



MINNESOTA'S ROCHESTER
MAYO CIVIC
CENTER
CONVENTIONS
& EVENTS



Rochester Convention and Visitors Bureau

Rochester, MN
Monthly Financial Package
For Month Ending

January 31, 2021



Distribution:

Experience Rochester:

Joe Ward - President
Deanna Meyer - Chief of Staff
Bethanie DeRose - Vice President, JLL

ASM Global:

Joe Kollar - General Manager
Kelvin Moore - Regional General Manager
David Schmid - Assistant General Manager, Target Center

Rochester Convention and Visitors Bureau Corporation
Financial Summary
January 31, 2021

MCC Operations	Current Month	Current Budget	Variance	Year to Date	Year To Date Budget	Variance
Adjusted Gross Income	79,900	63,189	26.45%	79,900	63,189	26.45%
INDIRECT EXPENSES	294,375	235,978	24.75%	295,498	235,978	25.22%
Net Income (Loss) from Operations	(214,475)	(172,789)	24.13%	(215,598)	(172,789)	24.78%
Net Income (Loss)	(\$ 227,177)	(\$ 204,420)	11.13%	(\$ 228,300)	(\$ 204,420)	11.68%
DMO						
Revenue						
Adjusted Gross Income	300,004	301,500	-0.50%	300,004	301,500	-0.50%
Monthly Expenditures	126,362	141,166	-10.49%	126,362	141,166	-10.49%
Net Income (Loss) From DMO	173,642	160,334	8.30%	173,642	160,334	8.30%
Net Income (Loss) From Corporation	(\$ 53,535)	(\$ 44,087)	21.43%	(\$ 54,658)	(\$ 44,087)	23.98%

Key Takeaways - January:

Overall performance was within \$10,000 of proposed 2021 budget.

Key Differences include:

Boys and Girls Club - Budget included conservative estimate of rental income that was beat by nearly \$20K.

MCC Operating expenses are budgeted evenly throughout year - Seasonal changes such as utilities will vary month to month.

DMO related expenses came in under budget, largely due to an \$18,000 expense for Visitors Travel Guide budgeted in January that has not come through yet.

Rochester's Convention and Visitor Bureau Corporation
Lead Income Statement for the First Month
Ending January 31, 2021

	January Actual	January Budget	Variance	Year to Date	Year to Date Budget	Variance
EVENT INCOME						
Direct Event Income						
Rental Income	\$ 73,945	\$ 56,030	17,915	\$ 73,945	\$ 56,030	17,915
Service Revenue	2,895	5,575	(2,680)	2,895	5,575	(2,680)
Service Expenses	(1,506)	(3,275)	1,769	0	(3,275)	3,275
Total Direct Event Income	76,840	0	76,840	76,840	0	76,840
Ancillary Income						
F & B Concessions	0	949	(949)	0	949	(949)
F & B Catering	1,170	0	1,170	1,170	0	1,170
Novelty Sales	0	0	0	0	0	0
Gift Shop Sales	0	0	0	0	0	0
Electrical Services	0	0	0	0	0	0
Audio Visual	1,403	0	1,403	1,403	0	1,403
Internet Services	487	0	487	487	0	487
Equipment Rental	0	0	0	0	0	0
Other Ancillary	0	3,910	(3,910)	0	3,910	(3,910)
Total Ancillary Income	3,060	4,859	(1,799)	3,060	4,859	(1,799)
Other Event Income						
Other Event Related Income	0	0	0	0	0	0
Luxury Box Ticket Sales	0	0	0	0	0	0
Club Seat Ticket Sales	0	0	0	0	0	0
Event Advertising Income	0	0	0	0	0	0
Ticket Rebates	0	0	0	0	0	0
Facility Fees	0	0	0	0	0	0
Total Other Event Income	0	0	0	0	0	0
Total Event Income	79,900	63,189	16,711	79,900	63,189	16,711
OTHER OPERATING INCOME						
Non-Operating Parking	0	0	0	0	0	0
Ticket Rebates	0	0	0	0	0	0
Total Other Operating Income	0	0	0	0	0	0
Adjusted Gross Income	79,900	63,189	16,711	79,900	63,189	16,711
INDIRECT EXPENSES						
Salaries & Wages	91,478	84,642	6,836	91,478	84,642	6,836
Payroll Taxes & Benefits	29,260	28,540	720	29,260	28,540	720
Labor Allocations to Events	(1,506)	0	(1,506)	0	0	0
Net Salaries and Benefits	120,738	113,182	7,556	120,738	113,182	7,556
Contracted Services	126	4,586	(4,460)	126	4,586	(4,460)
General and Administrative	25,945	24,123	1,822	25,945	24,123	1,822
Operating	14,979	4,183	10,796	16,102	4,183	11,919
Repairs & Maintenance	28,113	7,927	20,186	28,113	7,927	20,186
Operational Supplies	530	3,094	(2,564)	530	3,094	(2,564)
Insurance	116	3,533	(3,417)	116	3,533	(3,417)
Utilities	103,619	75,350	28,269	103,619	75,350	28,269
Other	209	0	209	209	0	209
SMG Management Fees	0	0	0	0	0	0
Allocated Expenses	0	0	0	0	0	0
Total Indirect Expenses	294,375	235,978	58,397	295,498	235,978	59,520
Net Income (Loss) from Operation	(214,475)	(172,789)	(41,686)	(215,598)	(172,789)	(42,809)
Less: Other Non Operating						
Spectra Management Fee	(202)	(6,331)	6,129	(202)	(6,331)	6,129
ASM Management Fee	(12,500)	(25,300)	12,800	(12,500)	(25,300)	12,800
Net Income (Loss)	(\$ 227,177)	(\$ 204,420)	(22,757)	(\$ 228,300)	(\$ 204,420)	(23,880)
DMO						
Revenue						
City of Rochester	300,000	300,000	-	300,000	300,000	-
Interest & Dividends	-	-	-	-	-	-
Unrealized Gains & Losses on Investr	-	-	-	-	-	-
Administrative Fee	-	-	-	-	-	-
Miscellaneous Income	4	1,500	(1,496)	4	1,500	(1,496)
Adjusted Gross Income	300,004	301,500	(1,496)	300,004	301,500	(1,496)
Salaries & Wages	43,874	42,666	1,207	43,874	42,666	1,207
Payroll Taxes & Benefits	11,156	31,000	(19,844)	11,156	31,000	(19,844)
Total Personnel	55,030	73,666	(18,637)	55,030	73,666	(18,637)
Administrative	29,481	2,500	26,981	29,481	2,500	26,981
Sales & Services	-	-	-	-	-	-
MCC Marketing	10,459	10,000	459	10,459	10,000	459
Marketing	20,854	20,000	854	20,854	20,000	854
Visitors Services	457	25,000	(24,543)	457	25,000	(24,543)
Miscellaneous	10,082	10,000	82	10,082	-	10,082
Monthly Expenditures	126,362	141,166	(14,804)	126,362	141,166	(14,804)
Net Income (Loss) From DMO	173,642	160,334	13,308	173,642	160,334	13,308
Net Income (Loss) From Corporation	(53,535)	(44,087)	(9,449)	(54,658)	(44,087)	(10,572)

Mayo Civic Center
Lead Income Statement for the First Month
Ending January 31, 2021

	December Actual	December Budget	Variance	Year to Date	Year to Date Budget	Variance
EVENT INCOME						
Direct Event Income						
Rental Income	\$ 73,945	\$ 56,030	17,915	\$ 73,945	\$ 56,030	17,915
Service Revenue	2,895	5,575	(2,680)	2,895	5,575	(2,680)
Service Expenses	(1,506)	(3,275)	1,769	0	(3,275)	3,275
Total Direct Event Income	76,840	0	76,840	76,840	0	76,840
Ancillary Income						
F & B Concessions	0	949	(949)	0	949	(949)
F & B Catering	1,170	0	1,170	1,170	0	1,170
Novelty Sales	0	0	0	0	0	0
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	0	0	0	0	0
Electrical Services	0	0	0	0	0	0
Audio Visual	1,403	0	1,403	1,403	0	1,403
Internet Services	487	0	487	487	0	487
Equipment Rental	0	0	0	0	0	0
Other Ancillary	0	3,910	(3,910)	0	3,910	(3,910)
Total Ancillary Income	3,060	4,859	(1,799)	3,060	4,859	(1,799)
Other Event Income						
Other Event Related Income	0	0	0	0	0	0
Luxury Box Ticket Sales	0	0	0	0	0	0
Club Seat Ticket Sales	0	0	0	0	0	0
Event Advertising Income	0	0	0	0	0	0
Ticket Rebates	0	0	0	0	0	0
Facility Fees	0	0	0	0	0	0
Total Other Event Income	0	0	0	0	0	0
Total Event Income	79,900	63,189	16,711	79,900	63,189	16,711
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	0	0	0	0	0
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	0	0	0	0	0
Total Other Operating Income	0	0	0	0	0	0
Adjusted Gross Income	79,900	63,189	16,711	79,900	63,189	16,711
INDIRECT EXPENSES						
Salaries & Wages	91,478	84,642	6,836	91,478	84,642	6,836
Payroll Taxes & Benefits	29,260	28,540	720	29,260	28,540	720
Labor Allocations to Events	(1,506)	0	(1,506)	0	0	0
Net Salaries and Benefits	120,738	113,182	7,556	120,738	113,182	7,556
Contracted Services	126	4,586	(4,460)	126	4,586	(4,460)
General and Administrative	25,945	24,123	1,822	25,945	24,123	1,822
Operating	14,979	4,183	10,796	16,102	4,183	11,919
Repairs & Maintenance	28,113	7,927	20,186	28,113	7,927	20,186
Operational Supplies	530	3,094	(2,564)	530	3,094	(2,564)
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Less: Other Non Operating						
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Net Income (Loss)	(\$ 227,177)	(\$ 204,420)	(22,757)	(\$ 228,300)	(\$ 204,420)	(23,880)

Mayo Civic Center
Balance Sheet Supporting Detail
As of January 31, 2021

ASSETS

Cash and Investments

Cash - Operating	\$ 93,079	
Cash - Box Office	705,857	
Petty Cash - General Operating	400	
Change Fund - Box Office	<u>12,000</u>	
 Total Cash and Investments		 811,336

Accounts Receivable

A/R-Maj. Ten't. 1	40,625	
A/R	<u>133,189</u>	
 Total Accounts Receivable		 173,814

Prepaid Assets

Prepaid Insurance	697	
Prepaid Advertising Trade	5,637	
Prepaid Miscellaneous Expenses	<u>47,120</u>	
 Total Prepaid Assets		 53,454

Inventory

Inventory	0	
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Fixed Assets

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

Depreciation

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

Other Assets

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

Deposits

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

Total Assets	<u><u>\$ 1,263,142</u></u>	
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LIABILITIES AND EQUITY**Accounts Payable**

A/P Control	\$	175,823	
A/P-State Sales Tax		(188)	
A/P-Workers Compensation		2,169	
A/P-401(k) Withholding		16,013	
A/P-Event Liability		854	
A/P-Event Liab. Assemblies		(14,402)	
A/P-Event Liab. Banquets		14,402	
		<u> </u>	

Total Accounts Payable 194,671

Accrued Expenses

Accrued A/P Invoice		3,760	
Total Accrued Expenses			130,489

Deferred Income

Total Deferred Income 0

Advance Ticket Sales/Deposits

Advance Ticket Sales		379,595	
Advance Ticket Consignments		(2,614)	
Advance Fac Fee		11,539	
Advance Tix Rebate		(75)	
Advance Deposits Meetings		154,951	
Advance Deposits Conventions		(2,527)	
Damage Deposits		3,700	
TM Post Commissions/Promotion		1,885	
Gift Cards		4,501	
		<u> </u>	

Advance Ticket Sales/Deposits 550,955

Other Current Liabilities

Other Current Liabilities 0

Other Current Liabilities 0

Long-Term Liabilities

Total Long-Term Liabilities 0

Equity

Net Funds Received		2,587,688	
Retained Earnings		(1,973,484)	
Net Income (Loss)		(227,177)	
		<u> </u>	

Equity 328,183

Total Liabilities & Equity \$ **1,204,298**

Experience Rochester
Consolidated Balance Sheet
As of January 31, 2021

	Total
ASSETS	
Current Assets	
Bank Accounts	
MCC Bank Accounts	811,336
DMO Bank Accounts	1,630,654
Total Bank Accounts	2,441,990
Accounts Receivable	
MCC Accounts Receivable	173,814
DMO Accounts Receivable	18,111
Total Accounts Receivable	191,925
Other Current Assets	
MCC Other Current Assets	53,454
DMO Other Current Assets	250,638
Total Other Current Assets	304,092
Fixed Assets	
MCC Fixed Assets	224,538
DMO Fixed Assets	387,259
Total Fixed Assets	611,797
TOTAL ASSETS	3,549,804
 LIABILITIES AND EQUITY	
Liabilities	
Current Liabilities	
Accounts Payable	
MCC Accounts Payable	194,671
DMO Accounts Payable	0
Total Accounts Payable	194,671
Other Current Liabilities	
MCC Accrued Expenses	130,489
DMO Accrued Expenses	335,966
MCC Advance Ticket Sales / Deposits	550,955
Total Other Current Liabilities	1,017,410
Long-Term Liabilities	
DMO Long Term Liabilities	400,000
Total Long-Term Liabilities	400,000
Total Liabilities	1,612,081
Equity	
Capital Funds - ASM	500,000
Retained Earnings	964,759
Operating Reserve	526,500
Net Income	-53,535
Total Equity	1,937,724
TOTAL LIABILITIES AND EQUITY	3,549,804

Spectra Food Service & Hospitality
Mayo Civic Center
Profit & Loss Statement
For the Seven Months ending January 27th, 2021

	Current Month Actual	Current Month %	Current Month Budget	Current Month %	Prior Yr Month Actual	Prior Yr Month %	Current YTD Actual	Current YTD %	Current YTD Budget	Current YTD %	Prior YTD Actual	Prior YTD %
Events & Attendance												
9915-0000 - Fiscal Weeks	-		-		-		-		-		-	
9010-0000 - Number of Events	25		-		23		167		-		23	
Average Attendance	57		#DIV/0!		391		55		#DIV/0!		391	
9030-0000 - Total Attendance	1,423		-		9,000		9,127		-		9,000	
Sales												
Concessions Food Sales												
4150-3010 - Candy Sales	-	0.0%	260	0.6%	-	0.7%	185	0.7%	548	0.6%	1,193	0.7%
4150-3030 - Popcorn Sales	-	0.0%	-	0.0%	527	0.3%	-	0.0%	-	0.0%	527	0.3%
4150-3040 - Ice Cream Sales	-	0.0%	260	0.6%	147	0.1%	-	0.0%	548	0.6%	147	0.1%
4150-3070 - Hot Dog Sales	-	0.0%	780	1.9%	5,034	3.0%	-	0.0%	1,644	1.8%	5,034	3.0%
4150-3080 - Hamburger Sales	-	0.0%	1,196	2.9%	4,342	2.6%	-	0.0%	2,521	2.8%	4,342	2.6%
4150-3090 - Nacho Sales	-	0.0%	-	0.0%	1,256	0.8%	-	0.0%	-	0.0%	1,256	0.8%
4150-3100 - Peanut-Snacks Sales	-	0.0%	1,040	2.5%	3,948	2.4%	-	0.0%	2,192	2.4%	3,948	2.4%
4150-3120 - Pizza Sales	-	0.0%	676	1.6%	1,245	0.7%	-	0.0%	1,425	1.6%	1,245	0.7%
4150-3130 - Health Food Sales	-	0.0%	988	2.4%	-	0.0%	-	0.0%	2,082	2.3%	-	0.0%
4160-3240 - Catering Picnic Food	-	0.0%	12,750	31.1%	21,306	12.8%	13,556	50.9%	30,800	33.8%	21,306	12.8%
Total Catering Food	-	0.0%	12,750	31.1%	21,306	12.8%	13,556	50.9%	30,800	33.8%	21,306	12.8%
Catering Alcohol												
4160-3270 - Catering Can Beer	-	0.0%	375	0.9%	-	0.0%	2,278	8.5%	906	1.0%	-	0.0%
4160-3280 - Catering Draft Beer	-	0.0%	105	0.3%	-	0.0%	-	0.0%	254	0.3%	-	0.0%
4160-3290 - Catering Liquor	-	0.0%	375	0.9%	-	0.0%	1,464	5.5%	906	1.0%	-	0.0%
4160-3300 - Catering Wine	-	0.0%	645	1.6%	-	0.0%	1,139	4.3%	1,558	1.7%	-	0.0%
Total Catering Alcohol	-	0.0%	1,500	3.7%	-	0.0%	4,882	18.3%	3,624	4.0%	-	0.0%
Catering NA Beverage												
4160-3260 - Catering Non-Alc	1,010	100.0%	750	1.8%	2,502	1.5%	6,096	22.9%	1,812	2.0%	2,502	1.5%
Total Catering NA Beverage	1,010	100.0%	750	1.8%	2,502	1.5%	6,096	22.9%	1,812	2.0%	2,502	1.5%
Total Catering Sales	1,010	100.0%	15,000	36.6%	23,808	14.3%	24,534	92.0%	36,235	39.8%	23,808	14.3%
Total Sales	1,010		41,000		166,601		26,653		91,035		166,601	
Other Income												
4280-4500 - Sub Contractor Income	-	0.0%	550	1.1%	292	0.2%	-	0.0%	930	0.8%	292	0.2%
4280-4590 - Management Charge Income	222	2.7%	9,844	19.2%	5,113	2.9%	5,353	7.3%	22,781	19.9%	5,113	2.9%
4280-4600 - Rebates and Discounts Incomr	61.79	0.8%	-	0.0%	365	0.2%	1,201	1.6%	-	0.0%	365	0.2%
4280-4630 - Labor Setup Income	-	0.0%	-	0.0%	-	0.0%	140	0.2%	-	0.0%	-	0.0%
4280-3361 - Coupon Discount Income	-	0.0%	-	0.0%	-	0.0%	(389)	-0.5%	-	0.0%	-	0.0%
Total Other Income	284	3.5%	10,394	20.2%	5,770	3.3%	6,306	8.6%	23,711	20.7%	5,770	3.3%
4270-0000 - Reimbursable Cost Income	6,857.49	84.1%	-	0.0%	1,604	0.9%	40,649	55.2%	-	0.0%	1,604	0.9%
Total Revenue	8,151		51,394		173,976		73,607		114,746		173,976	
Cost of Sales												
Concessions Food COS												
5010-3010 - Candy COS	-	0.0%	33	12.8%	10	0.8%	47	25.5%	70	12.8%	10	0.8%
5010-3030 - Popcorn COS	-	0.0%	-	0.0%	91	17.3%	-	0.0%	-	0.0%	91	17.3%
5010-3040 - Ice Cream COS	-	0.0%	33	12.8%	25	17.2%	-	0.0%	70	12.8%	25	17.2%
5010-3070 - Hot Dog COS	-	0.0%	93	12.0%	1,063	21.1%	-	0.0%	197	12.0%	1,063	21.1%
5010-3080 - Hamburger COS	-	0.0%	160	13.4%	853	19.6%	-	0.0%	338	13.4%	853	19.6%
5010-3090 - Nacho COS	-	0.0%	-	0.0%	371	29.5%	-	0.0%	-	0.0%	371	29.5%
5010-3100 - Peanut and Snacks COS	-	0.0%	107	10.3%	50	1.3%	-	0.0%	225	10.3%	50	1.3%
5010-3120 - Pizza COS	-	0.0%	93	13.8%	244	19.6%	-	0.0%	197	13.8%	244	19.6%
5010-3130 - Health Food COS	-	0.0%	147	14.9%	-	0.0%	-	0.0%	310	14.9%	-	0.0%
5010-3170 - Dessert COS	-	0.0%	-	0.0%	76	0.0%	-	0.0%	-	0.0%	76	0.0%
5010-4840 - Spoilage	-	0.0%	-	0.0%	-	0.0%	124	0.0%	-	0.0%	-	0.0%
Total Concessions Food COS	-	0.0%	668	12.8%	2,784	15.7%	171	92.5%	1,407	12.8%	2,784	15.7%
Concessions Alcohol COS												
5010-3180 - Liquor COS	-	0.0%	1,584	30.5%	14,594	47.9%	-	0.0%	3,339	30.5%	14,594	47.9%
5010-3190 - Wine COS	-	0.0%	2,310	37.0%	-	0.0%	171	15.0%	4,869	37.0%	-	0.0%
5010-3200 - Canned Beer COS	-	0.0%	1,716	27.5%	14,245	19.3%	38	7.2%	3,617	27.5%	14,245	19.3%
5010-3210 - Draft Beer COS	-	0.0%	990	31.7%	-	0.0%	-	0.0%	2,087	31.7%	-	0.0%
Total Concessions Alcohol COS	-	0.0%	6,600	31.7%	28,839	27.0%	209	12.5%	13,910	31.7%	28,839	27.0%
Concessions NA Beverage COS												
5010-3020 - Coffee COS	0	0.0%	-	0.0%	2,477	418.0%	0	0.0%	-	0.0%	2,477	418.0%
5010-3050 - Soft Drink COS	-	0.0%	-	0.0%	300	265.6%	-	0.0%	-	0.0%	300	265.6%
5010-3060 - Can Soft Drink COS	-	0.0%	-	0.0%	6,977	39.4%	32	12.5%	-	0.0%	6,977	39.4%
Total Concessions NA Bev COS	0	0.0%	-	0.0%	9,755	52.9%	32	12.6%	-	0.0%	9,755	52.9%
Total Concessions COS	0	0.0%	7,268	28.0%	41,377	29.0%	413	19.5%	15,318	28.0%	41,377	29.0%
Catering Food												
5020-3240 - Catering and Picnic COS	3	0.0%	696	5.5%	3,221	15.1%	2,349	17.3%	1,682	5.5%	3,221	15.1%
Total Catering Food COS	3	0.0%	696	5.5%	3,221	15.1%	2,349	17.3%	1,682	5.5%	3,221	15.1%
Catering Alcohol COS												
5020-3270 - Catering Can Beer COS	-	0.0%	375	100.0%	-	0.0%	484	21.2%	906	100.0%	-	0.0%

5020-3280 - Catering Draft Beer COS	-	0.0%	90	85.7%	-	0.0%	-	0.0%	
5020-3290 - Catering Liquor COS	-	0.0%	375	100.0%	-	0.0%	-	0.0%	
5020-3300 - Catering Wine COS	-	0.0%	660	102.3%	-	0.0%	-	0.0%	
Total Catering Alcohol COS	-	0.0%	1,500	100.0%	-	0.0%	-	0.0%	
Catering NA Beverage COS									
5020-3280 - Catering Non-Alc COS	121	12.0%	-	0.0%	-	0.0%	-	0.0%	
Total Catering NA Bev COS	121	12.0%	-	0.0%	-	0.0%	-	0.0%	
Total Catering COS	124	12.3%	2,196	14.6%	3,221	13.5%	3,221	13.5%	
Cost of Sales	124	12.3%	9,464	23.1%	44,598	26.8%	44,598	26.8%	
5050-3362 - At Cost Discount	6,857.49	100.0%	-	0.0%	1,604	100.0%	1,604	100.0%	
Labor									
Fixed Wages									
5090-5450 - Management Salaries	24,470	2423.2%	30,301	73.9%	25,192	15.1%	25,192	15.1%	
5090-5460 - Management Incentives All	-	0.0%	2,167	5.3%	-	0.0%	-	0.0%	
Total Fixed Wages	24,470	2423.2%	32,468	79.2%	25,192	15.1%	25,192	15.1%	
Variable Wages									
Concession Wages									
5090-5480 - Concession Wages	-	0.0%	5,990	23.0%	20,578	14.4%	20,578	14.4%	
5090-5520 - Concession Temporary Staff	-	0.0%	-	0.0%	650	0.5%	650	0.5%	
Total Concession Wages	-	0.0%	5,990	23.0%	21,228	14.9%	21,228	14.9%	
Catering Wages									
5090-5530 - Catering Suite Wages	-	0.0%	3,910	26.1%	2,536	10.7%	2,536	10.7%	
5090-5550 - Catering Kitchen Wages	-	0.0%	1,303	8.7%	6,957	29.2%	6,957	29.2%	
5090-5560 - Catering Watch and Waiver	-	0.0%	-	0.0%	246	1.0%	246	1.0%	
Total Catering Wages	-	0.0%	5,213	34.8%	9,738	40.9%	9,738	40.9%	
Other Wages									
5090-5680 - Commissary Wages	-	0.0%	910	2.2%	-	0.0%	-	0.0%	
5090-5690 - Office Wages	-	0.0%	1,040	2.5%	8,410	5.0%	8,410	5.0%	
Total Other Wages	-	0.0%	1,950	4.8%	8,410	5.0%	8,410	5.0%	
Total Variable Wages	-	0.0%	13,153	32.1%	39,376	23.6%	39,376	23.6%	
Benefits									
5100-1130 - 401K	500	49.5%	486	1.2%	500	0.3%	500	0.3%	
5100-6060 - Group Health Insurance	5,491	543.7%	2,723	6.6%	1,400	0.8%	1,400	0.8%	
5100-6480 - Workers Compensation	980	97.0%	0.0%	0.0%	2,826	1.7%	2,826	1.7%	
Total Benefits	6,970	690.3%	3,209	7.8%	4,726	2.8%	4,726	2.8%	
Payroll Taxes									
5110-0000 - Payroll Taxes Rev and Bal	2,294	227.2%	5,649	13.8%	5,569	3.3%	5,569	3.3%	
Total Payroll Taxes	2,294	227.2%	5,649	13.8%	5,569	3.3%	5,569	3.3%	
Total Labor	33,734	3340.7%	54,479	132.9%	74,863	44.9%	74,863	44.9%	
Variable Expenses									
Controllables									
5130-6220 - Vehicle Parking Expense	-	0.0%	-	0.0%	-	0.0%	-	0.0%	
5130-6240 - Hotel Expense	-	0.0%	375	0.9%	-	0.0%	-	0.0%	
5130-6250 - Airfare Expense	-	0.0%	375	0.9%	-	0.0%	-	0.0%	
5150-0000 - Professional Fees - General	1	0.1%	-	0.0%	201	0.1%	201	0.1%	
5180-6620 - Promotional	1,270	125.7%	-	0.0%	-	0.0%	-	0.0%	
5190-6670 - IT Computer Maintenance	-	0.0%	-	0.0%	52	0.0%	52	0.0%	
5190-6680 - IT Software and Licensing	(330)	-32.6%	530	1.3%	10,147	38.1%	3,697	4.1%	
5250-6700 - Misc Other	-	0.0%	-	0.0%	272	0.2%	272	0.2%	
5250-6710 - Decorating Cost	108	10.7%	12	0.0%	-	0.0%	-	0.0%	
5250-6720 - Paper Supplies	-	0.0%	710	1.7%	1,100	0.7%	1,100	0.7%	
5250-6730 - Cleaning Supplies	(198)	-19.6%	414	1.0%	-	0.0%	-	0.0%	
5250-6745 - R-M Equipment Fund	-	0.0%	1,183	2.9%	3,480	2.1%	3,480	2.1%	
5250-6750 - Armored Car	82	8.1%	53	0.1%	581	2.2%	118	0.1%	
5250-6780 - Cash (Over)/Short	-	0.0%	-	0.0%	(0)	0.0%	0	0.0%	
5250-6770 - Linen and Cleaning	-	0.0%	710	1.7%	-	0.0%	-	0.0%	
5250-6790 - Pest Control	-	0.0%	31	0.1%	-	0.0%	-	0.0%	
5250-6800 - Recruiting	-	0.0%	59	0.1%	185	0.1%	185	0.1%	
5250-6810 - Smallwares	-	0.0%	59	0.1%	267	1.0%	131	0.1%	
5250-6840 - Promo Ad Fund	-	0.0%	592	1.4%	3,480	2.1%	1,112	4.2%	
5250-6860 - Misc Training	-	0.0%	24	0.1%	-	0.0%	53	0.1%	
5250-6890 - Charitable Contributions	-	0.0%	-	0.0%	602	2.3%	-	0.0%	
5250-6970 - Office Supplies	85	8.4%	237	0.6%	498	1.9%	525	0.6%	
5250-6980 - Postage	31	3.0%	12	0.0%	69	0.3%	26	0.0%	
5250-7000 - Printing	-	0.0%	18	0.0%	-	0.0%	39	0.0%	
5250-7010 - Bank Fees	21	2.0%	177	0.4%	148	0.6%	394	0.4%	
5250-7020 - Cell Phone and Data	46	4.6%	90	0.2%	327	1.2%	200	0.2%	
5250-7120 - Credit Card Fees	741	73.7%	769	1.9%	162	0.6%	1,708	1.9%	
Total Controllables	1,123	111.2%	6,429	15.7%	10,149	6.1%	10,149	6.1%	
Non-Controllables									
5120-0000 - Processing Fees General	52	5.1%	53	0.1%	18	0.0%	18	0.0%	
5120-6140 - Time Saver Fees	-	0.0%	24	0.1%	-	0.0%	-	0.0%	
5120-6150 - Time Saver Expense	52	5.2%	-	0.0%	-	0.0%	-	0.0%	
5160-6460 - Insurance and Bonding	618	61.2%	618	1.5%	2,166	1.3%	4,326	4.8%	
5170-6490 - License Fees	-	0.0%	4,300	10.5%	-	0.0%	-	0.0%	
5210-0000 - Repair and Maintenance-Adm	60	5.9%	-	0.0%	1,350	5.1%	-	0.0%	
Total Non-Controllables	782	77.5%	4,995	12.2%	2,184	1.3%	8,920	33.5%	
Total Variable Expenses	1,905	188.6%	11,424	27.9%	12,333	7.4%	28,823	108.1%	
Other Income Expenses									
5050-4500 - Other Sub Contractor Exp	0.00	0.0%	358	65.0%	-	0.0%	605	65.0%	
Total Other Income Expenses	-	0.0%	358	65.0%	-	0.0%	605	65.0%	
Non-Operating Expenses									
6000-0000 - Depreciation - Rev and Bal	3,339	330.6%	-	0.0%	2,985	1.8%	38,327	143.8%	
5045-0000 - Contract Acquisition Exp	2,611	258.6%	7,967	19.4%	2,426	1.5%	(43,987)	-165.0%	
Non-Operating Expenses	5,950	589.2%	7,967	19.4%	5,412	3.2%	(5,660)	-21.2%	
Profit Before Client Profit	(40,419.37)	-4002.7%	(32,297)	-78.8%	35,165	21.1%	(231,479)	-868.5%	
Management Fee	202.24	20.0%	2,570	6.3%	4,349	2.6%	1,589	6.0%	
5055-0000 - Client Profit	(40,621.61)	-4022.7%	(34,866)	-85.0%	30,815	18.5%	(233,068)	-874.5%	
Revenue and Profits									
Revenue	8,151.24	-	51,394	-	173,976	-	73,607	114,746	
Operating Expenses	1,999	24.5%	40,858	79.5%	164,215	94.4%	77,678	105.5%	
Operating Cash Flow	6,152	75.5%	10,536	20.5%	9,761	5.6%	(4,071)	-5.5%	
Statistical									
Number of Events	25	0.3%	-	0.0%	23	0.0%	167	0.2%	
Attendance	1,423	17.5%	-	0.0%	9,000	5.2%	9,127	12.4%	
Revenue per Cap	0	-	-	-	0	-	0	-	
Capital Expenditures	-	0.0%	-	0.0%	-	0.0%	-	0.0%	
Contract Acquisition Costs	-	0.0%	-	0.0%	-	0.0%	-	0.0%	
Balance Sheet Accounts									
Accounts receivable	-	-	-	-	22,009	29.9%	-	0.0%	
Inventory Balance	-	-	-	-	16,997	23.1%	0.0%	33,005	19.0%
Contract Acquisition Investments	-	-	-	-	153,923	209.1%	0.0%	87,351	50.2%
Contract Acquisition Amortization	-	-	-	-	(31,212)	-42.4%	0.0%	(2,426)	-1.4%
Unamortized Value	-	-	-	-	122,711	166.7%	0.0%	84,924	48.8%

Experience Rochester
Profit Loss Statement
For the First Month Ending January 31, 2021

	Jan-21	Budget
Income		
4101.00 City of Rochester	300,000.00	300,000.00
4940.00 Miscellaneous income	4.00	1,500.00
Total Income	\$ 300,004.00	\$ 301,500.00
Gross Profit	\$ 300,004.00	\$ 301,500.00
Expenses		
5100.00 Personnel		
5101.00 Personnel Salaries	43,873.60	42,666.33
5103.00 Payroll Taxes	3,713.22	
5104.00 Employee Benefits	6,253.61	20,000.00
5104.01 Medical Insurance	-2,740.89	
5104.02 HSA Contribution	416.80	
5104.03 Long Term Disability & Life	225.45	
Total 5104.00 Employee Benefits	\$ 4,154.97	\$ 20,000.00
5105.00 Pension	3,113.25	
5106.00 Workers Compensation	174.67	
5109.00 Incentive Structure	0.00	11,000.00
Total 5100.00 Personnel	\$ 55,029.71	\$ 73,666.33
5200 Administration		
5203.00 Postage		
5203.01 Metered & Bulk	403.62	
Total 5203.00 Postage	\$ 403.62	\$ 0.00
5204.00 Office Supplies	13.23	
5205.00 Cellular Reimbursement		
5205.02 Cellular	624.00	
5205.03 Expenses shared by MN Sports	-100.00	
Total 5205.00 Cellular Reimbursement	\$ 524.00	\$ 0.00
5208.02 Copier System	247.00	
Total 5208.00 Equipment Lease & Maintenance	\$ 247.00	\$ 0.00
5212.00 Banking Fees/Charges	163.30	
5216.00 Professional Services	18,000.00	5,000.00
5216.01 Accounting Services	400.00	
5216.02 CRM Ongoing & Support	-983.00	
Total 5216.00 Professional Services	\$ 17,417.00	\$ 5,000.00
5221.00 Staff + Volunteer Parking	853.00	
5270 Depreciation	9,860.00	
Total 5200 Administration	\$ 29,481.15	\$ 2,500.00
5210.00 Insurance		
5210.02 Office Contents	154.25	
Total 5210.00 Insurance	\$ 8,434.82	\$ 4,000.00
5216.04 Legal Services	1,647.00	1,000.00
5500 Marketing		
5502.00 Website Maintenance	11,650.00	
5502.03 Search Engine Optimization	2,000.00	
Total 5502.00 Website Maintenance	\$ 13,650.00	\$ 8,500.00
5502.06 Content Creation	2,405.00	1,500.00
5503.00 Graphics Support		
5503.02 Content Partnerships	2,500.00	
Total 5503.00 Graphics Support	\$ 2,500.00	\$ 2,000.00
5506.00 Ad Placement + Media Buys	2,000.00	
5506.04 Digital Asset Management System	299.00	
Total 5506.00 Ad Placement + Media Buys	\$ 2,299.00	\$ 1,500.00

Total 5500 Marketing	<u>\$</u>	<u>20,854.00</u>	<u>\$</u>	<u>20,000.00</u>
5800.00 Visitor Experience				
5804.00 Digital Kiosks		304.98		500.00
5809.00 Visitor Engagement + Experience Program				
5809.09 Credit Card Processing Fee		152.07		
		<u>152.07</u>		
Total 5809.00 Visitor Engagement + Experience Program	<u>\$</u>	<u>152.07</u>	<u>\$</u>	<u>0.00</u>
Total 5800.00 Visitor Experience	<u>\$</u>	<u>457.05</u>	<u>\$</u>	<u>25,000.00</u>
6000.00 Mayo Civic Center Sales & Marketing				
6402.00 Prospecting Services		4,830.00		
6404.00 Travel + Expenses				
6404.01 Local/MN Sales Calls/Missions/Expenses		48.56		
		<u>48.56</u>		
Total 6404.00 Travel + Expenses	<u>\$</u>	<u>48.56</u>	<u>\$</u>	<u>0.00</u>
6405.00 MINT		5,200.00		
6412.00 Collateral		380.11		
		<u>380.11</u>		
Total 6000.00 Mayo Civic Center Sales & Marketing	<u>\$</u>	<u>10,458.67</u>	<u>\$</u>	<u>10,000.00</u>
Total Expenses	<u>\$</u>	<u>126,362.40</u>	<u>\$</u>	<u>141,166.33</u>
Net Operating Income	<u>\$</u>	<u>173,641.60</u>	<u>\$</u>	<u>160,333.67</u>
Net Income	<u>\$</u>	<u>173,641.60</u>	<u>\$</u>	<u>160,333.67</u>

Mayo Civic Center
Aged Receivables
As of January 31, 2021

Customer	0 - 30	31 - 60	61 - 90	Over 90 days	Amount Due	Notes
Breakdown Sports USA 01.05.2020				337.50	337.50	
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	
Eagle Brook 12-6		6,423.70			6,423.70	
Eagle Brook 12-13		6,406.20			6,406.20	
Eagle Brook 12-20		6,684.91			6,684.91	
Eagle Brook 12-24		6,578.16			6,578.16	
Boys and Girls Club - January	51,750.09				51,750.09	
Warming Shelter	6,422.16				6,422.16	
Eagle Brook 1-3	5,624.20				5,624.20	
Eagle Brook 1-10	5,624.20				5,624.20	
Eagle Brook 1-17	6,325.45				6,325.45	
Eagle Brook 1-24	6,325.45				6,325.45	
Eagle Brook 1-31	5,865.49				5,865.49	
Frostbite / Big City Luau	5,000.00				5,000.00	
RCYBA Practices January	4,320.00				4,320.00	
	97,257.04	26,092.97		9,838.75	133,189	

Mayo Civic Center
Capital Budget As of
January 31, 2021

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