fund	1,334	4,540	3,206	61,798	53,210	(8,588)	61,798	57,750	107%
General R&M: Inspections	7,917	-	(7,917)	7,917	-	(7,917)	7,917	-	-
65001: General R&M	28,226	6,748	(21,478)	162,059	77,500	(84,559)	162,059	84,250	192%
Repairs & Maintenance	28,226	6,748	(21,478)	162,059	77,500	(84,559)	162,059	84,250	192%
General Utilities: Utilities	-	-	-	8,750	-	(8,750)	8,750	-	-
General Utilities: Cell Phone & Data	-	702	702	1,070	7,748	6,678	1,070	8,450	13%
General Utilities: General Utilities	-	35,000	35,000	-	444,300	444,300	-	484,300	-
General Utilities: Internet & WIFI	4,057	3,675	(382)	42,143	40,425	(1,718)	42,143	44,100	96%
General Utilities: Electricity	21,904	-	(21,904)	481,520	-	(481,520)	481,520	-	-
General Utilities: Water	2,131	-	(2,131)	2,131	-	(2,131)	2,131	-	-
General Utilities: Natural Gas	2,155	-	(2,155)	6,164	-	(6,164)	6,164	-	-
General Utilities: Water Services	605	-	(605)	605	-	(605)	605	-	-



Cross Insurance Arena
Operating Expenses by Department

Total Department
For The Period Ended: May FY25

USD

	Period to Date			Year to Date			% of Annual Budget		
	Actual	Budget	Variance	Actual	Budget	Variance	Actual	Budget	Achieved
66001: General Utilities	30,852	39,377	8,525	542,383	492,473	(49,910)	542,383	536,850	101%
Utilities	30,852	39,377	8,525	542,383	492,473	(49,910)	542,383	536,850	101%
Office Expenses: Postage	-	150	150	1,632	1,600	(32)	1,632	1,750	93%
Office Expenses: Printing	-	125	125	1,077	1,625	548	1,077	1,750	62%
67000: Office Expenses	-	275	275	2,710	3,225	515	2,710	3,500	77%
Contracted Services: Information Technology	3,113	-	(3,113)	5,402	-	(5,402)	5,402	-	-
Contracted Services: Trash Removal	2,245	3,000	755	21,409	26,000	4,591	21,409	28,000	76%
Contracted Services: Licenses, Fees & Permits	-	547	547	-	6,004	6,004	-	6,550	-
Contracted Services: Ice	-	-	-	27,954	-	(27,954)	27,954	-	-
Contracted Services: IT Equipment Maintenance	-	-	-	1,720	-	(1,720)	1,720	-	-
Contracted Services: General Repairs & Maintenance	-	3,000	3,000	-	27,000	27,000	-	30,000	-
Contracted Services: Alarm & CCTV	30	-	(30)	60	-	(60)	60	-	-
Contracted Services: Armored Car	111	175	64	2,644	1,825	(819)	2,644	2,000	132%
Contracted Services: Pest Control	283	250	(33)	2,799	2,750	(49)	2,799	3,000	93%
Contracted Services: IT Services	770	-	(770)	73,311	-	(73,311)	73,311	-	-
Contracted Services: Snow Removal	-	-	-	485	250	(235)	485	250	194%
Contracted Services: Sprinkler/Fire Pump Maintenance & Inspection	305	-	(305)	305	-	(305)	305	-	-
Contracted Services: Software & Licenses	-	6,860	6,860	-	75,406	75,406	-	82,256	-
Contracted Services: Management Fee (Base)	10,389	10,389	0	114,277	114,277	0	114,277	124,666	92%
69000: Contracted Services	17,244	24,221	6,976	250,366	253,512	3,145	250,366	276,722	90%
Advertising & Marketing: Advertising	-	1,167	1,167	8,218	12,834	4,616	8,218	14,000	59%
Advertising & Marketing: Website fees	650	-	(650)	650	-	(650)	650	-	-
70000: Advertising & Marketing	650	1,167	517	8,868	12,834	3,966	8,868	14,000	63%
Bad Debt Expense: Bad Debt Expense	-	-	-	11,000	-	(11,000)	11,000	-	-
71000: Bad Debt Expense	-	-	-	11,000	-	(11,000)	11,000	-	-
Other G&A: Bank and Merchant Processing Fees	3,064	-	(3,064)	9,366	-	(9,366)	9,366	-	-
Other G&A: Cleaning & Cleaning Supplies	573	-	(573)	573	-	(573)	573	-	-
Other G&A: CO2/Gas	-	-	-	63	-	(63)	63	-	-
Other G&A: Postage & Freight	15	-	(15)	15	-	(15)	15	-	-
Other G&A: Equipment Rental	875	-	(875)	1,750	-	(1,750)	1,750	-	-
Other G&A: Postage	21	-	(21)	86	-	(86)	86	-	-
Other G&A: Other	-	-	-	96	-	(96)	96	-	-
Other G&A: Recruiting & Training	-	50	50	-	900	900	-	950	-
Other G&A: Cell Phone & Data	102	-	(102)	102	-	(102)	102	-	-
Other G&A: Customer Relations	-	250	250	117	900	783	117	900	13%
Other G&A: Cleaning Supplies	1,550	-	(1,550)	1,550	-	(1,550)	1,550	-	-
Other G&A: Water	-	-	-	41	-	(41)	41	-	-
Other G&A: Parking	3,762	-	(3,762)	34,590	-	(34,590)	34,590	-	-
Other G&A: Misc. Expense	-	2,584	2,584	5,098	28,417	23,319	5,098	31,000	16%
Other G&A: Dues and Subscriptions	398	1,096	698	11,605	12,554	949	11,605	13,650	85%
Other G&A: Other Taxes & Licenses	426	-	(426)	8,660	-	(8,660)	8,660	-	-
Other G&A: Credit Card Merchant Fees	19	3,000	2,981	62,631	78,000	15,369	62,631	80,500	78%
Other G&A: Cash Over/Short	(164)	-	164	(87)	-	87	(87)	-	-
Other G&A: Balance Sheet	2	-	(2)	2	-	(2)	2	-	-
72000: Other G&A	10,642	6,980	(3,662)	136,257	120,771	(15,486)	136,257	127,000	107%
Total Non Labor Costs	108,837	108,819	(18)	1,364,074	1,501,012	136,938	1,364,074	1,610,027	85%
Total Operating Expenses	223,895	224,500	605	2,711,613	2,713,466	1,853	2,711,613	3,018,695	90%



One Civic Center Square, Portland, ME 04101

JUNE 2025

Fiscal Year ending June 30, 2025

Submitted By
Mark Eddy

OVG VENUE MANAGEMENT

D. Higgins
K. Hilsen
G. O'Dell
K. Vaske
R. Wilson

Mark Eddy

Mark Eddy, Director of Finance

Mike LoConte

Mike LoConte, General Manager

Table of Contents

1.	Cross Insurance Arena - USD - FY YE Jun	1
1.1	IS - Summary	1
1.2	Balance Sheet	2
1.3	IS - Rolling Forecast	3
1.4	OpEx - Total Department Expenses	4

Cross Insurance Arena Consolidated Income Statement

For the Period Ended: June FY25

USD

	MTD			YTD		
	Actual	Budget	B / (W)	Actual	Budget	B / (W)
Statistics						
90001: Number of Event Days	-	-	-	12	-	12
90002: Number of Events	6	6	0	12	97	-85
90003: Paid Attendance - General Seating	1,410	11,201	-9,791	24,937	268,103	-243,166
90009: Attendance	3,662	15,900	-12,238	29,144	255,275	-226,131
Event Revenue						
SL: Rent Ticket Receipts	78,007	726,600	(648,593)	8,807,313	6,325,927	2,481,386
SL: Event Reimbursement	66,804	128,641	(61,837)	1,575,011	1,324,859	250,152
Direct Event Revenue	144,811	855,241	(710,430)	10,382,324	7,650,786	2,731,538
SL: Ticketing Fees	4,808	56,084	(51,276)	1,046,570	807,751	238,819
SL: Premium Seating	-	500	(500)	-	12,900	(12,900)
SL: Unmanifested Seats	-	-	-	1,831	-	1,831
SL: Total Merchandise	-	10,147	(10,147)	136,368	38,961	97,407
SL: Total Catering	-	19,850	(19,850)	-	483,950	(483,950)
SL: Total Concessions	56,615	142,500	(85,885)	2,248,468	2,711,213	(462,745)
SL: Third Party Services	-	175	(175)	-	2,604	(2,604)
SL: Other Event	-	20,000	(20,000)	-	474,500	(474,500)
Total Event Revenue	206,234	1,104,497	(898,263)	13,815,561	12,182,665	1,632,896
Event Costs						
SL: Direct Revenue & Costs	163,106	875,772	712,666	2,235,424	8,658,285	6,422,861
SL: Ticketing Fees	-	5,791	5,791	-	167,061	167,061
SL: Total Merchandise	-	-	-	-	5,255	5,255
SL: Total Catering	-	41,645	41,645	-	858,386	858,386
SL: Total Concessions	25,611	14,978	(10,633)	681,848	438,323	(243,525)
Total Event Costs	188,717	938,186	749,469	2,917,272	10,127,310	7,210,038
Event Gross Profit before Revenue Sharing	17,517	166,311	(148,794)	10,898,289	2,055,355	8,842,934
Total Promoter & Team Revenue Sharing / Revenue	-	-	-	8,594,532	9,000	(8,585,532)
Event Gross Profit	17,517	166,311	(148,794)	2,303,756	2,046,355	257,401
Contracted Revenue						
SL: Premium Seating	22,174	12,180	9,994	150,880	146,156	4,724
SL: Sponsorships	50,464	46,715	3,749	570,291	565,063	5,228
Total Contracted Revenue	72,638	58,895	13,743	721,171	711,219	9,952
Contracted Revenue Expenses						
Contracted Gross Profit before Revenue Sharing	72,638	58,895	13,743	721,171	711,219	9,952
Contracted Revenue Gross Profit	72,638	58,895	13,743	721,171	711,219	9,952
SL: Sponsorships	6,000	-	6,000	6,000	-	6,000
SL: Other Event	4,615	250	4,365	110,053	27,000	83,053
Total Other Revenue	10,615	250	10,365	116,053	27,000	89,053
Other Gross Profit before Revenue Sharing	10,615	250	10,365	116,053	27,000	89,053
Other Revenue Gross Profit	10,615	250	10,365	116,053	27,000	89,053
Total Gross Profit	100,770	225,456	(124,686)	3,140,980	2,784,574	356,406
Indirect Expenses	367,592	305,229	(62,363)	3,079,205	3,018,695	(60,510)
Net Operating Income / (Loss)	(266,822)	(79,773)	(187,049)	61,775	(234,121)	295,896
Other Income & Expenses	-	-	-	-	-	-
Total Net Income	(266,822)	(79,773)	(187,049)	61,775	(234,121)	295,896



Cross Insurance Arena
Balance Sheet
For the Period Ended: June FY25
USD

	Jun-FY25
Assets	
Current Assets	
Cash and Cash Equivalents	1,478,499
Accounts Receivable	335,904
Inventory	51,975
Prepaid and Other Current Assets	111,298
Total Current Assets	1,977,675
Fixed Assets	
Total Assets	1,977,675
Liabilities & Members' Capital	
Current Liabilities	
Total Accounts Payable	192,811
Accrued Expenses	657,470
Total Deferred Revenue	301,771
Total Other Current Liabilities	292,746
Total Current Liabilities	1,444,798
Non-Current Liabilities	
Members' Capital	
Equity	1,406,867
Retained Earnings	(873,990)
Total Equity	532,877
Total Liabilities and Equity	1,977,675

Cross Insurance Arena
Income Statement Rolling Forecast
For the Period Ended: June FY25
USD

	YTD Actual	Projection Remaining Year	Forecast	Year Total Budget	B / (W)
Statistics					
90001: Number of Event Days	12	-	12	-	12
90002: Number of Events	12	0	12	97	-85
90003: Paid Attendance - General Seating	24,937	0	24,937	268,103	-243,166
90009: Attendance	29,144	0	29,144	255,275	-226,131
Event Revenue					
SL: Rent Ticket Receipts	8,807,313	0	8,807,313	6,325,927	2,481,386
SL: Event Reimbursement	1,575,011	0	1,575,011	1,324,859	250,152
Direct Event Revenue	10,382,324	0	10,382,324	7,650,786	2,731,538
SL: Ticketing Fees	1,046,570	0	1,046,570	807,751	238,819
SL: Premium Seating	-	0	0	12,900	(12,900)
SL: Unmanifested Seats	1,831	-	1,831	-	1,831
SL: Total Merchandise	136,368	0	136,368	38,961	97,407
SL: Total Catering	-	0	0	483,950	(483,950)
SL: Total Concessions	2,248,468	0	2,248,468	2,711,213	(462,745)
SL: Third Party Services	-	0	0	2,604	(2,604)
SL: Other Event	-	0	0	474,500	(474,500)
Total Event Revenue	13,815,561	0	13,815,561	12,182,665	1,632,896
Event Costs					
SL: Direct Revenue & Costs	2,235,424	0	2,235,424	8,658,285	6,422,861
SL: Ticketing Fees	-	0	0	167,061	167,061
SL: Total Merchandise	-	0	0	5,255	5,255
SL: Total Catering	-	0	0	858,386	858,386
SL: Total Concessions	681,848	0	681,848	438,323	(243,525)
Total Event Costs	2,917,272	0	2,917,272	10,127,310	7,210,038
Event Gross Profit before Revenue Sharing	10,898,289	0	10,898,289	2,055,355	8,842,934
Total Promoter & Team Revenue Sharing / Revenue	8,594,532	0	8,594,532	9,000	8,585,532
Event Gross Profit	2,303,756	0	2,303,756	2,046,355	257,401
Contracted Revenue					
SL: Premium Seating	150,880	0	150,880	146,156	4,724
SL: Sponsorships	570,291	0	570,291	565,063	5,228
Total Contracted Revenue	721,171	0	721,171	711,219	9,952
Contracted Revenue Expenses					
Contracted Gross Profit before Revenue Sharing	721,171	0	721,171	711,219	9,952
Contracted Revenue Gross Profit	721,171	0	721,171	711,219	9,952
Other Revenue					
SL: Sponsorships	6,000	-	6,000	-	6,000
SL: Other Event	110,053	0	110,053	27,000	83,053
Total Other Revenue	116,053	0	116,053	27,000	89,053
Other Gross Profit before Revenue Sharing	116,053	0	116,053	27,000	89,053
Other Revenue Gross Profit	116,053	0	116,053	27,000	89,053
Total Gross Profit	3,140,980	0	3,140,980	2,784,574	356,406
Indirect Expenses	3,079,205	0	3,079,205	3,018,695	(60,510)
Net Operating Income / (Loss)	61,775	0	61,775	(234,121)	295,896
Other Income & Expenses	-	-	-	-	-
Total Net Income	61,775	0	61,775	(234,121)	295,896



Cross Insurance Arena
Operating Expenses by Department

Total Department

For The Period Ended: June FY25

USD

	Period to Date			Year to Date			% of Annual Budget		
	Actual	Budget	Variance	Actual	Budget	Variance	Actual	Budget	Achieved
Salaries & Wages: Contract & Agency Labor	1,217	-	(1,217)	11,989	-	(11,989)	11,989	-	-
Salaries & Wages: Salaried Full-Time	75,044	79,687	4,643	962,478	1,035,944	73,466	962,478	1,035,944	93%
Salaries & Wages: Salaried Part-Time	58,157	-	(58,157)	1,449,634	-	(1,449,634)	1,449,634	-	-
Salaries & Wages: Hourly Part-Time	-	62,000	62,000	-	1,415,600	1,415,600	-	1,415,600	-
Salaries & Wages: Temporary Labor	5,580	-	(5,580)	5,580	-	(5,580)	5,580	-	-
Salaries & Wages: Event Wages	(34,253)	-	34,253	(1,635,010)	-	1,635,010	(1,635,010)	-	-
Salaries & Wages: Set-Up - PT	-	-	-	-	1,250	1,250	-	1,250	-
Allocated Salaries & Wages: None	-	(59,500)	(59,500)	-	(1,637,000)	(1,637,000)	-	(1,637,000)	-
Payroll Taxes: Employee Incentives	5,985	-	(5,985)	5,985	-	(5,985)	5,985	-	-
Payroll Taxes: Payroll Taxes (Part-Time)	5,961	-	(5,961)	31,104	-	(31,104)	31,104	-	-
Payroll Taxes: Payroll Taxes (Full-Time)	5,699	17,890	12,191	205,752	213,854	8,102	205,752	213,854	96%
Bonuses & Commissions: Employee Incentives	70,416	-	(70,416)	70,416	-	(70,416)	70,416	-	-
Bonuses & Commissions: Employee Commissions	-	-	-	404	-	(404)	404	-	-
Other Payroll Costs: Payroll Processing Fees	2,378	-	(2,378)	228,948	-	(228,948)	228,948	-	-
Employee Benefits: General Employee Benefits	19,702	-	(19,702)	223,078	-	(223,078)	223,078	-	-
Employee Benefits: Medical & Dental Insurance (P11D)	-	20,984	20,984	-	251,813	251,813	-	251,813	-
Pension & 401K: Employee Incentives	3,133	-	(3,133)	3,133	-	(3,133)	3,133	-	-
Pension & 401K: Pension & 401K	2,511	4,738	2,227	5,579	56,792	51,213	5,579	56,792	10%
Employee Incentives: Employee Incentives	-	70,415	70,415	-	70,415	70,415	-	70,415	-
Total Labor Costs	221,532	196,214	(25,318)	1,569,071	1,408,668	(160,403)	1,569,071	1,408,668	111%
Consultants and Professional Services: Payroll Service Fees	-	3,000	3,000	-	240,000	240,000	-	240,000	-
Consultants and Professional Services: Other Professional Services	-	50	50	-	500	500	-	500	-
62000: Consultants and Professional Services	-	3,050	3,050	-	240,500	240,500	-	240,500	-
Employee T&E: Entertainment	64	1,250	1,186	102	10,050	9,948	102	10,050	1%
Employee T&E: Other Travel Expense	-	-	-	2,434	-	(2,434)	2,434	-	-
Employee T&E: Training, Conferences, Meetings	5,855	1,992	(3,863)	18,147	15,700	(2,447)	18,147	15,700	116%
61000: Employee T&E	5,918	3,242	(2,676)	20,683	25,750	5,067	20,683	25,750	80%
Insurance: Workers Comp	-	-	-	5,218	-	(5,218)	5,218	-	-
Insurance: Automobile	-	75	75	-	750	750	-	750	-
Insurance: Insurance and Bonding	14,966	-	(14,966)	154,470	-	(154,470)	154,470	-	-
Insurance: Gen. Liability	-	10,123	10,123	-	121,455	121,455	-	121,455	-
63000: Insurance	14,966	10,198	(4,768)	159,689	122,205	(37,484)	159,689	122,205	131%
Supplies: Information Technology	5,000	-	(5,000)	6,528	-	(6,528)	6,528	-	-
Supplies: Cleaning & Cleaning Supplies	7,376	-	(7,376)	10,124	-	(10,124)	10,124	-	-
Supplies: CO2/Gas	-	-	-	63	-	(63)	63	-	-
Supplies: Propane	-	-	-	127	-	(127)	127	-	-
Supplies: Uniforms	-	850	850	11,363	8,750	(2,613)	11,363	8,750	130%
Supplies: Equipment Rental	-	875	875	7,875	10,500	2,625	7,875	10,500	75%
Supplies: Paper Products	-	2,000	2,000	1,117	31,000	29,883	1,117	31,000	4%
Supplies: Cleaning Supplies	713	-	(713)	29,849	-	(29,849)	29,849	-	-
Supplies: Smallwares	-	-	-	3,293	2,000	(1,293)	3,293	2,000	165%
Supplies: Office Supplies	406	750	344	4,759	7,500	2,741	4,759	7,500	63%
Supplies: Building Supplies	1,376	3,500	2,124	30,719	34,000	3,281	30,719	34,000	90%
Supplies: Security Supplies	63	542	479	63	6,500	6,437	63	6,500	1%
Supplies: Ice Supplies	-	-	-	-	44,000	44,000	-	44,000	-
Supplies: Janitorial Supplies	-	2,000	2,000	-	35,000	35,000	-	35,000	-
64000: Supplies	14,934	10,517	(4,417)	105,879	179,250	73,371	105,879	179,250	59%
General R&M: Repairs & Maintenance	561	-	(561)	1,685	-	(1,685)	1,685	-	-
General R&M: Ice	-	-	-	154	-	(154)	154	-	-
General R&M : Equipment Maintenance	8,946	-	(8,946)	75,505	-	(75,505)	75,505	-	-
General R&M : General Repairs & Maintenance	3,262	2,210	(1,052)	21,888	26,500	4,612	21,888	26,500	83%
General R&M : Hardware Repairs	4,236	-	(4,236)	10,117	-	(10,117)	10,117	-	-
General R&M : Elevator/Escalator Repair	5,400	-	(5,400)	5,400	-	(5,400)	5,400	-	-
General R&M : R&M Equipment Fund	-	4,540	4,540	61,798	57,750	(4,048)	61,798	57,750	107%
General R&M: Inspections	-	-	-	7,917	-	(7,917)	7,917	-	-
65001: General R&M	22,405	6,750	(15,655)	184,463	84,250	(100,213)	184,463	84,250	219%
Repairs & Maintenance	22,405	6,750	(15,655)	184,463	84,250	(100,213)	184,463	84,250	219%
General Utilities: Utilities	-	-	-	8,750	-	(8,750)	8,750	-	-
General Utilities: Cell Phone & Data	-	703	703	1,070	8,450	7,380	1,070	8,450	13%
General Utilities: General Utilities	-	40,000	40,000	-	484,300	484,300	-	484,300	-

Cross Insurance Arena Operating Expenses by Department

Total Department

For The Period Ended: June FY25

USD

	Period to Date			Year to Date			% of Annual Budget		
	Actual	Budget	Variance	Actual	Budget	Variance	Actual	Budget	Achieved
General Utilities: Telephone	3,641	-	(3,641)	3,641	-	(3,641)	3,641	-	-
General Utilities: Internet & WIFI	832	3,675	2,843	42,975	44,100	1,125	42,975	44,100	97%
General Utilities: Alarm & CCTV	30	-	(30)	30	-	(30)	30	-	-
General Utilities: Electricity	44,826	-	(44,826)	526,346	-	(526,346)	526,346	-	-
General Utilities: Water	2,703	-	(2,703)	4,834	-	(4,834)	4,834	-	-
General Utilities: Natural Gas	7,776	-	(7,776)	13,939	-	(13,939)	13,939	-	-
General Utilities: Water Services	-	-	-	605	-	(605)	605	-	-
66001: General Utilities	59,808	44,378	(15,430)	602,191	536,850	(65,341)	602,191	536,850	112%
Utilities	59,808	44,378	(15,430)	602,191	536,850	(65,341)	602,191	536,850	112%
Office Expenses: Postage	-	150	150	1,632	1,750	118	1,632	1,750	93%
Office Expenses: Printing	-	125	125	1,077	1,750	673	1,077	1,750	62%
67000: Office Expenses	-	275	275	2,710	3,500	790	2,710	3,500	77%
Contracted Services: Information Technology	5,192	-	(5,192)	10,594	-	(10,594)	10,594	-	-
Contracted Services: Trash Removal	1,240	2,000	760	22,649	28,000	5,351	22,649	28,000	81%
Contracted Services: Licenses, Fees & Permits	-	547	547	-	6,550	6,550	-	6,550	-
Contracted Services: Ice	-	-	-	27,954	-	(27,954)	27,954	-	-
Contracted Services: IT Equipment Maintenance	-	-	-	1,720	-	(1,720)	1,720	-	-
Contracted Services: General Repairs & Maintenance	-	3,000	3,000	-	30,000	30,000	-	30,000	-
Contracted Services: Elevator/Escalator Repair	920	-	(920)	920	-	(920)	920	-	-
Contracted Services: Alarm & CCTV	-	-	-	60	-	(60)	60	-	-
Contracted Services: Armored Car	-	175	175	2,644	2,000	(644)	2,644	2,000	132%
Contracted Services: Pest Control	270	250	(20)	3,069	3,000	(69)	3,069	3,000	102%
Contracted Services: IT Services	-	-	-	73,311	-	(73,311)	73,311	-	-
Contracted Services: Snow Removal	-	-	-	485	250	(235)	485	250	194%
Contracted Services: Sprinkler/Fire Pump Maintenance & Inspection	-	-	-	305	-	(305)	305	-	-
Contracted Services: Water Services	527	-	(527)	527	-	(527)	527	-	-
Contracted Services: Parking	2,240	-	(2,240)	2,240	-	(2,240)	2,240	-	-
Contracted Services: Software & Licenses	-	6,850	6,850	-	82,256	82,256	-	82,256	-
Contracted Services: Management Fee (Base)	10,389	10,389	0	124,666	124,666	0	124,666	124,666	100%
Contracted Services: Website fees	1,300	-	(1,300)	1,300	-	(1,300)	1,300	-	-
69000: Contracted Services	22,078	23,211	1,133	272,444	276,722	4,278	272,444	276,722	98%
Advertising & Marketing: Advertising	1,456	1,166	(290)	9,674	14,000	4,326	9,674	14,000	69%
Advertising & Marketing: Website fees	-	-	-	650	-	(650)	650	-	-
70000: Advertising & Marketing	1,456	1,166	(290)	10,324	14,000	3,676	10,324	14,000	74%
Bad Debt Expense: Bad Debt Expense	-	-	-	11,000	-	(11,000)	11,000	-	-
71000: Bad Debt Expense	-	-	-	11,000	-	(11,000)	11,000	-	-
Other G&A: Bank and Merchant Processing Fees	(251)	-	251	9,115	-	(9,115)	9,115	-	-
Other G&A: Cleaning & Cleaning Supplies	-	-	-	573	-	(573)	573	-	-
Other G&A: CO2/Gas	-	-	-	63	-	(63)	63	-	-
Other G&A: Postage & Freight	-	-	-	15	-	(15)	15	-	-
Other G&A: Equipment Rental	875	-	(875)	2,625	-	(2,625)	2,625	-	-
Other G&A: Licenses, Fees & Permits	426	-	(426)	426	-	(426)	426	-	-
Other G&A: Postage	86	-	(86)	172	-	(172)	172	-	-
Other G&A: Other	-	-	-	96	-	(96)	96	-	-
Other G&A: Recruiting & Training	-	50	50	-	950	950	-	950	-
Other G&A: Cell Phone & Data	-	-	-	102	-	(102)	102	-	-
Other G&A: Customer Relations	-	-	-	117	900	783	117	900	13%
Other G&A: Cleaning Supplies	-	-	-	1,550	-	(1,550)	1,550	-	-
Other G&A: Water	-	-	-	41	-	(41)	41	-	-
Other G&A: Parking	464	-	(464)	35,054	-	(35,054)	35,054	-	-
Other G&A: Misc. Expense	-	2,583	2,583	5,098	31,000	25,902	5,098	31,000	16%
Other G&A: Dues and Subscriptions	1,476	1,096	(380)	13,081	13,650	569	13,081	13,650	96%
Other G&A: Other Taxes & Licenses	-	-	-	8,660	-	(8,660)	8,660	-	-
Other G&A: Credit Card Merchant Fees	1,212	2,500	1,288	63,843	80,500	16,657	63,843	80,500	79%
Other G&A: Cash Over/Short	207	-	(207)	120	-	(120)	120	-	-
Other G&A: Balance Sheet	-	-	-	2	-	(2)	2	-	-
72000: Other G&A	4,495	6,229	1,734	140,751	127,000	(13,751)	140,751	127,000	111%
Total Non Labor Costs	146,060	109,015	(37,045)	1,510,134	1,610,027	99,893	1,510,134	1,610,027	94%
Total Operating Expenses	367,592	305,229	(62,363)	3,079,205	3,018,695	(60,510)	3,079,205	3,018,695	102%



One Civic Center Square, Portland, ME 04101

July 2025

Fiscal Year ending June 30, 2026

Submitted By
Mark Eddy

OVG VENUE MANAGEMENT

D. Higgins
K. Hilsen
G. O'Dell
K. Vaske
R. Wilson

Mark Eddy

Mark Eddy, Director of Finance

Mike LoConte

Mike LoConte, General Manager

Table of Contents

1.	Cross Insurance Arena - USD - FY YE Jun	1
1.1	IS - Summary	1
1.2	Balance Sheet	2
1.3	IS - Rolling Forecast	3
1.4	OpEx - Total Department Expenses	4



Cross Insurance Arena
Consolidated Income Statement
For the Period Ended: July FY26
USD

	Actual	MTD Budget	B / (W)	Actual	YTD Budget	B / (W)
Statistics						
Event Revenue						
SL: Event Reimbursement	134	-	134	134	-	134
Direct Event Revenue	134	-	134	134	-	134
SL: Total Concessions	112	-	112	112	-	112
Total Event Revenue	246	-	246	246	-	246
Event Costs						
SL: Direct Revenue & Costs	(256)	-	256	(256)	-	256
SL: Total Concessions	358	-	(358)	358	-	(358)
Total Event Costs	102	-	(102)	102	-	(102)
Event Gross Profit before Revenue Sharing	144	-	144	144	-	144
Total Promoter & Team Revenue Sharing / Revenue	-	(3,500)	(3,500)	-	(3,500)	(3,500)
Event Gross Profit	144	3,500	(3,356)	144	3,500	(3,356)
Contracted Revenue						
SL: Direct Revenue & Costs	-	63,750	(63,750)	-	63,750	(63,750)
SL: Sponsorships	51,191	-	51,191	51,191	-	51,191
Total Contracted Revenue	51,191	63,750	(12,559)	51,191	63,750	(12,559)
Contracted Revenue Expenses						
SL: Sponsorships	-	12,185	12,185	-	12,185	12,185
Total Contracted Revenue Expenses	-	12,185	12,185	-	12,185	12,185
Contracted Gross Profit before Revenue Sharing	51,191	51,565	(374)	51,191	51,565	(374)
Contracted Revenue Gross Profit	51,191	51,565	(374)	51,191	51,565	(374)
SL: Other Event	805	-	805	805	-	805
Total Other Revenue	805	-	805	805	-	805
Other Gross Profit before Revenue Sharing	805	-	805	805	-	805
Other Revenue Gross Profit	805	-	805	805	-	805
Total Gross Profit	52,140	55,065	(2,925)	52,140	55,065	(2,925)
Indirect Expenses	185,525	232,904	47,379	185,525	232,904	47,379
Net Operating Income / (Loss)	(133,385)	(177,839)	44,454	(133,385)	(177,839)	44,454
Other Income & Expenses	-	-	-	-	-	-
Total Net Income	(133,385)	(177,839)	44,454	(133,385)	(177,839)	44,454



Cross Insurance Arena
Balance Sheet
For the Period Ended: July FY26
USD

	Jul-FY26
Assets	
Current Assets	
Cash and Cash Equivalents	1,332,755
Accounts Receivable	418,622
Inventory	51,963
Prepaid and Other Current Assets	110,243
Total Current Assets	1,913,583
Fixed Assets	
Total Assets	1,913,583
Liabilities & Members' Capital	
Current Liabilities	
Total Accounts Payable	216,806
Accrued Expenses	558,258
Total Deferred Revenue	369,762
Total Other Current Liabilities	369,265
Total Current Liabilities	1,514,091
Non-Current Liabilities	
Members' Capital	
Equity	1,406,867
Retained Earnings	(1,007,375)
Total Equity	399,493
Total Liabilities and Equity	1,913,583

Cross Insurance Arena
Income Statement Rolling Forecast
For the Period Ended: July FY26
USD

	YTD Actual	Projection Remaining Year	Forecast	Year Total Budget	B / (W)
Statistics					
90001: Number of Event Days	-	36	36	36	0
90002: Number of Events	-	43	43	43	0
90003: Paid Attendance - General Seating	-	174,900	174,900	174,900	0
90009: Attendance	-	140,800	140,800	140,800	0
90015: Dropcount - General Seating	-	140,800	140,800	140,800	0
90022: Ticket Sales - Manifested	-	4,918,373	4,918,373	4,918,373	0
Event Revenue					
SL: Rent Ticket Receipts	-	326,100	326,100	326,100	0
SL: Event Reimbursement	134	683,230	683,364	683,230	134
Direct Event Revenue	134	1,009,330	1,009,464	1,009,330	134
SL: Ticketing Fees	-	146,038	146,038	146,038	0
SL: Unmanifested Seats	-	8,000	8,000	8,000	0
SL: Total Merchandise	-	7,591	7,591	7,591	0
SL: Total Concessions	112	1,785,702	1,785,814	1,785,702	112
Total Event Revenue	246	3,128,161	3,128,407	3,128,161	246
Event Costs					
SL: Direct Revenue & Costs	(256)	676,635	676,379	676,635	256
SL: Total Concessions	358	176,687	177,045	176,687	(358)
Total Event Costs	102	853,322	853,424	853,322	(102)
Event Gross Profit before Revenue Sharing	144	2,103,339	2,103,483	2,103,339	144
Total Promoter & Team Revenue Sharing / Revenue	-	13,635	13,635	10,135	3,500
Event Gross Profit	144	2,261,204	2,261,348	2,264,704	(3,356)
Contracted Revenue					
SL: Direct Revenue & Costs	-	701,250	701,250	765,000	(63,750)
SL: Sponsorships	51,191	-	51,191	-	51,191
Total Contracted Revenue	51,191	701,250	752,441	765,000	(12,559)
Contracted Revenue Expenses					
SL: Sponsorships	-	134,035	134,035	146,220	12,185
Total Contracted Revenue Expenses	-	134,035	134,035	146,220	12,185
Contracted Gross Profit before Revenue Sharing	51,191	567,215	618,406	618,780	(374)
Contracted Revenue Gross Profit	51,191	567,215	618,406	618,780	(374)
Other Revenue					
SL: Other Event	805	-	805	-	805
Total Other Revenue	805	-	805	-	805
Other Gross Profit before Revenue Sharing	805	-	805	-	805
Other Revenue Gross Profit	805	-	805	-	805
Total Gross Profit	52,140	2,828,419	2,880,559	2,883,484	(2,925)
Indirect Expenses	185,525	3,079,754	3,265,279	3,312,658	47,379
Net Operating Income / (Loss)	(133,385)	(251,335)	(384,719)	(429,174)	44,454
Other Income & Expenses	-	-	-	-	-
Total Net Income	(133,385)	(251,335)	(384,719)	(429,174)	44,454



Cross Insurance Arena Operating Expenses by Department

Total Department

For The Period Ended: July FY26

USD

	Period to Date			Year to Date			% of Annual Budget		
	Actual	Budget	Variance	Actual	Budget	Variance	Actual	Budget	Achieved
Salaries & Wages: Salaried Full-Time	70,526	88,676	18,151	70,526	88,676	18,151	70,526	1,064,113	7%
Salaries & Wages: Salaried Part-Time	10,517	35,248	24,730	10,517	35,248	24,730	10,517	422,970	2%
Salaries & Wages: Hourly Part-Time	-	14,000	14,000	-	14,000	14,000	-	193,000	-
Salaries & Wages: Temporary Labor	-	-	-	-	-	-	-	240,000	-
Salaries & Wages: Event Wages	(166)	-	166	(166)	-	166	(166)	-	-
Payroll Taxes: Payroll Taxes (Part-Time)	810	6,111	5,301	810	6,111	5,301	810	73,323	1%
Payroll Taxes: Payroll Taxes (Full-Time)	5,705	(472)	(6,177)	5,705	(472)	(6,177)	5,705	(5,656)	-101%
Payroll Taxes: FICA	-	5,834	5,834	-	5,834	5,834	-	70,007	-
Payroll Taxes: FUTA	-	-	-	-	-	-	-	4,620	-
Payroll Taxes: SUTA	-	-	-	-	-	-	-	2,376	-
Payroll Taxes: Workers Comp	-	2,171	2,171	-	2,171	2,171	-	26,057	-
Bonuses & Commissions: Accrued Bonus	-	2,151	2,151	-	2,151	2,151	-	25,812	-
Other Payroll Costs: Payroll Processing Fees	1,649	-	(1,649)	1,649	-	(1,649)	1,649	-	-
Employee Benefits: General Employee Benefits	19,585	25,230	5,645	19,585	25,230	5,645	19,585	315,792	6%
Pension & 401K: Pension & 401K	5,023	4,905	(118)	5,023	4,905	(118)	5,023	58,862	9%
Employee Incentives: Employee Incentives	-	-	-	-	-	-	-	47,543	-
Contra-Payroll: Payroll Recovery PT	-	(60,417)	(60,417)	-	(60,417)	(60,417)	-	(727,000)	-
Total Labor Costs	113,649	123,438	9,789	113,649	123,438	9,789	113,649	1,811,817	6%
Consultants and Professional Services: Payroll Service Fees	-	5,838	5,838	-	5,838	5,838	-	70,050	-
Consultants and Professional Services: Legal Services	-	-	-	-	-	-	-	500	-
62000: Consultants and Professional Services	-	5,838	5,838	-	5,838	5,838	-	70,550	-
Employee T&E: Meals and Entertainment	-	417	417	-	417	417	-	5,000	-
Employee T&E: Tips & Misc. Travel	-	-	-	-	-	-	-	1,200	-
Employee T&E: Vehicle Parking Expense	-	2,883	2,883	-	2,883	2,883	-	34,600	-
Employee T&E: Training, Conferences, Meetings	483	-	(483)	483	-	(483)	483	16,050	3%
Employee T&E: Gifts	-	-	-	-	-	-	-	250	-
Employee T&E: Customer Relations	-	292	292	-	292	292	-	4,150	-
61000: Employee T&E	483	3,592	3,109	483	3,592	3,109	483	61,250	1%
Insurance: Insurance and Bonding	10,336	13,500	3,165	10,336	13,500	3,165	10,336	162,004	6%
63000: Insurance	10,336	13,500	3,165	10,336	13,500	3,165	10,336	162,004	6%
Supplies: Cleaning & Cleaning Supplies	1,561	-	(1,561)	1,561	-	(1,561)	1,561	-	-
Supplies: Uniforms	-	-	-	-	-	-	-	1,750	-
Supplies: Paper Products	-	-	-	-	-	-	-	5,000	-
Supplies: Cleaning Supplies	189	-	(189)	189	-	(189)	189	-	-
Supplies: Smallwares	-	167	167	-	167	167	-	2,000	-
Supplies: Office Supplies	51	50	(1)	51	50	(1)	51	1,000	5%
Supplies: General Supplies	-	2,333	2,333	-	2,333	2,333	-	28,000	-
Supplies: Building Supplies	2,782	-	(2,782)	2,782	-	(2,782)	2,782	-	-
Supplies: Security Supplies	-	709	709	-	709	709	-	8,508	-
Supplies: Janitorial Supplies	-	3,333	3,333	-	3,333	3,333	-	40,000	-
64000: Supplies	4,583	6,592	2,009	4,583	6,592	2,009	4,583	86,258	5%
General R&M : Kitchen Equipment	-	2,083	2,083	-	2,083	2,083	-	25,000	-
General R&M: Equipment Rental	-	1,000	1,000	-	1,000	1,000	-	5,000	-
General R&M : Equipment Maintenance	4,650	3,750	(900)	4,650	3,750	(900)	4,650	45,000	10%
General R&M : General Repairs & Maintenance	2,530	3,813	1,283	2,530	3,813	1,283	2,530	45,750	6%
General R&M : Hockey Equipment	-	3,667	3,667	-	3,667	3,667	-	44,000	-
General R&M : R&M Equipment Fund	1,334	-	(1,334)	1,334	-	(1,334)	1,334	-	-
General R&M: Leased Equipment & Vehicles	-	875	875	-	875	875	-	10,500	-
65001: General R&M	8,514	15,188	6,673	8,514	15,188	6,673	8,514	175,250	5%
Repairs & Maintenance	8,514	15,188	6,673	8,514	15,188	6,673	8,514	175,250	5%
General Utilities: Cell Phone & Data	102	108	6	102	108	6	102	1,300	8%
General Utilities: General Utilities	50	-	(50)	50	-	(50)	50	-	-
General Utilities: Telephone	3,076	-	(3,076)	3,076	-	(3,076)	3,076	-	-
General Utilities: Internet & WIFI	-	4,008	4,008	-	4,008	4,008	-	48,100	-
General Utilities: Electricity	16,770	29,167	12,396	16,770	29,167	12,396	16,770	350,000	5%
General Utilities: Water	527	583	56	527	583	56	527	7,000	8%
General Utilities: Sewer	78	2,083	2,005	78	2,083	2,005	78	25,000	0%



Cross Insurance Arena Operating Expenses by Department

Total Department

For The Period Ended: July FY26

USD

	Period to Date			Year to Date					% of Annual Budget
	Actual	Budget	Variance	Actual	Budget	Variance	Actual	Budget	Achieved
General Utilities: Natural Gas	4,421	5,000	579	4,421	5,000	579	4,421	150,000	3%
General Utilities: Water Services	665	-	(665)	665	-	(665)	665	-	-
66001: General Utilities	25,690	40,950	15,260	25,690	40,950	15,260	25,690	581,400	4%
Utilities	25,690	40,950	15,260	25,690	40,950	15,260	25,690	581,400	4%
Office Expenses: Postage	147	167	20	147	167	20	147	2,500	6%
Office Expenses: Printing	-	42	42	-	42	42	-	750	-
Office Expenses: Office Supplies	325	625	300	325	625	300	325	7,500	4%
Office Expenses: Telephone	-	267	267	-	267	267	-	3,250	-
67000: Office Expenses	472	1,100	628	472	1,100	628	472	14,000	3%
Contracted Services: Information Technology	1,145	-	(1,145)	1,145	-	(1,145)	1,145	-	-
Contracted Services: Banners, Signage, Graphics	-	521	521	-	521	521	-	6,250	-
Contracted Services: Laundry - Uniform	-	583	583	-	583	583	-	7,000	-
Contracted Services: Trash Removal	1,269	2,000	731	1,269	2,000	731	1,269	24,000	5%
Contracted Services: Contracted Security	-	563	563	-	563	563	-	6,750	-
Contracted Services: Equipment Rental	63	-	(63)	63	-	(63)	63	-	-
Contracted Services: Elevator/Escalator Repair	-	1,375	1,375	-	1,375	1,375	-	16,500	-
Contracted Services: Alarm & CCTV	30	-	(30)	30	-	(30)	30	-	-
Contracted Services: Armored Car	448	-	(448)	448	-	(448)	448	2,000	22%
Contracted Services: Pest Control	270	300	30	270	300	30	270	3,600	8%
Contracted Services: Background Checks	-	63	63	-	63	63	-	750	-
Contracted Services: Inspections	-	458	458	-	458	458	-	5,500	-
Contracted Services: IT Services	-	2,500	2,500	-	2,500	2,500	-	30,000	-
Contracted Services: Snow Removal	-	-	-	-	-	-	-	250	-
Contracted Services: Software & Licenses	-	767	767	-	767	767	-	9,200	-
Contracted Services: Management Fee (Base)	10,388	10,752	364	10,388	10,752	364	10,388	129,029	8%
69000: Contracted Services	13,613	19,882	6,269	13,613	19,882	6,269	13,613	240,829	6%
Advertising & Marketing: Advertising & Marketing	575	-	(575)	575	-	(575)	575	-	-
Advertising & Marketing: Advertising	663	517	(146)	663	517	(146)	663	6,400	10%
Advertising & Marketing: Website fees	-	650	650	-	650	650	-	7,800	-
70000: Advertising & Marketing	1,237	1,167	(71)	1,237	1,167	(71)	1,237	14,200	9%
Other G&A: Information Technology	2,290	-	(2,290)	2,290	-	(2,290)	2,290	-	-
Other G&A: Licenses, Fees & Permits	754	713	(41)	754	713	(41)	754	8,550	9%
Other G&A: Printing	-	125	125	-	125	125	-	1,500	-
Other G&A: Customer Relations	-	-	-	-	-	-	-	650	-
Other G&A: Parking	3,136	-	(3,136)	3,136	-	(3,136)	3,136	-	-
Other G&A: Dues and Subscriptions	386	721	335	386	721	335	386	8,900	4%
Other G&A: Credit Card Merchant Fees	383	100	(283)	383	100	(283)	383	75,500	1%
72000: Other G&A	6,948	1,658	(5,290)	6,948	1,658	(5,290)	6,948	95,100	7%
Total Non Labor Costs	71,876	109,466	37,590	71,876	109,466	37,590	71,876	1,500,841	5%
Total Operating Expenses	185,525	232,904	47,379	185,525	232,904	47,379	185,525	3,312,658	6%



One Civic Center Square, Portland, ME 04101

AUGUST 2025

Fiscal Year ending June 30, 2026

Submitted By
Mark Eddy

OVG VENUE MANAGEMENT

D. Higgins
K. Hilsen
G. O'Dell
K. Vaske
R. Wilson

Mark Eddy

Mark Eddy, Director of Finance

Mike LoConte

Mike LoConte, General Manager

Table of Contents

1.	Cross Insurance Arena - USD - FY YE Jun	1
1.1	IS - Summary	1
1.2	Balance Sheet	2
1.3	IS - Rolling Forecast	3
1.4	OpEx - Total Department Expenses	4



Cross Insurance Arena
Consolidated Income Statement
For the Period Ended: August FY26
USD

	Actual	MTD Budget	B / (W)	Actual	YTD Budget	B / (W)
Statistics						
90002: Number of Events	1	1	0	1	1	0
90003: Paid Attendance - General Seating	6,284	5,500	784	6,284	5,500	784
90009: Attendance	5,784	5,400	384	5,784	5,400	384
90015: Dropcount - General Seating	-	5,400	-5,400	-	5,400	-5,400
90022: Ticket Sales - Manifested	-	424,985	-424,985	-	424,985	-424,985
Event Revenue						
SL: Rent Ticket Receipts	587,618	20,000	567,618	587,618	20,000	567,618
SL: Event Reimbursement	50,677	39,750	10,927	50,811	39,750	11,061
Direct Event Revenue	638,295	59,750	578,545	638,429	59,750	578,679
SL: Ticketing Fees	21,623	22,000	(377)	21,623	22,000	(377)
SL: Total Merchandise	-	1,518	(1,518)	-	1,518	(1,518)
SL: Total Catering	301	-	301	301	-	301
SL: Total Concessions	68,240	54,630	13,610	68,352	54,630	13,722
Total Event Revenue	728,459	137,898	590,561	728,705	137,898	590,807
Event Costs						
SL: Direct Revenue & Costs	47,031	39,975	(7,056)	46,775	39,975	(6,800)
SL: Total Concessions	38,146	27,873	(10,273)	38,505	27,873	(10,632)
Total Event Costs	85,177	67,848	(17,329)	85,279	67,848	(17,431)
Event Gross Profit before Revenue Sharing	643,282	70,050	573,231	643,425	70,050	573,375
Total Promoter & Team Revenue Sharing / Revenue	558,618	6,927	(551,691)	558,618	3,427	(555,191)
Event Gross Profit	84,664	71,123	13,540	84,807	74,623	10,184
Contracted Revenue						
SL: Direct Revenue & Costs	-	63,750	(63,750)	-	127,500	(127,500)
SL: Premium Seating	11,742	-	11,742	11,742	-	11,742
SL: Sponsorships	43,585	-	43,585	94,777	-	94,777
Total Contracted Revenue	55,328	63,750	(8,422)	106,519	127,500	(20,981)
Contracted Revenue Expenses						
SL: Sponsorships	-	12,185	12,185	-	24,370	24,370
Total Contracted Revenue Expenses	-	12,185	12,185	-	24,370	24,370
Contracted Gross Profit before Revenue Sharing	55,328	51,565	3,763	106,519	103,130	3,389
Contracted Revenue Gross Profit	55,328	51,565	3,763	106,519	103,130	3,389
SL: Other Event	1	-	1	806	-	806
Total Other Revenue	1	-	1	806	-	806
Other Gross Profit before Revenue Sharing	1	-	1	806	-	806
Other Revenue Gross Profit	1	-	1	806	-	806
Total Gross Profit	139,992	122,688	17,304	192,132	177,753	14,379
Indirect Expenses	226,000	242,314	16,314	411,524	475,218	63,693
Net Operating Income / (Loss)	(86,007)	(119,625)	33,618	(219,392)	(297,465)	78,073
Other Income & Expenses	-	-	-	-	-	-
Total Net Income	(86,007)	(119,625)	33,618	(219,392)	(297,465)	78,073



Cross Insurance Arena
Balance Sheet
For the Period Ended: August FY26
USD

	Aug-FY26
Assets	
Current Assets	
Cash and Cash Equivalents	1,552,938
Accounts Receivable	295,324
Inventory	47,226
Prepaid and Other Current Assets	97,750
Total Current Assets	1,993,238
Fixed Assets	
Fixed Assets minus CIP	4,387
Total Fixed Assets	4,387
Total Assets	1,997,625
Liabilities & Members' Capital	
Current Liabilities	
Total Accounts Payable	105,703
Accrued Expenses	595,697
Total Deferred Revenue	400,507
Total Other Current Liabilities	582,233
Total Current Liabilities	1,684,140
Non-Current Liabilities	
Members' Capital	
Equity	1,406,867
Retained Earnings	(1,093,382)
Total Equity	313,485
Total Liabilities and Equity	1,997,625

Cross Insurance Arena
Income Statement Rolling Forecast
For the Period Ended: August FY26
USD

	YTD Actual	Projection Remaining Year	Forecast	Year Total Budget	B / (W)
Statistics					
90001: Number of Event Days	-	36	36	36	0
90002: Number of Events	1	42	43	43	0
90003: Paid Attendance - General Seating	6,284	169,400	175,684	174,900	784
90009: Attendance	5,784	135,400	141,184	140,800	384
90015: Dropcount - General Seating	-	135,400	135,400	140,800	-5,400
90022: Ticket Sales - Manifested	-	4,493,388	4,493,388	4,918,373	-424,985
Event Revenue					
SL: Rent Ticket Receipts	587,618	306,100	893,718	326,100	567,618
SL: Event Reimbursement	50,811	643,480	694,291	683,230	11,061
Direct Event Revenue	638,429	949,580	1,588,009	1,009,330	578,679
SL: Ticketing Fees	21,623	124,038	145,661	146,038	(377)
SL: Unmanifested Seats	-	8,000	8,000	8,000	0
SL: Total Merchandise	-	6,073	6,073	7,591	(1,518)
SL: Total Catering	301	-	301	-	301
SL: Total Concessions	68,352	1,731,072	1,799,424	1,785,702	13,722
Total Event Revenue	728,705	2,982,263	3,710,968	3,128,161	582,807
Event Costs					
SL: Direct Revenue & Costs	46,775	636,660	683,435	676,635	(6,800)
SL: Total Concessions	38,505	148,814	187,319	176,687	(10,632)
Total Event Costs	85,279	785,474	870,753	853,322	(17,431)
Event Gross Profit before Revenue Sharing	643,425	2,033,289	2,676,715	2,103,339	573,375
Total Promoter & Team Revenue Sharing / Revenue	558,618	6,708	565,326	10,135	555,191
Event Gross Profit	84,807	2,190,081	2,274,889	2,264,704	10,184
Contracted Revenue					
SL: Direct Revenue & Costs	-	637,500	637,500	765,000	(127,500)
SL: Premium Seating	11,742	-	11,742	-	11,742
SL: Sponsorships	94,777	-	94,777	-	94,777
Total Contracted Revenue	106,519	637,500	744,019	765,000	(20,981)
Contracted Revenue Expenses					
SL: Sponsorships	-	121,850	121,850	146,220	24,370
Total Contracted Revenue Expenses	-	121,850	121,850	146,220	24,370
Contracted Gross Profit before Revenue Sharing	106,519	515,650	622,169	618,780	3,389
Contracted Revenue Gross Profit	106,519	515,650	622,169	618,780	3,389
Other Revenue					
SL: Other Event	806	-	806	-	806
Total Other Revenue	806	-	806	-	806
Other Gross Profit before Revenue Sharing	806	-	806	-	806
Other Revenue Gross Profit	806	-	806	-	806
Total Gross Profit	192,132	2,705,731	2,897,864	2,883,484	14,379
Indirect Expenses	411,524	2,837,440	3,248,965	3,312,658	63,693
Net Operating Income / (Loss)	(219,392)	(131,709)	(351,101)	(429,174)	78,073
Other Income & Expenses	-	-	-	-	-
Total Net Income	(219,392)	(131,709)	(351,101)	(429,174)	78,073



Cross Insurance Arena Operating Expenses by Department

Total Department

For The Period Ended: August FY26

USD

	Period to Date			Year to Date			% of Annual Budget		
	Actual	Budget	Variance	Actual	Budget	Variance	Actual	Budget	Achieved
Salaries & Wages: Salaried Full-Time	96,564	88,676	(7,888)	167,089	177,352	10,263	167,089	1,064,113	16%
Salaries & Wages: Salaried Part-Time	38,949	35,248	(3,702)	49,466	70,495	21,029	49,466	422,970	12%
Salaries & Wages: Hourly Part-Time	-	14,500	14,500	-	28,500	28,500	-	193,000	-
Salaries & Wages: Temporary Labor	504	2,000	1,496	504	2,000	1,496	504	240,000	0%
Salaries & Wages: Event Wages	(31,254)	-	31,254	(31,421)	-	31,421	(31,421)	-	-
Payroll Taxes: Salaried Part-Time	82	-	(82)	82	-	(82)	82	-	-
Payroll Taxes: Payroll Taxes (Part-Time)	3,530	6,111	2,581	4,340	12,222	7,881	4,340	73,323	6%
Payroll Taxes: Payroll Taxes (Full-Time)	7,742	(471)	(8,214)	13,447	(943)	(14,390)	13,447	(5,656)	-238%
Payroll Taxes: FICA	-	5,834	5,834	-	11,668	11,668	-	70,007	-
Payroll Taxes: FUTA	-	-	-	-	-	-	-	4,620	-
Payroll Taxes: SUTA	-	-	-	-	-	-	-	2,376	-
Payroll Taxes: Workers Comp	-	2,171	2,171	-	4,343	4,343	-	26,057	-
Bonuses & Commissions: Accrued Bonus	-	2,151	2,151	-	4,302	4,302	-	25,812	-
Other Payroll Costs: Payroll Service Fees	4,758	-	(4,758)	4,758	-	(4,758)	4,758	-	-
Other Payroll Costs: Payroll Processing Fees	(1,247)	-	1,247	402	-	(402)	402	-	-
Employee Benefits: General Employee Benefits	(2,908)	25,540	28,448	16,677	50,770	34,093	16,677	315,792	5%
Pension & 401K: Pension & 401K	2,309	4,905	2,596	7,333	9,810	2,478	7,333	58,862	12%
Employee Incentives: Employee Incentives	-	-	-	-	-	-	-	47,543	-
Contra-Payroll: Payroll Recovery PT	-	(60,417)	(60,417)	-	(120,833)	(120,833)	-	(727,000)	-
Total Labor Costs	119,031	126,248	7,217	232,680	249,686	17,006	232,680	1,811,817	13%
Consultants and Professional Services: Payroll Service Fees	-	5,838	5,838	-	11,675	11,675	-	70,050	-
Consultants and Professional Services: Legal Services	-	-	-	-	-	-	-	500	-
62000: Consultants and Professional Services	-	5,838	5,838	-	11,675	11,675	-	70,550	-
Employee T&E: Entertainment	114	-	(114)	114	-	(114)	114	-	-
Employee T&E: Meals and Entertainment	-	417	417	-	834	834	-	5,000	-
Employee T&E: Tips & Misc. Travel	-	-	-	-	-	-	-	1,200	-
Employee T&E: Vehicle Parking Expense	-	2,883	2,883	-	5,767	5,767	-	34,600	-
Employee T&E: Training, Conferences, Meetings	169	-	(169)	651	-	(651)	651	16,050	4%
Employee T&E: Gifts	-	-	-	-	-	-	-	250	-
Employee T&E: Customer Relations	-	292	292	-	583	583	-	4,150	-
61000: Employee T&E	283	3,592	3,309	766	7,184	6,418	766	61,250	1%
Insurance: Insurance and Bonding	13,867	13,500	(367)	24,202	27,001	2,798	24,202	162,004	15%
63000: Insurance	13,867	13,500	(367)	24,202	27,001	2,798	24,202	162,004	15%
Supplies: Cleaning & Cleaning Supplies	-	-	-	1,561	-	(1,561)	1,561	-	-
Supplies: CO2/Gas	63	-	(63)	63	-	(63)	63	-	-
Supplies: Uniforms	-	-	-	-	-	-	-	1,750	-
Supplies: Paper Products	1,296	1,500	204	1,296	1,500	204	1,296	5,000	26%
Supplies: Cleaning Supplies	172	-	(172)	361	-	(361)	361	-	-
Supplies: Smallwares	5,127	167	(4,961)	5,127	333	(4,794)	5,127	2,000	256%
Supplies: Office Supplies	600	50	(550)	651	100	(551)	651	1,000	65%
Supplies: General Supplies	-	2,333	2,333	-	4,667	4,667	-	28,000	-
Supplies: Building Supplies	2,649	-	(2,649)	5,431	-	(5,431)	5,431	-	-
Supplies: Hockey Supplies	1,692	-	(1,692)	1,692	-	(1,692)	1,692	-	-
Supplies: Radios	340	-	(340)	340	-	(340)	340	-	-
Supplies: Security Supplies	-	709	709	-	1,418	1,418	-	8,508	-
Supplies: Electrical Supplies	132	-	(132)	132	-	(132)	132	-	-
Supplies: Janitorial Supplies	-	3,333	3,333	-	6,667	6,667	-	40,000	-
64000: Supplies	12,072	8,092	(3,979)	16,654	14,685	(1,970)	16,654	86,258	19%
General R&M : Kitchen Equipment	-	2,083	2,083	-	4,167	4,167	-	25,000	-
General R&M: Repairs & Maintenance	1,009	-	(1,009)	1,009	-	(1,009)	1,009	-	-
General R&M: Equipment Rental	-	1,000	1,000	-	2,000	2,000	-	5,000	-
General R&M : Equipment Maintenance	4,534	3,750	(784)	9,184	7,500	(1,684)	9,184	45,000	20%
General R&M : General Repairs & Maintenance	2,064	3,813	1,748	4,594	7,625	3,031	4,594	45,750	10%
General R&M : Hockey Equipment	-	3,667	3,667	-	7,333	7,333	-	44,000	-
General R&M : Plumbing repairs	810	-	(810)	810	-	(810)	810	-	-
General R&M : R&M Equipment Fund	-	-	-	1,334	-	(1,334)	1,334	-	-
General R&M: Leased Equipment & Vehicles	-	875	875	-	1,750	1,750	-	10,500	-



Cross Insurance Arena Operating Expenses by Department

Total Department

For The Period Ended: August FY26

USD

	Period to Date			Year to Date			% of Annual Budget		
	Actual	Budget	Variance	Actual	Budget	Variance	Actual	Budget	Achieved
65001: General R&M	8,418	15,188	6,769	16,932	30,375	13,443	16,932	175,250	10%
Repairs & Maintenance	8,418	15,188	6,769	16,932	30,375	13,443	16,932	175,250	10%
General Utilities: Cell Phone & Data	102	108	6	204	217	13	204	1,300	16%
General Utilities: General Utilities	527	-	(527)	577	-	(577)	577	-	-
General Utilities: Telephone	-	-	-	3,076	-	(3,076)	3,076	-	-
General Utilities: Internet & WIFI	4,418	4,008	(409)	4,418	8,016	3,599	4,418	48,100	9%
General Utilities: Electricity	35,689	29,167	(6,522)	52,459	58,333	5,875	52,459	350,000	15%
General Utilities: Water	-	583	583	527	1,167	640	527	7,000	8%
General Utilities: Sewer	-	2,083	2,083	78	4,167	4,088	78	25,000	0%
General Utilities: Natural Gas	4,885	5,000	115	9,307	10,000	693	9,307	150,000	6%
General Utilities: Water Services	1,140	-	(1,140)	1,805	-	(1,805)	1,805	-	-
66001: General Utilities	46,760	40,950	(5,810)	72,450	81,900	9,449	72,450	581,400	12%
Utilities	46,760	40,950	(5,810)	72,450	81,900	9,449	72,450	581,400	12%
Office Expenses: Postage	286	167	(119)	433	333	(100)	433	2,500	17%
Office Expenses: Printing	-	42	42	-	83	83	-	750	-
Office Expenses: Office Supplies	621	625	4	946	1,250	304	946	7,500	13%
Office Expenses: Telephone	-	267	267	-	533	533	-	3,250	-
Office Expenses: Water	53	-	(53)	53	-	(53)	53	-	-
67000: Office Expenses	960	1,100	140	1,432	2,200	768	1,432	14,000	10%
Contracted Services: Information Technology	2,915	-	(2,915)	4,060	-	(4,060)	4,060	-	-
Contracted Services: Banners, Signage, Graphics	-	521	521	-	1,042	1,042	-	6,250	-
Contracted Services: Laundry - Uniform	-	583	583	-	1,167	1,167	-	7,000	-
Contracted Services: Trash Removal	1,560	2,000	440	2,828	4,000	1,172	2,828	24,000	12%
Contracted Services: Contracted Security	-	563	563	-	1,125	1,125	-	6,750	-
Contracted Services: Equipment Rental	-	-	-	63	-	(63)	63	-	-
Contracted Services: Elevator/Escalator Repair	-	1,375	1,375	-	2,750	2,750	-	16,500	-
Contracted Services: Alarm & CCTV	55	-	(55)	85	-	(85)	85	-	-
Contracted Services: Armored Car	-	100	100	448	100	(348)	448	2,000	22%
Contracted Services: Pest Control	270	300	30	540	600	60	540	3,600	15%
Contracted Services: Background Checks	-	63	63	-	125	125	-	750	-
Contracted Services: Inspections	-	458	458	-	917	917	-	5,500	-
Contracted Services: IT Services	2,892	2,500	(392)	2,892	5,000	2,109	2,892	30,000	10%
Contracted Services: Snow Removal	-	-	-	-	-	-	-	250	-
Contracted Services: Software & Licenses	-	767	767	-	1,533	1,533	-	9,200	-
Contracted Services: Management Fee (Base)	10,390	10,752	363	20,778	21,505	727	20,778	129,029	16%
Contracted Services: Website fees	650	-	(650)	650	-	(650)	650	-	-
69000: Contracted Services	18,730	19,982	1,251	32,343	39,863	7,520	32,343	240,829	13%
Advertising & Marketing: Advertising & Marketing	-	-	-	575	-	(575)	575	-	-
Advertising & Marketing: Advertising	-	517	517	663	1,033	371	663	6,400	10%
Advertising & Marketing: Website fees	-	650	650	-	1,300	1,300	-	7,800	-
70000: Advertising & Marketing	-	1,167	1,167	1,237	2,333	1,096	1,237	14,200	9%
Other G&A: Information Technology	328	-	(328)	2,618	-	(2,618)	2,618	-	-
Other G&A: Licenses, Fees & Permits	686	713	26	1,440	1,425	(15)	1,440	8,550	17%
Other G&A: Printing	-	125	125	-	250	250	-	1,500	-
Other G&A: Customer Relations	-	-	-	-	-	-	-	650	-
Other G&A: Parking	2,478	-	(2,478)	5,614	-	(5,614)	5,614	-	-
Other G&A: Dues and Subscriptions	391	721	330	777	1,442	665	777	8,900	9%
Other G&A: Credit Card Merchant Fees	1,896	5,100	3,204	2,279	5,200	2,921	2,279	75,500	3%
Other G&A: Cash Over/Short	100	-	(100)	100	-	(100)	100	-	-
72000: Other G&A	5,879	6,658	779	12,828	8,317	(4,511)	12,828	95,100	13%
Total Non Labor Costs	106,969	116,066	9,097	178,845	225,532	46,687	178,845	1,500,841	12%
Total Operating Expenses	226,000	242,314	16,314	411,524	475,218	63,693	411,524	3,312,658	12%



Cumberland County

27 Northport Dr
Portland, ME 04103

Position Paper

File #: BT 25-015

Agenda Date: 12/17/2025



One Civic Center Square, Portland, ME 04101

October 2025

Fiscal Year ending June 30, 2026

Submitted By
Mark Eddy

OVG VENUE MANAGEMENT

D. Higgins
K. Hilsen
G. O'Dell
K. Vaske
R. Wilson

Mark Eddy

Mark Eddy, Director of Finance

Mike LoConte

Mike LoConte, General Manager

Table of Contents

1.	Cross Insurance Arena - USD - FY YE Jun	1
1.1	IS - Summary	1
1.2	Balance Sheet.....	2
1.3	IS - Rolling Forecast.....	3
1.4	OpEx - Total Department Expenses.....	4



Cross Insurance Arena
Consolidated Income Statement
For the Period Ended: October FY26
USD

	MTD			YTD		
	Actual	Budget	B / (W)	Actual	Budget	B / (W)
Statistics						
90002: Number of Events	3	3	0	9	7	2
90003: Paid Attendance - General Seating	14,045	11,700	2,345	23,307	17,200	6,107
90009: Attendance	10,689	9,000	1,689	20,749	14,900	5,849
90022: Ticket Sales - Manifested	-	221,949	-221,949	-	646,934	-646,934
Event Revenue						
SL: Rent Ticket Receipts	244,771	17,925	226,846	961,942	47,925	914,017
SL: Event Reimbursement	26,508	25,170	1,338	183,816	78,894	104,922
Direct Event Revenue	271,278	43,095	228,183	1,145,757	126,819	1,018,938
SL: Ticketing Fees	18,738	18,489	249	65,547	40,489	25,058
SL: Total Merchandise	-	-	-	-	1,518	(1,518)
SL: Total Catering	-	-	-	301	-	301
SL: Total Concessions	158,779	119,445	40,334	324,051	175,463	148,588
Total Event Revenue	449,795	181,029	268,766	1,535,857	344,289	1,191,567
Event Costs						
SL: Direct Revenue & Costs	51,060	49,410	(1,650)	281,841	100,213	(181,628)
SL: Total Catering	-	32,847	32,847	-	32,847	32,847
SL: Total Concessions	84,684	28,500	(56,184)	177,132	57,873	(119,259)
Total Event Costs	135,744	110,757	(24,987)	458,973	190,933	(268,040)
Event Gross Profit before Revenue Sharing	314,050	70,272	243,778	1,076,883	153,356	923,527
Total Promoter & Team Revenue Sharing / Revenue	249,709	32,510	(217,199)	808,327	68,397	(741,930)
Event Gross Profit	64,341	51,252	13,079	268,556	108,609	159,947
Contracted Revenue						
SL: Premium Seating	11,971	19,643	(7,672)	36,144	78,573	(42,429)
SL: Sponsorships	59,759	63,750	(3,991)	200,430	255,000	(54,570)
Total Contracted Revenue	71,731	83,393	(11,663)	236,574	333,573	(96,999)
Contracted Revenue Expenses						
SL: Premium Seating	-	15,390	15,390	-	61,561	61,561
Total Contracted Revenue Expenses	-	15,390	15,390	-	61,561	61,561
Contracted Gross Profit before Revenue Sharing	71,731	68,003	3,728	236,574	272,012	(35,438)
Contracted Revenue Gross Profit	71,731	68,003	3,728	236,574	272,012	(35,438)
SL: Ticketing Fees	40	-	40	40	-	40
SL: Other Event	832	5,667	(4,834)	2,697	22,667	(19,970)
Total Other Revenue	873	5,667	(4,794)	2,737	22,667	(19,929)
Total Gross Profit	136,945	124,932	12,013	507,668	403,288	104,380
Indirect Expenses	269,743	278,764	9,021	920,992	1,013,196	92,204
Net Operating Income / (Loss)	(132,798)	(153,832)	21,034	(413,324)	(609,908)	196,584



Cross Insurance Arena
Balance Sheet
For the Period Ended: October FY26
USD

	Oct-FY26
Assets	
Current Assets	
Cash and Cash Equivalents	1,892,896
Accounts Receivable	454,569
Inventory	88,325
Prepaid and Other Current Assets	71,500
Total Current Assets	2,507,290
Fixed Assets	
Fixed Assets minus CIP	4,387
Total Fixed Assets	4,387
Total Assets	2,511,678
Liabilities & Members' Capital	
Current Liabilities	
Total Accounts Payable	195,117
Accrued Expenses	597,892
Total Deferred Revenue	490,847
Total Other Current Liabilities	1,108,269
Total Current Liabilities	2,392,124
Non-Current Liabilities	
Members' Capital	
Equity	1,406,867
Retained Earnings	(1,287,314)
Total Equity	119,553
Total Liabilities and Equity	2,511,678



Cross Insurance Arena
Income Statement Rolling Forecast
For the Period Ended: October FY26
USD

	YTD Actual	Projection Remaining Year	Forecast	Year Total Budget	B / (W)
Statistics					
90001 Number of Event Days	7	10	17	17	0
90002 Number of Events	8	75	83	83	0
90003 Paid Attendance - General Seating	23,307	248,743	270,050	270,050	0
90009 Attendance	20,749	253,051	273,800	273,800	0
Event Revenue					
SL: Rent Ticket Receipts	861,842	-374,992	586,850	586,850	0
SL: Event Reimbursement	93,816	1,367,248	1,551,064	1,551,064	0
Direct Event Revenue	1,145,757	1,032,452	2,138,014	2,138,014	0
SL: Ticketing Fees	65,347	650,892	716,439	716,439	0
SL: Unreserved Seats	-	12,850	12,850	12,850	0
SL: Total Merchandise	-	34,579	34,579	34,579	0
SL: Total Catering	0	0	0	0	0
SL: Total Concessions	324,051	2,455,247	2,635,986	2,635,986	0
SL: Other Event	-	0	0	0	0
Total Event Revenue	1,035,657	6,637,664	2,399,234	2,399,234	0
Event Costs					
SL: Direct Revenue & Costs	261,841	1,590,481	1,872,302	1,872,302	0
SL: Total Concessions	177,133	826,877	1,004,009	1,004,009	0
Total Event Costs	438,973	2,417,358	2,876,311	2,876,311	0
Event Gross Profit before Revenue Sharing	1,076,683	1,694,254	2,660,937	2,660,937	0
Total Promoter & Team Revenue Sharing / Revenue	88,327	344,962	462,735	462,735	0
Event Gross Profit	208,356	1,529,945	2,198,202	2,198,202	0
Contracted Revenue					
SL: Premium Seating	36,144	108,277	148,421	148,421	0
SL: Sponsorships	200,430	376,348	676,775	676,775	0
Total Contracted Revenue	236,574	484,625	825,196	825,196	0
Other Revenue					
SL: Ticketing Fees	40	-	40	40	0
SL: Other Event	2,697	64,363	67,060	67,060	0
Total Other Revenue	2,737	64,363	67,060	67,060	0
Total Gross Profit	897,669	2,048,933	2,990,458	2,990,458	0
Indirect Expenses	820,883	2,391,068	2,312,448	2,312,448	0
Net Operating Income / (Loss)	(413,214)	108,064	(304,260)	(304,260)	0
Other Income & Expenses	-	-	-	-	-
Total Net Income	(413,214)	108,064	(304,260)	(304,260)	0

Cross Insurance Arena
Operating Expenses by Department
Total Department
For The Period Ended: October FY26
USD

	Period to Date			Year to Date			Actual	Budget	% of Annual Budget Achieved
	Actual	Budget	Variance	Actual	Budget	Variance			
Salaries & Wages: Salaried Full-Time	96,750	88,676	(8,074)	347,465	354,704	7,240	347,465	1,064,113	33%
Salaries & Wages: Salaried Part-Time	56,204	35,248	(20,957)	183,733	140,990	(42,743)	183,733	422,970	43%
Salaries & Wages: Hourly Part-Time		17,000	17,000		61,500	61,500		193,000	
Salaries & Wages: Temporary Labor		20,000	20,000	504	32,000	31,496	504	240,000	0%
Salaries & Wages: Event Wages	(43,322)		43,322	(156,206)		156,263	(156,263)		
Other Payroll Costs: Payroll Service Fees				4,758		(4,758)	4,758		
Other Payroll Costs: Payroll Processing Fees	3,575		(3,575)	9,393		(9,393)	9,393		
Bonuses & Commissions: Accrued Bonus		2,151	2,151		8,604	8,604		25,812	
Payroll Taxes: Payroll Taxes (Full-Time)	7,575	5,363	(2,213)	27,791	21,450	(6,341)	27,791	71,346	39%
Payroll Taxes: Salaried Part-Time				82		(82)	82		
Payroll Taxes: Payroll Taxes (Part-Time)	5,112	6,111	999	16,855	24,443	7,579	16,855	73,323	23%
Payroll Taxes: Workers Comp		2,171	2,171		8,686	8,686		26,057	
Employee Benefits: General Employee Benefits	21,181	25,540	4,359	58,834	101,849	43,015	58,834	315,792	19%
Pension & 401K: General Employee Benefits	(1,569)		1,569	(1,569)		1,569	(1,569)		
Pension & 401K: Pension & 401K	2,705	4,905	2,200	12,566	19,621	7,054	12,566	58,862	21%
Employee Incentives: Employee Incentives								47,543	
Contra-Payroll: Payroll Recovery PT		(60,617)	(60,617)		(241,967)	(241,967)		(727,000)	
Total Labor Costs	148,212	146,548	(1,664)	504,160	531,881	27,720	504,160	1,811,817	28%
Consultants and Professional Services: Payroll Service Fees		5,838	5,838		23,350	23,350		70,050	
Consultants and Professional Services: Legal Services								500	
62000: Consultants and Professional Services		5,838	5,838		23,350	23,350		70,550	
Employee T&E: Decorations				165		(165)	165		
Employee T&E: Entertainment	165		(165)	279		(279)	279		
Employee T&E: Mea's and Entertainment		417	417		1,668	1,668		5,000	
Employee T&E: Tips & Misc. Travel								1,200	
Employee T&E: Vehicle Parking Expense		2,883	2,883		11,533	11,533		34,600	
Employee T&E: Training, Conferences, Meetings	1,161	250	(911)	2,889	850	(2,039)	2,889	16,000	18%
Employee T&E: Gifts								250	
Employee T&E: Customer Relations		292	292		1,167	1,167		4,150	
61000: Employee T&E	1,326	3,842	2,516	3,333	15,218	11,885	3,333	61,250	5%
Insurance: Workers Comp				15,654		(15,654)	15,654		
Insurance: Insurance and Bonding	8,679	13,500	4,821	36,372	54,001	17,629	36,372	162,004	22%
63000: Insurance	8,679	13,500	4,821	52,026	54,001	1,975	52,026	162,004	32%
Supplies: Cleaning & Cleaning Supplies				5,228		(5,228)	5,228		
Supplies: CO2/Gas				66		(66)	63		
Supplies: Propane	72		(72)	72		(72)	72		
Supplies: Uniforms		1,250	1,250		1,250	1,250		1,750	
Supplies: Paper Products				8,763	1,500	(7,263)	8,763	5,000	175%
Supplies: Cleaning Supplies	419		(419)	1,200		(1,200)	1,200		
Supplies: Smallwares	110	167	57	5,905	667	(5,239)	5,905	2,000	295%
Supplies: Office Supplies	204	100	(104)	855	250	(605)	855	1,000	85%
Supplies: General Supplies		2,333	2,333		9,333	9,333		28,000	
Supplies: Building Supplies	2,154		(2,154)	11,006		(11,006)	11,006		
Supplies: Hockey Supplies				1,692		(1,692)	1,692		
Supplies: Radios				340		(340)	340		
Supplies: Security Supplies		709	709		2,836	2,836		8,508	
Supplies: Ice Supplies	31		(31)	31		(31)	31		
Supplies: Electrical Supplies	177		(177)	309		(309)	309		
Supplies: Janitorial Supplies	4,387	3,333	(1,053)	4,387	13,333	8,947	4,387	40,000	11%
Supplies: Promotional Supplies	1,366		(1,366)	1,366		(1,366)	1,366		
64000: Supplies	8,920	7,892	(1,028)	41,217	29,169	(12,047)	41,217	86,258	48%
General R&M: Kitchen Equipment		2,083	2,083		8,333	8,333		25,000	
General R&M: Repairs & Maintenance				1,009		(1,009)	1,009		
General R&M: Equipment Rental					3,000	3,000		5,000	
General R&M: Equipment Maintenance	2,434	3,750	1,316	11,619	15,000	3,381	11,619	45,000	26%
General R&M: General Repairs & Maintenance	9,390	3,813	(5,578)	19,091	15,250	(3,841)	19,091	45,750	42%
General R&M: Hockey Equipment		3,667	3,667		14,667	14,667		44,000	
General R&M: Plumbing Repairs				1,014		(1,014)	1,014		
General R&M: Elevator/Escalator Repair				1,334		(1,334)	1,334		
General R&M: R&M Equipment Fund				1,334		(1,334)	1,334		
General R&M: Leased Equipment & Vehicles		875	875		3,500	3,500		10,500	
65001: General R&M	11,824	14,188	2,363	35,401	59,750	24,349	35,401	175,250	20%
Repairs & Maintenance	11,824	14,188	2,363	35,401	59,750	24,349	35,401	175,250	20%
General Utilities: Cell Phone & Data	102	108	6	408	433	26	408	1,300	31%
General Utilities: General Utilities				577		(577)	577		
General Utilities: Telephone	2,586		(2,586)	5,662		(5,662)	5,662		
General Utilities: Internet & WiFi	1,434	4,008	2,574	9,437	16,033	6,596	9,437	48,100	20%
General Utilities: Electricity	39,154	29,167	(10,027)	123,350	116,667	(6,683)	123,350	350,000	35%
General Utilities: Water	1,836	583	(1,253)	3,677	2,333	(1,343)	3,677	7,000	53%
General Utilities: Sewer		2,083	2,083	78	8,333	8,255	78	25,000	0%
General Utilities: Natural Gas	4,044	20,000	15,956	16,958	40,000	23,042	16,958	150,000	11%
General Utilities: Water Services				2,332		(2,332)	2,332		
66001: General Utilities	49,197	55,950	6,753	162,479	183,800	21,320	162,479	581,400	28%
Utilities	49,197	55,950	6,753	162,479	183,800	21,320	162,479	581,400	28%
Office Expenses: Postage & Freight	140		(140)	140		(140)	140		
Office Expenses: Postage	136	167	31	670	1,167	497	670	2,500	27%
Office Expenses: Printing		42	42		417	417		750	
Office Expenses: Office Supplies	320	625	305	1,420	2,500	1,080	1,420	7,500	19%
Office Expenses: Telephone		267	267		1,067	1,067		3,250	
Office Expenses: Water				53		(53)	53		
Office Expenses: Office Refreshments				53		(53)	53		
67000: Office Expenses	596	1,100	504	2,335	5,150	2,815	2,335	14,000	17%

Cross Insurance Arena
Operating Expenses by Department
Total Department
For The Period Ended: October FY26
USD

	Period to Date			Year to Date			Actual	Budget	% of Annual Budget Achieved
	Actual	Budget	Variance	Actual	Budget	Variance			
Contracted Services: Information Technology	-	-	-	6,974	-	(6,974)	6,974	-	-
Contracted Services: Banners, Signage, Graphics	-	521	521	-	2,083	2,083	-	6,250	-
Contracted Services: Cleaning & Cleaning Supplies	-	-	-	952	-	(952)	952	-	-
Contracted Services: Laundry - Uniform	-	583	583	-	2,333	2,333	-	7,000	-
Contracted Services: Trash Removal	2,360	2,000	(360)	7,636	8,000	364	7,636	24,000	32%
Contracted Services: Contracted Security	30	563	533	30	2,250	2,220	30	6,750	0%
Contracted Services: Equipment Rental	126	-	(126)	189	-	(189)	189	-	-
Contracted Services: Elevator/Escalator Repair	-	1,375	1,375	-	5,500	5,500	-	16,500	-
Contracted Services: Internet & WIFI	1,436	-	(1,436)	1,852	-	(1,852)	1,852	-	-
Contracted Services: Alarm & CCTV	100	-	(100)	215	-	(215)	215	-	-
Contracted Services: Armored Car	501	200	(301)	949	500	(449)	949	2,000	47%
Contracted Services: Pest Control	270	300	30	1,080	1,200	120	1,080	3,600	30%
Contracted Services: Background Checks	-	63	63	-	250	250	-	750	-
Contracted Services: Inspections	7,958	456	(7,499)	10,931	1,833	(9,097)	10,931	5,500	199%
Contracted Services: IT Services	2,249	2,500	251	7,161	10,000	2,839	7,161	30,000	24%
Contracted Services: Snow Removal	-	-	-	-	-	-	-	250	-
Contracted Services: Window/Facade Cleaning	-	-	-	655	-	(655)	655	-	-
Contracted Services: Sprinkler/Fire Pump Maintenance & Inspection	-	-	-	100	-	(100)	100	-	-
Contracted Services: Water Services	527	-	(527)	527	-	(527)	527	-	-
Contracted Services: Parking	3,090	-	(3,090)	3,090	-	(3,090)	3,090	-	-
Contracted Services: Software & Licenses	2,915	767	(2,148)	2,915	3,067	152	2,915	9,200	32%
Contracted Services: Management Fee (Base)	10,389	10,752	364	41,536	43,010	1,474	41,535	129,029	32%
Contracted Services: Website fees	-	-	-	1,300	-	(1,300)	1,300	-	-
69000: Contracted Services	31,950	20,082	(11,869)	88,110	80,026	(8,084)	88,110	240,829	37%
Advertising & Marketing: Advertising & Marketing	-	-	-	575	-	(575)	575	-	-
Advertising & Marketing: Advertising	-	517	517	663	2,267	1,604	663	6,400	10%
Advertising & Marketing: Website fees	1,300	650	(650)	1,300	2,600	1,300	1,300	7,800	17%
70000: Advertising & Marketing	1,300	1,167	(133)	2,537	4,867	2,329	2,537	14,200	18%
Other G&A: Information Technology	-	-	-	2,946	-	(2,946)	2,946	-	-
Other G&A: Bank and Merchant Processing Fees	-	-	-	90	-	(90)	90	-	-
Other G&A: Licenses, Fees & Permits	2,091	713	(1,378)	4,073	2,850	(1,223)	4,073	8,550	48%
Other G&A: Printing	-	125	125	90	500	410	90	1,500	6%
Other G&A: Customer Relations	-	100	100	-	200	200	-	650	-
Other G&A: Parking	-	-	-	8,874	-	(8,874)	8,874	-	-
Other G&A: Software & Licenses	328	-	(328)	328	-	(328)	328	-	-
Other G&A: Dues and Subscriptions	858	721	(137)	2,742	3,133	391	2,742	8,900	31%
Other G&A: Credit Card Merchant Fees	4,414	7,000	2,586	10,096	19,300	9,204	10,063	75,500	13%
Other G&A: Cash Over/Short	48	-	(48)	186	-	(186)	186	-	-
72000: Other G&A	7,738	8,658	920	29,392	25,983	(3,409)	29,392	95,100	31%
Total Non Labor Costs	121,531	132,216	10,685	416,832	481,315	64,483	416,832	1,500,841	28%
Total Operating Expenses	269,743	278,764	9,021	920,992	1,013,196	92,204	920,992	3,312,656	28%



One Civic Center Square, Portland, ME 04101

SEPTEMBER 2025

Fiscal Year ending June 30, 2026

Submitted By
Mark Eddy

OVG VENUE MANAGEMENT

D. Higgins
K. Hilsen
G. O'Dell
K. Vaske
R. Wilson

Mark Eddy

Mark Eddy, Director of Finance

Mike LoConte

Mike LoConte, General Manager

Table of Contents

1. Cross Insurance Arena - USD - FY YE Jun	1
1.1 IS - Summary	1
1.2 Balance Sheet.....	2
1.3 IS - Rolling Forecast.....	3
1.4 Gross Profit - Summary.....	4
1.5 IS - Details.....	5
1.6 OpEx - Total Department	8
1.7 OpEx - D: Third Party Partnerships.....	10
1.8 OpEx - D: Event Services	11
1.9 OpEx - D: Food & Beverage	12
1.10 OpEx - D: Overhead & Other Support Services.....	13
1.11 OpEx - D: Sales	14
1.12 OpEx - D: Ticketing & Box Office	15
1.13 OpEx - D: Operations.....	16
1.14 OpEx - D: Executive Management.....	17
1.15 OpEx - D: Finance & Accounting	18
1.16 OpEx - D: Marketing & Communications	19



Cross Insurance Arena
Consolidated Income Statement
For the Period Ended: September FY26
USD

	Actual	MTD Budget	B / (W)	Actual	YTD Budget	B / (W)
Statistics						
90001: Number of Event Days	7	-	7	7	-	7
90002: Number of Events	2	2	0	3	3	0
90003: Paid Attendance - General Seating	2,978	-	2,978	9,262	5,500	3,762
90009: Attendance	4,276	500	3,776	10,060	5,900	4,160
90015: Dropcount - General Seating	-	500	-500	-	5,900	-5,900
90022: Ticket Sales - Manifested	-	-	-	-	424,985	-424,985
Event Revenue						
SL: Rent Ticket Receipts	129,553	10,000	119,553	717,171	30,000	687,171
SL: Event Reimbursement	106,497	13,974	92,523	157,308	53,724	103,584
Direct Event Revenue	236,050	23,974	212,076	874,479	83,724	790,755
SL: Ticketing Fees	25,186	-	25,186	46,809	22,000	24,809
SL: Total Merchandise	-	-	-	-	1,518	(1,518)
SL: Total Catering	-	-	-	301	-	301
SL: Total Concessions	95,921	1,388	94,533	164,273	56,018	108,255
Total Event Revenue	357,157	25,362	331,795	1,085,862	163,260	922,602
Event Costs						
SL: Direct Revenue & Costs	184,006	10,828	(173,178)	230,781	50,803	(179,978)
SL: Total Concessions	53,943	1,500	(52,443)	92,448	29,373	(63,075)
Total Event Costs	237,950	12,328	(225,622)	323,229	80,176	(243,053)
Event Gross Profit before Revenue Sharing	119,207	13,034	106,173	762,633	83,084	679,549
Total Promoter & Team Revenue Sharing / Revenue	-	7,820	7,820	558,618	33,887	(524,731)
Event Gross Profit	119,207	5,364	113,843	204,015	57,347	146,668
Contracted Revenue						
SL: Premium Seating	12,431	19,643	(7,212)	24,173	58,930	(34,757)
SL: Sponsorships	45,894	63,750	(17,856)	140,671	191,250	(50,579)
Total Contracted Revenue	58,325	83,393	(25,068)	164,844	250,180	(85,336)
Contracted Revenue Expenses						
SL: Premium Seating	-	15,390	15,390	-	46,171	46,171
Total Contracted Revenue Expenses	-	15,390	15,390	-	46,171	46,171
Contracted Gross Profit before Revenue Sharing	58,325	68,003	(9,678)	164,844	204,009	(39,165)
Contracted Revenue Gross Profit	58,325	68,003	(9,678)	164,844	204,009	(39,165)
SL: Other Event	1,059	5,667	(4,608)	1,865	17,000	(15,135)
Total Other Revenue	1,059	5,667	(4,608)	1,865	17,000	(15,135)
Other Gross Profit before Revenue Sharing	1,059	5,667	(4,608)	1,865	17,000	(15,135)
Other Revenue Gross Profit	1,059	5,667	(4,608)	1,865	17,000	(15,135)
Total Gross Profit	178,591	79,034	99,557	370,723	278,356	92,367
Indirect Expenses	239,725	259,214	19,490	651,249	734,432	83,183
Net Operating Income / (Loss)	(61,134)	(180,180)	119,047	(280,525)	(456,076)	175,550
Other Income & Expenses	-	-	-	-	-	-
Total Net Income	(61,134)	(180,180)	119,047	(280,525)	(456,076)	175,550



Cross Insurance Arena
Balance Sheet
For the Period Ended: September FY26
USD

	Sep-FY26
Assets	
Current Assets	
Cash and Cash Equivalents	1,768,918
Accounts Receivable	372,520
Inventory	67,669
Prepaid and Other Current Assets	83,955
Total Current Assets	2,293,061
Fixed Assets	
Fixed Assets minus CIP	4,387
Total Fixed Assets	4,387
Total Assets	2,297,448
Liabilities & Members' Capital	
Current Liabilities	
Total Accounts Payable	168,928
Accrued Expenses	646,750
Total Deferred Revenue	449,918
Total Other Current Liabilities	779,501
Total Current Liabilities	2,045,097
Non-Current Liabilities	
Members' Capital	
Equity	1,406,867
Retained Earnings	(1,154,516)
Total Equity	252,352
Total Liabilities and Equity	2,297,448



**Cross Insurance Arena
Income Statement Rolling Forecast
For the Period Ended: September FY26**

USD

	YTD Actual	Projection Remaining Year	Forecast	Year Total Budget	B / (W)
Statistics					
90001: Number of Event Days	7	10	17	17	0
90002: Number of Events	3	80	83	83	0
90003: Paid Attendance - General Seating	9,262	260,788	270,050	270,050	0
90009: Attendance	10,060	263,740	273,800	273,800	0
90015: Dropcount - General Seating	-	0	0	0	0
Event Revenue					
SL: Rent Ticket Receipts	717,171	(130,221)	586,950	586,950	0
SL: Event Reimbursement	157,308	1,393,756	1,551,064	1,551,064	0
Direct Event Revenue	874,479	1,263,535	2,138,014	2,138,014	0
SL: Ticketing Fees	46,809	669,630	716,439	716,439	0
SL: Unmanifested Seats	-	12,650	12,650	12,650	0
SL: Total Merchandise	-	34,579	34,579	34,579	0
SL: Total Catering	301	(301)	0	0	0
SL: Total Concessions	164,273	2,471,293	2,635,566	2,635,566	0
SL: Other Event	-	0	0	0	0
Total Event Revenue	1,085,862	2,313,372	3,399,234	3,399,234	0
Event Costs					
SL: Direct Revenue & Costs	230,781	1,641,521	1,872,302	1,872,302	0
SL: Total Concessions	92,448	911,561	1,004,009	1,004,009	0
Total Event Costs	323,229	2,553,082	2,876,311	2,876,311	0
Event Gross Profit before Revenue Sharing	762,633	1,898,304	2,660,937	2,660,937	0
Total Promoter & Team Revenue Sharing / Revenue	558,618	(95,883)	462,735	462,735	0
Event Gross Profit	204,015	1,994,187	2,198,202	2,198,202	0
Contracted Revenue					
SL: Premium Seating	24,173	121,248	145,421	145,421	0
SL: Sponsorships	140,671	436,104	576,775	576,775	0
Total Contracted Revenue	164,844	750,540	722,196	722,196	0
Other Revenue					
SL: Other Event	1,865	86,135	88,000	88,000	0
Total Other Revenue	1,865	86,135	88,000	88,000	0
Other Gross Profit before Revenue Sharing	1,865	86,135	88,000	88,000	0
Other Revenue Gross Profit	1,865	86,135	88,000	88,000	0
Total Gross Profit	370,723	2,637,675	3,008,398	3,008,398	0
Indirect Expenses	651,249	2,661,409	3,312,658	3,312,658	0
Net Operating Income / (Loss)	(280,525)	(23,735)	(304,260)	(304,260)	0
Other Income & Expenses	-	-	0	0	-
Total Net Income	(280,525)	(23,735)	(304,260)	(304,260)	0

Cross Insurance Arena Consolidated Gross Profit Statement

For the Period Ended: September FY26

USD

	Actual	MTD Budget	B / (W)	Actual	YTD Budget	B / (W)
Statistics						
90001: Number of Event Days	7	-	7	7	-	7
90002: Number of Events	2	2	0	3	3	0
90003: Paid Attendance - General Seating	2,978	-	2,978	9,262	5,500	3,762
90009: Attendance	4,276	500	3,776	10,060	5,900	4,160
90015: Dropcount - General Seating	-	500	-500	-	5,900	-5,900
90022: Ticket Sales - Manifested	-	-	-	-	424,985	-424,985
Event Gross Profit						
SL: Rent Ticket Receipts	129,553	10,000	119,553	717,171	30,000	687,171
SL: Event Reimbursement	(77,510)	3,146	(80,656)	(73,473)	2,921	(76,394)
Direct Event Gross Profit	52,043	13,146	38,897	643,698	32,921	610,777
SL: Ticketing Fees	25,186	-	25,186	46,809	22,000	24,809
SL: Total Merchandise	-	-	-	-	1,518	(1,518)
SL: Total Catering	-	-	-	301	-	301
SL: Total Concessions	41,978	(112)	42,090	71,825	26,645	45,180
Total Event Gross Profit	119,207	5,364	113,843	204,015	57,347	146,668
Contracted Gross Profit						
SL: Premium Seating	12,431	4,253	8,178	24,173	12,759	11,414
SL: Sponsorships	45,894	63,750	(17,856)	140,671	191,250	(50,579)
Total Contracted Gross Profit	58,325	68,003	(9,678)	164,844	204,009	(39,165)
Contracted Gross Profit before Revenue Sharing	58,325	68,003	(9,678)	164,844	204,009	(39,165)
Contracted Revenue Gross Profit	58,325	68,003	(9,678)	164,844	204,009	(39,165)
Other Gross Profit						
SL: Miscellaneous Other	1,059	5,667	(4,608)	1,865	17,000	(15,135)
Total Other Gross Profit	1,059	5,667	(4,608)	1,865	17,000	(15,135)
Other Gross Profit before Revenue Sharing	1,059	5,667	(4,608)	1,865	17,000	(15,135)
Other Revenue Gross Profit	1,059	5,667	(4,608)	1,865	17,000	(15,135)
Total Gross Profit	178,591	79,034	99,557	370,723	278,356	92,367
Indirect Expenses	239,725	259,214	19,490	651,249	734,432	83,183
Net Operating Income / (Loss)	(61,134)	(180,180)	119,047	(280,525)	(456,076)	175,550
Other Income & Expense	-	-	-	-	-	-
Total Net Income	(61,134)	(180,180)	119,047	(280,525)	(456,076)	175,550



Cross Insurance Arena
Detailed Income Statement
For the Period Ended: September FY26
USD

	MTD			YTD		
	Actual	Budget	B / (W)	Actual	Budget	B / (W)
Statistics						
90001: Number of Event Days	7	-	7	7	-	7
90002: Number of Events	2	2	0	3	3	0
90003: Paid Attendance - General Seating	2,978	-	2,978	9,262	5,500	3,762
90009: Attendance	4,276	500	3,776	10,060	5,900	4,160
90015: Dropcount - General Seating	-	500	-500	-	5,900	-5,900
90022: Ticket Sales - Manifested	-	-	-	-	424,985	-424,985
Event Revenue						
SL: Tickets & Admissions Revenue - Event Revenue: Manifested Ticket Receipts	103,803	-	103,803	662,421	-	662,421
SL: Rentals - Event Revenue: Venue Rentals	-	10,000	(10,000)	29,000	30,000	(1,000)
SL: Rentals - Event Revenue: Rental Income	25,750	-	25,750	25,750	-	25,750
Total Rent / Ticket Receipts	129,553	10,000	119,553	717,171	30,000	687,171
SL: Service & Expense Reimbursement - Event Revenue: Stagehand	45,720	3,500	42,220	65,778	17,500	48,278
SL: Service & Expense Reimbursement - Event Revenue: Security	31,064	3,800	27,264	31,174	11,800	19,374
SL: Service & Expense Reimbursement - Event Revenue: Ushers	-	-	-	12,689	-	12,689
SL: Service & Expense Reimbursement - Event Revenue: Cleaning & Cleaning Supplies	8,484	970	7,514	11,917	970	10,947
SL: Service & Expense Reimbursement - Event Revenue: Operations	8,482	1,000	7,482	10,952	2,000	8,952
SL: Service & Expense Reimbursement - Event Revenue: Police	3,813	1,150	2,663	6,352	3,150	3,202
SL: Service & Expense Reimbursement - Event Revenue: EMT	5,154	120	5,034	5,154	120	5,034
SL: Service & Expense Reimbursement - Event Revenue: Contracted Security	-	-	-	3,736	-	3,736
SL: Service & Expense Reimbursement - Event Revenue: Catering	533	2,200	(1,667)	2,866	5,200	(2,334)
SL: Service & Expense Reimbursement - Event Revenue: Equipment Rental	1,246	150	1,096	2,491	2,150	341
SL: Service & Expense Reimbursement - Event Revenue: Production	2,000	120	1,880	2,000	1,620	380
SL: Service & Expense Reimbursement - Event Revenue: Ticket Sellers	-	440	(440)	876	440	436
SL: Service & Expense Reimbursement - Event Revenue: Credit Card Merchant Fees	-	230	(230)	770	980	(210)
SL: Service & Expense Reimbursement - Event Revenue: Flowers	-	-	-	528	-	528
SL: Service & Expense Reimbursement - Event Revenue: Insurance	-	-	-	24	-	24
SL: Service & Expense Reimbursement - Event Revenue: Advertising & Marketing	-	-	-	-	7,500	(7,500)
SL: Service & Expense Reimbursement - Event Revenue: Fees & Commissions	-	200	(200)	-	200	(200)
SL: Service & Expense Reimbursement - Event Revenue: Telecommunications	-	94	(94)	-	94	(94)
Total Event Reimbursement	106,497	13,974	92,523	157,308	53,724	103,584
Direct Event Revenue	236,050	23,974	212,076	874,479	83,724	790,755
SL: Ticketing Fees - Event Revenue: Facility Fee	12,162	-	12,162	32,214	22,000	10,214
SL: Ticketing Fees - Event Revenue: Ticketing Fees	13,024	-	13,024	14,595	-	14,595
Total Ticketing Revenue	25,186	-	25,186	46,809	22,000	24,809
SL: Retail Merchandise - Event Revenue: Other Revenue	-	-	-	-	1,518	(1,518)
Total Merchandise	-	-	-	-	1,518	(1,518)
SL: Catering - Event Revenue: NA Beverage	-	-	-	96	-	96
SL: Catering - Event Revenue: Beer	-	-	-	75	-	75
SL: Catering - Event Revenue: Wine	-	-	-	70	-	70
SL: Catering - Event Revenue: Liquor	-	-	-	60	-	60
Total Catering	-	-	-	301	-	301
SL: Concessions - Event Revenue: Beer	15,177	-	15,177	40,425	-	40,425
SL: Concessions - Event Revenue: Food	31,111	1,288	29,823	39,411	8,798	30,613
SL: Concessions - Event Revenue: NA Beverage	31,205	100	31,105	39,054	7,189	31,865
SL: Concessions - Event Revenue: Liquor	8,628	-	8,628	26,249	15,943	10,306
SL: Concessions - Event Revenue: Service Charge	7,145	-	7,145	15,004	-	15,004
SL: Concessions - Event Revenue: Catering	2,567	-	2,567	2,567	-	2,567
SL: Concessions - Event Revenue: Wine	88	-	88	1,563	1,293	270
SL: Concessions - Event Revenue: Canned Beer	-	-	-	-	22,795	(22,795)
Total Concession	95,921	1,388	94,533	164,273	56,018	108,255
Total Event Revenue	357,157	25,362	331,795	1,085,862	163,260	922,602
Event Costs						



Cross Insurance Arena
Detailed Income Statement
For the Period Ended: September FY26
USD

	MTD			YTD		
	Actual	Budget	B / (W)	Actual	Budget	B / (W)
SL: Event Expenses - Event COS: Production	68,537	30	(68,507)	68,656	1,530	(67,126)
SL: Event Expenses - Event COS: Stagehand	41,844	2,900	(38,944)	59,295	15,400	(43,895)
SL: Event Expenses - Event COS: Contracted Security	12,528	-	(12,528)	26,454	-	(26,454)
SL: Event Expenses - Event COS: Security	22,686	3,000	(19,686)	22,797	13,000	(9,797)
SL: Event Expenses - Event COS: Advertising & Marketing	13,767	-	(13,767)	14,103	7,500	(6,603)
SL: Event Expenses - Event COS: Housekeeping/Cleaning	6,272	-	(6,272)	9,537	-	(9,537)
SL: Event Expenses - Event COS: EMT	5,222	120	(5,102)	6,123	1,120	(5,003)
SL: Event Expenses - Event COS: Operations	4,552	600	(3,952)	5,002	1,600	(3,402)
SL: Event Expenses - Event COS: Police	3,109	750	(2,359)	3,838	2,650	(1,188)
SL: Event Expenses - Event COS: Ushers	-	-	-	3,785	-	(3,785)
SL: Event Expenses - Event COS: Catering	1,019	2,000	981	3,063	2,125	(938)
SL: Event Expenses - Event COS: Cleaning & Cleaning Supplies	2,272	600	(1,672)	2,272	3,600	1,328
SL: Event Expenses - Event COS: Information Technology	1,250	-	(1,250)	1,688	-	(1,688)
SL: Event Expenses - Event COS: Furniture	-	-	-	1,246	-	(1,246)
SL: Event Expenses - Event COS: Artist Gift	-	-	-	1,000	-	(1,000)
SL: Event Expenses - Event COS: Credit Card Merchant Fees	305	150	(155)	988	425	(563)
SL: Event Expenses - Event COS: Ticket Sellers	242	200	(42)	537	550	13
SL: Event Expenses - Event COS: Licenses, Fees & Permits	300	-	(300)	300	-	(300)
SL: Event Expenses - Event COS: Photography	100	-	(100)	100	-	(100)
SL: Event Expenses - Event COS: Equipment Rental	-	-	-	-	825	825
SL: Event Expenses - Event COS: Event Changeover	-	418	418	-	418	418
SL: Event Expenses - Event COS: Fees & Commissions	-	60	60	-	60	60
Total Event Operating Expenses	184,006	10,828	(173,178)	230,781	50,803	(179,978)
SL: Concessions - Event COS: FoH Labor	18,286	1,000	(17,286)	32,663	13,850	(18,813)
SL: Concessions - Event COS: Food	15,200	450	(14,750)	22,741	5,245	(17,496)
SL: Concessions - Event COS: Sales Tax	6,371	-	(6,371)	10,843	-	(10,843)
SL: Concessions - Event COS: NA Beverage	6,988	50	(6,938)	9,931	3,495	(6,436)
SL: Concessions - Event COS: Liquor	4,831	-	(4,831)	8,746	2,983	(5,763)
SL: Concessions - Event COS: Beer	2,228	-	(2,228)	7,476	-	(7,476)
SL: Concessions - Event COS: Wine	39	-	(39)	47	656	609
SL: Concessions - Event COS: Canned Beer	-	-	-	-	3,144	3,144
Total Concession	53,943	1,500	(52,443)	92,448	29,373	(63,075)
Total Event Costs	237,950	12,328	(225,622)	323,229	80,176	(243,053)
Event Gross Profit before Revenue Sharing	119,207	13,034	106,173	762,633	83,084	679,549
Promoter & Team Revenue Sharing / Revenue						
SL: Promoter Revenue Share - Event COS: Concessions	-	-	-	-	10,427	10,427
SL: Promoter Revenue Share - Event COS: Promoter Profit/Loss	-	-	-	558,618	-	(558,618)
SL: Team/Tenant Revenue Share - Contra-Event Revenue: Third Party Services	-	7,820	7,820	-	23,460	23,460
Total Promoter & Team Revenue Sharing / Revenue	-	7,820	7,820	558,618	33,887	(524,731)
Event Gross Profit	119,207	5,364	113,843	204,015	57,347	146,668
Contracted Revenue						
SL: Premium Seating - Contracted Revenue: All Event Club Seats	-	1,727	(1,727)	-	5,180	(5,180)
SL: Premium Seating - Contracted Revenue: Club Seats	1,245	-	1,245	2,491	-	2,491
SL: Premium Seating - Contracted Revenue: Suites	11,186	17,917	(6,731)	21,682	53,750	(32,068)
Total Premium Seating	12,431	19,643	(7,212)	24,173	58,930	(34,757)
SL: Partnerships - Contracted Revenue: All Event Club Seats	-	-	-	1,376	-	1,376
SL: Partnerships - Contracted Revenue: Suites	-	-	-	10,497	-	10,497
SL: Partnerships - Contracted Revenue: Arena Sponsor	-	45,833	(45,833)	23,641	137,500	(113,859)
SL: Partnerships - Contracted Revenue: Naming Rights	17,182	17,917	(735)	48,536	53,750	(5,214)
SL: Partnerships - Contracted Revenue: Presenting Sponsor	28,712	-	28,712	56,620	-	56,620
Total Sponsorships	45,894	63,750	(17,856)	140,671	191,250	(50,579)
Total Contracted Revenue	58,325	83,393	(25,068)	164,844	250,180	(85,336)



Cross Insurance Arena
Detailed Income Statement
For the Period Ended: September FY26
USD

	MTD			YTD		
	Actual	Budget	B / (W)	Actual	Budget	B / (W)
Contracted Revenue Expenses						
SL: Premium Seating - Contracted Revenue COS: Commissions	-	15,390	15,390	-	46,171	46,171
Total Premium Seating Expenses	-	15,390	15,390	-	46,171	46,171
Total Contracted Revenue Costs	-	15,390	15,390	-	46,171	46,171
Contracted Gross Profit before Revenue Sharing	58,325	68,003	(9,678)	164,844	204,009	(39,165)
Promoter & Team Revenue Sharing / Revenue						
Contracted Revenue Gross Profit	58,325	68,003	(9,678)	164,844	204,009	(39,165)
Other Revenue						
Total Service Line - Other Revenue: Other Revenue	-	5,667	(5,667)	-	17,000	(17,000)
Total Service Line - Other Revenue: Miscellaneous Income	1,059	-	1,059	1,865	-	1,865
Total Other Revenue	1,059	5,667	(4,608)	1,865	17,000	(15,135)
Other Revenue Gross Profit	1,059	5,667	(4,608)	1,865	17,000	(15,135)
Total Gross Profit	178,591	79,034	99,557	370,723	278,356	92,367
Indirect Expenses						
60101: Salaries & Wages	80,168	149,924	69,756	265,807	428,271	162,464
60650: Contra-Payroll	-	(60,517)	(60,517)	-	(181,350)	(181,350)
60150: Other Payroll Costs	5,415	-	(5,415)	10,576	-	(10,576)
60200: Bonuses & Commissions	-	2,151	2,151	-	6,453	6,453
60300: Payroll Taxes	14,181	13,645	(536)	32,051	40,934	8,883
60350: Employee Benefits	20,976	25,540	4,563	37,653	76,310	38,656
60400: Pension & 401K	2,529	4,905	2,376	9,861	14,715	4,854
61000: Employee T&E	1,241	4,192	2,951	2,007	11,376	9,369
62000: Consultants and Professional Services	-	5,838	5,838	-	17,513	17,513
63000: Insurance	19,145	13,500	(5,645)	43,348	40,501	(2,847)
64000: Supplies	15,642	6,592	(9,050)	32,296	21,277	(11,019)
Repairs & Maintenance	6,645	15,188	8,543	23,577	45,563	21,986
Utilities	40,832	45,950	5,118	113,283	127,850	14,567
67000: Office Expenses	308	1,850	1,543	1,739	4,050	2,311
69000: Contracted Services	23,817	20,082	(3,735)	56,160	59,945	3,785
70000: Advertising & Marketing	-	1,367	1,367	1,237	3,700	2,463
72000: Other G&A	8,826	9,008	182	21,654	17,325	(4,329)
Total Indirect Expenses	239,725	259,214	19,490	651,249	734,432	83,183
Net Operating Income / Loss	(61,134)	(180,180)	119,047	(280,525)	(456,076)	175,550
Total Net Income	(61,134)	(180,180)	119,047	(280,525)	(456,076)	175,550



**Cross Insurance Arena
Operating Expenses by Department**

Total Department

For The Period Ended: September FY26

USD

	Period to Date			Year to Date			% of Annual Budget		
	Actual	Budget	Variance	Actual	Budget	Variance	Actual	Budget	Achieved
Salaries & Wages: Salaried Full-Time	83,625	88,676	5,051	250,715	266,028	15,314	250,715	1,064,113	24%
Salaries & Wages: Salaried Part-Time	78,062	35,248	(42,815)	127,529	105,743	(21,786)	127,529	422,970	30%
Salaries & Wages: Hourly Part-Time	-	16,000	16,000	-	44,500	44,500	-	193,000	-
Salaries & Wages: Temporary Labor	-	10,000	10,000	504	12,000	11,496	504	240,000	0%
Salaries & Wages: Event Wages	(81,520)	-	81,520	(112,941)	-	112,941	(112,941)	-	-
Payroll Taxes: Salaried Part-Time	-	-	-	82	-	(82)	82	-	-
Payroll Taxes: Payroll Taxes (Part-Time)	7,413	6,111	(1,302)	11,753	18,332	6,580	11,753	73,323	16%
Payroll Taxes: Payroll Taxes (Full-Time)	6,768	(471)	(7,240)	20,216	(1,414)	(21,630)	20,216	(5,656)	-357%
Payroll Taxes: FICA	-	5,834	5,834	-	17,502	17,502	-	70,007	-
Payroll Taxes: FUTA	-	-	-	-	-	-	-	4,620	-
Payroll Taxes: SUTA	-	-	-	-	-	-	-	2,376	-
Payroll Taxes: Workers Comp	-	2,171	2,171	-	6,514	6,514	-	26,057	-
Bonuses & Commissions: Accrued Bonus	-	2,151	2,151	-	6,453	6,453	-	25,812	-
Other Payroll Costs: Payroll Service Fees	-	-	-	4,758	-	(4,758)	4,758	-	-
Other Payroll Costs: Payroll Processing Fees	5,415	-	(5,415)	5,818	-	(5,818)	5,818	-	-
Employee Benefits: General Employee Benefits	20,976	25,540	4,563	37,653	76,310	38,656	37,653	315,792	12%
Pension & 401K: Pension & 401K	2,529	4,905	2,376	9,861	14,715	4,854	9,861	58,862	17%
Employee Incentives: Employee Incentives	-	-	-	-	-	-	-	47,543	-
Contra-Payroll: Payroll Recovery PT	-	(60,517)	(60,517)	-	(181,350)	(181,350)	-	(727,000)	-
Total Labor Costs	123,269	135,648	12,379	355,948	385,333	29,385	355,948	1,811,817	20%
Consultants and Professional Services: Payroll Service Fees	-	5,838	5,838	-	17,513	17,513	-	70,050	-
Consultants and Professional Services: Legal Services	-	-	-	-	-	-	-	500	-
62000: Consultants and Professional Services	-	5,838	5,838	-	17,513	17,513	-	70,550	-
Employee T&E: Decorations	165	-	(165)	165	-	(165)	165	-	-
Employee T&E: Entertainment	-	-	-	114	-	(114)	114	-	-
Employee T&E: Meals and Entertainment	-	417	417	-	1,251	1,251	-	5,000	-
Employee T&E: Tips & Misc. Travel	-	-	-	-	-	-	-	1,200	-
Employee T&E: Vehicle Parking Expense	-	2,883	2,883	-	8,650	8,650	-	34,600	-
Employee T&E: Training, Conferences, Meetings	1,076	600	(476)	1,727	600	(1,127)	1,727	16,050	11%
Employee T&E: Gifts	-	-	-	-	-	-	-	250	-
Employee T&E: Customer Relations	-	292	292	-	875	875	-	4,150	-
61000: Employee T&E	1,241	4,192	2,951	2,007	11,376	9,369	2,007	61,250	3%
Insurance: Workers Comp	15,654	-	(15,654)	15,654	-	(15,654)	15,654	-	-
Insurance: Insurance and Bonding	3,491	13,500	10,010	27,693	40,501	12,808	27,693	162,004	17%
63000: Insurance	19,145	13,500	(5,645)	43,348	40,501	(2,847)	43,348	162,004	27%
Supplies: Cleaning & Cleaning Supplies	3,667	-	(3,667)	5,228	-	(5,228)	5,228	-	-
Supplies: CO2/Gas	-	-	-	63	-	(63)	63	-	-
Supplies: Uniforms	-	-	-	-	-	-	-	1,750	-
Supplies: Paper Products	7,467	-	(7,467)	8,763	1,500	(7,263)	8,763	5,000	175%
Supplies: Cleaning Supplies	419	-	(419)	780	-	(780)	780	-	-
Supplies: Smallwares	668	167	(501)	5,795	500	(5,295)	5,795	2,000	290%
Supplies: Office Supplies	-	50	50	651	150	(501)	651	1,000	65%
Supplies: General Supplies	-	2,333	2,333	-	7,000	7,000	-	28,000	-
Supplies: Building Supplies	3,421	-	(3,421)	8,852	-	(8,852)	8,852	-	-
Supplies: Hockey Supplies	-	-	-	1,692	-	(1,692)	1,692	-	-
Supplies: Radios	-	-	-	340	-	(340)	340	-	-
Supplies: Security Supplies	-	709	709	-	2,127	2,127	-	8,508	-
Supplies: Electrical Supplies	-	-	-	132	-	(132)	132	-	-
Supplies: Janitorial Supplies	-	3,333	3,333	-	10,000	10,000	-	40,000	-
64000: Supplies	15,642	6,592	(9,050)	32,296	21,277	(11,019)	32,296	86,258	37%
General R&M : Kitchen Equipment	-	2,083	2,083	-	6,250	6,250	-	25,000	-
General R&M: Repairs & Maintenance	-	-	-	1,009	-	(1,009)	1,009	-	-
General R&M: Equipment Rental	-	1,000	1,000	-	3,000	3,000	-	5,000	-
General R&M : Equipment Maintenance	-	3,750	3,750	9,184	11,250	2,066	9,184	45,000	20%
General R&M : General Repairs & Maintenance	5,107	3,813	(1,294)	9,701	11,438	1,736	9,701	45,750	21%
General R&M : Hockey Equipment	-	3,667	3,667	-	11,000	11,000	-	44,000	-
General R&M : Plumbing repairs	204	-	(204)	1,014	-	(1,014)	1,014	-	-
General R&M : Elevator/Escalator Repair	1,334	-	(1,334)	1,334	-	(1,334)	1,334	-	-
General R&M : R&M Equipment Fund	-	-	-	1,334	-	(1,334)	1,334	-	-
General R&M: Leased Equipment &	-	875	875	-	2,625	2,625	-	10,500	-



**Cross Insurance Arena
Operating Expenses by Department**

Total Department

For The Period Ended: September FY26

USD

	Period to Date			Year to Date			% of Annual Budget		
	Actual	Budget	Variance	Actual	Budget	Variance	Actual	Budget	Achieved
65001: General R&M	6,645	15,188	8,543	23,577	45,563	21,986	23,577	175,250	13%
Repairs & Maintenance	6,645	15,188	8,543	23,577	45,563	21,986	23,577	175,250	13%
General Utilities: Cell Phone & Data	102	108	6	306	325	19	306	1,300	24%
General Utilities: General Utilities	-	-	-	577	-	(577)	577	-	-
General Utilities: Telephone	-	-	-	3,076	-	(3,076)	3,076	-	-
General Utilities: Internet & WIFI	3,585	4,008	423	8,003	12,025	4,022	8,003	48,100	17%
General Utilities: Electricity	31,698	29,167	(2,531)	84,157	87,500	3,343	84,157	350,000	24%
General Utilities: Water	1,314	583	(730)	1,841	1,750	(91)	1,841	7,000	26%
General Utilities: Sewer	-	2,083	2,083	78	6,250	6,172	78	25,000	0%
General Utilities: Natural Gas	3,607	10,000	6,393	12,914	20,000	7,086	12,914	150,000	9%
General Utilities: Water Services	527	-	(527)	2,332	-	(2,332)	2,332	-	-
66001: General Utilities	40,832	45,950	5,118	113,283	127,850	14,567	113,283	581,400	19%
Utilities	40,832	45,950	5,118	113,283	127,850	14,567	113,283	581,400	19%
Office Expenses: Postage	101	667	566	534	1,000	466	534	2,500	21%
Office Expenses: Printing	-	292	292	-	375	375	-	750	-
Office Expenses: Office Supplies	154	625	471	1,099	1,875	776	1,099	7,500	15%
Office Expenses: Telephone	-	267	267	-	800	800	-	3,250	-
Office Expenses: Water	-	-	-	53	-	(53)	53	-	-
Office Expenses: Office Refreshments	53	-	(53)	53	-	(53)	53	-	-
67000: Office Expenses	308	1,850	1,543	1,739	4,050	2,311	1,739	14,000	12%
Contracted Services: Information Technology	2,915	-	(2,915)	6,974	-	(6,974)	6,974	-	-
Contracted Services: Banners, Signage, Graphics	-	521	521	-	1,562	1,562	-	6,250	-
Contracted Services: Cleaning & Cleaning Supplies	952	-	(952)	952	-	(952)	952	-	-
Contracted Services: Laundry - Uniform	-	583	583	-	1,750	1,750	-	7,000	-
Contracted Services: Trash Removal	2,448	2,000	(448)	5,276	6,000	724	5,276	24,000	22%
Contracted Services: Contracted Security	-	563	563	-	1,688	1,688	-	6,750	-
Contracted Services: Equipment Rental	-	-	-	63	-	(63)	63	-	-
Contracted Services: Elevator/Escalator Repair	-	1,375	1,375	-	4,125	4,125	-	16,500	-
Contracted Services: Internet & WIFI	416	-	(416)	416	-	(416)	416	-	-
Contracted Services: Alarm & CCTV	30	-	(30)	115	-	(115)	115	-	-
Contracted Services: Armored Car	-	200	200	448	300	(148)	448	2,000	22%
Contracted Services: Pest Control	270	300	30	810	900	90	810	3,600	23%
Contracted Services: Background Checks	-	63	63	-	188	188	-	750	-
Contracted Services: Inspections	2,973	458	(2,515)	2,973	1,375	(1,598)	2,973	5,500	54%
Contracted Services: IT Services	2,020	2,500	480	4,912	7,500	2,589	4,912	30,000	16%
Contracted Services: Snow Removal	-	-	-	-	-	-	-	250	-
Contracted Services: Window/Facade Cleaning	655	-	(655)	655	-	(655)	655	-	-
Contracted Services: Sprinkler/Fire Pump Maintenance & Inspection	100	-	(100)	100	-	(100)	100	-	-
Contracted Services: Software & Licenses	-	767	767	-	2,300	2,300	-	9,200	-
Contracted Services: Management Fee (Base)	10,389	10,752	364	31,166	32,257	1,091	31,166	129,029	24%
Contracted Services: Website fees	650	-	(650)	1,300	-	(1,300)	1,300	-	-
69000: Contracted Services	23,817	20,082	(3,735)	56,160	59,945	3,785	56,160	240,829	23%
Advertising & Marketing: Advertising & Marketing	-	-	-	575	-	(575)	575	-	-
Advertising & Marketing: Advertising	-	717	717	663	1,750	1,087	663	6,400	10%
Advertising & Marketing: Website fees	-	650	650	-	1,950	1,950	-	7,800	-
70000: Advertising & Marketing	-	1,367	1,367	1,237	3,700	2,463	1,237	14,200	9%
Other G&A: Information Technology	328	-	(328)	2,946	-	(2,946)	2,946	-	-
Other G&A: Bank and Merchant Processing Fees	90	-	(90)	90	-	(90)	90	-	-
Other G&A: Licenses, Fees & Permits	543	713	170	1,982	2,138	155	1,982	8,550	23%
Other G&A: Printing	90	125	35	90	375	285	90	1,500	6%
Other G&A: Customer Relations	-	100	100	-	100	100	-	650	-
Other G&A: Parking	3,260	-	(3,260)	8,874	-	(8,874)	8,874	-	-
Other G&A: Dues and Subscriptions	1,107	971	(136)	1,884	2,412	529	1,884	8,900	21%
Other G&A: Credit Card Merchant Fees	3,371	7,100	3,729	5,650	12,300	6,650	5,650	75,500	7%
Other G&A: Cash Over/Short	38	-	(38)	138	-	(138)	138	-	-
72000: Other G&A	8,826	9,008	182	21,654	17,325	(4,329)	21,654	95,100	23%
Total Non Labor Costs	116,456	123,567	7,111	295,300	349,099	53,798	295,300	1,500,841	20%
Total Operating Expenses	239,725	259,214	19,490	651,249	734,432	83,183	651,249	3,312,658	20%



Cross Insurance Arena
Operating Expenses by Department

D: Third Party Partnerships
For The Period Ended: September FY26

USD

	Period to Date			Year to Date			% of Annual Budget		
	Actual	Budget	Variance	Actual	Budget	Variance	Actual	Budget	Achieved
Employee T&E: Customer Relations	-	292	292	-	875	875	-	3,500	-
61000: Employee T&E	-	292	292	-	875	875	-	3,500	-
Office Expenses: Printing	-	250	250	-	250	250	-	250	-
67000: Office Expenses	-	250	250	-	250	250	-	250	-
Contracted Services: Banners, Signage, Graphics	-	521	521	-	1,562	1,562	-	6,250	-
69000: Contracted Services	-	521	521	-	1,562	1,562	-	6,250	-
Total Non Labor Costs	-	1,063	1,063	-	2,688	2,688	-	10,000	-
Total Operating Expenses	-	1,063	1,063	-	2,688	2,688	-	10,000	-



Cross Insurance Arena **Operating Expenses by Department**

D: Event Services

For The Period Ended: September FY26

USD

	Period to Date			Year to Date			% of Annual Budget		
	Actual	Budget	Variance	Actual	Budget	Variance	Actual	Budget	Achieved
Salaries & Wages: Salaried Full-Time	17,270	18,112	842	54,309	54,337	28	54,309	217,350	25%
Salaries & Wages: Salaried Part-Time	59,473	-	(59,473)	80,698	-	(80,698)	80,698	-	-
Salaries & Wages: Event Wages	(64,531)	-	64,531	(85,876)	-	85,876	(85,876)	-	-
Payroll Taxes: Payroll Taxes (Part-Time)	5,659	741	(4,919)	7,659	2,222	(5,437)	7,659	8,890	86%
Payroll Taxes: Payroll Taxes (Full-Time)	1,314	-	(1,314)	4,122	-	(4,122)	4,122	-	-
Payroll Taxes: FICA	-	1,386	1,386	-	4,157	4,157	-	16,627	-
Payroll Taxes: FUTA	-	-	-	-	-	-	-	1,260	-
Payroll Taxes: SUTA	-	-	-	-	-	-	-	648	-
Payroll Taxes: Workers Comp	-	516	516	-	1,547	1,547	-	6,189	-
Employee Benefits: General Employee Benefits	6,057	7,326	1,269	10,896	21,977	11,082	10,896	87,910	12%
Pension & 401K: Pension & 401K	682	945	263	2,604	2,834	229	2,604	11,334	23%
Employee Incentives: Employee Incentives	-	-	-	-	-	-	-	9,315	-
Contra-Payroll: Payroll Recovery PT	-	(100)	(100)	-	(100)	(100)	-	(2,000)	-
Total Labor Costs	25,924	28,925	3,001	74,413	86,975	12,562	74,413	357,523	21%
Employee T&E: Training, Conferences, Meetings	-	-	-	483	-	(483)	483	3,150	15%
61000: Employee T&E	-	-	-	483	-	(483)	483	3,150	15%
Supplies: CO2/Gas	-	-	-	63	-	(63)	63	-	-
Supplies: Uniforms	-	-	-	-	-	-	-	1,000	-
Supplies: Building Supplies	-	-	-	622	-	(622)	622	-	-
Supplies: Radios	-	-	-	340	-	(340)	340	-	-
Supplies: Security Supplies	-	709	709	-	2,127	2,127	-	8,508	-
Supplies: Electrical Supplies	-	-	-	132	-	(132)	132	-	-
64000: Supplies	-	709	709	1,157	2,127	970	1,157	9,508	12%
Contracted Services: Information Technology	625	-	(625)	1,875	-	(1,875)	1,875	-	-
Contracted Services: Contracted Security	-	563	563	-	1,688	1,688	-	6,750	-
Contracted Services: Equipment Rental	-	-	-	63	-	(63)	63	-	-
Contracted Services: Alarm & CCTV	30	-	(30)	115	-	(115)	115	-	-
Contracted Services: Software & Licenses	-	767	767	-	2,300	2,300	-	9,200	-
69000: Contracted Services	655	1,329	674	2,053	3,988	1,934	2,053	15,950	13%
Other G&A: Dues and Subscriptions	150	-	(150)	450	-	(450)	450	-	-
72000: Other G&A	150	-	(150)	450	-	(450)	450	-	-
Total Non Labor Costs	805	2,038	1,233	4,143	6,115	1,971	4,143	28,608	14%
Total Operating Expenses	26,729	30,963	4,234	78,556	93,089	14,534	78,556	386,131	20%



Cross Insurance Arena Operating Expenses by Department

D: Food & Beverage

For The Period Ended: September FY26

USD

	Period to Date			Year to Date			% of Annual Budget		
	Actual	Budget	Variance	Actual	Budget	Variance	Actual	Budget	Achieved
Salaries & Wages: Salaried Full-Time	11,390	11,258	(132)	25,293	33,775	8,482	25,293	135,100	19%
Salaries & Wages: Salaried Part-Time	10,462	35,248	24,785	28,066	105,743	77,676	28,066	422,970	7%
Salaries & Wages: Temporary Labor	-	10,000	10,000	504	12,000	11,496	504	240,000	0%
Salaries & Wages: Event Wages	(12,196)	-	12,196	(21,526)	-	21,526	(21,526)	-	-
Payroll Taxes: Payroll Taxes (Part-Time)	1,054	3,172	2,118	2,692	9,517	6,825	2,692	38,067	7%
Payroll Taxes: Payroll Taxes (Full-Time)	925	226	(699)	2,057	679	(1,379)	2,057	2,715	76%
Payroll Taxes: FICA	-	512	512	-	1,536	1,536	-	6,144	-
Payroll Taxes: FUTA	-	-	-	-	-	-	-	420	-
Payroll Taxes: SUTA	-	-	-	-	-	-	-	216	-
Payroll Taxes: Workers Comp	-	191	191	-	572	572	-	2,287	-
Employee Benefits: General Employee Benefits	1,305	2,756	1,451	2,552	8,268	5,716	2,552	33,078	8%
Pension & 401K: Pension & 401K	-	640	640	53	1,919	1,866	53	7,676	1%
Employee Incentives: Employee Incentives	-	-	-	-	-	-	-	8,509	-
Contra-Payroll: Payroll Recovery PT	-	(52,083)	(52,083)	-	(156,250)	(156,250)	-	(625,000)	-
Total Labor Costs	12,941	11,919	(1,022)	39,692	17,757	(21,934)	39,692	272,181	15%
Employee T&E: Training, Conferences, Meetings	-	600	600	169	600	432	169	600	28%
61000: Employee T&E	-	600	600	169	600	432	169	600	28%
Supplies: Cleaning & Cleaning Supplies	348	-	(348)	1,613	-	(1,613)	1,613	-	-
Supplies: Paper Products	7,467	-	(7,467)	8,763	1,500	(7,263)	8,763	5,000	175%
Supplies: Cleaning Supplies	167	-	(167)	356	-	(356)	356	-	-
Supplies: Smallwares	668	167	(501)	5,795	500	(5,295)	5,795	2,000	290%
Supplies: Office Supplies	-	-	-	600	-	(600)	600	-	-
64000: Supplies	8,650	167	(8,483)	17,128	2,000	(15,128)	17,128	7,000	245%
General R&M : Kitchen Equipment	-	2,083	2,083	-	6,250	6,250	-	25,000	-
General R&M: Repairs & Maintenance	-	-	-	1,009	-	(1,009)	1,009	-	-
General R&M : Equipment Maintenance	-	-	-	4,650	-	(4,650)	4,650	-	-
65001: General R&M	-	2,083	2,083	5,659	6,250	591	5,659	25,000	23%
Repairs & Maintenance	-	2,083	2,083	5,659	6,250	591	5,659	25,000	23%
General Utilities: Cell Phone & Data	51	108	57	153	325	172	153	1,300	12%
66001: General Utilities	51	108	57	153	325	172	153	1,300	12%
Utilities	51	108	57	153	325	172	153	1,300	12%
Contracted Services: Information Technology	2,290	-	(2,290)	4,579	-	(4,579)	4,579	-	-
Contracted Services: Cleaning & Cleaning Supplies	167	-	(167)	167	-	(167)	167	-	-
Contracted Services: Laundry - Uniform	-	583	583	-	1,750	1,750	-	7,000	-
Contracted Services: Inspections	1,278	-	(1,278)	1,278	-	(1,278)	1,278	-	-
Contracted Services: IT Services	-	2,500	2,500	-	7,500	7,500	-	30,000	-
69000: Contracted Services	3,734	3,083	(651)	6,024	9,250	3,226	6,024	37,000	16%
Advertising & Marketing: Advertising	-	200	200	-	200	200	-	200	-
70000: Advertising & Marketing	-	200	200	-	200	200	-	200	-
Other G&A: Information Technology	-	-	-	2,290	-	(2,290)	2,290	-	-
Other G&A: Bank and Merchant Processing Fees	90	-	(90)	90	-	(90)	90	-	-
Other G&A: Licenses, Fees & Permits	76	88	12	228	263	35	228	1,050	22%
Other G&A: Dues and Subscriptions	-	250	250	95	250	155	95	250	38%
Other G&A: Credit Card Merchant Fees	2,517	7,000	4,483	4,617	12,000	7,383	4,617	75,000	6%
Other G&A: Cash Over/Short	38	-	(38)	138	-	(138)	138	-	-
72000: Other G&A	2,721	7,338	4,617	7,457	12,513	5,055	7,457	76,300	10%
Total Non Labor Costs	15,156	13,579	(1,577)	36,589	31,137	(5,452)	36,589	147,400	25%
Total Operating Expenses	28,097	25,498	(2,599)	76,281	48,895	(27,386)	76,281	419,581	18%



Cross Insurance Arena Operating Expenses by Department

D: Overhead & Other Support Services

For The Period Ended: September FY26

USD

	Period to Date			Year to Date			% of Annual Budget		
	Actual	Budget	Variance	Actual	Budget	Variance	Actual	Budget	Achieved
Consultants and Professional Services: Legal Services	-	-	-	-	-	-	-	500	-
62000: Consultants and Professional Services	-	-	-	-	-	-	-	500	-
Employee T&E: Vehicle Parking Expense	-	2,883	2,883	-	8,650	8,650	-	34,600	-
61000: Employee T&E	-	2,883	2,883	-	8,650	8,650	-	34,600	-
Insurance: Workers Comp	15,654	-	(15,654)	15,654	-	(15,654)	15,654	-	-
Insurance: Insurance and Bonding	3,491	13,500	10,010	27,693	40,501	12,808	27,693	162,004	17%
63000: Insurance	19,145	13,500	(5,645)	43,348	40,501	(2,847)	43,348	162,004	27%
Supplies: Office Supplies	-	-	-	51	-	(51)	51	-	-
64000: Supplies	-	-	-	51	-	(51)	51	-	-
General R&M : General Repairs & Maintenance	-	63	63	-	188	188	-	750	-
General R&M: Leased Equipment & Vehicles	-	875	875	-	2,625	2,625	-	10,500	-
65001: General R&M	-	938	938	-	2,813	2,813	-	11,250	-
Repairs & Maintenance	-	938	938	-	2,813	2,813	-	11,250	-
General Utilities: General Utilities	-	-	-	577	-	(577)	577	-	-
General Utilities: Telephone	-	-	-	3,076	-	(3,076)	3,076	-	-
General Utilities: Internet & WIFI	3,585	4,008	423	8,003	12,025	4,022	8,003	48,100	17%
General Utilities: Electricity	31,698	29,167	(2,531)	84,157	87,500	3,343	84,157	350,000	24%
General Utilities: Water	1,314	583	(730)	1,841	1,750	(91)	1,841	7,000	26%
General Utilities: Sewer	-	2,083	2,083	78	6,250	6,172	78	25,000	0%
General Utilities: Natural Gas	3,607	10,000	6,393	12,914	20,000	7,086	12,914	150,000	9%
General Utilities: Water Services	527	-	(527)	2,332	-	(2,332)	2,332	-	-
66001: General Utilities	40,730	45,842	5,111	112,977	127,525	14,548	112,977	580,100	19%
Utilities	40,730	45,842	5,111	112,977	127,525	14,548	112,977	580,100	19%
Office Expenses: Postage	101	667	566	534	1,000	466	534	2,500	21%
Office Expenses: Office Supplies	154	625	471	1,099	1,875	776	1,099	7,500	15%
Office Expenses: Water	-	-	-	53	-	(53)	53	-	-
Office Expenses: Office Refreshments	53	-	(53)	53	-	(53)	53	-	-
67000: Office Expenses	308	1,292	984	1,739	2,875	1,136	1,739	10,000	17%
Contracted Services: Internet & WIFI	416	-	(416)	416	-	(416)	416	-	-
Contracted Services: IT Services	1,500	-	(1,500)	3,872	-	(3,872)	3,872	-	-
Contracted Services: Management Fee (Base)	10,389	10,752	364	31,166	32,257	1,091	31,166	129,029	24%
Contracted Services: Website fees	650	-	(650)	650	-	(650)	650	-	-
69000: Contracted Services	12,955	10,752	(2,202)	36,104	32,257	(3,847)	36,104	129,029	28%
Other G&A: Information Technology	328	-	(328)	328	-	(328)	328	-	-
Other G&A: Licenses, Fees & Permits	467	625	158	1,427	1,875	448	1,427	7,500	19%
Other G&A: Parking	3,260	-	(3,260)	8,874	-	(8,874)	8,874	-	-
72000: Other G&A	4,055	625	(3,430)	10,629	1,875	(8,754)	10,629	7,500	142%
Total Non Labor Costs	77,193	75,832	(1,360)	204,847	216,496	11,648	204,847	934,983	22%
Total Operating Expenses	77,193	75,832	(1,360)	204,847	216,496	11,648	204,847	934,983	22%



Cross Insurance Arena
Operating Expenses by Department

D: Sales

For The Period Ended: September FY26

USD

	Period to Date			Year to Date			% of Annual Budget		
	Actual	Budget	Variance	Actual	Budget	Variance	Actual	Budget	Achieved
Salaries & Wages: Salaried Full-Time	(1,131)	-	1,131	7,723	-	(7,723)	7,723	-	-
Payroll Taxes: Payroll Taxes (Full-Time)	(93)	-	93	634	-	(634)	634	-	-
Employee Benefits: General Employee Benefits	-	-	-	1,252	-	(1,252)	1,252	-	-
Pension & 401K: Pension & 401K	-	-	-	581	-	(581)	581	-	-
Total Labor Costs	(1,224)	-	1,224	10,189	-	(10,189)	10,189	-	-
Total Operating Expenses	(1,224)	-	1,224	10,189	-	(10,189)	10,189	-	-



Cross Insurance Arena **Operating Expenses by Department**

D: Ticketing & Box Office

For The Period Ended: September FY26

USD

	Period to Date			Year to Date			% of Annual Budget		
	Actual	Budget	Variance	Actual	Budget	Variance	Actual	Budget	Achieved
Salaries & Wages: Salaried Full-Time	9,723	10,147	425	31,022	30,442	(580)	31,022	121,768	25%
Salaries & Wages: Salaried Part-Time	803	-	(803)	2,129	-	(2,129)	2,129	-	-
Salaries & Wages: Hourly Part-Time	-	1,500	1,500	-	2,000	2,000	-	20,000	-
Salaries & Wages: Event Wages	(242)	-	242	(537)	-	537	(537)	-	-
Payroll Taxes: Salaried Part-Time	-	-	-	82	-	(82)	82	-	-
Payroll Taxes: Payroll Taxes (Part-Time)	85	300	215	142	900	758	142	3,600	4%
Payroll Taxes: Payroll Taxes (Full-Time)	750	378	(372)	2,381	1,134	(1,247)	2,381	4,536	52%
Payroll Taxes: FICA	-	330	330	-	990	990	-	3,959	-
Payroll Taxes: FUTA	-	-	-	-	-	-	-	420	-
Payroll Taxes: SUTA	-	-	-	-	-	-	-	216	-
Payroll Taxes: Workers Comp	-	123	123	-	368	368	-	1,473	-
Employee Benefits: General Employee Benefits	3,628	4,322	694	6,549	12,966	6,416	6,549	51,875	13%
Pension & 401K: Pension & 401K	264	534	270	1,018	1,601	583	1,018	6,404	16%
Total Labor Costs	15,011	17,634	2,623	42,787	50,401	7,613	42,787	214,251	20%
Employee T&E: Training, Conferences, Meetings	700	-	(700)	700	-	(700)	700	2,000	35%
61000: Employee T&E	700	-	(700)	700	-	(700)	700	2,000	35%
Supplies: Office Supplies	-	50	50	-	150	150	-	1,000	-
64000: Supplies	-	50	50	-	150	150	-	1,000	-
Office Expenses: Printing	-	42	42	-	125	125	-	500	-
Office Expenses: Telephone	-	54	54	-	163	163	-	650	-
67000: Office Expenses	-	96	96	-	288	288	-	1,150	-
Contracted Services: Armored Car	-	200	200	448	300	(148)	448	2,000	22%
69000: Contracted Services	-	200	200	448	300	(148)	448	2,000	22%
Other G&A: Credit Card Merchant Fees	854	100	(754)	1,033	300	(733)	1,033	500	207%
72000: Other G&A	854	100	(754)	1,033	300	(733)	1,033	500	207%
Total Non Labor Costs	1,554	446	(1,108)	2,181	1,038	(1,144)	2,181	6,650	33%
Total Operating Expenses	16,565	18,080	1,515	44,969	51,438	6,470	44,969	220,901	20%



Cross Insurance Arena
Operating Expenses by Department

D: Operations

For The Period Ended: September FY26

USD

	Period to Date			Year to Date			% of Annual Budget		
	Actual	Budget	Variance	Actual	Budget	Variance	Actual	Budget	Achieved
Salaries & Wages: Salaried Full-Time	15,713	16,369	656	44,288	49,106	4,818	44,288	196,424	23%
Salaries & Wages: Salaried Part-Time	6,267	-	(6,267)	13,577	-	(13,577)	13,577	-	-
Salaries & Wages: Hourly Part-Time	-	12,500	12,500	-	37,500	37,500	-	150,000	-
Salaries & Wages: Event Wages	(4,552)	-	4,552	(5,002)	-	5,002	(5,002)	-	-
Payroll Taxes: Payroll Taxes (Part-Time)	614	1,898	1,284	1,305	5,693	4,388	1,305	22,766	6%
Payroll Taxes: Payroll Taxes (Full-Time)	1,239	-	(1,239)	3,424	-	(3,424)	3,424	-	-
Payroll Taxes: FICA	-	933	933	-	2,800	2,800	-	11,201	-
Payroll Taxes: FUTA	-	-	-	-	-	-	-	840	-
Payroll Taxes: SUTA	-	-	-	-	-	-	-	432	-
Payroll Taxes: Workers Comp	-	347	347	-	1,042	1,042	-	4,169	-
Employee Benefits: General Employee Benefits	6,063	6,695	632	10,261	20,085	9,824	10,261	80,343	13%
Pension & 401K: Pension & 401K	363	855	492	1,351	2,566	1,216	1,351	10,265	13%
Employee Incentives: Employee Incentives	-	-	-	-	-	-	-	8,858	-
Contra-Payroll: Payroll Recovery PT	-	(8,333)	(8,333)	-	(25,000)	(25,000)	-	(100,000)	-
Total Labor Costs	25,707	31,264	5,558	69,204	93,794	24,590	69,204	385,299	18%
Employee T&E: Training, Conferences, Meetings	-	-	-	-	-	-	-	500	-
61000: Employee T&E	-	-	-	-	-	-	-	500	-
Supplies: Cleaning & Cleaning Supplies	3,319	-	(3,319)	3,615	-	(3,615)	3,615	-	-
Supplies: Uniforms	-	-	-	-	-	-	-	750	-
Supplies: Cleaning Supplies	252	-	(252)	424	-	(424)	424	-	-
Supplies: General Supplies	-	2,333	2,333	-	7,000	7,000	-	28,000	-
Supplies: Building Supplies	3,421	-	(3,421)	8,229	-	(8,229)	8,229	-	-
Supplies: Hockey Supplies	-	-	-	1,692	-	(1,692)	1,692	-	-
Supplies: Janitorial Supplies	-	3,333	3,333	-	10,000	10,000	-	40,000	-
64000: Supplies	6,992	5,667	(1,325)	13,961	17,000	3,039	13,961	68,750	20%
General R&M: Equipment Rental	-	1,000	1,000	-	3,000	3,000	-	5,000	-
General R&M : Equipment Maintenance	-	3,750	3,750	4,534	11,250	6,716	4,534	45,000	10%
General R&M : General Repairs & Maintenance	5,107	3,750	(1,357)	9,701	11,250	1,549	9,701	45,000	22%
General R&M : Hockey Equipment	-	3,667	3,667	-	11,000	11,000	-	44,000	-
General R&M : Plumbing repairs	204	-	(204)	1,014	-	(1,014)	1,014	-	-
General R&M : Elevator/Escalator Repair	1,334	-	(1,334)	1,334	-	(1,334)	1,334	-	-
General R&M : R&M Equipment Fund	-	-	-	1,334	-	(1,334)	1,334	-	-
65001: General R&M	6,645	12,167	5,522	17,917	36,500	18,583	17,917	139,000	13%
Repairs & Maintenance	6,645	12,167	5,522	17,917	36,500	18,583	17,917	139,000	13%
General Utilities: Cell Phone & Data	51	-	(51)	153	-	(153)	153	-	-
66001: General Utilities	51	-	(51)	153	-	(153)	153	-	-
Utilities	51	-	(51)	153	-	(153)	153	-	-
Office Expenses: Telephone	-	54	54	-	163	163	-	650	-
67000: Office Expenses	-	54	54	-	163	163	-	650	-
Contracted Services: Cleaning & Cleaning Supplies	785	-	(785)	785	-	(785)	785	-	-
Contracted Services: Trash Removal	2,448	2,000	(448)	5,276	6,000	724	5,276	24,000	22%
Contracted Services: Elevator/Escalator Repair	-	1,375	1,375	-	4,125	4,125	-	16,500	-
Contracted Services: Pest Control	270	300	30	810	900	90	810	3,600	23%
Contracted Services: Inspections	1,695	458	(1,237)	1,695	1,375	(320)	1,695	5,500	31%
Contracted Services: Snow Removal	-	-	-	-	-	-	-	250	-
Contracted Services: Window/Facade Cleaning	655	-	(655)	655	-	(655)	655	-	-
Contracted Services: Sprinkler/Fire Pump Maintenance & Inspection	100	-	(100)	100	-	(100)	100	-	-
69000: Contracted Services	5,953	4,133	(1,819)	9,321	12,400	3,079	9,321	49,850	19%
Other G&A: Dues and Subscriptions	-	21	21	-	62	62	-	250	-
72000: Other G&A	-	21	21	-	62	62	-	250	-
Total Non Labor Costs	19,640	22,042	2,401	41,352	66,125	24,773	41,352	259,000	16%
Total Operating Expenses	45,347	53,306	7,959	110,556	159,919	49,363	110,556	644,299	17%



Cross Insurance Arena **Operating Expenses by Department**

D: Executive Management

For The Period Ended: September FY26

USD

	Period to Date			Year to Date					% of Annual Budget
	Actual	Budget	Variance	Actual	Budget	Variance	Actual	Budget	Achieved
Salaries & Wages: Salaried Full-Time	10,323	10,826	503	32,461	32,478	17	32,461	129,913	25%
Salaries & Wages: Salaried Part-Time	1,057	-	(1,057)	3,058	-	(3,058)	3,058	-	-
Salaries & Wages: Hourly Part-Time	-	2,000	2,000	-	5,000	5,000	-	23,000	-
Payroll Taxes: Payroll Taxes (Part-Time)	-	-	-	(45)	-	45	(45)	-	-
Payroll Taxes: Payroll Taxes (Full-Time)	943	(289)	(1,232)	2,970	(867)	(3,837)	2,970	(3,467)	-86%
Payroll Taxes: FICA	-	911	911	-	2,733	2,733	-	10,932	-
Payroll Taxes: FUTA	-	-	-	-	-	-	-	420	-
Payroll Taxes: SUTA	-	-	-	-	-	-	-	216	-
Payroll Taxes: Workers Comp	-	339	339	-	1,017	1,017	-	4,069	-
Bonuses & Commissions: Accrued Bonus	-	1,083	1,083	-	3,248	3,248	-	12,991	-
Employee Benefits: General Employee Benefits	1,307	1,543	236	2,257	4,629	2,372	2,257	18,521	12%
Pension & 401K: Pension & 401K	159	746	586	628	2,237	1,609	628	8,949	7%
Employee Incentives: Employee Incentives	-	-	-	-	-	-	-	12,987	-
Total Labor Costs	13,790	17,159	3,369	41,328	50,476	9,148	41,328	218,532	19%
Employee T&E: Decorations	165	-	(165)	165	-	(165)	165	-	-
Employee T&E: Entertainment	-	-	-	114	-	(114)	114	-	-
Employee T&E: Meals and Entertainment	-	417	417	-	1,251	1,251	-	5,000	-
Employee T&E: Training, Conferences, Meetings	-	-	-	-	-	-	-	2,000	-
Employee T&E: Gifts	-	-	-	-	-	-	-	250	-
61000: Employee T&E	165	417	252	279	1,251	972	279	7,250	4%
Office Expenses: Telephone	-	50	50	-	150	150	-	650	-
67000: Office Expenses	-	50	50	-	150	150	-	650	-
Other G&A: Dues and Subscriptions	399	150	(249)	691	450	(241)	691	1,800	38%
72000: Other G&A	399	150	(249)	691	450	(241)	691	1,800	38%
Total Non Labor Costs	564	617	53	970	1,851	881	970	9,700	10%
Total Operating Expenses	14,354	17,776	3,422	42,298	52,327	10,029	42,298	228,232	19%



Cross Insurance Arena **Operating Expenses by Department**

D: Finance & Accounting

For The Period Ended: September FY26

USD

	Period to Date			Year to Date			% of Annual Budget		
	Actual	Budget	Variance	Actual	Budget	Variance	Actual	Budget	Achieved
Salaries & Wages: Salaried Full-Time	10,188	10,684	497	32,036	32,053	17	32,036	128,211	25%
Payroll Taxes: Payroll Taxes (Full-Time)	837	(479)	(1,316)	2,632	(1,436)	(4,068)	2,632	(5,744)	-46%
Payroll Taxes: FICA	-	899	899	-	2,697	2,697	-	10,789	-
Payroll Taxes: FUTA	-	-	-	-	-	-	-	420	-
Payroll Taxes: SUTA	-	-	-	-	-	-	-	216	-
Payroll Taxes: Workers Comp	-	335	335	-	1,004	1,004	-	4,016	-
Bonuses & Commissions: Accrued Bonus	-	1,068	1,068	-	3,205	3,205	-	12,821	-
Other Payroll Costs: Payroll Service Fees	-	-	-	4,758	-	(4,758)	4,758	-	-
Other Payroll Costs: Payroll Processing Fees	5,415	-	(5,415)	5,818	-	(5,818)	5,818	-	-
Employee Benefits: General Employee Benefits	17	42	25	14	126	112	14	10,104	0%
Pension & 401K: Pension & 401K	526	588	62	2,146	1,763	(382)	2,146	7,053	30%
Total Labor Costs	16,982	13,137	(3,845)	47,404	39,412	(7,991)	47,404	167,885	28%
Consultants and Professional Services: Payroll Service Fees	-	5,838	5,838	-	17,513	17,513	-	70,050	-
62000: Consultants and Professional Services	-	5,838	5,838	-	17,513	17,513	-	70,050	-
Employee T&E: Tips & Misc. Travel	-	-	-	-	-	-	-	500	-
Employee T&E: Training, Conferences, Meetings	376	-	(376)	376	-	(376)	376	2,800	13%
61000: Employee T&E	376	-	(376)	376	-	(376)	376	3,300	11%
Contracted Services: Information Technology	-	-	-	520	-	(520)	520	-	-
Contracted Services: Background Checks	-	63	63	-	188	188	-	750	-
Contracted Services: IT Services	520	-	(520)	1,040	-	(1,040)	1,040	-	-
69000: Contracted Services	520	63	(458)	1,560	188	(1,373)	1,560	750	208%
Other G&A: Information Technology	-	-	-	328	-	(328)	328	-	-
Other G&A: Licenses, Fees & Permits	-	-	-	328	-	(328)	328	-	-
72000: Other G&A	-	-	-	656	-	(656)	656	-	-
Total Non Labor Costs	896	5,900	5,004	2,592	17,700	15,108	2,592	74,100	3%
Total Operating Expenses	17,878	19,037	1,159	49,996	57,112	7,116	49,996	241,985	21%



Cross Insurance Arena **Operating Expenses by Department**

D: Marketing & Communications
For The Period Ended: September FY26

USD

	Period to Date			Year to Date					% of Annual Budget
	Actual	Budget	Variance	Actual	Budget	Variance	Actual	Budget	Achieved
Salaries & Wages: Salaried Full-Time	10,150	11,279	1,129	23,582	33,837	10,255	23,582	135,347	17%
Payroll Taxes: Payroll Taxes (Full-Time)	853	(308)	(1,161)	1,996	(924)	(2,920)	1,996	(3,696)	-54%
Payroll Taxes: FICA	-	863	863	-	2,589	2,589	-	10,354	-
Payroll Taxes: FUTA	-	-	-	-	-	-	-	840	-
Payroll Taxes: SUTA	-	-	-	-	-	-	-	432	-
Payroll Taxes: Workers Comp	-	321	321	-	963	963	-	3,854	-
Employee Benefits: General Employee Benefits	2,600	2,856	256	3,872	8,259	4,386	3,872	33,961	11%
Pension & 401K: Pension & 401K	535	598	63	1,481	1,795	314	1,481	7,180	21%
Employee Incentives: Employee Incentives	-	-	-	-	-	-	-	7,874	-
Total Labor Costs	14,138	15,609	1,471	30,931	46,518	15,587	30,931	196,146	16%
Employee T&E: Tips & Misc. Travel	-	-	-	-	-	-	-	700	-
Employee T&E: Training, Conferences, Meetings	-	-	-	-	-	-	-	5,000	-
Employee T&E: Customer Relations	-	-	-	-	-	-	-	650	-
61000: Employee T&E	-	-	-	-	-	-	-	6,350	-
Office Expenses: Telephone	-	108	108	-	325	325	-	1,300	-
67000: Office Expenses	-	108	108	-	325	325	-	1,300	-
Contracted Services: Website fees	-	-	-	650	-	(650)	650	-	-
69000: Contracted Services	-	-	-	650	-	(650)	650	-	-
Advertising & Marketing: Advertising & Marketing	-	-	-	575	-	(575)	575	-	-
Advertising & Marketing: Advertising	-	517	517	663	1,550	887	663	6,200	11%
Advertising & Marketing: Website fees	-	650	650	-	1,950	1,950	-	7,800	-
70000: Advertising & Marketing	-	1,167	1,167	1,237	3,500	2,263	1,237	14,000	9%
Other G&A: Printing	90	125	35	90	375	285	90	1,500	6%
Other G&A: Customer Relations	-	100	100	-	100	100	-	650	-
Other G&A: Dues and Subscriptions	558	550	(8)	648	1,650	1,002	648	6,600	10%
72000: Other G&A	648	775	127	738	2,125	1,387	738	8,750	8%
Total Non Labor Costs	648	2,050	1,402	2,625	5,950	3,325	2,625	30,400	9%
Total Operating Expenses	14,786	17,659	2,873	33,557	52,468	18,912	33,557	226,546	15%



Cumberland County

27 Northport Dr
Portland, ME 04103

Position Paper

File #: BT 25-011

Agenda Date: 10/1/2025

Agenda #: 4.



EVENT REPORTS

FOR THE MONTH ENDED

April 2025

OAK VIEW GROUP

D. HIGGINS
K. HILSGEN
G. O'DELL
K. VASKE
R. WILSON

Submitted by: Mark Eddy, Director of Finance

**Cumberland County
Cross Insurance Arena
Income Statement by Event
April 2025**

ACCOUNT	- UNASSIGNED -	CROSSA- 040125-01- TROIS- RIVIERES VS MARINERS	CROSSA- 040425-01- TRIS- RIVIERES VS MARINERS	CROSSA- 040525-01- TROIS- RIVIERES VS MARINERS	CROSSA- 040925-01- TROIS- RIVIERES VS MARINERS	CROSSA- 041025- 01- COUNTY DA EVENT	CROSSA- 041225-01- KILLSWITCH ENGAGE	CROSSA- 041325-01- ADIRONDACK VS MARINERS	CROSSA- 041425-01- MAINE HOSPITALITY TRADE SHOW	TOTAL
	Amount	Amount	Amount	Amount	Amount	Amount	Amount	Amount	Amount	Amount
Ordinary Income/Expense										
Income										
40010 - Event Revenue										
Advertising & Marketing	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$249.68	\$0.00	\$0.00	\$249.68
Beer	\$0.00	\$10,669.00	\$17,129.60	\$20,160.00	\$8,833.00	\$0.00	\$38,600.91	\$18,443.00	\$0.00	\$113,835.51
Catering	\$0.00	\$4,097.00	\$3,852.00	\$6,393.00	\$5,260.00	\$0.00	\$5,819.61	\$9,144.20	\$224.00	\$34,789.81
Cleaning & Cleaning Supplies	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$3,596.00	\$0.00	\$416.00	\$4,012.00
Contracted Security	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$6,255.00	\$0.00	\$0.00	\$6,255.00
Credit Card Merchant Fees	\$0.00	\$74.34	\$116.68	\$110.56	\$66.48	\$0.00	\$309.50	\$47.01	\$0.00	\$724.57
EMT	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$1,170.46	\$0.00	\$0.00	\$1,170.46
Equipment Rental	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$200.00	\$463.98	\$0.00	\$0.00	\$663.98
Event Changeover	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$720.00	\$1,852.00	\$0.00	\$1,610.00	\$4,182.00
Facility Fee	\$0.00	\$3,650.00	\$4,895.00	\$6,246.00	\$3,702.00	\$0.00	\$10,329.00	\$7,031.00	\$0.00	\$35,853.00
Food	\$0.00	\$12,152.00	\$17,364.08	\$26,303.50	\$10,856.50	\$0.00	\$6,552.70	\$28,827.70	\$0.00	\$102,056.48
Group Sales Commission	\$0.00	\$0.00	\$0.00	\$0.00	\$540.00	\$0.00	\$0.00	\$0.00	\$0.00	\$540.00
Insurance	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$1,879.22	\$0.00	\$0.00	\$1,879.22
Liquor	\$0.00	\$2,951.00	\$5,069.00	\$9,129.50	\$3,098.00	\$0.00	\$6,837.50	\$10,372.00	\$189.93	\$37,646.93
Manifested Ticket Receipts	\$0.00	\$49,657.00	\$75,184.00	\$93,523.00	\$52,071.00	\$0.00	\$173,692.40	\$104,584.00	\$0.00	\$548,711.40
Merchandise	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$11,258.43	\$0.00	\$0.00	\$11,258.43
NA Beverage	\$0.00	\$3,674.50	\$6,798.50	\$7,353.00	\$2,843.00	\$0.00	\$16,163.00	\$6,823.00	\$0.00	\$43,655.00
Police	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$2,714.06	\$0.00	\$0.00	\$2,714.06
Service Charge	\$0.00	\$2,767.09	\$4,982.04	\$6,488.27	\$2,772.14	\$0.00	\$7,238.39	\$5,520.98	\$0.00	\$29,768.91
Stagehand	\$0.00	\$3,142.54	\$3,142.54	\$3,652.19	\$3,142.54	\$0.00	\$15,834.83	\$3,652.19	\$9,763.22	\$42,330.05
Ticket Sellers	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$686.50	\$0.00	\$0.00	\$686.50
Ticketing Fees	\$0.00	\$265.97	\$801.62	\$1,432.83	(\$119.71)	\$0.00	\$15,783.21	\$1,509.74	\$0.00	\$19,673.66
Ushers	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$712.00	\$5,209.00	\$0.00	\$3,803.75	\$9,724.75
VIP Lift	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$657.98	\$0.00	\$0.00	\$657.98
Venue Rentals	\$0.00	\$8,521.00	\$9,720.00	\$10,912.00	\$8,469.00	\$0.00	\$0.00	\$11,482.00	\$10,000.00	\$59,104.00
Wine	\$0.00	\$121.00	\$110.00	\$342.00	\$267.00	\$0.00	\$110.00	\$259.00	\$0.00	\$1,209.00
Total - 40010 - Event Revenue	\$0.00	\$101,742.44	\$149,165.06	\$192,045.85	\$101,800.95	\$1,632.00	\$333,263.36	\$207,695.82	\$26,006.90	\$1,113,352.38
40011 - Contra-Event Revenue										
Food & Beverage	\$0.00	\$0.00	\$0.00	(\$0.01)	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	(\$0.01)
Total - 40011 - Contra- Event Revenue	\$0.00	\$0.00	\$0.00	(\$0.01)	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	(\$0.01)
40020 - Contracted Revenue										
Club Seats	\$983.75	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$983.75
Naming Rights	\$15,677.08	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$15,677.08
Presenting Sponsor	\$29,530.38	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$29,530.38
Suites	\$9,066.22	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$9,066.22
Total - 40020 - Contracted Revenue	\$55,257.43	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$55,257.43
40030 - Other Revenue										
Miscellaneous Income	\$6,047.71	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$6,047.71
Total - 40030 - Other Revenue	\$6,047.71	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$6,047.71
Total - Income	\$61,305.14	\$101,742.44	\$149,165.06	\$192,045.84	\$101,800.95	\$1,632.00	\$333,263.36	\$207,695.82	\$26,006.90	\$1,174,657.51
Cost Of Sales										
50010 - Event COS										
Advertising & Marketing	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$249.68	\$0.00	\$0.00	\$249.68
Beer	\$0.00	\$1,577.09	\$2,539.21	\$3,084.91	\$1,271.54	\$0.00	\$5,880.20	\$2,751.37	\$0.00	\$17,104.32
Catering	\$0.00	\$4,097.00	\$3,852.00	\$6,393.00	\$5,260.00	\$0.00	\$5,010.19	\$9,144.20	\$0.00	\$33,756.39

ACCOUNT	- UNASSIGNED -	CROSSA- 040125-01- TROIS- RIVIERES VS MARINERS	CROSSA- 040425-01- TRIS- RIVIERES VS MARINERS	CROSSA- 040525-01- TROIS- RIVIERES VS MARINERS	CROSSA- 040925-01- TROIS- RIVIERES VS MARINERS	CROSSA- 041025- 01- COUNTY DA EVENT	CROSSA- 041225-01- KILLSWITCH ENGAGE	CROSSA- 041325-01- ADIRONDACK VS MARINERS	CROSSA- 041425-01- MAINE HOSPITALITY TRADE SHOW	TOTAL
	Amount	Amount	Amount	Amount	Amount	Amount	Amount	Amount	Amount	Amount
Contract & Agency Labor	\$0.00	\$1,642.94	\$238.64	\$1,186.79	\$350.00	\$0.00	\$239.94	\$0.00	\$0.00	\$3,658.31
Contracted Security	\$0.00	\$1,441.42	\$2,232.32	\$2,104.32	\$0.00	\$0.00	\$7,854.00	\$1,280.00	\$0.00	\$14,912.06
Credit Card Merchant Fees	\$0.00	\$65.87	\$103.39	\$97.97	\$58.91	\$0.00	\$274.24	\$50.82	\$0.00	\$651.20
EMT	\$0.00	\$495.22	\$495.22	\$495.22	\$495.22	\$0.00	\$1,170.46	\$495.22	\$0.00	\$3,646.56
Event Changeover	\$0.00	\$1,095.65	\$516.48	\$480.90	\$494.90	\$0.00	\$1,570.75	\$1,301.90	\$1,974.72	\$7,435.30
Facility Fee	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$6,846.00	\$0.00	\$0.00	\$6,846.00
FoH Labor	\$0.00	\$5,329.45	\$3,012.24	\$3,554.25	\$3,618.16	\$0.00	\$10,905.52	\$6,657.93	\$445.45	\$33,523.00
Food	\$0.00	\$3,524.20	\$5,797.64	\$8,422.88	\$3,568.98	\$0.00	\$2,404.29	\$9,690.46	\$0.00	\$33,408.45
Food & Beverage	\$0.00	\$4,898.11	\$9,203.74	\$13,288.94	\$4,415.20	\$0.00	\$24,782.65	\$13,156.45	\$0.00	\$69,745.09
Furniture	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$344.30	\$0.00	\$0.00	\$344.30
Housekeeping/Cleaning	\$0.00	\$1,984.00	\$2,240.00	\$2,820.03	\$2,176.00	\$0.00	\$2,350.95	\$3,171.06	\$0.00	\$14,742.04
Liquor	\$0.00	\$691.32	\$1,187.49	\$1,662.11	\$609.79	\$0.00	\$3,786.42	\$1,463.45	\$0.00	\$9,400.58
Merchandise	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$7,505.62	\$0.00	\$0.00	\$7,505.62
NA Beverage	\$0.00	\$911.36	\$1,702.46	\$2,368.75	\$803.81	\$0.00	\$1,774.07	\$2,691.13	\$0.00	\$10,251.58
Other Revenue	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$438.65	\$0.00	\$0.00	\$438.65
Police	\$0.00	\$0.00	\$0.00	\$0.00	\$778.52	\$0.00	\$2,370.60	\$778.52	\$0.00	\$3,927.64
Production	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$126.00	\$0.00	\$0.00	\$126.00
Promoter Profit/Loss	\$0.00	\$49,657.00	\$75,184.00	\$93,523.00	\$52,071.00	\$0.00	\$175,180.27	\$104,584.00	\$0.00	\$550,199.27
Sales Tax	\$0.00	\$1,957.44	\$3,261.00	\$4,411.93	\$1,774.48	\$0.00	\$5,015.96	\$4,532.11	\$0.00	\$20,952.92
Service Charge	\$0.00	\$626.72	\$0.00	\$0.00	\$127.99	\$0.00	\$0.00	\$0.00	\$0.00	\$754.71
Stagehand	\$0.00	\$3,338.31	\$2,793.03	\$3,796.58	\$3,454.57	\$0.00	\$13,225.40	\$3,635.76	\$8,601.16	\$38,844.81
Temporary Labor	\$0.00	\$0.00	\$1,354.62	\$0.00	\$0.00	\$0.00	\$2,147.92	\$106.05	\$0.00	\$3,608.59
Ticket Sellers	\$0.00	\$426.99	\$408.77	\$376.09	\$384.63	\$0.00	\$356.02	\$182.20	\$0.00	\$2,134.70
Ticketing Fees	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$9,825.81	\$0.00	\$0.00	\$9,825.81
Ushers	\$0.00	\$2,779.95	\$2,700.35	\$2,831.09	\$2,960.69	\$385.45	\$5,262.58	\$3,106.46	\$3,076.21	\$23,102.78
Wine	\$0.00	\$167.61	\$152.38	\$473.75	\$369.86	\$0.00	\$152.38	\$358.78	\$0.00	\$1,674.76
Total - 50010 - Event COS	\$0.00	\$86,707.65	\$118,974.98	\$151,372.51	\$85,044.25	\$385.45	\$297,050.87	\$169,137.87	\$14,097.54	\$922,771.12
Total - Cost Of Sales	\$0.00	\$86,707.65	\$118,974.98	\$151,372.51	\$85,044.25	\$385.45	\$297,050.87	\$169,137.87	\$14,097.54	\$922,771.12
Net Profit	\$61,305.14	\$15,034.79	\$30,190.08	\$40,673.33	\$16,756.70	\$1,246.55	\$36,212.49	\$38,557.95	\$11,909.36	\$251,886.39



EVENT REPORTS

FOR THE MONTH ENDED

MAY 2025

OAK VIEW GROUP

D. HIGGINS
K. HILSGEN
G. O'DELL
K. VASKE
R. WILSON

Submitted by: Mark Eddy, Director of Finance

**Cumberland County
Cross Insurance Arena
Income Statement by Event
May 2025**

ACCOUNT	UNASSIGNED	CROSSA-040125-01-TROIS-RIVIERES VS MARINERS	CROSSA-040925-01-TROIS-RIVIERES VS MARINERS	CROSSA-041225-01-KILLSWITCH ENGAGE	CROSSA-041325-01-ADIRONDACK VS MARINERS	CROSSA-050825-01-USM GRADUATION	CROSSA-051625-01-UNE GRADUATION	CROSSA-051825-01-SMCC GRADUATION	CROSSA-052325-01-JEHOVAH WITNESS CONVENTION	CROSSA-052825-01-COHEED AND MASTADON	CROSSA-053025-01-NEW GLOUCESTER GRADUATION	TOTAL
	Amount	Amount	Amount	Amount	Amount	Amount	Amount	Amount	Amount	Amount	Amount	Amount
Ordinary Income/Expense												
Income												
40010 - Event Revenue												
Beer	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$19,003.00	\$0.00	\$19,003.00
Catering	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$3,702.00	\$0.00	\$382.80	\$0.00	\$0.00	\$0.00	\$4,084.80
Cleaning & Cleaning Supplies	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$1,518.00	\$3,651.00	\$1,804.00	\$0.00	\$2,417.95	\$0.00	\$9,390.95
Contracted Security	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$5,762.00	\$0.00	\$5,762.00
EMT	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$513.00	\$1,546.93	\$601.60	\$0.00	\$1,170.46	\$0.00	\$3,831.99
Event Changeover	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$1,149.00	\$1,557.00	\$785.75	\$0.00	\$2,187.00	\$0.00	\$5,678.75
Facility Fee	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$5,711.00	\$0.00	\$5,711.00
Food	\$4,728.00	\$0.00	\$0.00	\$0.00	\$0.00	\$6,735.50	\$0.00	\$5,881.30	\$0.00	\$5,431.50	\$0.00	\$22,776.30
Information Technology	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$250.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$250.00
Liquor	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$4,022.00	\$0.00	\$4,022.00
Manifested Ticket Receipts	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$121,061.50	\$0.00	\$121,061.50
Merchandise	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$9,168.72	\$0.00	\$9,168.72
NA Beverage	\$6,581.50	\$0.00	\$0.00	\$0.00	\$0.00	\$4,621.50	\$0.00	\$5,014.00	\$0.00	\$9,978.00	\$0.00	\$26,195.00
Police	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$1,007.49	\$1,561.61	\$579.31	\$0.00	\$1,214.64	\$0.00	\$4,363.05
Production	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$627.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$627.00
Service Charge	\$782.79	\$0.00	\$0.00	\$0.00	\$0.00	\$1,092.88	\$0.00	\$573.66	\$0.00	\$4,272.58	\$0.00	\$6,721.91
Stagehand	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$4,631.58	\$3,895.49	\$2,845.14	\$8,143.81	\$26,617.47	\$0.00	\$46,133.49
Ticketing Fees	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$23,067.74	\$0.00	\$23,067.74
Ushers	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$3,944.00	\$10,726.25	\$3,868.75	\$0.00	\$4,669.25	\$0.00	\$23,208.25
VIP Lift	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$5,081.75	\$0.00	\$5,081.75
Venue Rentals	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$6,100.00	\$6,800.00	\$6,800.00	\$11,300.00	\$0.00	\$0.00	\$31,000.00
Wine	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$154.00	\$0.00	\$154.00
Total - 40010 - Event Revenue	\$12,092.29	\$0.00	\$0.00	\$0.00	\$0.00	\$35,891.95	\$29,738.28	\$29,136.31	\$19,443.81	\$250,990.56	\$0.00	\$377,293.20
40020 - Contracted Revenue												
Club Seats	\$983.75	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$983.75
Naming Rights	\$15,677.08	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$15,677.08
Presenting Sponsor	\$30,272.73	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$30,272.73
Suites	\$9,066.18	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$28.00	\$0.00	\$9,066.18
Total - 40020 - Contracted Revenue	\$55,999.74	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$55,999.74
40030 - Other Revenue												
Miscellaneous Income	\$420.23	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$420.23
Other Revenue	\$400.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$400.00
Total - 40030 - Other Revenue	\$820.23	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$820.23
Total - Income	\$68,912.26	\$0.00	\$0.00	\$0.00	\$0.00	\$35,891.95	\$29,738.28	\$29,136.31	\$19,443.81	\$250,990.56	\$0.00	\$434,113.17
Cost Of Sales												
50010 - Event COS												
Beer	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$5,544.46	\$0.00	\$5,544.46
Catering	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$3,702.00	\$282.85	\$382.80	\$0.00	\$0.00	\$0.00	\$4,367.65
Contract & Agency Labor	\$922.36	(\$624.54)	(\$350.00)	\$0.00	\$1,325.36	\$471.07	\$1,080.19	\$125.60	\$0.00	\$2,157.32	\$0.00	\$5,107.36
Contract & Agency Wages	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$443.88	\$0.00	\$0.00	\$0.00	\$443.88
Credit Card Merchant Fees	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$190.91	\$0.00	\$190.91
EMT	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$1,080.24	\$3,061.36	\$1,260.56	\$0.00	\$2,341.04	\$450.20	\$8,193.40
Equipment Rental	\$0.00	\$0.00	\$0.00	\$433.70	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$433.70
Event Changeover	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$320.37	\$401.88	\$267.28	\$861.55	\$519.58	\$0.00	\$2,370.66
Facility Fee	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$4,282.67	\$0.00	\$4,282.67
FoH Labor	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$2,286.87	\$3,045.19	\$1,487.33	\$0.00	\$6,216.61	\$0.00	\$13,036.00
Food	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$2,099.04	\$2,718.60	\$3,161.63	\$0.00	\$3,123.11	\$0.00	\$11,102.38
Food & Beverage	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$13,284.08	\$0.00	\$13,284.08
Housekeeping/Cleaning	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$1,600.00	\$3,616.00	\$1,728.00	\$0.00	\$0.00	\$0.00	\$6,944.00
Information Technology	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$77.59	\$0.00	\$0.00	\$0.00	\$0.00	\$77.59
Interpreters	\$0.00	\$0.00	\$0.00	\$1,377.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$1,377.00
Liquor	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$1,945.37	\$0.00	\$1,945.37
Merchandise	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$6,112.48	\$0.00	\$6,112.48
NA Beverage	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$1,701.02	\$2,422.44	\$1,845.49	\$0.00	\$1,480.37	\$0.00	\$7,449.32
Police	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$961.70	\$1,419.65	\$526.64	\$0.00	\$1,053.28	\$0.00	\$3,961.27
Production	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$2,363.00	\$0.00	\$2,363.00
Promoter Profit/Loss	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$149,947.04	\$0.00	\$149,947.04
Sales Tax	\$837.74	\$0.00	\$0.00	\$0.00	\$0.00	\$612.74	\$0.00	\$778.70	\$0.00	\$2,858.41	\$0.00	\$5,087.59
Service Charge	\$0.00	(\$337.42)	(\$127.99)	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	(\$465.41)

ACCOUNT	CROSSA- 040125-01- UNASSIGNED -	CROSSA- 040925-01- TROIS- RIVIERES VS MARINERS	CROSSA- 041225-01- TROIS- RIVIERES VS MARINERS	CROSSA- 041225-01- KILLSWITCH ENGAGE	CROSSA- 041325-01- ADIRONDACK VS MARINERS	CROSSA- 050825-01- USM GRADUATION	CROSSA- 051625-01- UNE GRADUATION	CROSSA- 051825-01- SMCC GRADUATION	CROSSA- 052325-01- JEHOVAH WITNESS CONVENTION	CROSSA- 052825-01- COHEED AND MASTADON	CROSSA- 053025-01- NEW GLOUCESTER GRADUATION	TOTAL
	Amount	Amount	Amount	Amount	Amount	Amount	Amount	Amount	Amount	Amount	Amount	Amount
Stagehand	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$3,736.53	\$2,773.48	\$2,192.89	\$6,943.48	\$22,655.69	\$0.00	\$38,302.07
Ticket Sellers	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$172.92	\$167.50	\$75.95	\$0.00	\$367.54	\$0.00	\$783.91
Ticketing Fees	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$15,378.49	\$0.00	\$15,378.49
Ushers	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$2,850.12	\$5,596.28	\$2,677.33	\$2,627.42	\$5,130.99	\$0.00	\$18,882.14
VIP Revenue	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$3,387.83	\$0.00	\$3,387.83
Wine	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$47.80	\$0.00	\$47.80
Total - 50010 - Event COS	\$1,760.10	(\$961.96)	(\$477.99)	\$1,810.70	\$1,325.36	\$21,594.62	\$26,663.01	\$16,954.08	\$10,432.45	\$250,388.07	\$450.20	\$329,938.64
Total - Cost Of Sales	\$1,760.10	(\$961.96)	(\$477.99)	\$1,810.70	\$1,325.36	\$21,594.62	\$26,663.01	\$16,954.08	\$10,432.45	\$250,388.07	\$450.20	\$329,938.64
Gross	\$67,152.16	\$961.96	\$477.99	(\$1,810.70)	(\$1,325.36)	\$14,297.33	\$3,075.27	\$12,182.23	\$9,011.36	\$602.49	(\$450.20)	\$104,174.53



EVENT REPORTS

FOR THE MONTH ENDED

JUNE 2025

OAK VIEW GROUP

D. HIGGINS
K. HILSGEN
G. O'DELL
K. VASKE
R. WILSON

Submitted by: Mark Eddy, Director of Finance

**Cumberland County
Cross Insurance Arena
Income Statement by Event
June 2025**

ACCOUNT	UNASSIGNED	CROSSA-051625-01-UNE GRADUATION	CROSSA-051825-01-SMCC GRADUATION	CROSSA-052825-01-COHEED AND MASTADON GRADUATION	CROSSA-053025-01-NEW GLOUCESTER GRADUATION	CROSSA-060525-01-MASSABESIC GRADUATION	CROSSA-060625-01-BONNEY EAGLE GRADUATION	CROSSA-060725-01-WINDHAM HIGH GRADUATION	CROSSA-060825-01-SCARBOROUGH HIGH GRADUATION	CROSSA-061425-01-FATHERS DAY PRO BOXING CLASSIC	TOTAL
	Amount	Amount	Amount	Amount	Amount	Amount	Amount	Amount	Amount	Amount	Amount
Ordinary Income/Expense											
Income											
40010 - Event Revenue											
Advertising & Marketing	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$31,400.00	\$31,400.00
Beer	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$11,308.00	\$11,308.00
Catering	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$462.00	\$0.00	\$0.00	\$0.00	\$462.00
Cleaning & Cleaning Supplies	\$0.00	\$0.00	\$0.00	\$0.00	\$1,584.00	\$1,584.00	\$1,584.00	\$1,221.00	\$1,221.00	\$0.00	\$7,194.00
EMT	\$0.00	\$0.00	\$0.00	\$0.00	\$429.20	\$429.71	\$429.71	\$429.71	\$409.25	\$0.00	\$2,127.58
Equipment Rental	\$0.00	\$0.00	\$0.00	\$0.00	\$800.00	\$800.00	\$800.00	\$0.00	\$800.00	\$0.00	\$3,200.00
Event Changeover	\$0.00	\$0.00	\$0.00	\$0.00	\$367.50	\$375.00	\$375.00	\$375.00	\$375.00	\$0.00	\$1,867.50
Facility Fee	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$4,417.00	\$4,417.00
Food	\$0.00	\$0.00	\$0.00	\$0.00	\$1,115.00	\$2,513.50	\$3,258.00	\$3,928.00	\$1,940.00	\$7,431.00	\$20,185.50
Information Technology	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$150.00	\$0.00	\$0.00	\$0.00	\$150.00
Liquor	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$6,327.00	\$6,327.00
Manifested Ticket Receipts	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$68,407.00	\$68,407.00
NA Beverage	\$0.00	\$0.00	\$0.00	\$0.00	\$1,052.50	\$2,518.00	\$2,548.00	\$3,850.00	\$1,773.00	\$3,423.50	\$15,165.00
Police	\$0.00	\$0.00	\$0.00	\$0.00	\$453.37	\$403.00	\$403.00	\$403.00	\$403.00	\$0.00	\$2,065.37
Production	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$500.00	\$400.00	\$0.00	\$283.25	\$1,183.25
Rental Income	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$1,600.00	\$0.00	\$0.00	\$1,600.00
Service Charge	\$0.00	\$0.00	\$0.00	\$0.00	\$96.33	\$229.47	\$326.81	\$257.13	\$157.57	\$2,529.66	\$3,596.97
Stagehand	\$0.00	\$0.00	\$0.00	\$0.00	\$954.47	\$976.74	\$1,084.39	\$791.36	\$865.38	\$0.00	\$4,672.34
Ticket Printing	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$348.11	\$0.00	\$330.00	\$0.00	\$678.11
Ushers	\$0.00	\$0.00	\$0.00	\$0.00	\$2,053.25	\$2,276.50	\$2,253.00	\$2,540.13	\$2,493.13	\$188.00	\$11,804.01
VIP Lift	\$82.24	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$308.40	\$390.64
Venue Rentals	\$0.00	\$0.00	\$0.00	\$0.00	\$1,600.00	\$1,600.00	\$1,600.00	\$1,600.00	\$1,600.00	\$0.00	\$8,000.00
Wine	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$33.00	\$33.00
Total - 40010 - Event Revenue	\$82.24	\$0.00	\$0.00	\$0.00	\$10,505.62	\$13,705.92	\$16,122.02	\$17,395.33	\$12,367.33	\$136,055.81	\$206,234.27
40020 - Contracted Revenue											
Club Seats	\$983.77	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$983.77
Naming Rights	\$15,677.08	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$15,677.08
Presenting Sponsor	\$34,786.76	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$34,786.76
Suites	\$21,190.18	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$21,190.18
Total - 40020 - Contracted Revenue	\$72,637.79	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$72,637.79
40030 - Other Revenue											
Miscellaneous Income	\$4,615.27	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$4,615.27
Presenting Sponsor	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$6,000.00	\$6,000.00
Total - 40030 - Other Revenue	\$4,615.27	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$6,000.00	\$10,615.27
Total - Income	\$77,335.30	\$0.00	\$0.00	\$0.00	\$10,505.62	\$13,705.92	\$16,122.02	\$17,395.33	\$12,367.33	\$142,055.81	\$269,487.33
Cost Of Sales											
50010 - Event COS											
Advertising & Marketing	\$200.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$55,649.92	\$55,849.92
Beer	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$2,987.46	\$2,987.46
Catering	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$462.00	\$282.85	\$0.00	\$1,015.46	\$1,760.31
Cleaning & Cleaning Supplies	\$0.00	\$0.00	\$0.00	\$1,792.00	\$1,280.00	\$1,504.00	\$1,472.00	\$1,120.00	\$1,216.00	\$1,920.00	\$10,304.00
Contract & Agency Labor	\$0.00	\$0.00	\$0.00	\$0.00	\$197.28	\$0.00	\$0.00	\$0.00	\$285.10	\$295.16	\$757.54
Contract & Agency Wages	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$205.42	\$0.00	\$246.60	\$0.00	\$0.00	\$452.02
Credit Card Merchant Fees	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$330.93	\$330.93
EMT	\$0.00	\$0.00	\$0.00	\$0.00	\$450.20	\$405.18	\$450.20	\$450.20	\$450.20	\$1,350.60	\$3,556.58

ACCOUNT	UNASSIGNED	CROSSA-051625-01-UNE GRADUATION	CROSSA-051825-01-SMCC GRADUATION	CROSSA-052825-01-COHEED AND MASTADON GRADUATION	CROSSA-053025-01-NEW GLOUCESTER GRADUATION	CROSSA-060525-01-MASSABESIC GRADUATION	CROSSA-060625-01-BONNEY EAGLE GRADUATION	CROSSA-060725-01-WINDHAM HIGH GRADUATION	CROSSA-060825-01-SCARBOROUGH HIGH GRADUATION	CROSSA-061425-01-FATHERS DAY PRO BOXING CLASSIC	TOTAL
	Amount	Amount	Amount	Amount	Amount	Amount	Amount	Amount	Amount	Amount	Amount
Equipment Rental	\$0.00	\$0.00	\$0.00	\$0.00	\$800.00	\$800.00	\$800.00	\$800.00	\$800.00	\$6,500.00	\$10,500.00
Event Changeover	\$0.00	\$0.00	\$0.00	\$0.00	\$506.65	\$464.82	\$233.84	\$254.19	\$196.44	\$856.69	\$2,512.63
FoH Labor	\$0.00	\$0.00	\$0.00	\$0.00	\$767.03	\$1,156.72	\$1,218.30	\$645.12	\$1,061.11	\$4,999.26	\$9,847.54
Food	\$0.00	\$0.00	\$0.00	\$0.00	\$310.11	\$699.06	\$799.05	\$1,092.47	\$539.56	\$859.75	\$4,300.00
Group Sales Commission	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$20.51	\$20.51
Insurance	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$3,589.60	\$3,589.60
Liquor	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$1,040.17	\$1,040.17
NA Beverage	\$0.00	\$0.00	\$0.00	\$0.00	\$179.44	\$429.29	\$453.54	\$656.39	\$302.28	\$583.66	\$2,604.60
Police	\$366.36	\$0.00	\$0.00	\$0.00	\$366.36	\$366.36	\$366.36	\$366.36	\$366.36	\$1,007.50	\$3,205.66
Production	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$46,120.09	\$46,120.09
Sales Tax	\$0.00	\$0.00	\$0.00	\$0.00	\$160.56	\$372.70	\$401.56	\$576.15	\$275.04	\$2,107.00	\$3,893.01
Service Charge	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$240.50	\$240.50
Stagehand	\$0.00	\$0.00	\$0.00	\$0.00	\$1,312.71	\$392.13	\$483.38	\$297.46	\$1,212.53	\$5,805.47	\$9,503.68
Supplies	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$1,008.95	\$1,008.95
Ticket Sellers	\$0.00	\$0.00	\$0.00	\$0.00	\$185.29	\$75.95	\$222.94	\$92.23	\$75.95	\$408.39	\$1,060.75
Travel Expense - Fuel & Transportation	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$718.66	\$718.66
Ushers	\$0.00	\$0.00	\$0.00	\$0.00	\$1,824.30	\$1,634.95	\$1,831.70	\$1,439.03	\$2,006.43	\$3,791.22	\$12,527.63
Wine	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$24.18	\$24.18
Total - 50010 - Event COS	\$566.36	\$0.00	\$0.00	\$1,792.00	\$8,339.93	\$8,506.58	\$9,194.87	\$8,319.05	\$8,767.00	\$143,231.13	\$188,716.92
Total - Cost Of Sales	\$566.36	\$0.00	\$0.00	\$1,792.00	\$8,339.93	\$8,506.58	\$9,194.87	\$8,319.05	\$8,767.00	\$143,231.13	\$188,716.92
Net Profit	\$76,768.94	\$0.00	\$0.00	(\$1,792.00)	\$2,165.69	\$5,199.34	\$6,927.15	\$9,076.28	\$3,600.33	(\$1,175.32)	\$100,770.41



EVENT REPORTS

FOR THE MONTH ENDED

AUGUST 2025

OAK VIEW GROUP

D. HIGGINS
K. HILSGEN
G. O'DELL
K. VASKE
R. WILSON

Submitted by: Mark Eddy, Director of Finance

**Cumberland County
Cross Insurance Arena
Income Statement by Event
August 2025**

ACCOUNT	CROSSA-080925-01-JOHN MULANEY		TOTAL
	Amount	Amount	Amount
Ordinary Income/Expense			
Income			
40010 - Event Revenue			
Beer	\$0.00	\$25,270.00	\$25,270.00
Catering	\$0.00	\$2,333.65	\$2,333.65
Cleaning & Cleaning Supplies	\$0.00	\$3,433.00	\$3,433.00
Contracted Security	\$0.00	\$3,736.00	\$3,736.00
Credit Card Merchant Fees	\$0.00	\$770.05	\$770.05
Equipment Rental	\$0.00	\$1,245.63	\$1,245.63
Facility Fee	\$0.00	\$20,052.00	\$20,052.00
Flowers	\$0.00	\$527.50	\$527.50
Food	\$0.00	\$8,300.00	\$8,300.00
Liquor	\$0.00	\$17,681.00	\$17,681.00
Manifested Ticket Receipts	\$0.00	\$558,618.00	\$558,618.00
NA Beverage	\$0.00	\$7,931.00	\$7,931.00
Operations	\$0.00	\$2,470.00	\$2,470.00
Police	\$0.00	\$2,539.17	\$2,539.17
Service Charge	\$0.00	\$7,858.76	\$7,858.76
Stagehand	\$0.00	\$20,057.40	\$20,057.40
Ticket Sellers	\$0.00	\$876.00	\$876.00
Ticketing Fees	\$0.00	\$1,571.00	\$1,571.00
Ushers	\$0.00	\$12,688.75	\$12,688.75
Venue Rentals	\$0.00	\$29,000.00	\$29,000.00
Wine	\$0.00	\$1,500.00	\$1,500.00
Total - 40010 - Event Revenue	\$0.00	\$728,458.91	\$728,458.91
40020 - Contracted Revenue			
Club Seats	\$1,245.40	\$0.00	\$1,245.40
Naming Rights	\$15,677.08	\$0.00	\$15,677.08
Presenting Sponsor	\$27,908.41	\$0.00	\$27,908.41
Suites	\$10,496.84	\$0.00	\$10,496.84
Total - 40020 - Contracted Revenue	\$55,327.73	\$0.00	\$55,327.73
40030 - Other Revenue			
Miscellaneous Income	\$1.00	\$0.00	\$1.00
Total - 40030 - Other Revenue	\$1.00	\$0.00	\$1.00
Total - Income	\$55,328.73	\$728,458.91	\$783,787.64
Cost Of Sales			
50010 - Event COS			
Advertising & Marketing	\$0.00	\$336.03	\$336.03
Artist Gift	\$0.00	\$1,000.00	\$1,000.00
Beer	\$0.00	\$4,945.65	\$4,945.65
Catering	\$0.00	\$2,043.52	\$2,043.52
Contracted Security	\$0.00	\$13,926.00	\$13,926.00
Credit Card Merchant Fees	\$0.00	\$682.33	\$682.33
EMT	\$0.00	\$900.40	\$900.40
FoH Labor	\$0.00	\$14,320.93	\$14,320.93
Food	\$0.00	\$7,541.48	\$7,541.48
Furniture	\$0.00	\$1,245.63	\$1,245.63
Housekeeping/Cleaning	\$0.00	\$3,265.24	\$3,265.24
Information Technology	\$0.00	\$437.50	\$437.50
Liquor	\$0.00	\$3,914.73	\$3,914.73

ACCOUNT		CROSSA-080925-01-JOHN MULANEY	TOTAL
	Amount	Amount	Amount
NA Beverage	\$0.00	\$2,942.90	\$2,942.90
Operations	\$0.00	\$450.38	\$450.38
Police	0.00	\$1095.39	\$1,095.39
Production	\$0.00	\$118.43	\$118.43
Promoter Profit/Loss	\$0.00	\$558,618.00	\$558,618.00
Sales Tax	\$0.00	\$4,472.67	\$4,472.67
Stagehand	\$0.00	\$17,450.51	\$17,450.51
Ticket Sellers	\$0.00	\$294.98	\$294.98
Ushers	\$0.00	\$3,784.67	\$3,784.67
Wine	\$0.00	\$7.80	\$7.80
Total - 50010 - Event COS	\$0.00	\$642,262.28	\$643,795.17
Total - Cost Of Sales	\$0.00	\$642,262.28	\$643,795.17
Gross Profit	\$55,328.73	\$84,753.74	\$139,992.47



Cumberland County

27 Northport Dr
Portland, ME 04103

Position Paper

File #: BT 25-016

Agenda Date: 12/17/2025



EVENT REPORTS
FOR THE MONTH ENDED
OCTOBER 2025

OAK VIEW GROUP

D. HIGGINS
K. HILSGEN
G. O'DELL
K. VASKE
R. WILSON

Submitted by: Mark Eddy, Director of Finance

**Cumberland County
Cross Insurance Arena
Income Statement by Event
Oct 2025**

Account	th Leadership Forum -01-Mariners vs Reading -01-Mariners vs Wheeling	September 15,2025	October 19,2025	October 19,2025	October 19,2025	Total
		Amount	Amount	Amount	Amount	Amount
Ordinary Income/Expense						
Income						
40010 - Event Revenue						
Beer		\$0.00	\$15,617.00	\$15,686.50	\$7,033.00	\$38,336.50
Catering		\$0.00	\$4,532.00	\$2,221.00	\$4,829.12	\$11,582.12
Credit Card Merchant Fees		\$0.00	\$73.58	\$98.95	\$50.05	\$222.58
Facility Fee		\$0.00	\$6,618.00	\$4,647.00	\$3,736.00	\$15,001.00
Food		\$90.00	\$28,525.00	\$18,773.00	\$15,147.62	\$62,535.62
Liquor		\$0.00	\$6,313.00	\$5,776.00	\$2,242.00	\$14,331.00
Manifested Ticket Receipts		\$0.00	\$102,963.50	\$69,426.50	\$54,980.50	\$227,370.50
NA Beverage		\$4,000.00	\$10,928.00	\$7,785.00	\$6,224.00	\$28,937.00
Production		\$0.00	\$681.18	\$0.00	\$0.00	\$681.18
Rental Income		\$0.00	\$5,800.00	\$5,800.00	\$5,800.00	\$17,400.00
Service Charge		\$818.00	\$5,705.85	\$5,040.73	\$3,131.94	\$14,696.52
Stagehand		\$0.00	\$6,110.31	\$3,955.71	\$3,955.71	\$14,021.73
Ticketing Fees		\$0.00	\$1,635.99	\$1,264.40	\$836.41	\$3,736.80
Wine		\$0.00	\$431.00	\$324.00	\$187.00	\$942.00
Total - 40010 - Event Revenue		\$4,908.00	\$195,934.41	\$140,798.79	\$108,153.35	\$449,794.55
Cost Of Sales						
50010 - Event COS						
Canned Beer		\$0.00	\$4,836.50	\$4,839.46	\$2,136.38	\$11,812.34
Catering		\$0.00	\$4,532.00	\$2,221.00	\$4,829.12	\$11,582.12
Cleaning & Cleaning Supplies		\$0.00	\$2,820.03	\$2,528.00	\$2,080.00	\$7,428.03
Credit Card Merchant Fees		\$0.00	\$65.21	\$87.68	\$44.35	\$197.24
EMT		\$0.00	\$450.20	\$540.24	\$495.22	\$1,485.66
Entertainment		\$0.00	\$0.00	\$39.56	\$0.00	\$39.56
FoH Labor		\$0.00	\$11,651.60	\$10,138.23	\$6,298.99	\$28,088.82
Food		\$0.00	\$14,314.78	\$9,760.92	\$7,068.39	\$31,144.09
Food & Beverage		\$0.00	\$9,963.01	\$7,920.73	\$4,454.68	\$22,338.42
Internet & WIFI		\$0.00	\$375.00	\$0.00	\$0.00	\$375.00
Liquor		\$0.00	\$831.38	\$760.66	\$295.25	\$1,887.29
NA Beverage		\$0.00	\$153.20	\$108.20	\$85.16	\$346.56
Operations		\$0.00	\$393.26	\$656.59	\$438.93	\$1,488.78
Police		\$0.00	\$976.97	\$1,006.58	\$1,095.39	\$3,078.94
Production		\$0.00	\$250.00	\$250.00	\$250.00	\$750.00
Promoter Profit/Loss		\$0.00	\$102,963.50	\$69,426.50	\$54,980.50	\$227,370.50
Sales Tax		\$0.00	\$4,377.48	\$3,481.96	\$2,083.22	\$9,942.66
Security		\$0.00	\$3,312.53	\$3,332.12	\$3,895.27	\$10,539.92
Stagehand		\$0.00	\$5,573.72	\$3,657.58	\$3,968.25	\$13,199.55
Ticket Sellers		\$0.00	\$287.50	\$328.57	\$279.39	\$895.46
Wine		\$0.00	\$669.03	\$502.94	\$290.27	\$1,462.24
Total - 50010 - Event COS		\$0.00	\$168,796.90	\$121,587.52	\$95,068.76	\$385,453.18
Event Gross Profit		\$4,908.00	\$27,137.51	\$19,211.27	\$13,084.59	\$64,341.37



EVENT REPORTS

FOR THE MONTH ENDED

SEPTEMBER 2025

OAK VIEW GROUP

D. HIGGINS
K. HILSGEN
G. O'DELL
K. VASKE
R. WILSON

Submitted by: Mark Eddy, Director of Finance

**Cumberland County
Cross Insurance Arena
Income Statement by Event
Sep 2025**

Account	Fight Oligarchy Tour 09.01.25 Amount	Life Surge 09.06.25 Amount	Best Buddies Mtg. 9.14.25 Amount	Maine Health Conf. 9-15-16.25 Amount	Bulls & Broncos 09.20.25Amount	Total Amount
Ordinary Income/Expense						
Income						
40010 - Event Revenue						
Beer	\$0.00	\$0.00	\$0.00	\$0.00	\$15,177.00	\$15,177.00
Catering	\$332.80	\$200.00	\$0.00	\$0.00	\$2,567.28	\$3,100.08
Cleaning & Cleaning Supplies	\$3,339.20	\$3,970.03	\$0.00	\$1,175.00	\$0.00	\$8,484.23
EMT	\$1,145.40	\$2,290.80	\$0.00	\$1,718.10	\$0.00	\$5,154.30
Equipment Rental	\$0.00	\$1,245.63	\$0.00	\$0.00	\$0.00	\$1,245.63
Facility Fee	\$0.00	\$0.00	\$0.00	\$0.00	\$12,162.00	\$12,162.00
Food	\$8,968.00	\$10,526.50	\$0.00	\$0.00	\$11,616.50	\$31,111.00
Liquor	\$0.00	\$0.00	\$0.00	\$0.00	\$8,628.00	\$8,628.00
Manifested Ticket Receipts	\$0.00	\$0.00	\$0.00	\$0.00	\$103,803.00	\$103,803.00
NA Beverage	\$8,567.80	\$15,232.50	\$0.00	\$0.00	\$7,404.50	\$31,204.80
Operations	\$1,766.00	\$5,070.00	\$0.00	\$1,646.25	\$0.00	\$8,482.25
Police	\$0.00	\$3,813.26	\$0.00	\$0.00	\$0.00	\$3,813.26
Production	\$0.00	\$2,000.00	\$0.00	\$0.00	\$0.00	\$2,000.00
Rental Income	\$7,500.00	\$14,000.00	\$500.00	\$3,750.00	\$0.00	\$25,750.00
Security	\$7,168.00	\$21,581.25	\$157.50	\$2,157.25	\$0.00	\$31,064.00
Service Charge	\$1,618.89	\$1,648.43	\$0.00	\$0.00	\$3,877.83	\$7,145.15
Stagehand	\$11,750.00	\$26,495.13	\$0.00	\$7,475.15	\$0.00	\$45,720.28
Ticketing Fees	\$0.00	\$0.00	\$0.00	\$0.00	\$13,024.13	\$13,024.13
Wine	\$0.00	\$0.00	\$0.00	\$0.00	\$88.00	\$88.00
Total - 40010 - Event Revenue	\$52,156.09	\$108,073.53	\$657.50	\$17,921.75	\$178,348.24	\$357,157.11
Cost Of Sales						
50010 - Event COS						
Advertising & Marketing	\$0.00	\$0.00	\$0.00	\$0.00	\$13,767.22	\$13,767.22
Beer	\$0.00	\$0.00	\$0.00	\$0.00	\$2,228.15	\$2,228.15
Catering	\$369.90	\$649.24	\$0.00	\$0.00	\$0.00	\$1,019.14
Cleaning & Cleaning Supplies	\$0.00	\$0.00	\$0.00	\$0.00	\$2,272.00	\$2,272.00
Contracted Security	\$0.00	\$12,527.90	\$0.00	\$0.00	\$0.00	\$12,527.90
Credit Card Merchant Fees	\$0.00	\$0.00	\$0.00	\$0.00	\$305.38	\$305.38
EMT	\$1,080.48	\$2,160.96	\$0.00	\$1,530.68	\$450.20	\$5,222.32
FoH Labor	\$3,653.95	\$5,686.49	\$0.00	\$989.96	\$7,955.92	\$18,286.32
Food	\$4,393.71	\$5,116.22	\$0.00	\$43.74	\$5,646.00	\$15,199.67
Housekeeping/Cleaning	\$1,856.00	\$3,520.00	\$0.00	\$0.00	\$896.00	\$6,272.00
Information Technology	\$0.00	\$1,250.00	\$0.00	\$0.00	\$0.00	\$1,250.00
Licenses Fees & Permits	\$0.00	\$0.00	\$0.00	\$0.00	\$300.00	\$300.00
Liquor	\$0.00	\$0.00	\$0.00	\$0.00	\$4,831.25	\$4,831.25
NA Beverage	\$1,657.76	\$3,047.18	\$0.00	\$800.18	\$1,483.23	\$6,988.35
Operations	\$1,259.33	\$1,783.35	\$0.00	\$789.35	\$719.53	\$4,551.56
Photography	\$0.00	\$0.00	\$0.00	\$0.00	\$100.00	\$100.00
Police	\$0.00	\$2,634.85	\$0.00	\$0.00	\$473.68	\$3,108.53
Production	\$0.00	\$0.00	\$0.00	\$0.00	\$68,537.25	\$68,537.25
Sales Tax	\$1,283.78	\$1,908.07	\$0.00	\$0.00	\$3,178.81	\$6,370.66
Security	\$7,231.07	\$6,789.94	\$0.00	\$2,353.09	\$6,312.36	\$22,686.46
Stagehand	\$9,091.07	\$22,685.06	\$0.00	\$6,152.66	\$3,915.68	\$41,844.47
Ticket Sellers	\$0.00	\$0.00	\$0.00	\$0.00	\$242.09	\$242.09
Wine	\$0.00	\$0.00	\$0.00	\$0.00	\$39.00	\$39.00
Total - 50010 - Event COS	\$31,877.05	\$69,759.26	\$0.00	\$12,659.66	\$123,653.75	\$237,949.72
Event Gross Profit	\$20,279.04	\$38,314.27	\$657.50	\$5,262.09	\$54,694.49	\$119,207.39



Cumberland County

27 Northport Dr
Portland, ME 04103

Position Paper

File #: BT 25-012

Agenda Date: 10/1/2025

Agenda #: 5.



Cumberland County

27 Northport Dr
Portland, ME 04103

Position Paper

File #: BT 25-020

Agenda Date: 12/17/2025

Agenda #:

Title For Agenda Item:

Discussion of 50th Anniversary Committee

Background:

Discussion of 50th Anniversary Committee



Cumberland County

27 Northport Dr
Portland, ME 04103

Position Paper

File #: BT 25-017

Agenda Date: 12/17/2025

Agenda Item Request:

Recognition and Dedication of the Box Office - Mark Warner

Background and Purpose of Request:

Mike LoConte and I would like to bring forward for Trustee consideration the installation of a sign/plaque above the Box Office door to recognize the contributions of former Box Office Manager Mark Warner.

Mark was the Box Office Manager from 1977 to 2024. In 2024, Mark retired due to health reasons. Unfortunately, Mark passed away this fall.

Mark was a pillar in his field and at the Arena and over his 47 years saw it all. His presence in the Arena is missed every day.



Cumberland County

27 Northport Dr
Portland, ME 04103

Position Paper

File #: BT 25-018

Agenda Date: 12/17/2025

Agenda Item Request:

Recommend to the County Commissioners approval of the 2024-2025 OVG Financial Incentive

Background and Purpose of Request:

The OVG management contract has a provision that provides for an annual incentive based on how the local management staff performed during the year. The incentive is broken down into three categories that are scored (Financial Fee, Food & Beverage and Qualitative).

Each year the General Manager presents the County Manager with the numbers associated with the Financial and Food and Beverage as those two categories are fixed through formula based off the annual management fee. The Qualitative Fee is discretionary and is initially established by the County Manager and through a follow-up meeting with the General Manager.

The Trustees are being asked to make a recommendation to the County Commissioners on this annual incentive process.

To: Cross Insurance Arena Trustees

From: Jim Gailey, County Manager/Contract Manager

Date: December 11, 2025

RE: OVG360 Incentive Fee

Annually the General Manager at the Cross Insurance Arena and I sit down and work through the Financial Incentive Fee in accordance with Article 3 Compensation of the Management Agreement between the County and OVG. This meeting has happened and I bring forth a recommendation for the 2024-2025 Financial Incentive Fee for acceptance by the Trustees (providing a recommendation to the Commissioners) and ultimately approval by the County Commissioners.

Section 3.1 Fixed Management Fee

In consideration of the Manager's performance of its services hereunder, Owner shall pay Manager a Fixed Management Fee. Beginning at the first Operating Year, the Fixed Management Fee shall be \$9,166 per month, \$110,000 unless the Front Row Commercial Rights Marketing Agreement is extended (which it was) then the Fixed Management Fee shall be reduced by \$10,000 per annum. Beginning the second Operating Year, Fixed Management Fee shall be increased over the previous year in accordance with the CPI-U over the previous 12-months up to a maximum increase of any one-year increase of 3.5%. The 2024-2025 Management Fee is \$124,666. This number serves as the basis for the following percentages to be based of from.

Section 3.2 Incentive Fee

"....Manager shall be entitled to receive an Incentive Fee each full or partial Operating Year of the Term. The Incentive Fee shall consist of three separate components of the "Financial Fee", the "Food & Beverage Fee", and the "Qualitative Fee", as follows:

A. Financial Fee

Financial Fee shall be equal to 20% of increase in each Operating Year in Revenue over the "revenue benchmark" as calculated. For the purposes of computing the Financial Fee, the Revenue Benchmark and the increase in Revenue measured against such Revenue Benchmark shall both exclude the portion of the Revenue from the sale of food and beverage. The Financial Fee earned by the Manager shall be capped at 50% of the Fixed Management Fee paid to the Manager each year.

B. Food & Beverage

The Food & Beverage (F&B) shall equal to 15% of increase in each Operating Year of the portion of Revenue from the sale of F&B (including both concession and catering)(amount excluded from Revenues

above for calculation of the Financial Fee) over the F&B benchmark. The F&B Benchmark shall be mutually agreed upon during the 2015/16 contract year.

The F&B earned by Manager in any Operating Year shall not exceed and shall be capped at 30% of the Fixed Management Fee paid to Manager each year. The Revenue Benchmark and F&B Benchmark shall be increased annually and on the same schedule and by the same CPI Increase as the Fixed Management Fee.

C. Qualitative Fee

The Qualitative Fee earned by the Manager in any Operating Year shall not exceed and shall be capped at 20% of the Fixed Management Fee paid to the Manager in such year. The owner may award the Qualitative Fee, in whole or part, at its sole discretion using the following criteria to evaluate Manager's performance:

Customer Service	5%
Quality of Food	5%
Achievement of Goals	5%
Maintenance & Repairs	5%

Owner shall complete the Manager's performance in these four categories and notify Manager in writing of the amount of the Qualitative Fee earned by the Manager. The foregoing shall not be considered to be the sole evaluation criteria that may be used by Owner to evaluate Manager's performance, which criteria shall be in Owner's own discretion, providing that any changes to the foregoing criteria are communicated to Manager in writing at the beginning of the Operating Year to which such changes apply.

The total Incentive Fee earned by Manager in Operating Year shall not exceed and shall be capped at the amount of the Fixed Management Fee payable to the Manager in such Operating Year.

2024-2025 Fixed Management Fee \$124,666

Categories	Cap of Management Fee	Max	Proposed
Financial Incentive Fee	50%	\$62,333	\$57,423
Food & Beverage	30%	\$37,400	\$37,400
Qualitative	20%	\$24,933	\$23,686
		\$124,666	\$118,509

Proposed Trustee Recommendation:

Recommend the Cross Insurance Arena Trustees recommend to the County Commissioners approval of the \$118,509.00 Incentive Fee per the Management Contract between the Cumberland County and OVG360.

Cross Insurance Arena - Portland ME

Financial Incentive Calculation 2024-2025

Summary

Base Management Fee for 24-25	\$	124,666
Incentive Components with Caps		
Financial Fee Cap is 50% of Base Mgmt Fee	\$	62,333
Food Beverage Cap is 30% of Base Mgmt Fee	\$	37,400
Qualitative Cap is 20% of Base Mgmt Fee	\$	24,933

Financial Fee Incentive: paid out of 20% of the incremental revenue that exceeds established benchmark

YTD Total Event Income	\$	2,309,756
Rink Program and Other Revenue	\$	110,053
Total Financial Fee Revenues	\$	2,419,809
Less: Concessions Ancillary Income	\$	(1,566,620)
Net Financial Fee Revenue	\$	853,189
Less: Benchmark	\$	(566,075)
24-25 Incremental Revenue	\$	287,114
Financial Fee @ 20% (Capped at \$62,333)	\$	57,423

Food and Beverage Incentive: paid out of 15% of the incremental revenue that exceeds established benchmark

YTD F&B Income	\$	1,566,620
Less: Benchmark	\$	(538,048)
24-25 Incremental Revenue	\$	1,028,572
Financial Fee at 15% (Capped at \$37,400)	\$	37,400

Qualitative: paid out of managers evaluations in four categories, each category worth 5% for a total of 20%

Achievement of goals	5.00%
Maintenance & repair	4.75%
Customer Service	4.75%
Quality of food	4.50%
Total Qualitative of 20%	19.00%
	95.00%
Qualitative Fee (Capped at \$24,933)	\$23,686

Total Incentive Fee Expense for 2024-2025	\$	118,509
---	----	---------



Cumberland County

27 Northport Dr
Portland, ME 04103

Position Paper

File #: BT 25-019

Agenda Date: 12/17/2025

Agenda #:

Title For Agenda Item:

Report on Arena Feasibility Study

Recommended Action:

To Be Determined

Background:

As part of the negotiations with PowerPlay LLC (Maine Mariners) this past year, the County agreed to enter into discussions with PowerPlay on what a feasibility study would look like for the exploration of a new arena. By the time the Trustees meet in December, Steve Woods, Tom Tyler and Jim Gailey would have met with Dexter Paine and Adam Goldberg twice. The intent of this agenda item is to update the Trustees of the conversations and possible direction a proposal may be going in. Any feasibility study would be limited to begin with and split between PowerPlay and the County.