



Cross Insurance Arena – 2025 Budget Introduction

To the Board of Trustees:

It's a privilege to present the Cross Insurance Arena's 2025 budget to our Board of Trustees. Our team continues to strive to proudly represent Cumberland County at all service levels. As with our strategic business growth in previous years, our goal for 2025 is to maximize revenues with existing events while seeking new events to create annual, consistent bookings. The entire team at the Cross Insurance Arena works tirelessly to develop new and creative events while cultivating future prospects. We are excited to present a budget that allows us to not only maintain quality events and high-level operations but also propel us towards another vibrant event calendar.

2024 Recap to Date

The Cross Insurance Arena successfully attracted several banner events to secure several top-tier sporting and concert experiences. Each event listed below broke arena records with regard to gross revenue and ticket sales for the genre:

- Bill Burr (2 nights) | 11,372 tickets | \$1,015,332 gross revenue
- Hot Wheels | 11,276 tickets | \$334,859 gross revenue
- Jurassic Quest | 12,293 tickets | \$427,358 gross revenue
- Tom Segura (in the round/center stage) | 6,578 tickets | \$ 471,880 gross revenue
- Jeff Dunham | 5,340 tickets sold | \$330,862 gross revenue
- UME vs Indiana (Mackenzie Holmes) | 6,072 tickets | \$79,725 gross revenue
- Montverde Basketball (Cooper Flagg) | 6,250 tickets | \$ 176,500 gross revenue

2025 Projected Operating Income

Our projected event mix for 2025 reflects a forecast of an \$81,726 increase to our budgeted Net Operating Income. This is the difference between last year's

approved budget of (\$299,787) and this year's projected budget of (\$218,061). As with previous budgets projecting 100 events, it is a challenge to predict what additional shows will route to Portland, how much they cost, how many tickets will sell and how much patrons will spend. With those variable factors contributing heavily to the venue's KPI's, we continue to err on a conservative platform as there is always a chance a show cancels, reschedules or has poor attendance. Historically, the arena books 2 to 3 events per year that do not generate a profitable P&L. We strive to do our best when researching an event but occasionally the timing or demographic does not combine for a profit.

2025 Projected Event Income

Drilling down into our Event Operating Income, we are projecting \$2,024,666 in Event Operating Income as compared to the previous year of \$1,827,584 creating a variance of \$197,082. Our projected 2025 event mix includes the following booking calendar to date:

- Jurassic Quest
- Price is Right Live
- Hot Wheels
- Jo Koy
- Mercy Me/Toby Mac
- Umaine Hockey
- Disney on Ice
- Cirque Du Soliel (returning in 2025 with new show)
- Globetrotters
- 4 Trade Shows
- 7 Graduations
- 3 Broadway Shows
- WWE
- 1 Major Concert
- 5 Minor Concerts

- 2 Additional Comedy Shows
- 6 MPA Sporting Events
- 36 Maine Mariner Games

In addition, we are actively in conversations with local and national promoters to book additional sports, concert and trade show events.

2025 Projected Ancillary Revenue

Ancillary Revenue is also projected to increase by \$221,295 which is the variance of \$932,127 and \$1,153,422 due to better offerings, increased catering demands and POS (Toast) efficiencies. The ability to use portable, hand-held ordering devices for our suite attendants allows for efficient ordering and delivery of select menu items in our suites.

We are also projecting \$774,718 in other income next year. Other income is comprised of several revenue streams such as Sponsorships, naming rights, luxury suites, club seats, ice rental revenue and ATM fees combined to tabulate the category. The budgeted amount represents a \$98,803 increase over 2024's budgeted amount.

2025 Projected Expenses

Indirect expenses reflect a variance of \$221,223 as expenses are projected to be \$3,017,445 as compared to last year's budget of \$2,796,222. Factors included in this variance are higher wages, increased vendor expenses & utilities, and a proposed 3.5% COLA adjustment.

Summary

In conclusion, our proposed budget reflects a comprehensive and forward-thinking approach to creative event development and financial management. Through diligent planning and strategic allocation of resources, we aim to create a first-rate facility that not only meets the needs of artists, athletes and spectators but also serves as a catalyst for economic growth and community engagement. Our budget serves as a comprehensive overview for projected financial plans demonstrating careful consideration of expenses, revenue opportunities, and broader societal impacts. We

are confident in our ability to deliver a venue that not only meets but exceeds expectations, leaving a lasting legacy for generations to come.

Thank you for sharing your valuable time reviewing our 2025 Budget. I welcome your questions and look forward to working with you to achieve our shared vision.

Respectfully yours,

Mike LoConte

Mike LoConte, GM

CROSS INSURANCE ARENA FISCAL YEAR 2025 JULY-JUNE OPERATING BUDGET		12 MONTHS		2023-24 BUDGET VS		2024-25 BUDGET VS	
		BUDGET		2023-24 PROJECTED		2023-24 BUDGET	
		FY 2024-25 JULY-JUNE		FY 2023-24 JULY-JUNE		VARIANCE FY 2024 VS FY 2023 FAV / (UNFAV)	
# OF EVENTS		100	118	(18)		100	0
TOTAL PAID		214,100	183,564	30,536		195,100	19,000
AVERAGE TICKET PRICE	\$	28.75	\$ 35.54	\$ (6.79)	\$	26.70	\$ 2.05
TOTAL GENERAL ATTENDANCE		255,275	283,119	(27,844)		226,050	29,225
CONCESSION PER CAPS	\$	10.62	\$ 12.00	\$ (1.38)	\$	9.84	\$ 0.78
NOVELTY PER CAPS	\$	0.69	\$ 0.37	\$ 0.32	\$	1.05	\$ (0.36)
RENTAL INCOME							
GROSS TICKET REVENUE	\$	6,155,927	6,523,867	-367,939.8	\$	5,209,664	\$ 946,263
TENANT CHARGES	\$	5,542,077	\$ 5,831,456	\$ (289,379)	\$	4,514,734	\$ 1,027,343
NET RENT INCOME	\$	618,350	692,411	(74,061)	\$	702,930	\$ (84,580)
NET SERVICE INCOME/(LOSS)	\$	(390,427)	(387,763)	(2,664)	\$	(406,617)	\$ 16,190
DIRECT EVENT INCOME	\$	227,923	\$ 304,648	\$ (76,725)	\$	296,313	\$ (68,390)
SUITE REVENUE	\$	12,900	\$ 18,971	\$ (6,071)	\$	13,950	\$ (1,050)
SURCHARGE/FACILITY FEE	\$	422,360	526,280	(103,920)	\$	337,990	\$ 84,370
TICKET CONVENIENCE FEES	\$	208,061	355,613	(147,552)	\$	247,204	\$ (39,143)
TOTAL REVENUE	\$	643,321	\$ 900,864	\$ (257,543)	\$	599,144	\$ 44,177
ANCILLARY INCOME							
CONCESSION COMMISSIONS	\$	1,119,714	\$ 1,071,878	\$ 47,836	\$	883,201	\$ 236,513
NOVELTY INCOME	\$	33,708	\$ 33,685	\$ 23	\$	48,926	\$ (15,218)
TOTAL ANCILLARY INCOME	\$	1,153,422	\$ 1,355,563	\$ (202,141)	\$	932,127	\$ 221,295
EVENT OPERATING INCOME	\$	2,024,666	\$ 2,561,075	\$ (536,409)	\$	1,827,584	\$ 197,082
OTHER INCOME							
ADVERTISING SPONSORS	\$	349,500	\$ 325,000	\$ 24,500	\$	293,518	\$ 55,982
NAMING RIGHTS	\$	188,125	\$ 188,125	\$ -	\$	188,125	\$ -
LUXURY SUITES/LOGES	\$	146,156	\$ 111,621	\$ 34,535	\$	118,335	\$ 27,821
CLUB SEATS	\$	22,938	\$ 26,101	\$ (3,163)	\$	15,873	\$ 7,065
OTHER RENTALS/MISC INCOME	\$	68,000	\$ 67,444	\$ 556	\$	53,000	\$ 15,000
TOTAL OTHER INCOME	\$	774,718	\$ 718,291	\$ 56,427	\$	668,851	\$ 98,803
INDIRECT EXPENSES	\$	3,017,445	\$ 2,743,734	\$ 273,712	\$	2,796,222	\$ 221,223
NET OPERATING INCOME (DEFICIT)	\$	(218,061)	\$ 535,633	\$ (753,694)	\$	(299,787)	\$ 74,661

CROSS INSURANCE ARENA
FISCAL YEAR 2024-25
EVENTS SPREAD

code	EVENTS	JULY	AUGUST	SEPT	OCT	NOV	DEC	JAN	FEB	MARCH	APRIL	MAY	JUNE	TOTALS
001	College Basketball													0
002	Hockey Regular Season				2	4	6	8	6	8	2			36
003	Hockey Post Season													0
020	Other Sports							1						1
009	College Hockey						1							1
021	High School Sports								4	2				6
040	Disney Shows						7							7
045	Misc Family		4											4
062	Cirque													0
016	MMA												1	1
007	WWE						1							1
042	Globetrotters								1					1
031	Major Concerts			1										1
030	Minor Concerts		1			1	1				1	1	1	6
032	WFC/LN 3 Way Net Split		1						1					2
065	Comedy Shows			1				1						2
043	MotorSports				4									4
052	Consumer Shows										4			4
053	Trade/Conventions	1		2	2					2				7
050	Banquets					1		1			1			3
060	Religious											2		2
066	Graduations											3	4	7
061	Community												1	1
064	Broadway Series												3	3
056	Other Conventions													0
TOTALS		1	6	4	8	6	16	11	12	12	8	6	10	100

CROSS INSURANCE ARENA FINANCE AND INFORMATION TECHNOLOGY FISCAL YEAR 2025
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ACCOUNT TITLE	GL #	ACCOUNT DESCRIPTION	ITEMIZED EXPENDITURES	AMOUNT	BUDGET
SALARIES ADMINISTRATIVE	5090-5910-130	SALARIES	Director of Finance Staff Accountant/HR (PTE)	-	173,874
EMPLOYEE INCENTIVE COMP	5090-6000-130	EMPLOYEE INCENTIVE	Annual Incentive Compensation		12,387
PAYROLL TAXES	5110-5460-130	EMPLOYER PAYROLL TAXES	SS MEDICARE ME Unemployment Tax FUTA		13,856
CORPORATE SUPPORT	5130-6180-130	TRAVEL & HOTEL	Travel Expenses for Corporate staff	500	500
MEETINGS/CONVENTIONS/TRAINING/ DUES	5140-6860-130	CONFERENCES & SEMINARS	Annual Conference Misc Finance/Payroll Workshops Memberships and Dues	1,500 500 800	2,800
RECRUITING EXPENSES	5250-6800-130	CSS BACKGROUND CHECKS	Background checks for new hires	750	750
TELEPHONE	5250-7020-130	TELEPHONE SERVICE	Cell Phones (\$50 per month)	1,300	1,300
PAYROLL PROCESSING AND IT SUPPORT	5190-6670-130	SOFTWARE COSTS	Cost of Using Payroll services Annual W2 Form Processing Fee LLB Group Phone Support Corp IT Support Network Accounts (Citrix) Office 365 Cloud Service Local IT Support/Security	29,300 1,750 800 5,000 - 1,600 6,600 3,000	48,050
EMPLOYEE BENEFITS	5100-6060-130 5110-1130-130	HEALTH/LIFE/DENTAL INSURANCE & 401K	Medical Dental Vision Life AD&D LTD 401-K Company Match ESPP (Stock option) HMS		9,313 23,350
TOTAL FINANCE EXPENSE					\$286,181

**CROSS INSURANCE ARENA
BOX OFFICE
FISCAL YEAR 2025**

ACCOUNT TITLE	GL #	ACCOUNT DESCRIPTION	ITEMIZED EXPENDITURES	AMOUNT	BUDGET
SALARIES ADMINISTRATIVE	5090-5910-430	SALARIES	Box Office Manager Box Office Assistant Manager		65,000
PART TIME WAGES	5090-6030-430	PT BOX OFFICE LABOR	Wages Taxes	40,000	40,000
PAYROLL ALLOCATED TO EVENTS	5090-7290-430		Labor and tax costs allocated to events	(20,000)	(20,000)
PAYROLL TAXES	5110-5460-430	EMPLOYER PAYROLL TAXES	SS MEDICARE ME Unemployment Tax FUTA Part-time	5,871 3,600	9,471
SUPPLIES	5250-7090-430	SUPPLIES	New chairs, signage, printers	1,000	1,000
MEETINGS/CONVENTIONS/TRAINING	5140-6860-430	CONFERENCES & SEMINARS ATTENDED BY STAFF	PacNet or Marketing Conference (Manager) Local/web based trainings	1,500 500	2,000
ARMORED CAR SERVICE	5250-6750-430	ARMORED CAR SERVICES-LOOMIS	Pick-up of deposits & delivery of cash	2,000	2,000
CREDIT CARD FEES	5250-7120-430	CREDIT CARD PROCESSING FEES	Credit card fees not charged back to events	500	500
TELEPHONE	5250-7020-430	TELEPHONE SERVICE	Cell Phones	650	650
EMPLOYEE BENEFITS	5100-6060-430 5110-1130-430	HEALTH/LIFE/DENTAL INSURANCE & 401K	Medical Dental Vision Life AD&D LTD 401k ESPP (Stock option) HMS		3,575
TOTAL BOX OFFICE EXPENSE					\$118,467

CROSS INSURANCE ARENA
CORPORATE SALES & PREMIUM SERVICES
FISCAL YEAR 2025

ACCOUNT TITLE	GL #	ACCOUNT DESCRIPTION	ITEMIZED EXPENDITURES	AMOUNT	BUDGET
SIGNAGE MAINTENANCE AND FULFILLMENT	5210-6745-220	HALL OF FAME ROOM AND SIGNAGE MAINTENANCE		6,250	6,250
CUSTOMER RELATIONS	5130-6180-220	CLIENT & CUSTOMER RELATIONS Includes Trade Sponsorships	Travel and meetings Memorabilia/Installation Client Promotions	3,500	3,500
PRINTING	5250-7000-220	MISCELLANEOUS PRINTING COSTS		250	250
TOTAL CORP SALES/PREM SERV EXPENSE					10,000

**CROSS INSURANCE ARENA
EXECUTIVE
FISCAL YEAR 2025**

ACCOUNT TITLE	GL #	ACCOUNT DESCRIPTION	ITEMIZED EXPENDITURES	AMOUNT	BUDGET
SALARIES ADMINISTRATIVE	5090-5910-100	SALARIES OF ADMINISTRATIVE STAFF	GM	125,520	148,520
	5090-6030-100		Admin Asst (PTE)	23,000	
EMPLOYEE INCENTIVE COMP	5090-6000-100		Annual Incentive Compensation		25,104
PAYROLL TAXES	5110-5460-100	EMPLOYER PAYROLL TAXES	ss medicare ME Unemployment Tax Futa		12,092
TRAVEL & ENTERTAINMENT	5130-6180-100	TRAVEL	Corporate support SVP Trips	3,000	5,000
		ENTERTAINMENT	Meals & Entertainment	2,000	
MEETINGS/CONVENTIONS/TRAINING	5140-6860-100	CONFERENCES & SEMINARS	Pollstar IEBA Global GM Conference	- 2,000 -	2,000
DUES & SUBSCRIPTIONS	5250-6880-100	SUBSCRIPTIONS			1,800
		DUES & MEMBERSHIPS	Chamber of Commerce Visit Portland	450 1,350	
CUSTOMER RELATONS	5250-7340-100	Gift for Customer Relations	Gifts, Misc	250	
TELEPHONE	5250-7020-100		OFFICE PHONE, CELL PHONE	650	650
EMPLOYEE BENEFITS	5100-6060-100	HEALTH/LIFE/DENTAL INSURANCE & 401K	Medical Dental Vision Life AD&D LTD		21,367
	5110-1130-100		401-K HMS ESPP (Stock Option)	8,681	
TOTAL EXECUTIVE EXPENSE				12,685	\$216,782

DEPT. # 420

**CROSS INSURANCE ARENA
FOOD AND BEVERAGE
FISCAL YEAR 2025**

ACCOUNT TITLE	ACCOUNT DESCRIPTION	ITEMIZED EXPENDITURES	AMOUNT	TOTAL
SALARIES 5090-5910-420	ALL FULL-TIME EMPLOYEES SALARIES BOTH HOURLY AND SALARIED		125,696	
		TOTAL		125,696
EMPLOYEE INCENTIVE COMP	EMPLOYEE INCENTIVES	Annual Incentive Compensation	7,759	
				7,759
PART-TIME WAGES 5090-6030-420	ALL PART-TIME EMPLOYEES SALARIES	P-T Wages and Tips - Concesssions	432,600	
		TOTAL		432,600
TEMPORARY LABOR (Non-Profits) 5090-6160-420	TEMP LABOR SERVICES NOT FOR PROFIT GROUPS	Contracted Labor/NFP'S	240,000	
		TOTAL		240,000
ALLOCATION OF EVENT LABOR 5090-7290-420	PART-TIME, TEMPORARY AND CONTRACT LABOR USED FOR SPECIFIC EVENTS	PT Catering Allocation PT Concessions Allocation	(670,000)	
		TOTAL		(670,000)
EMPLOYEE BENEFITS 5100-6060-420	INCLUDES INSURANCE, EAP, HEALTH ADVOCATE, ESPP, 401K, FLEX SPENDING PLAN	EMPLOYEE BENEFITS Health Dental Vision Life Insurance ADD& Vol LTD STD SUB-TOTAL	25,854 774 424 116 1,001 214 89	28,472
5110-1130-420		401K CONTRIBUTIONS SUB-TOTAL TOTAL	6,673	6,673 35,145
P/R TAXES 5110-5460-420	FICA, MEDICARE, STATE UNEMPL, FED UNEMPL	FT Wages PT wages TOTAL	11,011 38,934	49,945
F&B OVERHEAD 5190-6670-420 5250-7120-420 5250-6720-420 5250-6880-420 5170-6490-420 5130-6180-420 5140-6860-420 5140-6860-420 5250-6800-420 5210-6745-420 5250-7020-420 5250-7070-420 5250-6810-420	INDIRECT EXPENSES FOR F&B	Cash Register System Subscription Credit Card fees Paper Supplies Dues & Subscriptions Licenses & Permits Travel & Entertainment Training Meetings & Conferences Advertising (Personnel) Repair & Maintenance Cell phone Expense Uniforms/Laundry Minor Equipment TOTAL	34,206 80,000 31,000 250 1,050 100 250 250 200 15,000 1,300 7,000 2,000	172,606
	TOTAL FOOD & BEVERAGE EXPENSE			\$393,750

**CROSS INSURANCE ARENA
MARKETING/GROUP SALES
FISCAL YEAR 2025**

Marketing Dept. # 210
Group Sales Dept # 245

ACCOUNT TITLE	GL #	ACCOUNT DESCRIPTION	ITEMIZED EXPENDITURES	AMOUNT	BUDGET
SALARIES ADMINISTRATIVE	5090-5910-210 5090-5910-245	SALARIES OF ADMINISTRATIVE STAFF	Director of Marketing Sales Manager- Groups		133,270
EMPLOYEE INCENTIVE COMP	5090-6000-210		Annual Incentive Compensation		7,607
PAYROLL TAXES	5110-5460-210 5110-5460-245	EMPLOYER PAYROLL TAXES	SS Medicare ME Unemployment Tax FUTA		11,579
TRAVEL & ENTERTAINMENT	5130-6180-210	ENTERTAINMENT & MILEAGE	Marketing Staff Meetings Entertainment Poster/Flyer/Ticket Mileage	200 200 300	700
MEETINGS/CONVENTIONS/TRAINING	5130-6180-210 5130-6860-210 5140-6860-210	CONFERENCES & SEMINARS ATTENDED	OVG Training/Visitors OVG Marketing Annual Conference Hotel and Air Local Conferences/Meetings	250 4,000 750	5,000
DUES & SUBSCRIPTIONS	5250-6880-210	MEMBERSHIP DUES & PUBLICATIONS US BY STAFF	Pollstar Hootsuite Placer AI platform Salesforce Software Canva	1,000 1,850 1,750 1,750 250	6,600
PRINTING	5250-7000-210 5250-7000-245	MISCELLANEOUS PRINTING COSTS	Flyers for Rentals General information brochures Banners/Signs Annual Report Photoshop CS6 Suite	100 100 100 120 1,080	1,500
TELEPHONE	5250-7020-210 5250-7020-245	TELEPHONE EXPENSEE	Cell Phones Group nSales	650 650	1,300
CUSTOMER RELATIONS-MARKETING	5250-7340-210	CLIENT & CUSTOMER RELATIONS	Promotional Items (Pens, Artist Gifts, Plaques) Tenant Event Tabling, Full-time staff uniforms	250 250	500
CUSTOMER RELATIONS-GROUP SALES	5250-7340-245	GROUP SALES CLIENT RELATIONS	Items to promote Group Sales	150	150
INSTITUTIONAL/EVENT ADVERTISING	5180-6600-210	ADVERTISING NON RELATED TO EVENTS	Concert Venue Directory Web Hosting Venue Advertisements - Interior Signage Venue Advertisements - Promotions at other local e Survey Monkey	1,500 7,800 2,300 2,000 400	14,000
EMPLOYEE BENEFITS	5100-6060-210 5100-6060-245 5110-1130-210 5110-1130-245	HEALTH/LIFE/DENTAL INSURANCE & 401K	Medical Dental Vision Life AD&D LTD 401k		7,044
TOTAL MARKETING EXPENSE					\$222,122

		CROSS INSURANCE ARENA OPERATIONS FISCAL YEAR 2025			
ACCOUNT TITLE	GL #	ACCOUNT DESCRIPTION	ITEMIZED EXPENDITURES	AMOUNT	BUDGET
SALARIES ADMINISTRATIVE	5090-5910-330	SALARIES OF ADMINISTRATIVE STAFF	Director of Operations Operations Manager Operations Assistant		200,809
EMPLOYEE INCENTIVE COMP	6003-085-00		Annual Incentive Compensation		8,558
PART TIME	5090-6030-330		Part-Time Event Labor	120,000	120,000
STAFFING BILL BACKS	5090-7290-330		Part-time Labor Charged back to events	(90,000)	(90,000)
PAYROLL TAXES	5110-5460-330	EMPLOYER PAYROLL TAXES FOR ENTIRE STAFF Full - Time and Part-time	SS Medicare Unemployment Tax FUTA		29,219
REPAIRS AND MAINTENANCE	5210-4750-330 5210-6745-330	BUILDING REPAIRS & MAINTENANCE	Repairs Maintenance	30,000 30,000	60,000
ICE/HOCKEY EXPENSE	5250-6780-330 5210-6745-330	SERVICE AGREEMENTS	Ice Maintenance - AAA Energy Zamboni Expense Ice Paint (Jet Ice White and Lines) Hockey Specific	35,000 2,500 6,500	44,000
BUILDING SUPPLIES	5250-7090-330	BUILDING SUPPLIES	General Building Supplies Tools, nails, etc.	25,000	25,000
JANITORIAL	5250-6730-330	NON-EVENT RELATED SERVICES & SUPPLIES	Janitorial Service (non event) Unifirst	35,000	35,000
UNIFORMS & LAUNDRY	5250-7070-330	UNIFORMS PART-TIME STAFF	Operations Department Shirts/Hats/Jackets	750	750
TRASH REMOVAL	5250-7280-330		Waste - Compactor	28,000	28,000
CONTRACTUAL SERVICES	5250-6790-330 5250-7320-330 5210-7240-330 5210-7240-330	PEST CONTROL SERVICES FOR BLDG	Exterminating contract Snow Removal Elevator Maintenance Other Lift Rental	3,000 250 16,500 10,000	29,750
DUES AND SUBSCRIPTIONS	5250-6880-330	MEMBERSHIP		250	250
MEETINGS/CONVENTIONS/TRAVEL	5140-6860-330	CONFERENCES ATTENDED BY STAFF	Local Training	500	500
TELEPHONE	5250-7020-330	TELEPHONE SERVICE	Cell Phones Replacement Phones	1,950	1,950
INSPECTIONS,LICENSES AND PERMITS	5210-6745-330		Sprinklers, Fire System, Elevators and Escalators Inspections	5,000 1,500	6,500
EMPLOYEE BENEFITS	5100-6060-330 5110-1130-330	HEALTH/LIFE/DENTAL INSURANCE & 401K	Medical Dental Vision Life AD&D LTD 401-K HSA	10,468	10,468
TOTAL FACILITY OPERATIONS				60,036	70,504
					570,790

**CROSS INSURANCE ARENA
CORPORATE SALES/PREMIUM SERVICES INCOME
FISCAL YEAR 2025**

ACCOUNT TITLE	MAS-100	ACCOUNT DESCRIPTION	ITEMIZED EXPENDITURES	AMOUNT	BUDGET
ADVERTISING	4210-3930-000	REVENUE EARNED ON ADVERTISING SPONSORS	Arena Share of Advertising/ Sponsorship Less: Commission and Expenses Less: Team Share Static Signage	500,000 (108,500) (42,000)	349,500
NAMING RIGHTS	4210-3920-000	NAMING RIGHTS	Less Commissions and Expenses	215,000 (26,875) -	188,125
TOWER SUITES	4220-4060-000	TOWER & LOGE	6 X \$35000 Less Ticket Revenue Due Tenants (72 Seats X \$20 X 36 Gms) Less Commissions and Expenses Bunker Suite Revenue from Mariners	210,000 (51,840) (34,004) 22,000	146,156
CLUB SEATS-PSL	4220-4070-000	PSL REVENUE # OF CLUB SEAT LIC SHARE	326 available Ticket Galaxy (40 X \$168) Less Commissions and Expenses	6,720 22,500 (6,282)	22,938
OTHER RENTALS	4240-4110-000	OTHER REVENUE	Ice Rentals	20,000 -	20,000
FULLFILLMENT FEE INCOME	4280-4460-000	MAIL ORDER FEES HANDLING FEES	Ticketmaster Secondary Box office services Ticketmaster Contingent Resale Revenue	41,000	41,000
MISCELLANEOUS	4280-4680-000		ATM Fees Parking	3,000 4,000	7,000
TOTAL OTHER INCOME					\$774,718

**CROSS INSURANCE ARENA
OVERHEAD BURDEN
FISCAL YEAR 2025**

ACCOUNT TITLE	Account	ACCOUNT DESCRIPTION	ITEMIZED EXPENDITURES	AMOUNT	BUDGET
EQUIPMENT LEASE EXPENSE	5250-6740-440	RENTAL COSTS OF COPIERS, FAX DUPLICATOR, ETC.	Copiers/Fax with TRADE deal (\$850 x 12)	10,500	10,500
POSTAGE	5250-6980-440	POSTAGE, OVERNIGHT DELIVERIE	First Class Mail (not charged to other departments)	1,750	1,750
LICENSES & PERMITS	5170-6490-440		City Entertainment License BM/Sesac Licenses	3,000 2,500	5,500
PARKING	5250-6710-440		Staff Parking (15 X \$150 X 12) Board and guest validations	27,000 4,000	31,000
INSURANCE EXPENSE	5160-6460-440	COST OF INSURANCE POLICIES	LIABILITY General/Excess Liability (Term July - June) General Liability (Term: July-June) Professional Liability AUTO CRIME (Apr-Mar) WORKERS' COMPENSATION (JUL-JUN) Employment Practices Pollution Liability	18,283 35,846 437 185 375 65,000 975 354	121,455
Truck-Gas/Maintenance	5250-7030-440	Repairs/Maintenance for Company Ve	Gas Repairs/Maintenance	150 600	750
CONTRACTED SERVICES	5150-6350-440		Professional Services	500	500
OFFICE SUPPLIES	5250-6970-440		General Office Supplies Copier/Fax Supplies Toner Paper supplies	7,500	7,500
TELEPHONE/INTERNET/AV	5250-3880-440	TELEPHONE EXPENSE VIDEO INTERNET	Cost of telephones not charged to other dept. Video Services Building Internet	25,000 5,100 14,000	44,100
UTILITIES	5200-2300-440	UTILITY COST FOR THE BUILDING	Electricity Water/Sewer Gas City of Portland Drainage Fees	320,000 23,000 135,000 6,300	484,300
MANAGEMENT FEE	5250-6960-440		Management Fee paid monthly:	124,666	124,666
TOTAL OVERHEAD					\$832,020