

DMO Corporation
Financial Summary
October 31, 2020

MCC Operations	Current Month	Current Budget	Variance	Year to Date	Year To Date Budget	Variance
Adjusted Gross Income	90,254	320,656	-71.85%	979,484	3,745,591	-73.85%
INDIRECT EXPENSES	221,974	394,101		2,598,299	3,941,010	
Net Income (Loss) from Operations	(131,720)	394,101		2,598,299	3,941,010	
Net Income (Loss)	(\$ 144,665)	(\$ 65,654)	(\$ 79,011)	(\$ 1,754,287)	(\$ 195,419)	(\$ 1,558,868)
DMO						
Revenue						
Adjusted Gross Income	148	316,667	-99.95%	3,097,453	3,168,956	-2.26%
Monthly Expenditures	42,981	182,379	-76.43%	1,162,310	1,246,926	-6.79%
Net Income (Loss) From DMO	(42,833)	134,288	-131.90%	1,935,143	1,922,030	0.68%
Net Income (Loss) From Corporation	(\$ 187,498)	\$ 68,634	-373.19%	\$ 180,856	\$ 1,726,611	-89.53%

* AGI \$92,357

* On the MCC Net Income is the bottom line. Management Fees must be below the operating expenses

* YTD with city contributions the Corporation is a positive \$92,202.

* Forecast shows a loss for Nov. We picked up a few events to help minimize the losses.

* Forecast shows that by year end the corp will be in the black.

	Year to Date	November	December	Total
EVENT INCOME				
Direct Event Income				
Rental Income	593,710	85,540	77,930	757,180
Service Revenue	124,235	6,750	6,000	136,985
Service Expenses	(139,319)	(4,725)	(4,200)	(148,244)
Total Direct Event Income	578,626	87,565	79,730	745,921
Ancillary Income				
F & B Concessions	149,408	-	-	149,408
F & B Catering	158,562	13,178	1,262	173,002
Novelty Sales	1,084	-	-	1,084
Telephone	-	-	-	-
Electrical Services	9,776	-	-	9,776
Audio Visual	36,860	-	-	36,860
Internet Services	4,577	-	-	4,577
Equipment Rental	25,835	-	-	25,835
Other Ancillary	7,038	-	-	-
Total Ancillary Income	393,140	13,178	1,262	400,542
Other Event Income				
Other Event Related Income	3,026	-	-	3,026
Event Advertising Income	935	-	-	935
Ticket Rebates	-	-	-	-
Facility Fees	5,859	-	-	5,859
Total Other Event Income	9,820	-	-	9,820
Total Event Income	981,586	100,743	80,992	1,156,283
OTHER OPERATING INCOME				
Other Income	-	-	-	-
Total Other Operating Income	-	-	-	-
Adjusted Gross Income	981,586	100,743	80,992	1,156,283
INDIRECT EXPENSES				
Salaries & Wages	1,333,941	78,565	78,565	1,491,071
Payroll Taxes & Benefits	309,679	29,391	29,391	368,461
Labor Allocations to Events	(69,746)	-	-	(69,746)
Net Salaries and Benefits	1,573,874	107,956	107,956	1,789,786
Contracted Services	44,702	10,000	10,000	64,702
General and Administrative	105,012	15,072	15,072	135,156
Operating	196,958	12,043	12,043	221,044
Repairs & Maintenance	45,340	4,211	4,211	53,762
Operational Supplies	41,811	3,956	3,956	49,723
Insurance	13,613	1,000	1,000	15,613
Utilities	579,092	41,293	46,234	666,619
Other	-	-	-	-
SMG Management Fees	-	-	-	-
Allocated Expenses	-	-	-	-
Total Indirect Expenses	2,600,402	195,531	200,472	2,996,405
Net Income (Loss) from Operating	(1,618,816)	(94,788)	(119,480)	(1,840,122)
Less: Other Non Operating Management Fee				
	(135,472)	(12,829)	(12,532)	(160,833)
Net Income (Loss)	(1,754,288)	(107,618)	(132,011)	(2,000,955)
DMO Side Ops				
Revenue				
City of Rochester	3,088,416	152,000	276,000	3,516,416
Interest & Dividends	4,156	-	-	4,156
Unrealized Gains & Losses on Investments	3,830	-	-	3,830
Administration Fee	1,085	-	-	1,085
Miscellaneous Income	(34)	-	-	(34)
Adjusted Gross Income	3,097,453	152,000	276,000	3,524,402
Personnel				
Salaries	481,558	44,309	44,309	570,176
Benefits Etc	114,568	13,293	13,293	141,153
Total Personnel	596,125	57,602	57,602	711,329
Administrative	413,762	1,000	1,000	415,762
Sales & Services	(796)	2,917	2,917	5,038
MCC Sales & Marketing	35,812	25,000	25,000	85,812
Marketing	57,875	14,731	14,731	87,336
Visitor Services	59,532	10,757	10,757	81,046
Misc	-	5,500	5,500	11,000
Operational Cutbacks (monthly savings)	-	-	-	-
Monthly Total Expenditures	1,162,310	117,506	117,506	1,397,322
Net Income (Loss) From DMO	1,935,143	34,494	158,494	2,128,131
Net Income (Loss) From Corporation	180,855	(73,124)	26,483	127,176

Mayo Civic Center
Balance Sheet
October 31, 2020

ASSETS

Current Assets		
Cash	\$	791,346
Accounts Receivable		181,750
Prepaid Assets		58,753
Inventory		<u>0</u>
Total Current Assets		1,031,849
Fixed Assets		
Fixed Assets		224,538
Accumulated Depreciation		<u>0</u>
Total Fixed Assets		224,538
Other Assets		
Other Assets		0
Deposits		<u>0</u>
Total Other Assets		<u>0</u>
Total Assets		<u><u>\$ 1,256,387</u></u>

LIABILITIES AND EQUITY

Current Liabilities		
Accounts Payable	\$	402,077
Accrued Expenses		147,436
Deferred Income		46,195
Advance Ticket Sales/Deposits		568,477
Other Current Liabilities		<u>0</u>
Total Current Liabilities		1,164,185
Long-Term Liabilities		
Long Term Liabilites		<u>0</u>
Total Long-Term Liabilities		<u>0</u>
Total Liabilities		1,164,185
Equity		
Net Funds Received		0
Retained Earnings		0
Net Income (Loss)		<u>92,202</u>
Total Equity		<u>92,202</u>
Total Liabilities & Equity		<u><u>\$ 1,256,387</u></u>

Mayo Civic Center
Balance Sheet Supporting
October 31, 2020

ASSETS

Cash and Investments

Cash - Operating	\$ 80,537
Cash - Box Office	698,409
Petty Cash - General Operating	400
Change Fund - Box Office	<u>12,000</u>

Total Cash and Investments 791,346

Accounts Receivable

A/R-Food & Beverage	(30,929)
A/R-Maj. Ten't. 1	40,625
A/R	<u>172,054</u>

Total Accounts Receivable 181,750

Prepaid Assets

Prepaid Insurance	872
Prepaid Advertising Trade	5,637
Prepaid Miscellaneous Expenses	<u>52,244</u>

Total Prepaid Assets 58,753

Inventory

Inventory	0
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Fixed Assets

Fixed Assets	<u>224,538</u>
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Total Fixed Assets 224,538

Depreciation

Accumulated Depreciation	<u>0</u>
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Total Depreciation 0

Other Assets

Other Assets	<u>0</u>
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Total Other Assets 0

Deposits

Deposits	<u>0</u>
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Total Deposits 0

Mayo Civic Center
Balance Sheet Supporting

Total Assets

October 31, 2020 \$ 1,256,387

Mayo Civic Center
Balance Sheet Supporting
October 31, 2020

LIABILITIES AND EQUITY

Accounts Payable

A/P Control	\$ 383,706
A/P-State Sales Tax	(188)
A/P-Workers Compensation	2,709
A/P-401(k) Withholding	<u>15,850</u>

Total Accounts Payable 402,077

Accrued Expenses

Accrued A/P Invoice	3,388
Accrued Expenses	103,990
Accrued Payroll	26,600
Accrued Vacation	9,125
Accrued Workers Compensation	<u>4,333</u>

Total Accrued Expenses 147,436

Deferred Income

Deferred Deposits	<u>46,195</u>
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Total Deferred Income 46,195

Advance Ticket Sales/Deposits

Advance Ticket Sales	371,025
Advance Ticket Consignments	(2,614)
Advance Fac Fee	11,539
Advance Tix Rebate	(75)
Advance Deposits Meetings	181,043
Advance Deposits Conventions	(2,527)
Damage Deposits	3,700
TM Post Commissions/Promotion	1,885
Gift Cards	<u>4,501</u>

Advance Ticket Sales/Deposits 568,477

Other Current Liabilities

Other Current Liabilities	<u>0</u>
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Other Current Liabilities 0

Long-Term Liabilities

Total Long-Term Liabilities 0

Equity

Retained Earnings	0
Net Income (Loss)	92,202

Mayo Civic Center
Balance Sheet Supporting
October 31, 2020

Equity 92,202

Total Liabilities & Equity **\$ 1,256,387**

Corporation
Lead Income Statement For the Tenth Month
Ending October 31, 2020

	Current Month	Current Month Budget	Variance	Year to Date	Year To Date Budget	Variance
EVENT INCOME						
Rental Event Income						
Rental Income	\$ 85,460	\$ 128,373	(42,913)	\$ 593,710	\$ 1,349,756	(756,046)
Service Revenue	4,070	45,363	(41,293)	124,235	471,668	(347,433)
Service Expenses	(2,103)	0	(2,103)	(141,421)	0	(141,421)
Total Direct Event Income	87,427	173,736	(86,309)	576,524	1,821,424	(1,244,900)
Ancillary Income						
F & B Concessions	471	18,305	(17,834)	149,408	212,229	(62,821)
F & B Catering	(7,609)	68,919	(76,528)	158,562	745,659	(587,097)
Novelty Sales	0	0	0	1,084	0	1,084
Telephone	0	936	(936)	0	9,480	(9,480)
Electrical Services	450	7,181	(6,731)	9,776	78,179	(68,403)
Audio Visual	0	27,584	(27,584)	36,860	323,948	(287,088)
Internet Services	675	3,900	(3,225)	4,577	42,450	(37,873)
Equipment Rental	5,111	4,220	891	25,835	45,944	(20,109)
Other Ancillary	3,128	1,760	1,368	7,038	18,560	(11,522)
Total Ancillary Income	2,226	132,805	(130,579)	393,140	1,476,449	(1,083,309)
Other Event Income						
Other Event Related Income	551	1,420	(869)	3,026	11,360	(8,334)
Luxury Box Ticket Sales	0	0	0	0	0	0
Club Seat Ticket Sales	0	0	0	0	0	0
Event Advertising Income	50	294	(244)	935	2,352	(1,417)
Ticket Rebates	0	6,153	(6,153)	0	172,182	(172,182)
Facility Fees	0	6,248	(6,248)	5,859	183,914	(178,055)
Total Other Event Income	601	14,115	(13,514)	9,820	369,808	(359,988)
Total Event Income	90,254	320,656	(230,402)	979,484	3,667,681	(2,688,197)
OTHER OPERATING INCOME						
Advertising	0	6,250	(6,250)	0	62,500	(62,500)
Other Income	0	1,541	(1,541)	0	15,410	(15,410)
Total Other Operating Income	0	7,791	(7,791)	0	77,910	(77,910)
Adjusted Gross Income	90,254	328,447	(238,193)	979,484	3,745,591	(2,766,107)
INDIRECT EXPENSES						
Salaries & Wages	111,032	150,444	(39,412)	1,333,941	1,504,440	(170,499)
Payroll Taxes & Benefits	28,100	50,565	(22,465)	309,679	505,650	(195,971)
Labor Allocations to Events	(2,103)	0	(2,103)	(71,849)	0	(71,849)
Net Salaries and Benefits	137,029	201,009	(63,980)	1,571,771	2,010,090	(438,319)
Contracted Services	126	4,750	(4,624)	44,702	47,500	(2,798)
General and Administrative	12,246	25,502	(13,256)	105,012	255,020	(150,008)
Operating	14,215	16,583	(2,368)	196,958	165,830	31,128
Repairs & Maintenance	1,120	19,209	(18,089)	45,340	192,090	(146,750)
Operational Supplies	1,774	24,522	(22,748)	41,811	245,220	(203,409)
Insurance	87	7,359	(7,272)	13,613	73,590	(59,977)
Utilities	55,377	82,500	(27,123)	579,092	825,000	(245,908)
Other	0	167	(167)	0	1,670	(1,670)
SMG Management Fees	0	12,500	(12,500)	0	125,000	(125,000)
Allocated Expenses	0	0	0	0	0	0
Total Indirect Expenses	221,974	394,101	(172,127)	2,598,299	3,941,010	(1,342,711)
Net Income (Loss) from Operation	(131,720)	(65,654)	(66,066)	(1,618,815)	(195,419)	(1,423,396)
Less: Other Non Operating						
Spectra Management Fee	(445)	0	(445)	(10,472)	0	(10,472)
ASM Management Fee	(12,500)	0	(12,500)	(125,000)	0	(125,000)
Net Income (Loss)	(\$ 144,665)	(\$ 65,654)	(\$ 79,011)	(\$ 1,754,287)	(\$ 195,419)	(\$ 1,558,868)
DMO						
Revenue						
City of Rochester	-	316,667	(316,667)	3,088,416	3,166,667	(78,251)
Interest & Dividends	0	-	0	4,156	1,415	2,741
Unrealized Gains & Losses on Invest	-	-	-	3,830	874	2,956
Administrative Fee	-	-	-	1,085	-	1,085
Miscellaneous Income	148	-	(34)	(34)	-	182
Adjusted Gross Income	148	316,667	(316,667)	3,097,453	3,168,956	(72,554)
Salaries & Wages						
Salaries & Wages	32,882	71,917	(39,035)	481,558	485,150	(3,592)
Payroll Taxes & Benefits	2,266	25,521	(23,255)	114,568	130,855	(16,287)
Total Personnel	35,148	97,438	(62,290)	596,125	616,005	(19,880)
Administrative						
Administrative	37,622	20,685	16,937	413,762	233,720	180,042
Sales & Services	-	4,710	(4,710)	(796)	39,763	(40,558)
MCC Marketing	1,593	34,058	(32,465)	35,812	165,000	(129,188)
Marketing	(39,063)	14,731	(53,794)	57,875	115,653	(57,778)
Visitors Services	7,681	10,757	(3,076)	59,532	76,785	(17,254)
Monthly Expenditures	42,981	182,379	(139,398)	1,162,310	1,246,926	(84,616)
Net Income (Loss) From DMO	(42,833)	134,288	(177,269)	1,935,143	1,922,030	12,062
Net Income (Loss) From Corporation	(187,498)	68,634	(256,280)	180,856	1,726,611	(1,546,806)

Mayo Civic Center
Lead Income Statement For the Tenth Month
Ending October 31, 2020

	Current Month	Current Budget	Variance	Year to Date	Year to Date Budget	Variance
EVENT INCOME						
Direct Event Income						
Rental Income	\$ 85,460	\$ 128,373	(42,913)	\$ 593,710	\$ 1,349,756	(756,046)
Service Revenue	4,070	45,363	(41,293)	124,235	471,668	(347,433)
Service Expenses	(2,103)	0	(2,103)	(141,421)	0	(141,421)
Total Direct Event Income	87,427	173,736	(86,309)	576,524	1,821,424	(1,244,900)
Ancillary Income						
F & B Concessions	471	18,305	(17,834)	149,408	212,229	(62,821)
F & B Catering	(7,609)	68,919	(76,528)	158,562	745,659	(587,097)
Novelty Sales	0	0	0	1,084	0	1,084
Gift Shop Sales	0	0	0	0	0	0
Parking	0	0	0	0	0	0
Parking: Valet	0	0	0	0	0	0
Booth Cleaning	0	0	0	0	0	0
Business Center	0	0	0	0	0	0
Telephone	0	936	(936)	0	9,480	(9,480)
Electrical Services	450	7,181	(6,731)	9,776	78,179	(68,403)
Audio Visual	0	27,584	(27,584)	36,860	323,948	(287,088)
Internet Services	675	3,900	(3,225)	4,577	42,450	(37,873)
Equipment Rental	5,111	4,220	891	25,835	45,944	(20,109)
Other Ancillary	3,128	1,760	1,368	7,038	18,560	(11,522)
Total Ancillary Income	2,226	132,805	(130,579)	393,140	1,476,449	(1,083,309)
Other Event Income						
Other Event Related Income	551	1,420	(869)	3,026	11,360	(8,334)
Luxury Box Ticket Sales	0	0	0	0	0	0
Club Seat Ticket Sales	0	0	0	0	0	0
Event Advertising Income	50	294	(244)	935	2,352	(1,417)
Ticket Rebates	0	6,153	(6,153)	0	172,182	(172,182)
Facility Fees	0	6,248	(6,248)	5,859	183,914	(178,055)
Total Other Event Income	601	14,115	(13,514)	9,820	369,808	(359,988)
Total Event Income	90,254	320,656	(230,402)	979,484	3,667,681	(2,688,197)
OTHER OPERATING INCOME						
Non-Operating Parking	0	0	0	0	0	0
Luxury Box Agreements	0	0	0	0	0	0
Club Seat Agreements	0	0	0	0	0	0
Advertising	0	6,250	(6,250)	0	62,500	(62,500)
Ticket Rebates	0	0	0	0	0	0
Non-Event F & B	0	0	0	0	0	0
Open to Public	0	0	0	0	0	0
Practice	0	0	0	0	0	0
Retail Shop	0	0	0	0	0	0
Other Income	0	1,541	(1,541)	0	15,410	(15,410)
Total Other Operating Income	0	7,791	(7,791)	0	77,910	(77,910)
Adjusted Gross Income	90,254	328,447	(238,193)	979,484	3,745,591	(2,766,107)
INDIRECT EXPENSES						
Salaries & Wages	111,032	150,444	(39,412)	1,333,941	1,504,440	(170,499)
Payroll Taxes & Benefits	28,100	50,565	(22,465)	309,679	505,650	(195,971)
Labor Allocations to Events	(2,103)	0	(2,103)	(71,849)	0	(71,849)
Net Salaries and Benefits	137,029	201,009	(63,980)	1,571,771	2,010,090	(438,319)
Contracted Services	126	4,750	(4,624)	44,702	47,500	(2,798)
General and Administrative	12,246	25,502	(13,256)	105,012	255,020	(150,008)
Operating	14,215	16,583	(2,368)	196,958	165,830	31,128
Repairs & Maintenance	1,120	19,209	(18,089)	45,340	192,090	(146,750)
Operational Supplies	1,774	24,522	(22,748)	41,811	245,220	(203,409)
Insurance	87	7,359	(7,272)	13,613	73,590	(59,977)
Utilities	55,377	82,500	(27,123)	579,092	825,000	(245,908)
Other	0	167	(167)	0	1,670	(1,670)
SMG Management Fees	0	12,500	(12,500)	0	125,000	(125,000)
Allocated Expenses	0	0	0	0	0	0
Total Indirect Expenses	221,974	394,101	(172,127)	2,598,299	3,941,010	(1,342,711)
Net Income (Loss) from Operation	(131,720)	(65,654)	(66,066)	(1,618,815)	(195,419)	(1,423,396)
Less: Other Non Operating						
Spectra Management Fee	(445)	0	(445)	(10,472)	0	(10,472)
ASM Management Fee	(12,500)	0	(12,500)	(125,000)	0	(125,000)
Net Income (Loss)	(\$ 144,665)	(\$ 65,654)	(\$ 79,011)	(\$ 1,754,287)	(\$ 195,419)	(\$ 1,558,868)

Experience Rochester
Profit Loss Statement
For the Tenth Month Ending
October 31, 2020

	Oct 2020	Budget
Income		
4101.00 City of Rochester		316,666.00
4910.00 Interest income		
4940.00 Miscellaneous income	148.00	0.00
Total Income	\$ 148.00	\$ 316,666.00
Gross Profit	\$ 148.00	\$ 316,666.00
Expenses		
5100.00 Personnel		
5101.00 Salaries	32,882.34	39,108.00
5103.00 Payroll Taxes	2,409.63	0.00
5104.00 Employee Benefits		11,732.00
5104.01 Medical Insurance	-1,958.43	0.00
5104.02 HSA Contribution	312.60	0.00
5104.03 Long Term Disability & Life	260.75	0.00
Total 5104.00 Employee Benefits	-\$ 1,385.08	\$ 0.00
5105.00 Pension	1,066.50	0.00
5106.00 Workers Compensation	174.67	0.00
Total 5100.00 Personnel	\$ 35,148.06	\$ 50,840.00
5200 Administration		
5201.00 Local Travel & Meetings		0.00
5201.01 Local Meetings	522.60	0.00
Total 5201.00 Local Travel & Meetings	\$ 522.60	\$ 0.00
5203.00 Postage		
5203.01 Metered & Bulk	61.00	0.00
Total 5203.00 Postage	\$ 61.00	\$ 0.00
5204.00 Office Supplies	715.69	
5205.00 Telephone		
5205.01 Office	2,133.77	0.00
5205.02 Cellular	156.00	0.00
5205.03 Exp shared by Arts/Fest/Sports	-103.83	0.00
Total 5205.00 Telephone	\$ 2,185.94	\$ 0.00
5208.00 Equipment Lease & Maintenance		0.00
5208.02 Copier System	495.56	0.00
Total 5208.00 Equipment Lease & Maintenance	\$ 495.56	\$ 0.00
5210.00 Insurance		0.00
5210.02 Office Contents	154.25	0.00
Total 5210.00 Insurance	\$ 154.25	\$ 0.00
5211.00 Rent	200.00	0.00
5212.00 Banking Fees/Charges	21.30	0.00
5216.00 Professional Services		0.00
5216.01 Accounting Services		0.00
5216.02 CRM Ongoing & Support	4,392.00	0.00
5216.06 City Network Fee	750.00	0.00
5216.11 Data Feeds from CRM	625.00	0.00
5216.12 Economic Impact Calculator Integration	950.00	0.00
5216.13 GSuite Storage and Email Sync	150.80	0.00
Total 5216.00 Professional Services	\$ 6,867.80	\$ 0.00
5220.00 Office Maintenance	14,249.89	0.00
5221.00 Staff & Volunteer Parking		0.00
5221.01 Staff Parking	2,288.00	0.00
Total 5221.00 Staff & Volunteer Parking	\$ 2,288.00	\$ 0.00
5270 Depreciation	9,860.00	0.00

Experience Rochester
Profit Loss Statement
For the Tenth Month Ending
October 31, 2020

Total 5200 Administration	\$ 37,622.03	\$ 4,055.00
5300.00 Industry Relations		
5305.00 Chamber of Commerce	0.00	0.00
Total 5300.00 Industry Relations	\$ 0.00	\$ 0.00
5400.00 Sales & Convention Services		0.00
5404.00 Lodging Bureau & Registration	0.00	0.00
5405.00 Client & Partner Meetings	0.00	0.00
Total 5400.00 Sales & Convention Services	\$ 0.00	\$ 2,916.67

Experience Rochester
Profit Loss Statement
For the Tenth Month Ending
October 31, 2020

5500 Marketing		
5502.00 ER Website		
5502.01 CMS Annual Licensing Fee	392.13	0.00
5502.03 Search Engine Optimization	0.00	0.00
Total 5502.00 ER Website	\$ 392.13	\$ 0.00
5503.00 Content Generation		
5503.02 Content Partnerships	0.00	0.00
5503.03 Social Media	2,335.00	0.00
Total 5503.00 Content Generation	\$ 2,335.00	\$ 0.00
5506.00 Collateral Materials		
5506.04 Digital Asset Management System	299.00	0.00
Total 5506.00 Collateral Materials	\$ 299.00	\$ 0.00
5599.00 Other	-44,766.48	0.00
Total 5500 Marketing	-\$ 41,740.35	\$ 14,730.67
5700.00 RASC		
5702.00 Sports Event Subsidy	2,677.00	0.00
5715.00 Employee benefits		
5715.04 Pension contributions	0.00	0.00
Total 5715.00 Employee benefits	\$ 0.00	\$ 0.00
Total 5700.00 RASC	\$ 2,677.00	\$ 0.00
5800.00 Visitor Experience		
5804.00 Digital Kiosk Program, Maintenance & Internet		
5804.01 OMNI Monthly Fee for Kiosks	354.98	0.00
Total 5804.00 Digital Kiosk Program, Maintenance & Internet	\$ 354.98	\$ 0.00
5806.0 Collateral Materials		
5806.03 Printed Tear-off Maps	2,496.44	0.00
Total 5806.0 Collateral Materials	\$ 2,496.44	\$ 0.00
5809.00 Certified Tourism Ambassador Program		
5809.09 Credit Card Processing Fee	126.11	0.00
Total 5809.00 Certified Tourism Ambassador Program	\$ 126.11	\$ 0.00
5899.00 Other	4,703.03	0.00
Total 5800.00 Visitor Experience	\$ 7,680.56	\$ 10,757.08
6000.00 Mayo Civic Center Sales & Marketing		
6406.00 Economic Impact Calculator-meeting and event module	1,593.34	0.00
Total 6000.00 Mayo Civic Center Sales & Marketing	\$ 1,593.34	\$ 25,000.00
Total Expenses	\$ 42,980.64	\$ 108,299.42
Net Operating Income	-\$ 42,832.64	\$ 208,366.58
Net Income	-\$ 42,832.64	\$ 208,366.58

	October	YTD
Sales		
4150-3010 - Candy Sales	60.57	8,746.97
4150-3030 - Popcorn Sales	-	7,109.19
4150-3040 - Ice Cream Sales	-	969.95
4150-3070 - Hot Dog Sales	-	13,399.58
4150-3080 - Hamburger Sales	-	16,768.02
4150-3090 - Nacho Sales	-	4,614.10
4150-3100 - Peanut-Snacks Sales	-	3,539.40
4150-3120 - Pizza Sales	-	8,426.62
4150-3130 - Health Food Sales	-	1,870.20
4150-3150 - W&W Sales	-	6,893.10
4150-3361 - Coupon Discount	-	413.05
4150-3170 - Dessert Sales	-	1,835.91
Total Concessions Food Sales	60.57	74,586.09
Concessions Alcohol		
4150-3180 - Liquor Sales	-	37,172.94
4150-3190 - Wine Sales	321.83	5,034.48
4150-3200 - Canned Beer Sales	332.66	68,540.91
Total Concessions Alcohol	654.49	110,748.33
Concessions NA Beverage		
4150-3020 - Coffee Sales	-	2,632.28
4150-3050 - Soft Drink Sales	-	113.09
4150-3060 - Can Soft Drink Sales	86.00	57,189.14
Total Concessions NA Beverage	86.00	59,934.51
Total Concessions Sales	801.06	245,268.93
Catering Food Sales		
4160-3240 - Catering Picnic Food	5,956.00	125,539.17
Total Catering Food	5,956.00	125,539.17
Catering Alcohol		
4160-3270 - Catering Can Beer	-	772.50
4160-3300 - Catering Wine	-	487.50
Total Catering Alcohol	-	1,260.00
Catering NA Beverage		
4160-3260 - Catering Non-Alc	1,806.60	5,065.50
Total Catering NA Beverage	1,806.60	5,065.50
Total Catering Sales	7,762.60	131,864.67
Total Sales	8,563.21	377,133.60
Other Income		
4280-4500 - Sub Contractor Income	-	2,266.34
4280-4590 - Management Charge Income	1,774.96	28,988.49
4280-4600 - Rebates and Discounts Income	528.59	2,462.42
4280-4630 - Labor Setup Income	140.00	280.00
4280-3361 - Coupon Discount Income	(388.80)	(388.80)
Total Other Income	2,054.75	33,608.45
4270-0000 - Reimbursable Cost Income	7,853.66	40,747.32
Total Revenue	18,471.62	451,489.37

Cost of Sales

Concessions Food COS		
5010-3010 - Candy COS	15.68	2,533.29
5010-3030 - Popcorn COS	-	553.92
5010-3040 - Ice Cream COS	-	49.87
5010-3070 - Hot Dog COS	-	3,145.96
5010-3080 - Hamburger COS	-	2,952.71
5010-3090 - Nacho COS	-	1,792.64
5010-3100 - Peanut and Snacks COS	-	1,787.15
5010-3120 - Pizza COS	-	3,121.54
5010-3140 - Barbecue COS	-	81.94
5010-3160 - Food Court COS	-	1,829.50
5010-3170 - Dessert COS	-	710.39
5010-4840 - Spoilage	-	1,447.83
Total Concessions Food COS	15.68	20,006.74

Concessions Alcohol COS

5010-3180 - Liquor COS	-	16,583.61
5010-3190 - Wine COS	53.49	(2,670.21)
5010-3200 - Canned Beer COS	29.49	20,178.17
5010-3210 - Draft Beer COS	-	262.00
Total Concessions Alcohol COS	82.98	34,353.57

Concessions NA Beverage COS

5010-3020 - Coffee COS	-	3,970.27
5010-3050 - Soft Drink COS	-	(954.38)
5010-3060 - Can Soft Drink COS	17.00	19,269.48
Total Concessions NA Bev COS	17.00	22,285.37

Total Concessions COS **115.66** **76,645.68**

Catering Food

5020-3240 - Catering and Picnic COS	1,500.00	9,043.27
5020-3250 - Suite and Rest Food COS	-	0.00
Total Catering Food COS	1,500.00	9,043.27

Catering Alcohol COS

5020-3270 - Catering Can Beer COS	-	(446.62)
5020-3290 - Catering Liquor COS	-	965.11
5020-3300 - Catering Wine COS	-	(1,686.75)
Total Catering Alcohol COS	-	(1,168.26)

Catering NA Beverage COS

5020-3260 - Catering Non-Alc COS	216.01	918.38
Total Catering NA Bev COS	216.01	918.38

Total Catering COS **1,716.01** **8,793.39**

Cost of Sales **1,831.67** **85,439.07**

5050-3362 - At Cost Discount **7,853.66** **40,747.32**

Labor

Fixed Wages

5090-5920 - Severance	-	1,923.08
5090-5450 - Management Salaries	18,365.45	216,873.40
Total Fixed Wages	18,365.45	218,796.48

Variable Wages

Concession Wages

5090-5480 - Concession Wages	759.41	58,928.90
5090-5520 - Concession Temporary Staffing	-	5,698.80
Total Concession Wages	759.41	64,627.70

Catering Wages		
5090-5530 - Catering Suite Wages	258.10	7,596.81
5090-5550 - Catering Kitchen Wages	221.00	16,358.35
5090-5560 - Catering Watch and Wager	-	245.96
5090-5570 - Catering Billed Labor	-	(92.18)
Total Catering Wages	479.10	24,108.94
Other Wages		
5090-5690 - Office Wages	2,057.00	40,966.00
5090-5720 - Temporary Staffing	-	8,683.41
Total Other Wages	2,057.00	49,649.41
Total Variable Wages	3,295.51	138,386.05
Benefits		
5100-1130 - 401K	500.00	5,313.87
5100-6060 - Group Health Insurance	4,142.23	36,718.37
5100-6480 - Workers Compensation	1,004.58	15,990.47
Total Benefits	5,646.81	58,022.71
Payroll Taxes		
5110-0000 - Payroll Taxes Rev and Bal	2,092.05	37,011.28
Total Payroll Taxes	2,092.05	37,011.28
Total Labor	29,399.82	452,216.52
Variable Expenses		
Controllables		
5130-6200 - Vehicle Fuel Expense	-	448.85
5130-6220 - Vehicle Parking	-	145.00
5130-6270 - Relocation Expense	-	10,000.00
5130-6280 - Venue Entertainment	-	250.00
5150-0000 - Professional Fees - General	9.50	734.08
5180-6620 - Promotional	-	375.16
5190-6670 - IT Computer Maintenance	-	51.89
5190-6680 - IT Software and Licensing	679.39	5,946.52
5250-6170 - Misc Gifts	-	25.00
5250-6700 - Misc Other	1,053.67	2,141.44
5250-6710 - Decorating Cost	-	19.20
5250-6720 - Paper Supplies	462.62	3,677.90
5250-6730 - Cleaning Supplies	70.07	694.23
5250-6740 - Equipment Rental	-	200.97
5250-6745 - R-M Equipment Fund	358.86	8,571.30
5250-6750 - Armored Car	-	423.18
5250-6760 - Cash (Over)/Short	0.04	2,515.88
5250-6770 - Linen and Cleaning	-	2,808.04
5250-6800 - Recruiting	-	422.70
5250-6810 - Smallwares	-	761.22
5250-6830 - Employee Meals	-	255.54
5250-6840 - Promo Ad Fund	358.86	8,571.30
5250-6890 - Charitable Contributions	-	4,759.82
5250-6970 - Office Supplies	85.14	6,200.85
5250-6980 - Postage	26.35	263.26
5250-7000 - Printing	-	735.25
5250-7010 - Bank Fees	38.51	993.87
5250-7020 - Cell Phone and Data	46.57	479.19
5250-7070 - Uniforms	-	2,891.10
5250-7120 - Credit Card Fees	5.71	961.21
Total Controllables	3,195.29	66,323.95
Non-Controllables		
5120-0000 - Processing Fees General	38.61	876.26
5120-6150 - Time Saver Expense	2.68	413.04
5160-6460 - Insurance and Bonding	618.05	7,983.65
5170-6490 - License Fees	300.00	360.50
5170-6520 - Business Taxes	-	15.22
5210-0000 - Repair and Maintenance-Admin	-	3,896.42
Total Non-Controllables	959.34	13,545.09
Total Variable Expenses	4,154.63	79,869.04
Other Income Expenses		
5050-4500 - Other Sub Contractor Exp	-	(180.50)
Total Other Income Expenses	-	(180.50)
Non-Operating Expenses		
6000-0000 - Depreciation - Rev and Bal	3,076.83	28,311.21
5045-0000 - Contract Acquisition Exp	2,638.66	22,766.37
Non-Operating Expenses	5,715.49	51,077.58
Profit Before Client Profit	(30,483.65)	(257,860.16)
Management Fee	445.08	10,291.88
5055-0000 - Client Profit	(30,928.73)	(268,152.04)

Mayo Civic Center
Aged Receivables As of October 31, 2020

Customer	0 - 30	31 - 60	61 - 90	Over 90 days	Amount Due	Notes
Breakdown Sports USA 01.05.2020				337.50	337.50	
RAB Home Show 20/07-09/2020				20,000.00	20,000.00	Received 11/9/2020
Starz Dance Competition 02.15-16.2020				7,917.26	7,917.26	
Platinum Dance Space Cancellation 02.21-23.2020				1,225.00	1,225.00	
Cabybeth Womens Expo 03.07.2020				460.99	460.99	
Food for Shelter May, 2020				5,700.00	5,700.00	
Boys & Girls Club	98,150.99				98,150.99	Received roughly \$88K 11/9/202
MN Public Transit Association	15,518.95				15,518.95	
City of Rochester Condemnation Hearing	5,582.88				5,582.88	Received 11/9/2020
Eagle Brook Church	6,156.20				6,156.20	
Rochester Symphony October 10, 24, 2020	3,358.78				3,358.78	Received 11/9/2020
Eagle Brook Church	7,747.90				7,747.90	
				35,538.75	172,054	
	136,515.70					

Mayo Civic Center
Capital Budget As of
October 31, 2020

Project	Room	Staff Lead	P.O. Number	Estimated Dollar Amount (w/o Tax)	Paid	Vendor	Notes:
Intercom Gate Replacement	MCC	Joe Kollar	10000	\$15,789		Parsons Technology	In-Process
Box Office Security Cameras	Box Office	TR Wheeler	10001	\$14,056	\$12,499	Parsons Technology	Completed
Back of House Access Control Additions: 2 - Exhibit Hall(Bank of four doors) 4 - Arena Passage Doors 1 - Arena Door 1 - Kitchen Door 1 - Safe Door	Back of House	Joe Kollar	10002	\$24,381	\$29,262	Parsons Technology	In-Process
Back of House Access Control Additions - Suite 200	Back of House	Joe Kollar	10002	\$2,753	\$6,717	Parsons Technology	In-Process
Back of House Access Control Additions - S2 64 Portal Expansion	Back of House	Joe Kollar	10002	\$3,603	\$3,626	Parsons Technology	In-Process
MCC Network	MCC	Adam Lien		\$100,000	\$138,146	3 Vendors	In-Process
Website	MCC	Erin Okins		\$35,000	\$34,288	Simpleview	In-Process

\$195,582 Committed to Capital

\$224,538 Total - Paid on Capital Projects