

One Civic Center Square, Portland, ME 04101

SEPTEMBER 2023

Fiscal Year ending June 30, 2024

Submitted By Mark Eddy

SPECTRA VENUE MANAGEMENT

H. Abate K. Hilsgen J. McGarr G. O'Dell K. Vaske

Mark Eddy, Director of Finance

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 September 30, 2023

54,412

_

592

53,820

	DUDOFT	FAV(UNFAV)
ACTUAL	BUDGET	VARIANCE
8	4	4
17,698	8,750	8,948
90 634	24 114	65,510
		26,893
		(3,442)
		(15,073)
		103,489
303,630	126,253	177,377
54,412	53,820	592
172,130	202.880	30,750
	202,000	00,100
185.913	(22.807)	208,720
	89,624 44,893 558 16,509 <u>152,046</u> 303,630	8 4 17,698 8,750 89,624 24,114 44,893 18,000 558 4,000 16,509 31,582 152,046 48,557 303,630 126,253 54,412 53,820 172,130 202,880

EVENT INCOME:	OVER	BUDGET BY	177.377	DUE TO THE FOLLOWING:
EVENT INCOME:	OVER	MTD		DUE TO THE FOLLOWING.
	Actual	Budget	FAV(UNFAV) VARIANCE	COMMENTS:
Majar Concert				
Major Concert Comedy Show	108,903 176.613	75,816 45,182	33,087 131,431	Higher attendance and ticketing revenues than budgeted. Two Bill Burr shows and only one budgetd for the month.
Trade Show	16.037	5.255	10.782	Higher rental revenue than originally budgeted for September.
		5,255		Unbudgeted Cumberland County Meeting.
Meeting	2,077	0	2,077	Unbudgeted Cumbenand County Meeting.
	303,630	126,253	177,377	
	0) (50		500	
OTHER INCOME:	OVER	BUDGET BY		DUE TO THE FOLLOWING:
OTHER INCOME:	OVER	BUDGET BY MTD	592 FAV(UNFAV)	DUE TO THE FOLLOWING:
OTHER INCOME:	OVER Actual			DUE TO THE FOLLOWING: COMMENTS:
OTHER INCOME:		MTD	FAV(UNFAV)	
	Actual	MTD Budget	FAV(UNFAV) VARIANCE	COMMENTS:
DTHER INCOME: Advertising Sponsorship Inc Premium Seat Income	Actual	MTD	FAV(UNFAV)	

NDIRECT EXPENSES:	UNDER	BUDGET BY	30,750	DUE TO THE FOLLOWING:
		MTD	FAV(UNFAV)	
	Actual	Budget	VARIANCE	COMMENTS:
EXECUTIVE	12,762	14,159	1,397	Lower travel and benefit costs than projected for September.
MARKETING	8,250	8,050	(200)	
FINANCE	13,947	21,966	8,019	One less FTE than originally budgeted for the month.
BOX OFFICE	17,017	16,472	(545)	
OPERATIONS	41,493	37,599	(3,894)	Higher repairs and ice glass expenses than originally projected for September.
EVENT SERVICES	6.541	16,407	9.866	Higher event labor allocations than originally projected for the month.
GROUP SALES	0	5,207	5,207	No Group Sales Person as originally budgeted for September.
ADVERTISING/SPONSOR	528	792	264	
FOOD AND BEVERAGE	8,207	21,219	13,012	Higher event labor allocations than originally projected for the month.
OVERHEAD	63.384	61.009	(2,375)	Higher Insurance expenses than originally budgeted for the month.
-	172,130	202.880	30,750	

Cross Insurance Arena FINANCIAL STATEMENT COMMENTS For the Three Months Ending September 2023

	ACTUAL	DUDOFT	FAV(UNFAV)
	ACTUAL	BUDGET	VARIANCE
NO OF EVENTS	19	10	9
PAID ATTENDANCE	40,147	20,750	19,397
DIRECT EVENT INCOME	112.978	56,244	56,734
FACILITY FEE	93,480	47,970	45,510
SUITE REVENUE	558	4,250	(3,692)
	46,600	64,457	(17,857)
ANCILLARY INCOME	267,231	94,270	172,961
TOTAL EVENT INCOME	520,847	267,191	253,656
OTHER INCOME	165,956	157,458	8,498
INDIRECT EXPENSES	597,578	623,419	25,841
NET OPERATING INCOME(LOS	S) 89,226	(198,770)	287,996

			COMMENTS:	
EVENT INCOME:	OVER	BUDGET BY	253,656 DUE TO TH	HE FOLLOWING:
	YTD	YTD	FAV(UNFAV)	
	Actual	Budget	VARIANCE	COMMENTS:
WFC/LN Concert Meetings Minor Concerts Major Concerts Conference Trade Shows Comedy Shows Family	70,690 2,077 40,331 108,903 21,688 16,037 176,613 84,508 520,847	28,320 0 56,697 75,816 0 5,255 45,182 55,921 267,191	42,370 2,077 (16,366) 33,087 21,688 10,782 131,431 <u>28,587</u> 253,656	Two Live Nation 3 way split concerts in August. Only one show budgeted. Unbudgeted Cumberland County Meeting. Lower attendance and revenue splits for Goija/Mastadon show than budgeted. Higher attendance and ticketing revenues than budgeted from Death Cab For Cu Unbudgeted Governors Opioid Conference Maine Health and Wellness Expo. Higher rent than budgeted. Two Bill Burr shows with only one budgeted. Jurassic Quest weekend. Higher attendance and revenues than projected.
OTHER INCOME:	UNDER	BUDGET BY	8.498 DUE TO TH	HE FOLLOWING:
	YTD	YTD	FAV(UNFAV)	
	Actual	Budget	VARIANCE	COMMENTS:
Advertising Sponsorshir	122,875	120,409	2,466	Additional new banking sponsor in 2023-24.
Premium Seat Income Rink Program Revenue	39,168 20	33,549	5,619 20	Additional suite sold to new banking partner for 2023-24
Other revenue	3.893	3.500	393	
	5,055	3,300	333	
-	165,956	157,458	8,498	
	UNDER	BUDGET BY	25.841 DUE TO TH	HE FOLLOWING:
	YTD	YTD	FAV(UNFAV)	
	Actual	Budget	VARIANCE	COMMENTS:
EXECUTIVE	41,709	44,957	3,248	Lower part-time wages and benefit costs than projected YTD.
MARKETING	26,200	25,429	(771)	
FINANCE	43,883	69,547	25,664	One less FTE than originally budgeted YTD.
	56,497	48,827	(7,670)	Higher benefit costs and credit card fees than originally projected YTD.
BOX OFFICE				Higher cleaning, ice, maintenance and repairs, and supply costs than originally bu
BOX OFFICE OPERATIONS	133,870	119,945	(13,925)	
BOX OFFICE OPERATIONS EVENT SERVICES	133,870 44,665	60,693	16,028	Higher event labor allocations than originally projected YTD.
BOX OFFICE OPERATIONS EVENT SERVICES GROUP SALES	133,870 44,665 0	60,693 16,574	16,028 16,574	No Group Sales Person as originally budgeted YTD.
BOX OFFICE OPERATIONS EVENT SERVICES GROUP SALES ADVERTISING/SPON	133,870 44,665 0 1,152	60,693 16,574 2,374	16,028 16,574 1,222	No Group Sales Person as originally budgeted YTD. Lower fulfillment expenses YTD.
BOX OFFICE OPERATIONS EVENT SERVICES GROUP SALES	133,870 44,665 0	60,693 16,574	16,028 16,574	No Group Sales Person as originally budgeted YTD.

	[CROSS INSURA ROLLING FC as of Septemb FYE June 3	DRECAST er 30, 2023		
	ACTUAL September 30, 2023	BALANCE PROJECTED FY 2024	TOTAL ACT/PROJ FY 2024	ORIG BUDGET FYE June 30, 2024	Variance
# OF EVENTS Direct Event Income Facility Fee Suite Revenue Ticketing System Income Ancillary Income TOTAL EVENT INCOME	19 112,978 93,480 558 46,600 <u>267,231</u> 520,847	81 183,335 244,510 13,392 200,604 <u>664,896</u> 1,306,737	100 296,313 337,990 13,950 247,204 <u>932,127</u> 1,827,584	100 296,313 337,990 13,950 247,204 <u>932,127</u> 1,827,584	0 0 0 0 0 0
OTHER INCOME	165,956	502,895	668,851	668,851	0
INDIRECT EXPENSES	597,578_	2,198,644	2,796,222	2,796,222	0
NET OPERATING INCOME (LOSS)	89,226	(389,013)	(299,787)	(299,787)	0
September adjustments affect to FY Fo	recast		COMMENTS:		
Difference from prior month:		0			
Event Income		0			
Other Income		0			
Indirect Expenses		0			
Totals		0			
Incentive Fee Calculation					
Base Management Fee Projected Financial Incentive Fee Food & Beverage Incentives Qualitative Incentives	120,450 60,225 36,135 -				
Total Management Fee Projected	216,810				

Mark Cddy Director of Finance Mark Eddy

nl

General Manager Mike LoConte

Cross Insurance Arena BALANCE SHEET

September 2023

ASSETS

CURRENT ASSETS Cash & cash equivalents Accounts receivable Accounts Receivable from Third Party Prepaid Inventory TOTAL CURRENT ASSETS	1,869,731 318,751 392,308 59,111 58,042		2,697,943
TOTAL ASSETS		=	2,697,943
LIABILITIES AND EQUITY			
CURRENT LIABILITIES Accounts payable Accrued payroll & related costs Sales and Use Tax payable Other accrued liabilities Deposits and Deferred income TOTAL LIABILITIES	251,966 389,377 23,612 414,399 1,445,074	_	2,524,429
EQUITY Retained Earnings Client Funding Current Retained Earnings TOTAL EQUITY	<mark>(1,839,873)</mark> 1,924,503 	= <u>88,382</u>	173,514
TOTAL LIABILITIES AND EQUITY		-	2,697,943

Cross Insurance Arena CONSOLIDATED INCOME STATEMENT For the Three Months Ending September 2023

Actual Curr Budget 3udget Variance Number of Events 8 4 1 1 Actual Curr Budget 3udget Variance Number of Events 8 4 4 19 10 9 Total Paid General 17,698 8,750 8,948 40,147 20,750 19,397 Turnsile Attendance- General 15,929 7,550 8,379 36,706 19,350 17,356 SPONSORSHIP REVENUE 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	r	D	ERIOD TO DATE			YEAR TO DATE				
Number of Events 8 4 4 19 10 9 Total Paid General Turnstile Attendance- General RENTAL INCOME 17,698 8,750 8,345 40,147 20,750 19,397 GROSS TICKET REVENUE 1,420,681 605,500 815,181 2,404,102 1,142,500 1,261,602 GROSS REVENUE 1,493,431 616,000 677,431 2,507,102 1,198,000 1,309,102 PROMOTER PROCEEDS (1,428,999) (605,500) (823,499) (2,460,629) (1,425,500) (1,318,129) NET RENTAL INCOME 25,192 13,614 11,578 66,505 744 65,734 DIRECT EVENUE 44,893 18,000 26,893 93,480 47,970 45,510 SUTE TICKET REVENUE 58 4,000 (3,422) 558 4,250 (3,699) CONVITICKET REVENUE 58,892 46,532 0 0 0 0 0 0 0 0 0 0 0 0 0 24,561 SUTESCATE	L				Actual					
Total Paid General 17,698 8,750 8,948 40,147 20,750 19,397 Turnstile Attendance- General 15,929 7,550 8,379 36,706 19,350 17,356 RENTAL, INCOME 14,20,681 605,500 815,181 2,404,102 1,142,500 1,261,602 SPONSORS, IP REVENUE 1,420,841 616,000 677,431 2,507,102 1,198,000 1,308,102 PROMOTER PROCEEDS (1,428,999) (605,500) (823,499) (2,460,629) (1,142,500) (1,318,129) NET RENTAL INCOME 64,432 10,500 53,932 46,473 55,500 (8,027) DIRECT EVENTIC INCOME 64,432 10,500 53,932 46,473 55,500 (8,027) DIRECT EVENTIC INCOME 89,624 24,114 65,510 112,978 56,244 56,734 FACILTY FEE REVENUE 58,84 0,000 2,442,500 (2,49,69) 0 0 0 0 0 0 0 0 0 0 0 0	-	Actual	Curr Budget Bu	dget variance	Actual	Curr Budget 3	udget variance			
Turnstile Attendance- General 15,929 7,550 8,379 36,706 19,350 17,356 RENTAL, INCOME 1,420,881 605,500 815,181 2,404,102 1,425,600 1,661,602 GROSS REVENUE 72,750 10,500 62,250 103,000 55,500 47,7800 GROSS REVENUE 1,433,431 616,000 877,431 2,507,102 1,180,000 1,306,102 PROMOTER PROCEEDS (1,428,999) (605,500) (623,499) (2,460,629) (1,142,500) (1,318,129) NET RENTAL INCOME 64,432 10,500 53,932 66,5734 66,5734 DIRECT EVENT INCOME 89,624 24,114 65,510 112,978 56,524 56,510 SUITE TICKET REVENUE 44,893 18,000 2,6893 120,994 96,626 24,368 EVENT SPROCE REVENUE 61,980 53,582 47,463 (6,535) (74,394) (22,169) (42,225) CONCESSIONS 110,324 79,817 30,507 235,713 136,616 99,097	Number of Events	8	4	4	19	9 10	9			
RENTAL INCOME 1.420,681 605,500 815,181 2.404,102 1.42,600 1.261,602 GROSS REVENUE 72,750 10,500 62,250 103,000 55,500 47,800 GROSS REVENUE 1.493,431 616,000 877,431 2,507,102 1,199,000 (1,42,500) (1,318,129) PROMOTER PROCEEDS (1,428,999) (605,500) (823,499) (2,460,629) (1,42,500) (1,318,129) NET RENTAL INCOME 64,432 10,500 53,932 46,473 55,500 (9,027) DIRECT EVENT INCOME 89,624 24,114 65,510 112,978 56,244 56,744 SUTT TICKET REVENUE 44,893 18,000 26,893 93,480 47,970 45,510 SUTT TICKET REVENUE 44,893 18,000 26,893 93,480 47,970 45,510 SUTT SPONSORSHIP 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 </td <td>Total Paid General</td> <td>17,698</td> <td>8,750</td> <td>8,948</td> <td>40,147</td> <td>20,750</td> <td>19,397</td>	Total Paid General	17,698	8,750	8,948	40,147	20,750	19,397			
GROSS TICKET REVENUE 1,420,881 605,500 815,181 2,404,102 1,421,602 1,261,602 SPONSORSHIP REVENUE 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 <td>-</td> <td>15,929</td> <td>7,550</td> <td>8,379</td> <td>36,706</td> <td>5 19,350</td> <td>17,356</td>	-	15,929	7,550	8,379	36,706	5 19,350	17,356			
GROSS REVENUE 1.493.431 616.000 877.431 2,507,102 1,198,000 1,309,102 PROMOTER PROCEEDS (1.428,999) (605,500) (823,499) (2.460,629) (1.142,500) (1.318,129) NET RENTAL INCOME 64,432 10,500 53,932 46,473 55,500 (9.027) DIRECT EVENT INCOME 89,624 24,114 66,510 112,978 56,244 55,734 FACILTY FEE REVENUE 44,893 18,000 26,893 93,480 47,970 45,510 SUITE TICKET REVENUE 38,925 47,643 (8,538) 120,994 96,626 24,368 EVENT SPONSORSHIP 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	GROSS TICKET REVENUE		•							
PROMOTER PROCEEDS (1,426,999) (605,500) (823,499) (2,460,629) (1,142,500) (1,318,129) NET RENTAL INCOME 25,192 13,614 11,578 66,505 744 65,761 DIRECT EVENT INCOME 89,624 24,114 65,510 112,978 56,244 56,731 SUITE TICKET REVENUE 44,893 18,000 26,893 93,480 47,970 45,510 SUITE TICKET REVENUE 45,864 4000 (3,442) 558 4,250 (3,692) CONVTICKET PROC REVENUE 38,925 47,463 (8,538) 120,994 96,626 24,388 EVENT SPONSORSHIP 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 49,593 140,638 116,677 23,961 ANCILLARY INCOME 110,324 79,817 30,507 235,713 136,616 99,097 149,593 <td>RENT BILLED</td> <td>72,750</td> <td>10,500</td> <td>62,250</td> <td>103,000</td> <td>55,500</td> <td>47,500</td>	RENT BILLED	72,750	10,500	62,250	103,000	55,500	47,500			
NET RENTAL INCOME 64.432 10.500 53.932 46.473 55.500 (9.027) NET SERVICE INCOME 89.624 24.114 65.510 112.978 56.244 56.734 FACILTY FEE REVENUE 44.893 18.000 26.893 93.480 47.970 45.510 SUITE TICKET REVENUE 45.86 4.000 (3.442) 558 4.200 (3.642) SUITE TICKET REVENUE 38.925 47.463 (8.538) 120.994 96.626 24.388 EVENT SPONSORSHIP 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	GROSS REVENUE	1,493,431	616,000	877,431	2,507,102	1,198,000	1,309,102			
NET SERVICE INCOME / (LOSS) 25,192 13,614 11,578 66,505 7.44 65,734 DIRECT EVENT INCOME 89,624 24,114 65,510 112,978 56,244 56,734 FACILTY FEE REVENUE 44,893 18,000 26,893 93,480 47,970 45,510 SUITE TICKET REVENUE 38,925 47,463 (6,538) 120,994 96,626 24,388 EVENT SPONSORSHIP 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	PROMOTER PROCEEDS	(1,428,999)	(605,500)	(823,499)	(2,460,629	9) (1,142,500)	(1,318,129)			
DIRECT EVENT INCOME 89,624 24,114 65,510 112,978 56,244 56,734 FACILTY FEE REVENUE 44,893 18,000 26,893 93,480 47,970 45,510 SUITE TICKET REVENUE 558 4,000 (3,442) 558 4,250 (3,692) CONVTICKET PROC REVENUE 38,925 47,463 (6,535) (74,394) (32,169) (42,225) TOTAL SURCHARGE/REBATE/PRESHC 61,960 53,562 8,378 140,638 116,677 23,671 ANCILLARY INCOME (23,801) (36,149) 12,348 (76,605) (51,373) (25,223) OTAL SURCHARGE/REBATE/PRESHC 152,046 48,557 103,489 267,231 94,270 172,961 EVENT OPERATING INCOME 303,630 126,253 177,377 520,847 267,191 253,656 INDIRECT EXPENSES: EXECUTIVE 12,762 14,159 1,387 41,927 3,248 GROUP SALES 0 5,207 5,64,97 48,827 (7,670) DVERTING <td></td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td>										
FACILTY FEE REVENUE 44,893 18,000 26,893 93,480 47,970 45,510 SUITE TICKET REVENUE 558 4,000 (3,442) 558 4,250 (3,662) CONVTICKET PROC REVENUE 38,925 47,463 (8,538) 120,994 96,626 24,388 EVENT SPONSORSHIP 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 12,252 13 136,616 99,097 TEAM/PROMOTER SHARE (23,801) (36,149) 12,348 (76,605) (51,373) (25,232) 10 14,553										
SUITE TICKET REVENUE 558 4,000 (3,442) 558 4,250 (3,662) CONVTICKET PROC REVENUE 38,925 47,463 (8,538) 120,994 96,626 24,368 EVENT SPONSORSHIP 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	DIRECT EVENT INCOME	89,624	24,114	65,510	112,978	3 56,244	56,734			
CONVITICKET PROC REVENUE 38,925 47,463 (e,538) 120,994 96,626 24,368 EVENT SPONSORSHIP 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 24,368 110,324 79,817 30,507 235,713 136,616 99,097 76,605 (51,373) (25,232) 267,231 94,270 172,961 24,967 32,489 10 43,878 10 44,957 3,248 267,231 </td <td></td> <td></td> <td></td> <td></td> <td>,</td> <td>,</td> <td></td>					,	,				
EVENT SPONSORSHIP 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0										
PROMOTER SHARE OF REVENUES (22,416) (15,881) (6,535) (74,394) (32,169) (42,225) TOTAL SURCHARGE/REBATE/PRESHC 61,960 53,582 8,378 140,638 116,677 23,961 ANCILLARY INCOME CONCESSIONS 110,324 79,817 30,507 235,713 136,616 99,097 TEAM/PROMOTER SHARE (23,801) (36,149) 12,348 (76,605) (51,373) (25,232) SUITES/CATERING 28,770 0 28,770 49,593 0 49,593 TOTAL ANCILLARY INCOME 152,046 48,557 103,489 267,231 94,270 172,961 EVENT OPERATING INCOME 303,630 126,253 177,377 520,847 267,191 253,656 INDIRECT EXPENSES: EXECUTIVE 12,762 14,159 1,397 41,709 44,957 3,248 MARKETING 8,250 8,050 (200) 26,200 25,429 (77,71) FINAPCE 13,947 21,966 8,019 43,883 69,547 25,664										
TOTAL SURCHARGE/REBATE/PRESHC 61,960 53,582 8,378 140,638 116,677 23,961 ANCILLARY INCOME CONCESSIONS 110,324 79,817 30,507 235,713 136,616 99,097 TEAM/PROMOTER SHARE (23,801) (36,149) 12,348 (76,605) (51,373) (25,232) NOVELTY 36,754 4,889 31,865 58,529 9,027 49,503 TOTAL ANCILLARY INCOME 152,046 48,557 103,489 267,231 94,270 172,961 EVENT OPERATING INCOME 303,630 126,253 177,377 520,847 267,191 253,656 INDIRECT EXPENSES: EXECUTIVE 12,762 14,159 1,397 41,709 44,957 3,248 MARKETING 8,250 8,050 (200) 26,200 25,429 (77,670) OPERATIONS 41,493 37,599 (3,894) 133,870 119,945 (13,927) EVENT SERVICES 6,541 16,477 9,866 44,665 60,693 16,028 <tr< td=""><td></td><td></td><td></td><td></td><td></td><td></td><td>-</td></tr<>							-			
ANCILLARY INCOME CONCESSIONS 110.324 79.817 30.507 235.713 136.616 99.097 TEAM/PROMOTER SHARE (23.801) (36.149) 12.348 (76.605) (51.373) (25.232) SUITES/CATERING 28,770 0 28.770 49.593 0 49.593 NOVELTY 36.754 4.889 31.865 58.529 9.027 49.502 TOTAL ANCILLARY INCOME 152.046 48.557 103.489 267.231 94.270 172.961 EVENT OPERATING INCOME 303.630 126.253 177.377 520.847 267.191 253.656 INDIRECT EXPENSES: 12.762 14,159 1.397 41,709 44.957 3.248 MARKETING 8.250 8.050 (200) 26.202 25.429 (77.1) FINANCE 13.947 21.966 8.019 43.883 69.547 25.664 BOX OFFICE 17.017 16.472 (54.59) 56.497 48.827 (7.670) OPERATIONS 41.493 <	-									
CONCESSIONS 110,324 79,817 30,507 235,713 136,616 99,097 TEAM/PROMOTER SHARE (23,801) (36,149) 12,348 (76,605) (51,373) (22,322) SUITES/CATERING 28,770 0 28,770 0 28,770 49,593 0 49,593 NOVELTY 36,754 4,889 31,865 58,529 9,027 49,502 TOTAL ANCILLARY INCOME 303,630 126,253 177,377 520,847 267,191 253,656 INDIRECT EXPENSES: EXECUTIVE 12,762 14,159 1,397 41,709 44,957 3,248 MARKETING 8,250 8,050 (200) 26,200 25,429 (771) FINANCE 13,947 21,966 8,019 43,883 69,547 25,664 BOX OFFICE 17,017 16,472 (545) 56,497 48,827 (7,670) OPERATIONS 41,493 37,599 (3,894) 133,870 119,945 (13,925) EVENT SERV	TOTAL SURCHARGE/REBATE/FRESHC	01,900	55,562	0,370	140,030	5 110,077	23,901			
CONCESSIONS 110,324 79,817 30,507 235,713 136,616 99,097 TEAM/PROMOTER SHARE (23,801) (36,149) 12,348 (76,605) (51,373) (22,22) SUITES/CATERING 28,770 0 28,770 0 28,770 49,593 0 49,593 NOVELTY 36,754 4,889 31,865 58,529 9,027 49,502 TOTAL ANCILLARY INCOME 303,630 126,253 177,377 520,847 267,231 94,270 172,961 EVENT OPERATING INCOME 303,630 126,253 177,377 520,847 267,191 253,656 INDIRECT EXPENSES: EXECUTIVE 12,762 14,159 1,397 41,709 44,957 3,248 MARKETING 8,250 8,050 (200) 26,200 25,429 (7711) FINANCE 13,947 21,966 8,019 43,883 69,547 25,664 BOX OFFICE 17,017 16,472 (545) 56,497 48,827 (7,670)	ANCILLARY INCOME									
SUITES/CATERING NOVELTY 28,770 0 28,770 49,593 0 49,593 TOTAL ANCILLARY INCOME 152,046 48,857 103,489 267,231 94,270 172,961 EVENT OPERATING INCOME 303,630 126,253 177,377 520,847 267,191 253,656 INDIRECT EXPENSES: EXECUTIVE 12,762 14,159 1,397 41,709 44,957 3,248 MARKETING 8,250 8,050 (200) 26,200 25,429 (771) FINANCE 13,947 21,966 8,019 43,883 69,547 25,664 BOX OFFICE 17,017 16,472 (545) 56,497 48,827 (7,670) OPERATIONS 41,493 37,599 (3,894) 133,870 119,945 (13,925) EVENT SERVICES 6,541 16,407 9,866 44,665 60,693 16,028 GROUP SALES 0 5,207 5,207 0 16,574 16,574 ADVERTISING/SPONSORSHIP 528		110,324	79,817	30,507	235,713	3 136,616	99,097			
NOVELTY TOTAL ANCILLARY INCOME 36,754 4,889 31,865 58,529 9,027 49,502 EVENT OPERATING INCOME 152,046 48,557 103,489 267,231 94,270 172,961 EVENT OPERATING INCOME 303,630 126,253 177,377 520,847 267,191 253,656 INDIRECT EXPENSES: EXECUTIVE 12,762 14,159 1,397 41,709 44,957 3,248 MARKETING 8,250 8,050 (200) 26,200 25,429 (771) FINANCE 13,947 21,966 8,019 43,883 69,547 25,664 BOX OFFICE 17,017 16,472 (545) 56,497 48,827 (7,670) OPERATIONS 41,493 37,599 (3,894) 133,870 119,945 (13,925) EVENT SERVICES 6,541 16,407 9,866 44,665 60,693 16,028 GROUP SALES 0 5,207 0 16,574 16,574 ADVERTISING/SPONSORSHIP 528 79	TEAM/PROMOTER SHARE	(23,801)	(36,149)	12,348	(76,605	5) (51,373)	(25,232)			
TOTAL ANCILLARY INCOME 152,046 48,557 103,489 267,231 94,270 172,961 EVENT OPERATING INCOME 303,630 126,253 177,377 520,847 267,191 253,656 INDIRECT EXPENSES: EXECUTIVE 12,762 14,159 1,397 41,709 44,957 3,248 MARKETING 8,250 8,050 (200) 26,200 25,429 (771) FINANCE 13,947 21,966 8,019 43,883 69,547 25,664 BOX OFFICE 17,017 16,472 (545) 56,497 48,827 (7,670) OPERATIONS 41,493 37,599 (3,894) 133,870 119,945 (13,925) EVENT SERVICES 6,541 16,407 9,866 44,665 60,693 16,028 GROUP SALES 0 5,207 0 16,574 16,574 16,574 ADVERTISING/SPONSORSHIP 528 792 264 1,152 2,374 1,222 FOOD AND BEVERAGE 83,324 <t< td=""><td></td><td>28,770</td><td>-</td><td>•</td><td></td><td></td><td></td></t<>		28,770	-	•						
EVENT OPERATING INCOME 303,630 126,253 177,377 520,847 267,191 253,656 INDIRECT EXPENSES: EXECUTIVE 12,762 14,159 1,397 41,709 44,957 3,248 MARKETING 8,250 8,050 (200) 26,200 25,429 (771) FINANCE 13,947 21,966 8,019 43,883 69,547 25,664 BOX OFFICE 17,017 16,472 (545) 56,497 48,827 (7,670) OPERATIONS 41,493 37,599 (3,894) 133,870 119,945 (13,927 EVENT SERVICES 6,541 16,407 9,866 44,665 60,693 16,028 GROUP SALES 0 5,207 5,207 0 16,574 16,574 ADVERTISING/SPONSORSHIP 528 792 264 1,152 2,374 1,222 OVERHEAD 63,384 61,009 (2,375) 199,953 169,295 (30,658) TOTAL INDIRECT EXPENSES 172,130 202,88										
INDIRECT EXPENSES: 12,762 14,159 1,397 41,709 44,957 3,248 MARKETING 8,250 8,050 (200) 26,200 25,429 (771) FINANCE 13,947 21,966 8,019 43,883 69,547 25,664 BOX OFFICE 17,017 16,472 (545) 56,497 48,827 (7,670) OPERATIONS 41,493 37,599 (3,894) 133,870 119,945 (13,925) EVENT SERVICES 6,541 16,407 9,866 44,665 60,693 16,028 GROUP SALES 0 5,207 5,207 0 16,574 16,574 ADVERTISING/SPONSORSHIP 528 792 264 1,152 2,374 1,222 FOOD AND BEVERAGE 8,207 21,219 13,012 49,648 65,778 16,130 OVERHEAD 63,384 61,009 (2,375) 199,953 169,295 (30,658) TOTAL INDIRECT EXPENSES 172,130 202,880 30,750	TOTAL ANCILLARY INCOME	152,046	48,557	103,489	267,232	94,270	172,961			
EXECUTIVE12,76214,1591,39741,70944,9573,248MARKETING8,2508,050(200)26,20025,429(771)FINANCE13,94721,9668,01943,88369,54725,664BOX OFFICE17,01716,472(545)56,49748,827(7,670)OPERATIONS41,49337,599(3,894)133,870119,945(13,925)EVENT SERVICES6,54116,4079,86644,66560,69316,028GROUP SALES05,2075,207016,57416,574ADVERTISING/SPONSORSHIP5287922641,1522,3741,222FOOD AND BEVERAGE8,20721,21913,01249,64865,77816,130OVERHEAD63,38461,009(2,375)199,953169,295(30,658)TOTAL INDIRECT EXPENSES172,130202,88030,750597,578623,41925,841Advertising Sponsorship Income38,62840,137(1,509)122,875120,4092,466Premium Seat Income12,80711,1831,62439,16833,5495,619Rink Program Revenue00020020Other revenue2,9772,5004773,8933,500393TOTAL OTHER INCOME54,41253,820592165,956157,4588,498	EVENT OPERATING INCOME	303,630	126,253	177,377	520,847	267,191	253,656			
EXECUTIVE12,76214,1591,39741,70944,9573,248MARKETING8,2508,050(200)26,20025,429(771)FINANCE13,94721,9668,01943,88369,54725,664BOX OFFICE17,01716,472(545)56,49748,827(7,670)OPERATIONS41,49337,599(3,894)133,870119,945(13,925)EVENT SERVICES6,54116,4079,86644,66560,69316,028GROUP SALES05,2075,207016,57416,574ADVERTISING/SPONSORSHIP5287922641,1522,3741,222FOOD AND BEVERAGE8,20721,21913,01249,64865,77816,130OVERHEAD63,38461,009(2,375)199,953169,295(30,658)TOTAL INDIRECT EXPENSES172,130202,88030,750597,578623,41925,841Advertising Sponsorship Income38,62840,137(1,509)122,875120,4092,466Premium Seat Income12,80711,1831,62439,16833,5495,619Rink Program Revenue00020020Other revenue2,9772,5004773,8933,500393TOTAL OTHER INCOME54,41253,820592165,956157,4588,498	INDIRECT EXPENSES:									
FINANCE13,94721,9668,01943,88369,54725,664BOX OFFICE17,01716,472(545)56,49748,827(7,670)OPERATIONS41,49337,599(3,894)133,870119,945(13,925)EVENT SERVICES6,54116,4079,86644,66560,69316,028GROUP SALES05,2075,207016,57416,574ADVERTISING/SPONSORSHIP5287922641,1522,3741,222FOOD AND BEVERAGE8,20721,21913,01249,64865,77816,130OVERHEAD63,38461,009(2,375)199,953169,295(30,658)TOTAL INDIRECT EXPENSES172,130202,88030,750597,578623,41925,841Advertising Sponsorship Income38,62840,137(1,509)122,875120,4092,466Premium Seat Income12,80711,1831,62439,16833,5495,619Rink Program Revenue00020020Other revenue2,9772,5004773,8933,500393TOTAL OTHER INCOME54,41253,820592165,956157,4588,498		12,762	14,159	1,397	41,709	44,957	3,248			
BOX OFFICE17,01716,472(545)56,49748,827(7,670)OPERATIONS41,49337,599(3,894)133,870119,945(13,925)EVENT SERVICES6,54116,4079,86644,66560,69316,028GROUP SALES05,2075,207016,57416,574ADVERTISING/SPONSORSHIP5287922641,1522,3741,222FOOD AND BEVERAGE8,20721,21913,01249,64865,77816,130OVERHEAD63,38461,009(2,375)199,953169,295(30,658)TOTAL INDIRECT EXPENSES172,130202,88030,750597,578623,41925,841Advertising Sponsorship Income38,62840,137(1,509)122,875120,4092,466Premium Seat Income12,80711,1831,62439,16833,5495,619Rink Program Revenue00020020Other revenue2,9772,5004773,8933,500393TOTAL OTHER INCOME54,41253,820592165,956157,4588,498	MARKETING			(200)			(771)			
OPERATIONS41,49337,599(3,894)133,870119,945(13,925)EVENT SERVICES6,54116,4079,86644,66560,69316,028GROUP SALES05,2075,207016,57416,574ADVERTISING/SPONSORSHIP5287922641,1522,3741,222FOOD AND BEVERAGE8,20721,21913,01249,64865,77816,130OVERHEAD63,38461,009(2,375)199,953169,295(30,658)TOTAL INDIRECT EXPENSES172,130202,88030,750597,578623,41925,841Advertising Sponsorship Income38,62840,137(1,509)122,875120,4092,466Premium Seat Income12,80711,1831,62439,16833,5495,619Rink Program Revenue00020020Other revenue2,9772,5004773,8933,500393TOTAL OTHER INCOME54,41253,820592165,956157,4588,498	-	,		8,019			25,664			
EVENT SERVICES6,54116,4079,86644,66560,69316,028GROUP SALES05,2075,207016,57416,574ADVERTISING/SPONSORSHIP5287922641,1522,3741,222FOOD AND BEVERAGE8,20721,21913,01249,64865,77816,130OVERHEAD63,38461,009(2,375)199,953169,295(30,658)TOTAL INDIRECT EXPENSES172,130202,88030,750597,578623,41925,841Advertising Sponsorship Income38,62840,137(1,509)122,875120,4092,466Premium Seat Income12,80711,1831,62439,16833,5495,619Rink Program Revenue00020020Other revenue2,9772,5004773,8933,500393TOTAL OTHER INCOME54,41253,820592165,956157,4588,498										
GROUP SALES05,2075,207016,57416,574ADVERTISING/SPONSORSHIP5287922641,1522,3741,222FOOD AND BEVERAGE8,20721,21913,01249,64865,77816,130OVERHEAD63,38461,009(2,375)199,953169,295(30,658)TOTAL INDIRECT EXPENSES172,130202,88030,750597,578623,41925,841Advertising Sponsorship Income38,62840,137(1,509)122,875120,4092,466Premium Seat Income12,80711,1831,62439,16833,5495,619Rink Program Revenue00020020Other revenue2,9772,5004773,8933,500393TOTAL OTHER INCOME54,41253,820592165,956157,4588,498			•							
ADVERTISING/SPONSORSHIP5287922641,1522,3741,222FOOD AND BEVERAGE8,20721,21913,01249,64865,77816,130OVERHEAD63,38461,009(2,375)199,953169,295(30,658)TOTAL INDIRECT EXPENSES172,130202,88030,750597,578623,41925,841Advertising Sponsorship Income38,62840,137(1,509)122,875120,4092,466Premium Seat Income12,80711,1831,62439,16833,5495,619Rink Program Revenue00020020Other revenue2,9772,5004773,8933,500393TOTAL OTHER INCOME54,41253,820592165,956157,4588,498										
FOOD AND BEVERAGE8,20721,21913,01249,64865,77816,130OVERHEAD63,38461,009(2,375)199,953169,295(30,658)TOTAL INDIRECT EXPENSES172,130202,88030,750597,578623,41925,841Advertising Sponsorship Income38,62840,137(1,509)122,875120,4092,466Premium Seat Income12,80711,1831,62439,16833,5495,619Rink Program Revenue00020020Other revenue2,9772,5004773,8933,500393TOTAL OTHER INCOME54,41253,820592165,956157,4588,498										
OVERHEAD TOTAL INDIRECT EXPENSES63,38461,009(2,375)199,953169,295(30,658)Advertising Sponsorship Income Premium Seat Income38,62840,137(1,509)122,875120,4092,466Rink Program Revenue000020020Other revenue2,9772,5004773,8933,500393TOTAL OTHER INCOME54,41253,820592165,956157,4588,498										
TOTAL INDIRECT EXPENSES172,130202,88030,750597,578623,41925,841Advertising Sponsorship Income38,62840,137(1,509)122,875120,4092,466Premium Seat Income12,80711,1831,62439,16833,5495,619Rink Program Revenue00020020Other revenue2,9772,5004773,8933,500393TOTAL OTHER INCOME54,41253,820592165,956157,4588,498										
Premium Seat Income12,80711,1831,62439,16833,5495,619Rink Program Revenue00020020Other revenue2,9772,5004773,8933,500393TOTAL OTHER INCOME54,41253,820592165,956157,4588,498	-									
Premium Seat Income12,80711,1831,62439,16833,5495,619Rink Program Revenue00020020Other revenue2,9772,5004773,8933,500393TOTAL OTHER INCOME54,41253,820592165,956157,4588,498	Advertising Sponsorship Income	38,628	40,137	(1,509)	122,875	5 120,409	2,466			
Rink Program Revenue00020020Other revenue2,9772,5004773,8933,500393TOTAL OTHER INCOME54,41253,820592165,956157,4588,498										
TOTAL OTHER INCOME 54,412 53,820 592 165,956 157,458 8,498	Rink Program Revenue	0	0	0	20) 0				
NET OPERATING INCOME (LOSS) 185,913 (22,807) 208,720 89,226 (198,770) 287,996	TOTAL OTHER INCOME	54,412	53,820	592	165,956	5 157,458	8,498			
	NET OPERATING INCOME (LOSS)	185,913	(22,807)	208,720	89,226	6 (198,770)	287,996			

Cross Insurance Arena CONSOLIDATED INDIRECT DEPARTMENT EXPENSES For the Three Months Ending September 2023

				% of						
	F	Period To Date	•		Year To Date				Annual	Annual Budget
	Actual	Curr Budget		Actual	Curr Budget	Budget Var	Actual	Annual Budget		Achieved
Personnel Expenses		oun Duugot	Buugot vai	/ lotdar	our Buugot	Budget ful	71010101	7 initial Budgot	Budget val	/ loine ved
Salaries	64,870	75,659	10,789	210,826	245,888	35,062	210,826	983,560	772,734	21%
Part-Time Labor	66,421	34,743	(31,678)	205,297	136,363	(68,934)	205,297	949,613	744,316	22%
Outside Payroll Service	22,402	4,500	(17,902)	31,642		(22,142)	31,642	110,000	78,358	29%
Employee Benefits	15,070	19,106	4,036	51,214		6,094	51,214	235,883	184,669	22%
Incentive Compensation	0	0	0	0		0	0	73,364	73,364	0%
401K	1,940	4,483	2,543	7,002		6,445	7,002	53,847	46,845	13%
Payroll Taxes	10,644	10,224	(420)	33,560		194	33,560	168,649	135,089	20%
Allocated to Events	(106,450)	(36,250)	70,200	(234,010		108,760	(234,010)		(780,120)	23%
Total Personnel Expenses	74,897	112,465	37,568	305,531	371,010	65,479	305,531	1,560,786	1,255,255	
Expenses										
Advertising	468	1,167	699	1,310	3,501	2,191	1,310	14,000	12,690	9%
Other Travel Expense	0	750	750	352		1,648	352	9,800	9,448	4%
Automobile Expenses	0	62	62	106		80	106	750	644	14%
Armored Car Expense	101	167	66	305	501	196	305	2,000	1,695	15%
Cash (Over)/Short	(407)	0	407	465	0	(465)	465	0	(465)	Not Budgeted
Ice Expense	6,819	1,000	(5,819)	6,819		(5,819)	6,819	24,000	17,181	28%
Parking Expense	2,779	2,366	(413)	6,988		111	6,988	28,400	21,413	25%
Buidling / Ġeneral Supplies	1,816	1,350	(466)	11,734		(8,884)	11,734	20,500	8,766	57%
Prof Fees - Deferred Comp. Plan	0	0	0	0	0	0	0	500	500	0%
Computer Maintenance	3,559	5,671	2,112	9,388	17,013	7,625	9,388	68,050	58,662	14%
Credit card fees expense	8,191	1,500	(6,691)	13,648	5,000	(8,648)	13,648	45,500	31,852	30%
Dues & Subscriptions	517	849	332	1,674	2,547	873	1,674	10,350	8,676	16%
R&M/Equip. Fund Expense	2,790	6,646	3,856	11,493		2,445	11,493	59,750	48,257	19%
General expense	1,175	2,200	1,025	3,588		3,512	3,588	24,500	20,912	15%
Guest Relations	0	0	0	25		(25)	25	1,150	1,125	2%
Insurance & Bonding	10,395	8,369	(2,026)	28,472		(3,365)	28,472	100,431	71,959	28%
Licenses and Permits	399	501	102	949	,	554	949	6,025	5,076	16%
Management Fee Expense	10,376	10,037	(339)	29,772	,	339	29,772	120,450	90,678	25%
Meetings/Conferences	0	934	934	774		1,026	774	15,950	15,176	5%
Office Supplies	305	500	195	571		179	571	7,750	7,179	7%
Equipment Rental	0	875	875	0)	2,625	0	10,500	10,500	0%
Cleaning Supplies	2,121	1,500	(621)	5,932		(3,832)	5,932	15,500	9,568	38%
Paper Supplies	471	750	279	542	,	1,458	542	17,000	16,458	3%
Printing	240	198	(42)	410		182	410	2,370	1,960	17%
Pest Control Expense	225	234	9	675		27	675	2,800	2,125	24%
Postage	153	50	(103)	372		(202)	372	1,300	928	29%
Security System	30	500	470	90	,	1,160	90	6,500	6,410	1%
Recruiting Expense	0	100	100	376		(126)	376	950	574	40%
Cell Phone/Telephone/Data Lines	102	155	53	305		160	305	1,860	1,555	16%
Smallwares	0	750	750	0	,	1,250	0	5,000	5,000	0%
Snow Removal	0	0	0	0		0	0	250	250	0%
Equipment Maintenance	3,754	1,600	(2,154)	15,580	11,700	(3,880)	15,580	25,000	9,420	62%
Internet - Phone Trash Removal	3,498 1,161	3,334 1,000	(164) (161)	10,499 3,617		(499) (617)	10,499 3,617	40,000 15,000	29,501 11,383	26% 24%
						· · · · · · · · · · · · · · · · · · ·				
Uniforms	641 25 55 4	300	(341) (554)	1,580		720	1,580	7,250	5,670	22%
Utiltities	35,554	35,000	(554)	122,453	92,000	(30,453)	122,453	524,300	401,847	23%
Total Expenses	97,233	90,415	(6,818)	292,046	252,409	(39,637)	292,046	1,235,436	943,390	-
Total Departmental Expenses	172,130	202,880	30,750	597,578	623,419	25,841	597,578	2,796,222	2,198,644	

Cross Insurance Arena OTHER INCOME For the Three Months Ending September 2023

	.023									
					-					% of
1	Period To Date					Year To Date	e		Annual	Annual Budget
	Actual	Curr Budget	Budget Var		Actual	Curr Budget	Budget Var	Annual Budget	Budget Var	Achieved
OTHER INCOME										
Advertising Sponsorship Ince	38,628	40,137	(1,509)		122,875	120,409	2,466	481,643	(358,768)	26%
Premium Seat Income	12,807	11,183	1,624		39,168	33,549	5,619	134,208	(95,040)	29%
Rink Program Revenue	0	0	0		20	0	20	20,000	(19,980)	0%
Other revenue	2,977	2,500	477		3,893	3,500	393	33,000	(29,107)	12%
TOTAL OTHER INCOME	54,412	53,820	592		165,956	157,458	8,498	668,851	(502,895)	25%