

One Civic Center Square, Portland, ME 04101

MAY 2023

Fiscal Year ending June 30, 2023

Submitted By Mark Eddy

SPECTRA VENUE MANAGEMENT

K. Hilsgen

J. McGarr

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Michael 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	7

Cross Insurance Arena FINANCIAL STATEMENT COMMENTS Month Ending May 31, 2023

	AOTHAL	DUDOET	FAV(UNFAV)
l	ACTUAL	BUDGET	VARIANCE
NO OF EVENTS	10	6	4
PAID ATTENDANCE	0	4,000	(4,000)
DIRECT EVENT INCOME	36,609	28,204	8,405
	30,009		
FACILITY FEE	U	3,960	(3,960)
SUITE REVENUE	0	250	(250)
NET TICKETING REVENUE ANCILLARY INCOME	12.474	8,910	(8,910)
	13,174	34,850	(21,676)
TOTAL EVENT INCOME	49,783	76,174	(26,391)
OTHER INCOME	65,557	49,810	15,747
INDIRECT EXPENSES	211,258	225,293	14,035
NET INCOME (LOSS)	(95,918)	(99,309)	3,391

EVENT INCOME:	UNDER	BUDGET BY	(26,391)	DUE TO THE FOLLOWING:
		MTD	FAV(UNFAV)	
	Actual	Budget	VARIANCE	COMMENTS:
WFC/LN Concert	0	36,246	(36,246)	
Community	0	2,957	(2,957)	
Meeting	588	0	588	Unbudgeted County meeting.
Graduations	41,839 7.356	34,986 1.985	6,853 5.371	Higher staffing and expense billbacks than originally budgeted for college graduation Higher rent revenue than originally anticipated for the event.
Religious _	49,783	76,174	(26,391)	
OTHER INCOME:	OVER	BUDGET BY	15,747	DUE TO THE FOLLOWING:
		MTD	FAV(UNFAV)	
	Actual	Budget	VARIANCE	COMMENTS:
Advertising Sponsorship Inco	46.375	43.667	2.708	Sponsorship renewals higher than projected.
Premium Seat Income	12,513	4.893	7.620	Higher suite and club seat sales than originally projected for the month.
Other revenue	6,591	1,250	5,341	Higher Ticketmaster resale revenues than originally projected.
_	65,557	49,810	15,747	-
INDIRECT EXPENSES:	OVER	BUDGET BY	14.035	DUE TO THE FOLLOWING:
INDIRECT EXI ENGLS.	OVLIN	MTD	FAV(UNFAV)	DOE TO THE FOLLOWING.
	Actual	Budget	VARIANCE	COMMENTS:
EXECUTIVE	14.707	16.018	1.311	Lower benefit costs than originally budgeted for the month.
MARKETING	9,952	10,042	90	
FINANCE	15.881	24.611	8.730	One less FTE than originally projected for the month.
BOX OFFICE	16,023	16,470	447	3 71 1
OPERATIONS	39,173	34,303	(4,870)	Higher part-time labor and repair expenses than originally projected for May.
EVENT SERVICES	33,372	31,261	(2,111)	
GROUP SALES	0	5,908	5,908	No Group sales FTE during the month.
ADVERTISING/SPONSOR	0	1,063	1,063	No contracted marketing spending in May as originally budgeted.
FOOD AND BEVERAGE	17,209	26,321	9,112	One less FTE than originally projected for the month.
OVERHEAD	64,941	59,296	(5,645)	Higher utility and insurance costs than originally budgeted for the month.
_	211,258	225,293	14,035	· · · -

Cross Insurance Arena FINANCIAL STATEMENT COMMENTS For the Eleven Months Ending May 2023

			E41/// INTEAL()
	AOTUAL	DUDOET	FAV(UNFAV)
	ACTUAL	BUDGET	VARIANCE
NO OF EVENTS	111	91	20
PAID ATTENDANCE	213,953	189,175	24,778
DIRECT EVENT INCOME	60,660	194,451	(133,791)
FACILITY FEE	304,951	213,760	91,191
SUITE REVENUE	15,962	15,585	377
NET TICKETING REVENUE	232,030	183,701	48,329
ANCILLARY INCOME	_1,044,175_	758,827_	285,348
TOTAL EVENT INCOME	1,657,779	1,366,324	291,455
OTHER INCOME	651,192	600,895	50,297
INDIRECT EXPENSES	2,196,057	2,367,674	171,617
NET OPERATING INCOME(LOSS)	112,914	(400,455)	513,369
INET OPERATING INCOME(LOSS)	112,914	(400,455)	513,309

			COMMENTS:	
EVENT INCOME:	OVER	BUDGET BY	291,455	DUE TO THE FOLLOWING:
	YTD	YTD	FAV(UNFAV)	
	Actual	Budget	VARIANCE	COMMENTS:
Post Season Hockey	35.944	0	35.944	Three unbudgeted Mariner playoff games.
WFC/LN Concert	35.846	267.998	(232.152)	
Consumer Shows	45.309	207,330	45.309	Unbudgeted Maine Comic and Toy Consumer shows.
College Hockey	45,503	44.312	(44,312)	No College hockey game in 2022-23 season as originally projected.
Minor Concerts	30.025	72.492	(42,467)	
Maior Concerts	93,225	59.367	33.858	Higher attendance and Concession revenues from the Trey Anastasio concert.
Banquet/Meeting	2,506	1.958	548	
Regular Season Hockey	640.612	338.714	301.898	Higher attendances and concession revenues for the 36 games of the season.
Trade Shows	91.579	94,449	(2.870)	
Charity/Community Events	2,175	2.957	(782)	
Wrestling	51,406	42,779	8,627	Higher attendance and concession revenues from the WWE event.
Comedy Shows	182,697	, 0	182,697	Unbudgeted Jo Kov and Kevin Hart shows.
Disney shows	145,049	145,556	(507)	Sesame Street and Disney on Ice events.
Lacrosse	25,766	8,568	17,199	Five Lacrosse events hosted YTD.
Religious Events	7,356	1.985	5.371	Higher rent revenue than originally anticipated for the event.
Graduations	41.839	34.986	6.853	Higher staffing and expense billbacks than originally budgeted for college graduations
Globetrotters	50,325	44,321	6,004	Higher attendance and concession sales than projected.
Family	70,062	57,533	12,529	Cocomelon and Paw Patrol events
Monster Jam	0	27,093	(27,093)	
Other Sports	27,494	15,852	11,642	
Other Sports	21,494	10,002	11,042	XIIR Ice racing event.
High School Sports	78,565	105,404	(26,839)	
	78,565	105,404	(26,839)	
High School Sports	78,565 1,657,779	105,404 1,366,324	(26,839) 291,455 50,297	Lower attendance and concession revenues from the pre- championship games.
High School Sports	78,565 1,657,779 OVER	105,404 1,366,324 BUDGET BY	(26,839) 291,455	Lower attendance and concession revenues from the pre- championship games.
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High School Sports	78,565 1,657,779 OVER YTD	105,404 1,366,324 BUDGET BY YTD	(26,839) 291,455 50,297 FAV(UNFAV)	Lower attendance and concession revenues from the pre- championship games. DUE TO THE FOLLOWING: COMMENTS:
High School Sports OTHER INCOME:	78,565 1,657,779 OVER YTD Actual	105,404 1,366,324 BUDGET BY YTD Budget	(26,839) 291,455 50,297 FAV(UNFAV) VARIANCE	Lower attendance and concession revenues from the pre- championship games. DUE TO THE FOLLOWING: COMMENTS:
OTHER INCOME: Advertising Sponsorship Inco	78,565 1,657,779 OVER YTD Actual 455,881	105,404 1,366,324 BUDGET BY YTD Budget 480,335	(26,839) 291,455 50,297 FAV(UNFAV) VARIANCE (24,454)	Lower attendance and concession revenues from the pre- championship games. DUE TO THE FOLLOWING: COMMENTS: Lower sponsorship revenues due to Covid shutdown make goods.
OTHER INCOME: Advertising Sponsorship Inco	78,565 1,657,779 OVER YTD Actual 455,881 123,899 49,668	105,404 1,366,324 BUDGET BY YTD Budget 480,335 53,810 26,750	(26,839) 291,455 50,297 FAV(UNFAV) VARIANCE (24,454) 70,089 22,918	Lower attendance and concession revenues from the pre- championship games. DUE TO THE FOLLOWING: COMMENTS: Lower sponsorship revenues due to Covid shutdown make goods. Higher suite and club sales and rental income than originally projected year to date.
OTHER INCOME: Advertising Sponsorship Inco	78,565 1,657,779 OVER YTD Actual 455,881 123,899	105,404 1,366,324 BUDGET BY YTD Budget 480,335 53,810	(26,839) 291,455 50,297 FAV(UNFAV) VARIANCE (24,454) 70,089	Lower attendance and concession revenues from the pre- championship games. DUE TO THE FOLLOWING: COMMENTS: Lower sponsorship revenues due to Covid shutdown make goods. Higher suite and club sales and rental income than originally projected year to date.
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OTHER INCOME: Advertising Sponsorship Income Other revenue	78,565 1,657,779 OVER YTD Actual 455,881 123,899 49,668 651,192 UNDER	105,404 1,366,324 BUDGET BY YTD Budget 480,335 53,810 26,750 600,895 BUDGET BY	(26,839) 291,455 50,297 FAV(UNFAV) VARIANCE (24,454) 70,089 22,918 50,297	Lower attendance and concession revenues from the pre- championship games. DUE TO THE FOLLOWING: COMMENTS: Lower sponsorship revenues due to Covid shutdown make goods. Higher suite and club sales and rental income than originally projected year to date. Higher parking and ticketing resale revenues than originally projected.
OTHER INCOME: Advertising Sponsorship Income Other revenue INDIRECT EXPENSES:	78,565 1,657,779 OVER YTD Actual 455,881 123,899 49,668 651,192 UNDER YTD Actual	105,404 1,366,324 BUDGET BY YTD Budget 480,335 53,810 26,750 600,895 BUDGET BY YTD Budget	(26,839) 291,455 50,297 FAV(UNFAV) VARIANCE (24,454) 70,089 22,918 50,297 171,617 FAV(UNFAV) VARIANCE	Lower attendance and concession revenues from the pre- championship games. DUE TO THE FOLLOWING: COMMENTS: Lower sponsorship revenues due to Covid shutdown make goods. Higher suite and club sales and rental income than originally projected year to date. Higher parking and ticketing resale revenues than originally projected. DUE TO THE FOLLOWING: COMMENTS:
OTHER INCOME: Advertising Sponsorship Income Other revenue INDIRECT EXPENSES: EXECUTIVE	78.565 1,657,779 OVER YTD Actual 455.881 123.899 49.668 651,192 UNDER YTD Actual 146,527	105,404 1,366,324 BUDGET BY YTD Budget 480,335 53,810 26,750 600,895 BUDGET BY YTD Budget 161,797	(26,839) 291,455 50,297 FAV(UNFAV) VARIANCE (24,454) 70,089 22,918 50,297 171,617 FAV(UNFAV) VARIANCE	Lower attendance and concession revenues from the pre- championship games. DUE TO THE FOLLOWING: COMMENTS: Lower sponsorship revenues due to Covid shutdown make goods. Higher suite and club sales and rental income than originally projected year to date. Higher parking and ticketing resale revenues than originally projected. DUE TO THE FOLLOWING: COMMENTS: Lower wages and benefit costs than projected year to date.
OTHER INCOME: Advertising Sponsorship Income Other revenue INDIRECT EXPENSES: EXECUTIVE MARKETING	78.565 1,657,779 OVER YTD Actual 455.881 123,899 49,668 651,192 UNDER YTD Actual 146,527 81,568	105.404 1,366,324 BUDGET BY YTD Budget 480,335 53,810 26,750 600,895 BUDGET BY YTD Budget 161,797 85,452	(26,839) 291,455 50,297 FAV(UNFAV) VARIANCE (24,454) 70,089 22,918 50,297 171,617 FAV(UNFAV) VARIANCE 15,270 3,884	Lower attendance and concession revenues from the pre- championship games. DUE TO THE FOLLOWING: COMMENTS: Lower sponsorship revenues due to Covid shutdown make goods. Higher suite and club sales and rental income than originally projected year to date. Higher parking and ticketing resale revenues than originally projected. DUE TO THE FOLLOWING: COMMENTS: Lower wages and benefit costs than projected year to date. Lower advertising expenditures to date.
Advertising Sponsorship Incorpremium Seat Income Other revenue INDIRECT EXPENSES: EXECUTIVE MARKETING FINANCE	78.565 1,657,779 OVER YTD Actual 455,881 123,899 49,668 651,192 UNDER YTD Actual 146,527 81,568 167,716	105.404 1,366,324 BUDGET BY YTD Budget 480,335 53,810 26,750 600,895 BUDGET BY YTD Budget 161,797 85,452 246,286	(26,839) 291,455 50,297 FAV(UNFAV) VARIANCE (24,454) 70,089 22,918 50,297 171,617 FAV(UNFAV) VARIANCE 15,270 3,888 478,570	Lower attendance and concession revenues from the pre- championship games. DUE TO THE FOLLOWING: COMMENTS: Lower sponsorship revenues due to Covid shutdown make goods. Higher suite and club sales and rental income than originally projected year to date. Higher parking and ticketing resale revenues than originally projected. DUE TO THE FOLLOWING: COMMENTS: Lower wages and benefit costs than projected year to date. Lower advertising expenditures to date. One less FTE than originally projected through May.
Advertising Sponsorship Incorpremium Seat Income Other revenue INDIRECT EXPENSES: EXECUTIVE MARKETING FINANCE BOX OFFICE	78.565 1,657,779 OVER YTD Actual 455,881 123,899 49,668 651,192 UNDER YTD Actual 146,527 81,568 167,716 154,133	105,404 1,366,324 BUDGET BY YTD Budget 480,335 53,810 26,750 600,895 BUDGET BY YTD Budget 161,797 85,452 246,286 171,163	(26,839) 291,455 50,297 FAV(UNFAV) VARIANCE (24,454) 70,089 22,918 50,297 171,617 FAV(UNFAV) VARIANCE 15,270 3,884 78,570 17,030	Lower attendance and concession revenues from the pre- championship games. DUE TO THE FOLLOWING: COMMENTS: Lower sponsorship revenues due to Covid shutdown make goods. Higher suite and club sales and rental income than originally projected year to date. Higher parking and ticketing resale revenues than originally projected. DUE TO THE FOLLOWING: COMMENTS: Lower wages and benefit costs than projected year to date. Lower advertising expenditures to date. One less FTE than originally projected through May. Lower part-time wages and benefit costs than anticipated year to date.
Advertising Sponsorship Incorpremium Seat Income Other revenue INDIRECT EXPENSES: EXECUTIVE MARKETING FINANCE BOX OFFICE OPERATIONS	78.565 1,657,779 OVER YTD Actual 455.881 123,899 49,668 651,192 UNDER YTD Actual 146,527 81,568 167,716 154,133 396,758	105.404 1,366,324 BUDGET BY YTD Budget 480,335 53,810 26,750 600,895 BUDGET BY YTD Budget 161,797 85,452 246,286 171,163 401,217	(26,839) 291,455 50,297 FAV(UNFAV) VARIANCE (24,454) 70,089 22,918 50,297 171,617 FAV(UNFAV) VARIANCE 15,270 3,884 78,570 17,030 4,459	Lower attendance and concession revenues from the pre- championship games. DUE TO THE FOLLOWING: COMMENTS: Lower sponsorship revenues due to Covid shutdown make goods. Higher suite and club sales and rental income than originally projected year to date. Higher parking and ticketing resale revenues than originally projected. DUE TO THE FOLLOWING: COMMENTS: Lower wages and benefit costs than projected year to date. Lower advertising expenditures to date. One less FTE than originally projected through May. Lower part-time wages and benefit costs than anticipated year to date. Lower supplies and maintenance costs than originally projected YTD.
Advertising Sponsorship Incorpremium Seat Income Other revenue INDIRECT EXPENSES: EXECUTIVE MARKETING FINANCE BOX OFFICE OPERATIONS EVENT SERVICES	78.565 1,657,779 OVER YTD Actual 455,881 123,899 49,668 651,192 UNDER YTD Actual 146,527 81,568 167,716 154,133 396,758 203,171	105.404 1,366,324 BUDGET BY YTD Budget 480,335 53,810 26,750 600,895 BUDGET BY YTD Budget 161,797 85,452 246,286 171,163 401,217 180,140	(26,839) 291,455 50,297 FAV(UNFAV) VARIANCE (24,454) 70,089 22,918 50,297 171,617 FAV(UNFAV) VARIANCE 15,270 3,884 78,570 17,030 4,459 (23,031)	DUE TO THE FOLLOWING: COMMENTS: Lower sponsorship revenues due to Covid shutdown make goods. Higher suite and club sales and rental income than originally projected year to date. Higher parking and ticketing resale revenues than originally projected. DUE TO THE FOLLOWING: COMMENTS: Lower wages and benefit costs than projected year to date. Lower advertising expenditures to date. One less FTE than originally projected through May. Lower part-time wages and benefit costs than anticipated year to date. Lower supplies and maintenance costs than originally projected YTD. Higher part-time labor and uniform expenses than originally projected YTD.
Advertising Sponsorship Incorpremium Seat Income Other revenue INDIRECT EXPENSES: EXECUTIVE MARKETING FINANCE BOX OFFICE OPERATIONS	78.565 1,657,779 OVER YTD Actual 455.881 123,899 49,668 651,192 UNDER YTD Actual 146,527 81,568 167,716 154,133 396,758	105.404 1,366,324 BUDGET BY YTD Budget 480,335 53,810 26,750 600,895 BUDGET BY YTD Budget 161,797 85,452 246,286 171,163 401,217	(26,839) 291,455 50,297 FAV(UNFAV) VARIANCE (24,454) 70,089 22,918 50,297 171,617 FAV(UNFAV) VARIANCE 15,270 3,884 78,570 17,030 4,459	Lower attendance and concession revenues from the pre- championship games. DUE TO THE FOLLOWING: COMMENTS: Lower sponsorship revenues due to Covid shutdown make goods. Higher suite and club sales and rental income than originally projected year to date. Higher parking and ticketing resale revenues than originally projected. DUE TO THE FOLLOWING: COMMENTS: Lower wages and benefit costs than projected year to date. Lower advertising expenditures to date. One less FTE than originally projected through May. Lower part-time wages and benefit costs than anticipated year to date. Lower supplies and maintenance costs than originally projected YTD.
Advertising Sponsorship Incorpremium Seat Income Other revenue INDIRECT EXPENSES: EXECUTIVE MARKETING FINANCE BOX OFFICE OPERATIONS EVENT SERVICES	78.565 1,657,779 OVER YTD Actual 455,881 123,899 49,668 651,192 UNDER YTD Actual 146,527 81,568 167,716 154,133 396,758 203,171	105.404 1,366,324 BUDGET BY YTD Budget 480,335 53,810 26,750 600,895 BUDGET BY YTD Budget 161,797 85,452 246,286 171,163 401,217 180,140	(26,839) 291,455 50,297 FAV(UNFAV) VARIANCE (24,454) 70,089 22,918 50,297 171,617 FAV(UNFAV) VARIANCE 15,270 3,884 78,570 17,030 4,459 (23,031)	DUE TO THE FOLLOWING: COMMENTS: Lower sponsorship revenues due to Covid shutdown make goods. Higher suite and club sales and rental income than originally projected year to date. Higher parking and ticketing resale revenues than originally projected. DUE TO THE FOLLOWING: COMMENTS: Lower wages and benefit costs than projected year to date. Lower advertising expenditures to date. One less FTE than originally projected through May. Lower part-time wages and benefit costs than anticipated year to date. Lower supplies and maintenance costs than originally projected YTD. Higher part-time labor and uniform expenses than originally projected YTD.
OTHER INCOME: Advertising Sponsorship Income Other revenue INDIRECT EXPENSES: EXECUTIVE MARKETING FINANCE BOX OFFICE OPERATIONS EVENT SERVICES GROUP SALES	78.565 7.857,779 OVER YTD Actual 455.881 123.899 49.668 651,192 UNDER YTD Actual 146.527 81,568 167,716 154.133 396,758 203,171 47,121	105.404 1,366,324 BUDGET BY YTD Budget 480,335 53,810 26,750 600,895 BUDGET BY YTD Budget 161,797 85,452 246,286 171,163 401,217 180,140 58,785	(26,839) 291,455 50,297 FAV(UNFAV) VARIANCE (24,454) 70,089 22,918 50,297 171,617 FAV(UNFAV) VARIANCE 15,270 3,884 78,570 17,030 4,459 (23,031) 11,664	Lower attendance and concession revenues from the pre- championship games. DUE TO THE FOLLOWING: COMMENTS: Lower sponsorship revenues due to Covid shutdown make goods. Higher suite and club sales and rental income than originally projected year to date. Higher parking and ticketing resale revenues than originally projected. DUE TO THE FOLLOWING: COMMENTS: Lower wages and benefit costs than projected year to date. Lower advertising expenditures to date. One less FTE than originally projected through May. Lower part-time wages and benefit costs than anticipated year to date. Lower supplies and maintenance costs than originally projected YTD. Higher part-time labor and uniform expenses than originally projected YTD. Lower commissions than originally projected year to date. Lower fulfillment expenses than budgeted year to date.
Advertising Sponsorship Incorremium Seat Income Other revenue INDIRECT EXPENSES: EXECUTIVE MARKETING FINANCE BOX OFFICE OPERATIONS EVENT SERVICES GROUP SALES ADVERTISING/SPONSOF	78.565 1,657,779 OVER YTD Actual 455,881 123,899 49,668 651,192 UNDER YTD Actual 146,527 81,568 167,716 154,133 396,758 203,171 47,121 5,537	105.404 1,366,324 BUDGET BY YTD Budget 480,335 53,810 26,750 600,895 BUDGET BY YTD Budget 161,797 85,452 246,286 171,163 401,217 180,140 58,785 9,687	(26,839) 291,455 50,297 FAV(UNFAV) VARIANCE (24,454) 70,089 22,918 50,297 171,617 FAV(UNFAV) VARIANCE 15,270 3,884 78,570 17,030 4,459 (23,031) 11,664 4,150	Lower attendance and concession revenues from the pre- championship games. DUE TO THE FOLLOWING: COMMENTS: Lower sponsorship revenues due to Covid shutdown make goods. Higher suite and club sales and rental income than originally projected year to date. Higher parking and ticketing resale revenues than originally projected. DUE TO THE FOLLOWING: COMMENTS: Lower wages and benefit costs than projected year to date. Lower advertising expenditures to date. One less FTE than originally projected through May. Lower part-time wages and benefit costs than anticipated year to date. Lower supplies and maintenance costs than originally projected YTD. Higher part-time labor and uniform expenses than originally projected YTD. Lower commissions than originally projected year to date. Lower fulfillment expenses than budgeted year to date. One less FTE. Lower paper supplies, uniforms, and smallwares expense YTD.

CROSS INSURANCE ARENA ROLLING FORECAST as of May 31, 2023 FYE June 30, 2023

	ACTUAL May 31, 2023	BALANCE PROJECTED FY 2023	TOTAL ACT/PROJ FY 2023	ORIG BUDGET FYE June 30, 2023	Variance
# OF EVENTS Direct Event Income Facility Fee Suite Revenue Ticketing System Income Ancillary Income TOTAL EVENT INCOME	111 60,660 304,951 15,962 232,030 1,044,175 1,657,779	10 32,510 3,783 0 7,994 26,890 71,177	121 93,170 308,734 15,962 240,024 1,071,065 1,728,956	100 243,044 222,760 15,585 191,614 799,344 1,472,347	21 (149,874) 85,974 377 48,410 271,721 256,609
OTHER INCOME	651,192	59,000	710,192	650,706	59,486
INDIRECT EXPENSES	2,196,057	270,510	2,466,567	2,635,381	168,814
NET OPERATING INCOME (LOSS)	112,914	(140,333)	(27,419)	(512,328)	484,909
May adjustments affect to FY Forecast			COMMENTS:		
Difference from prior month:		72,422			
Event Income		56,637	from the college gra	ect event revenues than origina aduations and Jehovah Witness revenues than anticipated from how.	convention.
Other Income		16,147	Recognized higher	revenues from new sponsorshi	p contracts.
Indirect Expenses		(362)			
Totals		72,422			
Incentive Fee Calculation					
Base Management Fee Projected Financial Incentive Fee Food & Beverage Incentives Qualitative Incentives	116,372 40,473 34,911				

191,756

Mark Eddy

Director of Finance
Mark Eddy

Total Management Fee Projected

Michael LoConte

General Manager Mike LoConte

Cross Insurance Arena BALANCE SHEET

May 2023

ASSETS

CURRENT ASSETS Cash & cash equivalents Accounts receivable Accounts Receivable from Third Party Prepaid Inventory TOTAL CURRENT ASSETS	1,656,971 216,989 97,562 65,078 41,669		2,078,268
TOTAL ASSETS			2,078,268
LIABILITIES AND EQUITY			
CURRENT LIABILITIES Accounts payable Accrued payroll & related costs Sales and Use Tax payable Other accrued liabilities Deposits and Deferred income	201,004 183,524 3,507 484,678 1,007,978		
TOTAL LIABILITIES			1,880,690
EQUITY Retained Earnings Client Funding Current Retained Earnings TOTAL EQUITY	(1,840,341) 1,924,503	112,914	197,578
TOTAL LIABILITIES AND EQUITY			2,078,268

Cross Insurance Arena CONSOLIDATED INCOME STATEMENT For the Eleven Months Ending May 2023

Number of Events 10 6 4 111 91 20 Total Paid General 10,520 18,200 (7,680) 213,953 189,175 24,778 Turnstile Altendance- General 10,520 18,200 (7,680) 199,939 189,650 10,289 RENTAL INCOME 6ROSS TICKET REVENUE 0 158,000 (168,000) 6,224,894 4,235,101 2,049,793 SPONSORSHIP REVENUE 0 0 0 0 0 0 3,500 (3,500) RENT BILLED 31,000 182,200 (151,200) 6,835,514 4,726,101 2,109,413 PROMOTER PROCEEDS 0 (158,000) 158,000 (6,272,659) (4,203,388) (2,069,271) NET RENTAL INCOME 31,000 24,200 6,800 550,850 44,726,101 2,109,413 PROMOTER PROCEEDS 0 (158,000) 158,000 (6,272,659) (4,203,388) (2,069,271) NET RENTAL INCOME 31,000 24,200 6,800 552,855 522,713 40,142 EVET SERVICE INCOME (10SS) 5,609 40,04 1,665 (502,195) (328,262) (173,393) DIRECT EVENT INCOME 30,000 28,204 8,405 60,680 194,451 (133,791) FACILTY FEE REVENUE 0 3,960 (3,960) 304,951 213,760 91,191 EVET SERVICE INCOME (10SS) 5,609 4,004 1,665 (502,195) (328,262) (173,393) DIRECT EVENT INCOME 0 2,7000 (27,000) 307,186 305,235 1,951 EVENT SPONSORSHIP 0 0 2,7000 (27,000) 307,186 305,235 1,951 EVENT SPONSORSHIP 0 0 13,120 (13,120) 552,943 413,046 139,897 ANCILLARY INCOME 0 11,988 54,296 (42,308) 1,336,592 1,155,600 2,795,371 TCAL SURCHARGE/REBATE/PRESHC 0 13,170 (13,120) 552,943 413,046 139,897 ANCILLARY INCOME 11,186 0 1,186 37,887 5,400 32,487 TOTAL SURCHARGE/REBATE/PRESHC 0 15,177 (15,171) 59,544 4,560,20 32,487 TOTAL SURCHARGE/REBATE/PRESHC 1,186 0 1,186 37,887 5,400 32,487 TOTAL SURCHARGE/REBATE (10,187) 1,186 0 1,186 37,887 5,400 32,487 TOTAL SURCHARGE/REBATE (10,187) 1,186 0 1,186 37,887 5,400 32,487 TOTAL SURCHARGE/REBATE (10,187) 1,186 0 1,186 37,887 5,400 32,487 TOTAL SURCHARGE/REBATE (10,187) 1,186 0 1,186 37,887 5,400 32,487 TOTAL SURCHARGE/REBATE (10,187) 1,186 0 1,186 37,887 5,400 32,487 TOTAL SURCHARGE/REBATE (10,187) 1,186 0 1,186 37,887 5,400 32,487 TOTAL SURCHARGE/REBATE (10,187) 1,186 0 1,186 37,887 5,400 32,487 TOTAL SURCHARGE/REBATE (10,187) 1,186 0 1,186 37,887 5,400 32,487 TOTAL ANCILLARY INCOME (10,187) 1,186 0 1,186 37,887 5,400 32,487 TOTAL ANCILLARY	Г	PERIOD TO DATE				YEAR TO DATE			
Total Paid General	-	Actual	Curr Budget 3u	udget Variance	Actual	Curr Budget 3	udget Variance		
Total Paid General	Number of Events	10	6	4	11.	91	20		
Turnstile Attendance General RENTAL INCOME GROSS TICKET REVENUE 0 158,000 (158,000) 6,284,894 4,235,101 2,049,793 SPONSORSHIP REVENUE 0 0 0 0 3,500 (3,500) RENT BILLED 31,000 24,200 6,800 550,620 487,500 63,120 GROSS REVENUE 31,000 182,200 (151,200) 6,835,614 4,726,101 2,109,413 PROMOTER PROCEEDS 0 (158,000) 158,000 (6,272,659) (4,203,388) (2,069,271) PROMOTER PROCEEDS 0 (158,000) 158,000 (6,272,659) (4,203,388) (2,069,271) RET RENTAL INCOME 31,000 24,200 6,800 562,855 522,713 40,142 NET SERVICE INCOME / (LOSS) 5,609 4,004 1,605 (502,195) (328,262) (173,933) DIRECT EVENT INCOME 36,600 28,204 8,405 60,660 194,451 (133,791) FACILTY FEE REVENUE 0 3,960 (3,960) 304,951 213,760 91,191 SUITE TICKET REVENUE 0 2,500 (250) 15,962 15,585 377 CONVITICKET PROC REVENUE 0 27,000 (27,000) 307,186 305,235 1,951 EVENT SPONSORSHIP 0 0 2,000 (27,000) 307,186 305,235 1,951 EVENT SPONSORSHIP 0 0 13,120 (13,120) 552,943 (121,534) 46,378 TOTAL SURCHARGE/REBATE/PRESHO 0 13,120 (13,120) 552,943 (330,436) 29,531 TEAM/PROMOTER SHARE 0 (20,963) 20,963 (338,948) (330,436) (59,412) SUITE SICKATERING 1,186 0 1,186 37,887 5,400 32,487 NOVELTY 0 1,517 (1,517) 59,544 26,800 32,742 TOTAL ANCILLARY INCOME 13,174 34,850 (21,576) 1,044,175 758,827 285,348 EVENT OPERATING INCOME 13,174 34,850 (21,576) 1,044,175 758,827 285,348 EVENT OPERATING INCOME 49,783 76,174 (26,391) 1,657,779 1,366,324 291,455 INDIRECT EXPENSES: EXECUTIVE 14,	Trainibol of Evolid	10	ŭ	·		01	20		
RENTAL INCOME GROSS TICKET REVENUE 0 15,000 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0					,				
GROSS TICKET REVENUE 0 158,000 (158,000) 6,284,894 4,235,101 2,049,793 SPONSORSHIP REVENUE 0 0 0 550,620 487,500 63,120 GROSS REVENUE 31,000 24,200 6,800 550,620 487,500 63,120 PROMOTER PROCEEDS 0 (158,000) 158,000 (6,272,659) 4,203,388) (2,069,271) NET RENTAL INCOME 31,000 24,200 6,800 562,855 522,713 40,142 NET SERVICE INCOME / (LOSS) 5,609 4,004 1,805 60,660 194,451 (133,791) FACILTY FEE REVENUE 0 3,960 (3,960) 304,951 21,3760 91,191 SUITE TICKET REVENUE 0 250 (250) 15,962 15,565 377 CONVITICKET PROC REVENUE 0 2,7000 (27,000) 307,186 305,235 1,951 EVENT SPONSORSHIP 0 0 0 0 0 0 0 0 SUITES ICATERING </td <td></td> <td>10,520</td> <td>18,200</td> <td>(7,680)</td> <td>199,939</td> <td>189,650</td> <td>10,289</td>		10,520	18,200	(7,680)	199,939	189,650	10,289		
SPONSORSHIP REVENUE 0		0	158 000	(158 000)	6 284 80/	4 235 101	2 0/0 703		
RENT BILLED 31,000 24,200 6,800 550,620 487,500 63,120 GROSS REVENUE 31,000 182,200 (151,200) 6,835,514 4,726,101 2,109,413 2,109,41									
GROSS REVENUE 31,000 182,200 (151,200) 6.835,514 4,726,101 2,109,413 PROMOTER PROCEEDS 0 (158,000) 158,000 (6.272,659) (4,203,388) (2,069,271) NET RENTAL INCOME 31,000 24,200 6,800 562,855 522,713 40,142 NET SERVICE INCOME 36,609 4,004 1,605 (602,195 328,262) (173,933) DIRECT EVENT INCOME 0 3,960 (3,960) 304,961 213,760 91,191 SUITE TICKET REVENUE 0 250 (250) 15,962 15,865 377 CONVTICKET PROC REVENUE 0 27,000 (27,000) 307,186 305,235 1,91 EVENT SPONSORSHIP 0 0 0 0 0 0 0 0 OTAL SURCHARGE/REBATE/PRESHC 0 13,120 13,120 552,943 413,046 139,897 ANCILLARY INCOME 11,988 54,296 (42,308) 1,336,592 1,057,661 227,531		-	-						
NET RENTAL INCOME NET SERVICE INCOME / (LOSS)									
NET SERVICE INCOME	PROMOTER PROCEEDS	0	(158,000)	158,000	(6,272,659	9) (4,203,388)	(2,069,271)		
NET SERVICE INCOME / (LOSS) 5.609 4.004 1.605 60.660 194.451 (133,791) FACILTY FEE REVENUE 0 3.960 (3.960) 30.4,951 213,760 91,191 SUITE TICKET REVENUE 0 250 (250) 15,962 15,585 377 CONVTICKET PROC REVENUE 0 27,000 (27,000) 307,186 305,235 1,951 EVENT SPONSORSHIP 0 0 0 0 0 0 0 0 0 0 PROMOTER SHARE OF REVENUES 0 (18,090) 18,090 (75,156) (121,534) 46,378 TOTAL SURCHARGE/REBATE/PRESHC 0 13,120 (13,120) 552,943 413,046 139,897 ANCILLARY INCOME CONCESSIONS 11,988 54,296 (42,308) 1,336,592 1,057,061 279,531 TEAM/PROMOTER SHARE 0 (20,963) 20,963 (389,848) (330,436) (59,412) SUITES/CATERING 1,186 0 1,186 0 1,186 37,887 5,400 32,487 NOVELTY 0 1,186 0 1,187 (1,517) 59,544 26,802 32,742 TOTAL ANCILLARY INCOME 13,174 34,850 (21,676) 1,044,175 758,827 265,348 EVENT OPERATING INCOME 49,783 76,174 (26,391) 1,657,779 1,366,324 291,455 INDIRECT EXPENSES: EXECUTIVE 14,707 16,018 1,311 146,527 161,797 15,270 MARKETING 9,952 10,042 90 81,568 85,452 3,884 FINANCE 15,881 24,611 8,730 167,716 246,286 78,570 BOX OFFICE 16,023 16,470 447 154,133 171,163 17,030 OPERATIONS 39,173 34,303 (4,870) 396,758 401,217 4,459 EVENT SERVICES 33,372 31,261 (2111) 203,171 180,140 (23,031) GOUP SALES 0 5,908 47,121 58,785 11,664 ADVERTISING/SPONSORSHIP 0 1,663 1,063 73,777 767,154 (6,643) FOOD AND BEVERAGE 17,209 26,321 9,112 21,9750 286,013 66,263 OVERHEAD 64,941 59,295 14,055 TOTAL INDIRECT EXPENSES 211,258 225,293 14,035 EVENT SERVICES 33,372 31,261 (2111) 203,171 180,140 (23,031) GROUP SALES 0 5,908 5,908 47,121 58,785 11,664 ADVERTISING/SPONSORSHIP 0 1,663 1,663 72,708 455,881 480,335 (24,454) PRIVENT SERVICES 211,258 225,293 14,035 (24,454) PRIVENT SERVICES 211,258 225,293 14,035 (24,454) PRODICE HERRIC 12,513 4,893 7,620 123,899 53,810 70,088 RICHARD SPONSORSHIP 10 78 78 0 78 21,744 40,000 (18,256) OHERRIC SPONSORSHIP 10 78 78 0 78 21,744 40,000 (18,256) OHERRIC SPONSORSHIP 10 65,557 49,810 15,747 651,192 600,895 50,297	NET PENTAL INCOME	31 000	24 200	6 900	562 95	522 712	40 142		
DIRECT EVENT INCOME 36,609 28,204 8,405 60,660 194,451 (133,791)									
FACILTY FEE REVENUE 0 3,960 (3,960) 304,951 213,760 91,191									
SUITE TICKET REVENUE		00,000	_0,_0 .	5, .55	33,333		(100,101)		
CONVTICKET PROC REVENUE 0 27,000 (27,000) 307,186 305,235 1,951 EVENT SPONSORSHIP 0	FACILTY FEE REVENUE	0		(3,960)	304,95	213,760	91,191		
EVENT SPONSORSHIP PROMOTER SHARE OF REVENUES 0 <td></td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td>									
PROMOTER SHARE OF REVENUES 0 (18,090) 18,090 (75,156) (121,534) 46,378 TOTAL SURCHARGE/REBATE/PRESHO 0 13,120 (13,120) 552,943 413,046 139,897 ANCILLARY INCOME CONCESSIONS 11,988 54,296 (42,308) 1,336,592 1,057,061 279,531 TEAM/PROMOTER SHARE 0 (20,963) 20,963 (389,848) (330,436) (59,412) SUITES/CATERING 1,186 0 1,186 37,887 5,400 32,487 NOVELTY 0 1,517 (1,517) 59,544 26,802 32,742 TOTAL ANCILLARY INCOME 13,174 34,850 (21,676) 1,044,175 758,827 285,348 EVENT OPERATING INCOME 49,783 76,174 (26,391) 1,657,779 1,366,324 291,455 INDIRECT EXPENSES: EXECUTIVE 14,707 16,018 1,311 146,527 161,797 15,270 MARKETING 9,952 10,042 90 81,568 85,452 3,884 FINANCE 15,881 24,611 8,730 167,716 246,286 78,570 BOX OFFICE 16,023 16,470 447 154,133 171,163 17,030 OPERATIONS 39,173 34,303 (4,870) 396,758 401,217 4,459 EVENT SERVICES 33,372 31,261 (2,111) 203,171 180,140 (23,031) GROUP SALES 0 5,908 47,121 58,785 11,664 ADVERTISING/SPONSORSHIP 0 1,063 1,063 5,537 9,687 4,150 FOOD AND BEVERAGE 17,209 26,321 9,112 219,750 286,013 66,263 OVERHEAD 64,941 59,296 (5,645) 773,777 767,134 (6,643) TOTAL INDIRECT EXPENSES 211,258 225,293 14,035 2,196,057 2,367,674 171,617 Advertising Sponsorship Income 46,375 43,667 2,708 455,881 480,335 (24,454) Premium Seat Income 12,513 4,893 7,620 123,899 53,810 70,089 Rink Program Revenue 6,591 1,250 5,341 49,668 26,750 22,918 TOTAL OTHER INCOME 65,557 49,810 15,747 651,192 600,895 50,297 TOTAL OTHER INCOME 65,557 49,810 15,747 651,192 600,895 50,297 TOTAL OTHER INCOME 65,557 49,810 15,747 651,192 600,895 50,297 TOTAL OTHER INCOME 65,557 49,810 15,747 651,192 600,895 50,297 TOTAL OTHER INCOME 65,557 49,810 15,747 651,192 600,895 50,297 T					•	•			
Note		-	-	-		-	-		
ANCILLARY INCOME CONCESSIONS 11,988 54,296 (42,308) 1,336,592 1,057,061 279,531 TEAM/PROMOTER SHARE 0 (20,963) 20,963 (389,848) (330,436) (59,412) SUITES/CATERING 1,186 0 1,186 37,887 5,400 32,487 NOVELTY 0 1,517 (1,517) 59,544 26,802 32,742 TOTAL ANCILLARY INCOME 13,174 34,850 (21,676) 1,044,175 758,827 285,348 EVENT OPERATING INCOME 49,783 76,174 (26,391) 1,657,779 1,366,324 291,455 INDIRECT EXPENSES: EXECUTIVE 14,707 16,018 1,311 146,527 161,797 1,5270 MARKETING 9,952 10,042 90 81,568 85,452 3,884 FINANCE 15,881 24,611 8,730 167,716 246,286 78,570 BOX OFFICE 16,023 16,470 447 154,133 171,163 17,030 OPERATIONS 39,173 34,303 (4,870 396,758 401,217 4,459 EVENT SERVICES 33,372 31,261 (2,111) 203,171 180,140 (23,031) GROUP SALES 0 5,908 5,908 47,121 58,785 11,664 ADVERTISING/SPONSORSHIP 0 1,063 5,537 9,687 4,150 FOOD AND BEVERAGE 17,209 26,321 9,112 219,750 286,013 66,263 OVERHEAD 64,941 59,296 (5,645) 773,777 767,134 (6,643) TOTAL INDIRECT EXPENSES 211,258 225,293 14,035 2,196,057 2,367,674 171,617 Advertising Sponsorship Income 46,375 43,667 2,708 455,881 480,335 (24,454) Premium Seat Income 12,513 4,893 7,620 123,899 53,810 70,089 Rink Program Revenue 78 0 78 21,744 40,000 (18,256) Other revenue 6,591 1,250 5,341 49,668 26,750 22,918 TOTAL OTHER INCOME 65,557 49,810 15,747 651,192 600,895 50,297						/ 			
CONCESSIONS 11,988 54,296 (42,308) 1,336,592 1,057,061 279,531 TEAM/PROMOTER SHARE 0 (20,963) 20,963 (389,848) (330,436) (59,412) SUITES/CATERING 1,186 0 1,186 37,887 5,400 32,487 NOVELTY 0 1,517 (1,517) 59,544 26,802 32,742 TOTAL ANCILLARY INCOME 13,174 34,850 (21,676) 1,044,175 758,827 285,348 EVENT OPERATING INCOME 49,783 76,174 (26,391) 1,657,779 1,366,324 291,455 INDIRECT EXPENSES: EXECUTIVE 14,707 16,018 1,311 146,527 161,797 15,270 MARKETING 9,952 10,042 90 81,568 85,452 3,884 FINANCE 15,881 24,611 8,730 167,716 246,286 78,570 BOX OFFICE 16,023 16,470 447 154,133 171,163 17,039 EVENT SERVICES 33	TOTAL SURCHARGE/REBATE/PRESHU	Ü	13,120	(13,120)	552,943	3 413,046	139,897		
CONCESSIONS 11,988 54,296 (42,308) 1,336,592 1,057,061 279,531 TEAM/PROMOTER SHARE 0 (20,963) 20,963 (389,848) (330,436) (59,412) SUITES/CATERING 1,186 0 1,186 37,887 5,400 32,487 NOVELTY 0 1,517 (1,517) 59,544 26,802 32,742 TOTAL ANCILLARY INCOME 13,174 34,850 (21,676) 1,044,175 758,827 285,348 EVENT OPERATING INCOME 49,783 76,174 (26,391) 1,657,779 1,366,324 291,455 INDIRECT EXPENSES: EXECUTIVE 14,707 16,018 1,311 146,527 161,797 15,270 MARKETING 9,952 10,042 90 81,568 85,452 3,884 FINANCE 15,881 24,611 8,730 167,716 246,286 78,570 BOX OFFICE 16,023 16,470 447 154,133 171,163 17,039 EVENT SERVICES 33	ANCILLARY INCOME								
TEAM/PROMOTER SHARE 0 (20,963) 20,963 (389,848) (330,436) (59,412) SUITES/CATERING 1,186 0 1,186 37,887 5,400 32,487 NOVELTY 0 1,517 (1,517) 59,544 26,802 32,742 TOTAL ANCILLARY INCOME 13,174 34,850 (21,676) 1,044,175 758,827 285,348 EVENT OPERATING INCOME 49,783 76,174 (26,391) 1,657,779 1,366,324 291,455 INDIRECT EXPENSES: EXECUTIVE 14,707 16,018 1,311 146,527 161,797 15,270 MARKETING 9,952 10,042 90 81,568 85,452 3,884 FINANCE 15,881 24,611 8,730 167,716 246,286 78,570 BOX OFFICE 16,023 16,470 447 154,133 171,163 17,030 OPERATIONS 39,173 34,303 (4,870) 396,758 401,217 4,459 EVENT SERVICES 33,372 <td></td> <td>11.988</td> <td>54.296</td> <td>(42.308)</td> <td>1.336.592</td> <td>1.057.061</td> <td>279.531</td>		11.988	54.296	(42.308)	1.336.592	1.057.061	279.531		
SUITES/CATERING NOVELTY 1,186 0 1,186 37,887 5,400 32,487 NOVELTY 0 1,517 (1,517) 59,544 26,802 32,742 TOTAL ANCILLARY INCOME 13,174 34,850 (21,676) 1,044,175 758,827 285,348 EVENT OPERATING INCOME 49,783 76,174 (26,391) 1,657,779 1,366,324 291,455 INDIRECT EXPENSES: EXECUTIVE 14,707 16,018 1,311 146,527 161,797 15,270 MARKETING 9,952 10,042 90 81,568 85,452 3,884 FINANCE 15,881 24,611 8,730 167,716 246,286 78,570 BOX OFFICE 16,023 16,470 447 154,133 171,163 17,030 OPERATIONS 39,173 34,303 (4,870) 396,758 401,217 4,459 EVENT SERVICES 33,372 31,261 (2,111) 203,171 180,140 (23,031) GROUP SALES 0									
TOTAL ANCILLARY INCOME 13,174 34,850 (21,676) 1,044,175 758,827 285,348 EVENT OPERATING INCOME 49,783 76,174 (26,391) 1,657,779 1,366,324 291,455 INDIRECT EXPENSES: EXECUTIVE 14,707 16,018 1,311 146,527 161,797 15,270 MARKETING 9,952 10,042 90 81,568 85,452 3,884 FINANCE 15,881 24,611 8,730 167,716 246,286 78,570 BOX OFFICE 16,023 16,470 447 154,133 171,163 17,030 OPERATIONS 39,173 34,303 (4,870) 396,758 401,217 4,459 EVENT SERVICES 33,372 31,261 (2,111) 203,171 180,140 (23,031) GROUP SALES 0 5,908 5,908 47,121 58,785 11,664 ADVERTISING/SPONSORSHIP 0 1,063 1,063 5,537 9,687 4,150 FOOD AND BEVERAGE 17,209 26,321 9,112 219,750 286,013 66,263 OVERHEAD 64,941 59,296 (5,645) 773,777 767,134 (6,643) TOTAL INDIRECT EXPENSES 211,258 225,293 14,035 2,196,057 2,367,674 171,617 Advertising Sponsorship Income 46,375 43,667 2,708 455,881 480,335 (24,454) Premium Seat Income 12,513 4,893 7,620 123,899 53,810 70,089 Rink Program Revenue 78 0 78 0 78 0 78 21,744 40,000 (18,256) Other revenue 65,557 49,810 15,747 651,192 600,895 50,297		1,186	* · · · · · · · · · · · · · · · · · · ·						
EVENT OPERATING INCOME 49,783 76,174 (26,391) 1,657,779 1,366,324 291,455 INDIRECT EXPENSES: EXECUTIVE 14,707 16,018 1,311 146,527 161,797 15,270 MARKETING 9,952 10,042 90 81,568 85,452 3,884 FINANCE 15,881 24,611 8,730 167,716 246,286 78,570 BOX OFFICE 16,023 16,470 447 154,133 171,163 17,030 OPERATIONS 39,173 34,303 (4,870) 396,758 401,217 4,459 EVENT SERVICES 33,372 31,261 (2,111) 203,171 180,140 (23,031) GROUP SALES 0 5,908 5,908 47,121 58,785 11,664 ADVERTISING/SPONSORSHIP 0 1,063 1,063 5,537 9,687 4,150 FOOD AND BEVERAGE 17,209 26,321 9,112 219,750 286,013 66,263 OVERHEAD 64,941 59,296 (5,645) 773,777 767,134 (6,643) TOTAL INDIRECT EXPENSES 211,258 225,293 14,035 2,196,057 2,367,674 171,617 Advertising Sponsorship Income 46,375 43,667 2,708 455,881 480,335 (24,454) Premium Seat Income 12,513 4,893 7,620 123,899 53,810 70,089 Rink Program Revenue 78 0 78 21,744 40,000 (18,256) Other revenue 6,591 1,250 5,341 49,668 26,750 22,918 TOTAL OTHER INCOME 65,557 49,810 15,747 651,192 600,895 50,297	NOVELTY		1,517	(1,517)	59,544	26,802			
INDIRECT EXPENSES: EXECUTIVE 14,707 16,018 1,311 146,527 161,797 15,270 MARKETING 9,952 10,042 90 81,568 85,452 3,884 FINANCE 15,881 24,611 8,730 167,716 246,286 78,570 BOX OFFICE 16,023 16,470 447 154,133 171,163 17,030 OPERATIONS 39,173 34,303 (4,870) 396,758 401,217 4,459 EVENT SERVICES 33,372 31,261 (2,111) 203,171 180,140 (23,031) GROUP SALES 0 5,908 5,908 47,121 58,785 11,664 ADVERTISING/SPONSORSHIP 0 1,063 1,063 5,537 9,687 4,150 FOOD AND BEVERAGE 17,209 26,321 9,112 219,750 286,013 66,263 OVERHEAD 64,941 59,296 (5,645) 773,777 767,134 (6,643) TOTAL INDIRECT EXPENSES 211,258 225,293 14,035 2,196,057 2,367,674 171,617 Advertising Sponsorship Income 46,375 43,667 2,708 455,881 480,335 (24,454) Premium Seat Income 12,513 4,893 7,620 123,899 53,810 70,089 Rink Program Revenue 78 0 78 21,744 40,000 (18,256) Other revenue 6,591 1,250 5,341 49,668 26,750 22,918 TOTAL OTHER INCOME 65,557 49,810 15,747 651,192 600,895 50,297	TOTAL ANCILLARY INCOME	13,174	34,850	(21,676)	1,044,175	758,827	285,348		
EXECUTIVE 14,707 16,018 1,311 146,527 161,797 15,270 MARKETING 9,952 10,042 90 81,568 85,452 3,884 FINANCE 15,881 24,611 8,730 167,716 246,286 78,570 BOX OFFICE 16,023 16,470 447 154,133 171,163 17,030 OPERATIONS 39,173 34,303 (4,870) 396,758 401,217 4,459 EVENT SERVICES 33,372 31,261 (2,111) 203,171 180,140 (23,031) GROUP SALES 0 5,908 5,908 47,121 58,785 11,664 ADVERTISING/SPONSORSHIP 0 1,063 1,063 5,537 9,687 4,150 FOOD AND BEVERAGE 17,209 26,321 9,112 219,750 286,013 66,263 OVERHEAD 64,941 59,296 (5,645) 773,777 767,134 (6,643) TOTAL INDIRECT EXPENSES 211,258 225,293 14,035	EVENT OPERATING INCOME	49,783	76,174	(26,391)	1,657,779	1,366,324	291,455		
EXECUTIVE 14,707 16,018 1,311 146,527 161,797 15,270 MARKETING 9,952 10,042 90 81,568 85,452 3,884 FINANCE 15,881 24,611 8,730 167,716 246,286 78,570 BOX OFFICE 16,023 16,470 447 154,133 171,163 17,030 OPERATIONS 39,173 34,303 (4,870) 396,758 401,217 4,459 EVENT SERVICES 33,372 31,261 (2,111) 203,171 180,140 (23,031) GROUP SALES 0 5,908 5,908 47,121 58,785 11,664 ADVERTISING/SPONSORSHIP 0 1,063 1,063 5,537 9,687 4,150 FOOD AND BEVERAGE 17,209 26,321 9,112 219,750 286,013 66,263 OVERHEAD 64,941 59,296 (5,645) 773,777 767,134 (6,643) TOTAL INDIRECT EXPENSES 211,258 225,293 14,035	INDIDECT EVDENCES.								
MARKETING 9,952 10,042 90 81,568 85,452 3,884 FINANCE 15,881 24,611 8,730 167,716 246,286 78,570 BOX OFFICE 16,023 16,470 447 154,133 171,163 17,030 OPERATIONS 39,173 34,303 (4,870) 396,758 401,217 4,459 EVENT SERVICES 33,372 31,261 (2,111) 203,171 180,140 (23,031) GROUP SALES 0 5,908 5,908 47,121 58,785 11,664 ADVERTISING/SPONSORSHIP 0 1,063 1,063 5,537 9,687 4,150 FOOD AND BEVERAGE 17,209 26,321 9,112 219,750 286,013 66,263 OVERHEAD 64,941 59,296 (5,645) 773,777 767,134 (6,643) TOTAL INDIRECT EXPENSES 211,258 225,293 14,035 2,196,057 2,367,674 171,617 Advertising Sponsorship Income 46,375 43,667		14 707	16.019	1 211	146 523	7 161 707	15 270		
FINANCE 15,881 24,611 8,730 167,716 246,286 78,570 BOX OFFICE 16,023 16,470 447 154,133 171,163 17,030 OPERATIONS 39,173 34,303 (4,870) 396,758 401,217 4,459 EVENT SERVICES 33,372 31,261 (2,111) 203,171 180,140 (23,031) GROUP SALES 0 5,908 5,908 47,121 58,785 11,664 ADVERTISING/SPONSORSHIP 0 1,063 1,063 5,537 9,687 4,150 FOOD AND BEVERAGE 17,209 26,321 9,112 219,750 286,013 66,263 OVERHEAD 64,941 59,296 (5,645) 773,777 767,134 (6,643) TOTAL INDIRECT EXPENSES 211,258 225,293 14,035 2,196,057 2,367,674 171,617 Advertising Sponsorship Income 46,375 43,667 2,708 455,881 480,335 (24,454) Premium Seat Income 12,513									
BOX OFFICE 16,023 16,470 447 154,133 171,163 17,030 OPERATIONS 39,173 34,303 (4,870) 396,758 401,217 4,459 EVENT SERVICES 33,372 31,261 (2,111) 203,171 180,140 (23,031) GROUP SALES 0 5,908 5,908 47,121 58,785 11,664 ADVERTISING/SPONSORSHIP 0 1,063 1,063 5,537 9,687 4,150 FOOD AND BEVERAGE 17,209 26,321 9,112 219,750 286,013 66,263 OVERHEAD 64,941 59,296 (5,645) 773,777 767,134 (6,643) TOTAL INDIRECT EXPENSES 211,258 225,293 14,035 2,196,057 2,367,674 171,617 Advertising Sponsorship Income 46,375 43,667 2,708 455,881 480,335 (24,454) Premium Seat Income 12,513 4,893 7,620 123,899 53,810 70,089 Rink Program Revenue 78 <td></td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td>									
OPERATIONS 39,173 34,303 (4,870) 396,758 401,217 4,459 EVENT SERVICES 33,372 31,261 (2,111) 203,171 180,140 (23,031) GROUP SALES 0 5,908 5,908 47,121 58,785 11,664 ADVERTISING/SPONSORSHIP 0 1,063 1,063 5,537 9,687 4,150 FOOD AND BEVERAGE 17,209 26,321 9,112 219,750 286,013 66,263 OVERHEAD 64,941 59,296 (5,645) 773,777 767,134 (6,643) TOTAL INDIRECT EXPENSES 211,258 225,293 14,035 2,196,057 2,367,674 171,617 Advertising Sponsorship Income 46,375 43,667 2,708 455,881 480,335 (24,454) Premium Seat Income 12,513 4,893 7,620 123,899 53,810 70,089 Rink Program Revenue 78 0 78 21,744 40,000 (18,256) Other revenue 65,557									
EVENT SERVICES 33,372 31,261 (2,111) 203,171 180,140 (23,031) GROUP SALES 0 5,908 5,908 47,121 58,785 11,664 ADVERTISING/SPONSORSHIP 0 1,063 1,063 5,537 9,687 4,150 FOOD AND BEVERAGE 17,209 26,321 9,112 219,750 286,013 66,263 OVERHEAD 64,941 59,296 (5,645) 773,777 767,134 (6,643) TOTAL INDIRECT EXPENSES 211,258 225,293 14,035 2,196,057 2,367,674 171,617 Advertising Sponsorship Income 46,375 43,667 2,708 455,881 480,335 (24,454) Premium Seat Income 12,513 4,893 7,620 123,899 53,810 70,089 Rink Program Revenue 78 0 78 21,744 40,000 (18,256) Other revenue 6,591 1,250 5,341 49,668 26,750 22,918 TOTAL OTHER INCOME 65,557 <td></td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td>									
GROUP SALES 0 5,908 5,908 47,121 58,785 11,664 ADVERTISING/SPONSORSHIP 0 1,063 1,063 5,537 9,687 4,150 FOOD AND BEVERAGE 17,209 26,321 9,112 219,750 286,013 66,263 OVERHEAD 64,941 59,296 (5,645) 773,777 767,134 (6,643) TOTAL INDIRECT EXPENSES 211,258 225,293 14,035 2,196,057 2,367,674 171,617 Advertising Sponsorship Income 46,375 43,667 2,708 455,881 480,335 (24,454) Premium Seat Income 12,513 4,893 7,620 123,899 53,810 70,089 Rink Program Revenue 78 0 78 21,744 40,000 (18,256) Other revenue 6,591 1,250 5,341 49,668 26,750 22,918 TOTAL OTHER INCOME 65,557 49,810 15,747 651,192 600,895 50,297				* * * * * * * * * * * * * * * * * * * *					
FOOD AND BEVERAGE 17,209 26,321 9,112 219,750 286,013 66,263 OVERHEAD 64,941 59,296 (5,645) 773,777 767,134 (6,643) TOTAL INDIRECT EXPENSES 211,258 225,293 14,035 2,196,057 2,367,674 171,617 Advertising Sponsorship Income 46,375 43,667 2,708 455,881 480,335 (24,454) Premium Seat Income 12,513 4,893 7,620 123,899 53,810 70,089 Rink Program Revenue 78 0 78 21,744 40,000 (18,256) Other revenue 6,591 1,250 5,341 49,668 26,750 22,918 TOTAL OTHER INCOME 65,557 49,810 15,747 651,192 600,895 50,297	GROUP SALES		5,908	5,908	47,12	58,785	11,664		
OVERHEAD 64,941 59,296 (5,645) 773,777 767,134 (6,643) TOTAL INDIRECT EXPENSES 211,258 225,293 14,035 2,196,057 2,367,674 171,617 Advertising Sponsorship Income 46,375 43,667 2,708 455,881 480,335 (24,454) Premium Seat Income 12,513 4,893 7,620 123,899 53,810 70,089 Rink Program Revenue 78 0 78 21,744 40,000 (18,256) Other revenue 6,591 1,250 5,341 49,668 26,750 22,918 TOTAL OTHER INCOME 65,557 49,810 15,747 651,192 600,895 50,297			1,063						
TOTAL INDIRECT EXPENSES 211,258 225,293 14,035 2,196,057 2,367,674 171,617 Advertising Sponsorship Income 46,375 43,667 2,708 455,881 480,335 (24,454) Premium Seat Income 12,513 4,893 7,620 123,899 53,810 70,089 Rink Program Revenue 78 0 78 21,744 40,000 (18,256) Other revenue 6,591 1,250 5,341 49,668 26,750 22,918 TOTAL OTHER INCOME 65,557 49,810 15,747 651,192 600,895 50,297									
Advertising Sponsorship Income 46,375 43,667 2,708 455,881 480,335 (24,454) Premium Seat Income 12,513 4,893 7,620 123,899 53,810 70,089 Rink Program Revenue 78 0 78 21,744 40,000 (18,256) Other revenue 6,591 1,250 5,341 49,668 26,750 22,918 TOTAL OTHER INCOME 65,557 49,810 15,747 651,192 600,895 50,297	_								
Premium Seat Income 12,513 4,893 7,620 123,899 53,810 70,089 Rink Program Revenue 78 0 78 21,744 40,000 (18,256) Other revenue 6,591 1,250 5,341 49,668 26,750 22,918 TOTAL OTHER INCOME 65,557 49,810 15,747 651,192 600,895 50,297	TOTAL INDIRECT EXPENSES	211,258	225,293	14,035	2,196,057	2,367,674	171,617		
Premium Seat Income 12,513 4,893 7,620 123,899 53,810 70,089 Rink Program Revenue 78 0 78 21,744 40,000 (18,256) Other revenue 6,591 1,250 5,341 49,668 26,750 22,918 TOTAL OTHER INCOME 65,557 49,810 15,747 651,192 600,895 50,297	Advertising Sponsorship Income	46,375	43,667	2,708	455,88	480,335	(24,454)		
Other revenue 6,591 1,250 5,341 49,668 26,750 22,918 TOTAL OTHER INCOME 65,557 49,810 15,747 651,192 600,895 50,297	Premium Seat Income	12,513	4,893	7,620					
TOTAL OTHER INCOME 65,557 49,810 15,747 651,192 600,895 50,297									
NET OPERATING INCOME (LOSS) (95,918) (99,309) 3,391 112,914 (400,455) 513,369	TOTAL OTHER INCOME	65,557	49,810	15,747	651,192	2 600,895	50,297		
	NET OPERATING INCOME (LOSS)	(95,918)	(99,309)	3,391	112,914	(400,455)	513,369		

Cross Insurance Arena CONSOLIDATED INDIRECT DEPARTMENT EXPENSES For the Eleven Months Ending May 2023

				% of						
1		Period To Date			Year To Date	1			Annual	Annual Budget
	Actual	Curr Budget	Budget Var	Actual	Curr Budget	Budget Var	Actual	Annual Budget		Achieved
Personnel Expenses	Actual	Our Budget	Daaget vai	Actual	Our Budget	Duaget vai	Actual	Ailliaal Baaget	Duaget vai	Admicved
Salaries	76,711	90,524	13,813	763,414	869,024	105,610	763,414	941,443	178,029	81%
Part-Time Labor	37,716	65,750	28,034	922,573	788,878	(133,695)	922,573	820,278	(102,295)	112%
Outside Payroll Service	239	1,000	761	118,009	77,500	(40,509)	118,009	80,000	(38,009)	148%
Employee Benefits	12,864	16,809	3,945	147,413	179,892	32,479	147,413	196,701	49,288	75%
Incentive Compensation	0	0	0	0	0	0	0	69,336	69,336	0%
401K	386	4,295	3,909	15,562	47,238	31,676	15,562	51,539	35,977	30%
Payroll Taxes	8,461	13,660	5,199	151,191	144,762	(6,429)	151,191	154,373	3,183	98%
Allocated to Events	(28,226) 108,151	(57,750) 134,288	(29,524) 26,137	(1, <mark>019,576</mark>) 1,098,584	(854,730) 1,252,564	164,846 153,980	(1,019,576)	(885,980) 1,427,690	133,596	115%
Total Personnel Expenses	106,151	134,200	20,137	1,090,304	1,232,304	155,960	1,098,584	1,427,090	329,106	
Expenses										
Advertising	173	625	452	2,468	6,875	4,407	2,468	7,500	5,032	33%
Other Travel Expense	259	1,650	1,391	2,361	11,250	8,889	2,361	12,550	10,189	19%
Automobile Expenses	0	63	63	148	687	539	148	750	602	20%
Armored Car Expense	96	166	70	2,439	1,834	(605)	2,439	2,000	(439)	122%
Cash (Over)/Short	379	0	(379)	(3)		3	(3)		3	Not Budgeted
Ice Expense	0	2,000	2,000	25,476	24,000	(1,476)	25,476	24,000	(1,476)	106%
Parking Expense	0	2,366	2,366	23,147	26,034	2,888	23,147	28,400	5,254	82%
Buidling / General Supplies	1,867	1,600	(267)	19,627	26,550	6,923	19,627	28,500	8,873	69%
Prof Fees - Deferred Comp. Plan	0	0	O O	185	0	(185)	185	1,500	1,315	12%
Computer Maintenance	5,391	5,275	(116)	65,982	58,025	(7,957)	65,982	63,300	(2,682)	104%
Credit card fees expense	2,534	2,000	(534)	44,150	23,250	(20,900)	44,150	25,500	(18,650)	173%
Dues & Subscriptions	476	1,107	631	7,168	12,193	5,025	7,168	13,300	6,132	54%
R&M/Equip. Fund Expense	738	3,083	2,345	26,779	42,917	16,138	26,779	48,000	21,221	56%
General expense	1,175	3,250	2,075	16,799	21,750	4,951	16,799	25,000	8,201	67%
Guest Relations	65	0	(65)	65	900	835	65	1,150	1,085	6%
Insurance & Bonding	8,857	7,203	(1,654)	84,041	79,228	(4,813)	84,041	86,431	2,390	97%
Licenses and Permits	412	481	69	4,054	5,294	1,240	4,054	5,775	1,721	70%
Management Fee Expense	9,698	9,698	0	106,674	106,677	3	106,674	116,375	9,701	92%
Meetings/Conferences	1,073	2,992	1,919	8,466	13,958	5,492	8,466	21,450	12,984	39%
Office Supplies	617	800	183	5,109	6,900	1,791	5,109	7,750	2,641	66%
Equipment Rental	875	850	(25)	9,625	9,350	(275)	9,625	10,200	575	94%
Cleaning Supplies	1,523	1,500	(23)	15,382	14,500	(882)	15,382	15,500	118	99%
Paper Supplies	432 170	1,750	1,319	16,540	23,250	6,710 185	16,540	25,000	8,460 332	66% 81%
Printing		147	(23)	1,438	1,623		1,438	1,770		
Pest Control Expense	225 65	235 125	10 60	2,475	2,585	110 77	2,475	2,820	345 227	88% 83%
Postage		500	470	1,073	1,150 6,000	4,217	1,073	1,300		51%
Security System	30 0	500		1,783 25	,		1,783	3,500	1,717 975	
Recruiting Expense Cell Phone/Telephone/Data Lines	102	198	50 96	1,118	950 2,172	925 1,054	25 1,118	1,000 2,370	1,252	3% 47%
Smallwares	0	250	250	692	4,750	4,058	692	5,000	4,308	14%
Snow Removal	0	0	230	092	750 750	750	092	750	750	0%
Equipment Maintenance	5,244	1,500	(3,744)	23,376	23,000	(376)	23,376	25,000	1,624	94%
Internet - Phone	3,448	2,791	(657)	35,684	30,708	(4,976)	35,684	33,500	(2,184)	107%
Trash Removal	1,641	1,000	(641)	18,126	12,000	(6,126)	18,126	13,000	(5,126)	139%
Uniforms	14,499	750	(13,749)	20,350	12,000	(8,350)	20,350	12,750	(7,600)	
Utiltities	41,046	35,000	(6,046)	504,650	502,000	(2,650)	504,650	535,000	30,350	94%
			<u> </u>							
Total Expenses	103,107	91,005	(12,102)	1,097,473	1,115,110	17,637	1,097,473	1,207,691	110,218	
Total Departmental Expenses	211,258	225,293	14,035	2,196,057	2,367,674	171,617	2,196,057	2,635,381	439,324	

Cross Insurance Arena OTHER INCOME For the Eleven Months Ending May 2023

										% of
[Period To Date					Year To Date	•		Annual	Annual Budget
	Actual	Curr Budget	Budget Var		Actual	Curr Budget	Budget Var	Annual Budget	Budget Var	Achieved
071150 11100145										
OTHER INCOME										
Advertising Sponsorship Inco	46,375	43,667	2,708		455,881	480,335	(24,454)	524,003	(68,122)	87%
Premium Seat Income	12,513	4,893	7,620		123,899	53,810	70,089	58,703	65,196	211%
Rink Program Revenue	78	0	78		21,744	40,000	(18,256)	40,000	(18,256)	54%
Other revenue	6,591	1,250	5,341		49,668	26,750	22,918	28,000	21,668	177%
TOTAL OTHER INCOME	65,557	49,810	15,747		651,192	600,895	50,297	650,706	486	100%