



MINNESOTA'S ROCHESTER
MAYO CIVIC
CENTER
CONVENTIONS
& EVENTS



Rochester Convention and Visitors Bureau

Rochester, MN
Monthly Financial Package
For Month Ending

December 31, 2020



Distribution:

Experience Rochester:

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

ASM Global:

Joe Kollar - Director of Operations
Kelvin Moore - Regional General Manager

Rochester Convention and Visitors Bureau Corporation
Financial Summary
December 31, 2020

MCC Operations	Current Month	Current Budget	Variance	Year to Date	Year To Date Budget	Variance
Adjusted Gross Income	69,805	395,150	-82.33%	1,157,699	4,431,572	-73.88%
INDIRECT EXPENSES	238,986	394,041	-39.35%	2,969,849	4,729,152	-37.20%
Net Income (Loss) from Operations	(169,181)	1,109	-15355.28%	(1,812,150)	(297,580)	508.96%
Net Income (Loss)	(\$ 182,031)	\$ 1,109	-16513.98%	(\$ 1,973,485)	(\$ 297,580)	563.18%
DMO						
Revenue						
Adjusted Gross Income	235,769	316,667	-25.55%	3,609,418	3,802,289	-5.07%
Monthly Expenditures	139,290	117,506	18.54%	1,424,180	1,599,402	-10.96%
Net Income (Loss) From DMO	96,479	199,161	-51.56%	2,185,239	2,202,887	-0.80%
Net Income (Loss) From Corporation	(\$ 85,552)	\$ 200,270	-142.72%	\$ 211,754	\$ 1,905,307	-88.89%

December/Year End Takeways:

** Estimated Net Income for December was (\$23,990), a difference of roughly \$61,500.

Notable Differences:

City of Rochester Revenue Forecasted = \$276,000

City of Rochester Revenue Recognized = \$235,705

MCC Operations expense were roughly \$30,000 more than estimated, key differences being utilities coming in higher than estimated (\$7K), catching up on unpaid invoices (\$15K), and Spectra expenses coming slightly higher as well due to POS system (\$8K)

Rochester's Convention and Visitor Bureau Corporation
Lead Income Statement for the Twelve Months

Ending December 31, 2020

	December Actual	December Budget	Variance	Year to Date	Year to Date Budget	Variance
EVENT INCOME						
Direct Event Income						
Rental Income	\$ 62,270	\$ 130,679	(68,409)	\$ 734,260	\$ 1,590,404	(856,144)
Service Revenue	8,041	46,106	(38,065)	133,884	556,644	(422,760)
Service Expenses	(3,489)	0	(3,489)	(145,837)	0	(145,837)
Total Direct Event Income	66,822	176,785	(109,963)	722,307	2,147,048	(1,424,741)
Ancillary Income						
F & B Concessions	(202)	28,183	(28,385)	149,206	257,367	(108,161)
F & B Catering	57	67,377	(67,320)	184,108	875,197	(691,089)
Novelty Sales	0	0	0	1,084	0	1,084
Gift Shop Sales	0	0	0	0	0	0
Electrical Services	0	8,562	(8,562)	9,776	93,648	(83,872)
Audio Visual	0	33,883	(33,883)	36,860	381,510	(344,650)
Internet Services	0	4,650	(4,650)	4,577	50,850	(46,273)
Equipment Rental	3,128	5,032	(1,904)	32,873	55,035	(22,162)
Other Ancillary	0	1,770	(1,770)	7,038	22,015	(14,977)
Total Ancillary Income	2,983	150,393	(147,410)	425,522	1,746,929	(1,321,407)
Other Event Income						
Other Event Related Income	0	1,729	(1,729)	3,026	14,509	(11,483)
Luxury Box Ticket Sales	0	0	0	0	0	0
Club Seat Ticket Sales	0	0	0	0	0	0
Event Advertising Income	0	353	(353)	985	3,000	(2,015)
Ticket Rebates	0	28,140	(28,140)	0	206,473	(206,473)
Facility Fees	0	29,951	(29,951)	5,859	220,113	(214,254)
Total Other Event Income	0	60,173	(60,173)	9,870	444,095	(434,225)
Total Event Income	69,805	387,351	(317,546)	1,157,699	4,338,072	(3,180,373)
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	7,799	(7,799)	0	93,500	(93,500)
Adjusted Gross Income	69,805	395,150	(325,345)	1,157,699	4,431,572	(3,273,873)
INDIRECT EXPENSES						
Salaries & Wages	83,957	150,451	(66,494)	1,494,749	1,805,335	(310,586)
Payroll Taxes & Benefits	29,295	50,553	(21,258)	331,023	606,768	(275,745)
Labor Allocations to Events	0	0	0	(72,776)	0	(72,776)
Net Salaries and Benefits	113,252	201,004	(87,752)	1,752,996	2,412,103	(659,107)
Contracted Services	195	4,750	(4,555)	44,897	57,000	(12,103)
General and Administrative	33,628	25,478	8,150	168,637	306,000	(137,363)
Operating	26,135	16,587	9,548	239,732	199,000	40,732
Repairs & Maintenance	9,557	19,201	(9,644)	59,035	230,500	(171,465)
Operational Supplies	1,671	24,508	(22,837)	45,237	294,250	(249,013)
Insurance	87	7,350	(7,263)	13,788	88,299	(74,511)
Utilities	54,461	82,500	(28,039)	645,527	990,000	(344,473)
Other	0	163	(163)	0	2,000	(2,000)
SMG Management Fees	0	12,500	(12,500)	0	150,000	(150,000)
Allocated Expenses	0	0	0	0	0	0
Total Indirect Expenses	238,986	394,041	(155,055)	2,969,849	4,729,152	(1,759,303)
Net Income (Loss) from Operation	(169,181)	1,109	(170,290)	(1,812,150)	(297,580)	(1,514,570)
Less: Other Non Operating						
Spectra Management Fee	(350)	0	(350)	(11,335)	0	(11,335)
ASM Management Fee	(12,500)	0	(12,500)	(150,000)	0	(150,000)
Net Income (Loss)	(\$ 182,031)	\$ 1,109	(183,140)	(\$ 1,973,485)	(\$ 297,580)	(1,675,905)
DMO						
Revenue						
City of Rochester	235,708	316,667	(80,959)	3,600,315	3,800,000	(199,685)
Interest & Dividends	61	-	61	4,156	1,415	2,741
Unrealized Gains & Losses on Invest	-	-	-	3,830	874	2,956
Administrative Fee	-	-	-	1,085	-	1,085
Miscellaneous Income	-	-	-	33	-	33
Adjusted Gross Income	235,769	316,667	(80,898)	3,609,418	3,802,289	(192,871)
Salaries & Wages	40,462	44,309	(3,847)	558,409	618,077	(59,668)
Payroll Taxes & Benefits	7,518	13,293	(5,775)	123,341	170,733	(47,392)
Total Personnel	47,980	57,602	(9,622)	681,750	788,810	(107,061)
Administrative	50,775	6,500	44,275	494,814	273,356	221,458
Sales & Services	-	2,917	(2,917)	(796)	28,333	(29,129)
MCC Marketing	6,632	25,000	(18,368)	42,028	240,000	(197,972)
Marketing	33,696	14,731	18,966	144,714	159,845	(15,131)
Visitors Services	206	10,757	(10,551)	61,670	109,057	(47,387)
Monthly Expenditures	139,290	117,506	21,783	1,424,180	1,599,402	(175,222)
Net Income (Loss) From DMO	96,479	199,161	(102,681)	2,185,239	2,202,887	(17,649)
Net Income (Loss) From Corporation	(85,552)	200,270	(285,821)	211,754	1,905,307	(1,693,554)

Mayo Civic Center
Lead Income Statement for the Twelve Months
Ending December 31, 2020

	December Actual	December Budget	Variance	Year to Date	Year to Date Budget	Variance
EVENT INCOME						
Direct Event Income						
Rental Income	\$ 62,270	\$ 130,679	(68,409)	\$ 734,260	\$ 1,590,404	(856,144)
Service Revenue	8,041	46,106	(38,065)	133,884	556,644	(422,760)
Service Expenses	(3,489)	0	(3,489)	(145,837)	0	(145,837)
Total Direct Event Income	66,822	176,785	(109,963)	722,307	2,147,048	(1,424,741)
Ancillary Income						
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F & B Catering	57	67,377	(67,320)	184,108	875,197	(691,089)
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	11,307	(11,307)
Electrical Services	0	8,562	(8,562)	9,776	93,648	(83,872)
Audio Visual	0	33,883	(33,883)	36,860	381,510	(344,650)
Internet Services	0	4,650	(4,650)	4,577	50,850	(46,273)
Equipment Rental	3,128	5,032	(1,904)	32,873	55,035	(22,162)
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Event Advertising Income	0	353	(353)	985	3,000	(2,015)
Ticket Rebates	0	28,140	(28,140)	0	206,473	(206,473)
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Total Other Event Income	0	60,173	(60,173)	9,870	444,095	(434,225)
Total Event Income	69,805	387,351	(317,546)	1,157,699	4,338,072	(3,180,373)
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	75,000	(75,000)
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	1,549	(1,549)	0	18,500	(18,500)
Total Other Operating Income	0	7,799	(7,799)	0	93,500	(93,500)
Adjusted Gross Income	69,805	395,150	(325,345)	1,157,699	4,431,572	(3,273,873)
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Net Income (Loss)	(\$ 182,031)	\$ 1,109	(183,140)	(\$ 1,973,485)	(\$ 297,580)	(1,675,905)

Mayo Civic Center
Balance Sheet
As of December 31, 2020

ASSETS

Current Assets		
Cash	\$ 935,954	
Accounts Receivable	168,944	
Prepaid Assets	39,527	
Inventory	<u>0</u>	
Total Current Assets		1,144,425
Fixed Assets	165,694	
Accumulated Depreciation	<u>0</u>	
Total Fixed Assets		165,694
Other Assets		
Deposits	<u>0</u>	
Total Other Assets		<u>0</u>
Total Assets	\$	<u><u>1,310,119</u></u>

LIABILITIES AND EQUITY

Current Liabilities		
Accounts Payable	\$ 94,364	
Accrued Expenses	111,148	
Deferred Income	0	
Advance Ticket Sales/Deposits	549,248	
Other Current Liabilities	<u>0</u>	
Total Current Liabilities		754,760
Long-Term Liabilities		
Long Term Liabilites	<u>0</u>	
Total Long-Term Liabilities		<u>0</u>
Total Liabilities		754,760
Equity		
Net Funds Received	2,528,844	
Retained Earnings	0	
Net Income (Loss)	<u>(1,973,485)</u>	
Total Equity		<u>555,359</u>
Total Liabilities & Equity	\$	<u><u>1,310,119</u></u>

As of December 31, 2020

ASSETS

Cash and Investments

Cash - Operating	\$	219,890
Cash - Box Office		703,664
Petty Cash - General Operating		400
Change Fund - Box Office		12,000
		12,000

Total Cash and Investments 935,954

Accounts Receivable

A/R-Food & Beverage		
A/R-Maj. Ten't. 1		40,625
A/R		128,319
		128,319

Total Accounts Receivable 168,944

Prepaid Assets

Prepaid Insurance		697
Prepaid Advertising Trade		5,637
Prepaid Miscellaneous Expenses		33,193
		33,193

Total Prepaid Assets 39,527

Inventory

Inventory		0
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Fixed Assets

Fixed Assets		165,694
		165,694

Total Fixed Assets 165,694

Depreciation

Accumulated Depreciation		0
		0

Total Depreciation 0

Other Assets

Other Assets		0
		0

Total Other Assets 0

Deposits

Deposits		0
		0

Total Deposits 0

Total Assets \$ 1,310,119

LIABILITIES AND EQUITY**Accounts Payable**

A/P Control	\$	77,064	
A/P-State Sales Tax		(188)	
A/P-Workers Compensation		1,914	
A/P-401(k) Withholding		<u>15,574</u>	

Total Accounts Payable 94,364

Accrued Expenses

Accrued A/P Invoice		3,760	
Accrued Expenses		62,717	
Accrued Payroll		31,213	
Accrued Vacation		9,125	
Accrued Workers Compensation		<u>4,333</u>	

Total Accrued Expenses 111,148

Advance Ticket Sales/Deposits

Advance Ticket Sales		377,888	
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		<u>4,501</u>	

Advance Ticket Sales/Deposits 549,248

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

Net Funds Received		2,528,844	
Retained Earnings		0	
Net Income (Loss)		<u>(1,973,485)</u>	

Equity 555,359

Total Liabilities & Equity \$ **1,310,119**

Experience Rochester
Profit Loss Statement
For The Twelfth Month

	Dec-20	Budget
Income		
4101.00 City of Rochester	235,707.70	316,666.00
4940.00 Miscellaneous income	61.10	
Total Income	\$ 235,768.80	\$ 316,666.00
Gross Profit	\$ 235,768.80	\$ 316,666.00
Expenses		
5100.00 Personnel		
5101.00 Salaries	40,462.08	44,309.00
5103.00 Payroll Taxes	3,009.03	0.00
5104.00 Employee Benefits		13,292.70
5104.01 Medical Insurance	2,673.08	0.00
5104.02 HSA Contribution	416.80	0.00
5104.03 Long Term Disability & Life	177.85	0.00
Total 5104.00 Employee Benefits	\$ 3,267.73	\$ 0.00
5105.00 Pension	1,066.50	0.00
5106.00 Workers Compensation	174.67	0.00
Total 5100.00 Personnel	\$ 47,980.01	\$ 57,601.70
5200 Administration		
5201.00 Local Travel & Meetings		0.00
5201.01 Local Meetings	557.47	0.00
Total 5201.00 Local Travel & Meetings	\$ 557.47	\$ 0.00
5203.00 Postage		
5203.01 Metered & Bulk	653.55	0.00
Total 5203.00 Postage	\$ 653.55	\$ 0.00
5204.00 Office Supplies	1,008.84	
5205.00 Telephone		
5205.02 Cellular	78.00	0.00
5205.03 Exp shared by Arts/Fest/Sports	-100.00	0.00
Total 5205.00 Telephone	-\$ 22.00	\$ 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	144.25	0.00
5216.00 Professional Services	26,500.00	0.00
5216.01 Accounting Services	5,150.00	0.00
5216.02 CRM Ongoing & Support	4,392.00	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	86.80	0.00
Total 5216.00 Professional Services	\$ 37,703.80	\$ 0.00
5221.00 Staff & Volunteer Parking		0.00
5221.01 Staff Parking	515.00	0.00
Total 5221.00 Staff & Volunteer Parking	\$ 515.00	\$ 0.00
5270 Depreciation	9,860.00	0.00
Total 5200 Administration	\$ 50,775.16	\$ 6,500.00
5300.00 Industry Relations		
5302.00 MACVB	1,565.00	0.00
Total 5300.00 Industry Relations	\$ 1,565.00	\$ 0.00
5400.00 Sales and Services	0.00	0.00
Total 5400.00 Sales and Services	\$ 0.00	\$ 2,916.67

5500 Marketing		
5501.00 Media Visits	0.00	0.00
5502.00 ER Website		
5502.01 CMS Annual Licensing Fee	7,766.69	0.00
5502.03 Search Engine Optimization	4,000.00	0.00
Total 5502.00 ER Website	\$ 11,766.69	\$ 0.00
5503.00 Content Generation		
5503.02 Content Partnerships	2,500.00	0.00
5503.03 Social Media	4,670.00	0.00
Total 5503.00 Content Generation	\$ 7,170.00	\$ 0.00
5506.00 Collateral Materials		
5506.01 Video Production and Editing	7,839.06	0.00
5506.04 Digital Asset Management System	598.00	0.00
Total 5506.00 Collateral Materials	\$ 8,437.06	\$ 0.00
5508.00 Email Marketing		
5508.01 MailChimp Subscription	\$ 170.00	\$ 0.00
Total 5508.00 Email Marketing	\$ 170.00	\$ 0.00
5599.00 Other	4,587.44	0.00
Total 5500 Marketing	\$ 32,131.19	\$ 14,730.67
5700.00 RASC		
5702.00 Sports Event Subsidy	0.00	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	\$ 0.00	\$ 0.00
5800.00 Visitor Experience		
5804.00 Digital Kiosk Program, Maintenance & Internet		
5804.01 OMNI Monthly Fee for Kiosks	104.98	0.00
Total 5804.00 Digital Kiosk Program, Maintenance & Internet	\$ 104.98	\$ 0.00
5806.0 Collateral Materials		
5806.03 Printed Tear-off Maps	0.00	0.00
Total 5806.0 Collateral Materials	\$ 0.00	\$ 0.00
5809.00 Certified Tourism Ambassador Program		
5809.09 Credit Card Processing Fee	101.11	0.00
Total 5809.00 Certified Tourism Ambassador Program	\$ 101.11	\$ 0.00
5899.00 Other	0.00	0.00
Total 5800.00 Visitor Experience	\$ 206.09	\$ 10,757.08
6000.00 Mayo Civic Center Sales & Marketing		
6301.00 Trade Shows		
6301.04 Associations North Meetings, Shows & Expo	46.00	0.00
Total 6301.00 Trade Shows	\$ 46.00	\$ 0.00
6405.00 MINT Database Subscription	5,200.00	0.00
6406.00 Economic Impact Calculator-meeting and event module	1,340.00	0.00
6411.00 Client & Partner Meetings	46.36	0.00
Total 6000.00 Mayo Civic Center Sales & Marketing	\$ 6,632.36	\$ 0.00
Total Expenses	\$ 139,289.81	\$ 92,506.12
Net Operating Income	\$ 96,478.99	\$ 224,159.88
Net Income	\$ 96,478.99	\$ 224,159.88

Spectra Food Service & Hospitality
Mayo Civic Center
Profit & Loss Statement
For the Six Months ending December 30th, 2020

	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	44.00				-		142				-	
Average Attendance	50.16		#DIV/0!		#DIV/0!		54		#DIV/0!		#DIV/0!	
9030-0000 - Total Attendance	2,207.00		-		-		7,704		-		-	
Sales												
Concessions Food Sales												
4150-3010 - Candy Sales	-	0.0%	48	0.4%	-	#DIV/0!	185	0.7%	288	0.6%	-	#DIV/0!
4150-3040 - Ice Cream Sales	-	0.0%	48	0.4%	-	#DIV/0!	-	0.0%	288	0.6%	-	#DIV/0!
4150-3070 - Hot Dog Sales	-	0.0%	144	1.2%	-	#DIV/0!	-	0.0%	864	1.7%	-	#DIV/0!
4150-3080 - Hamburger Sales	-	0.0%	221	1.8%	-	#DIV/0!	-	0.0%	1,325	2.6%	-	#DIV/0!
4150-3100 - Peanut-Snacks Sales	-	0.0%	192	1.6%	-	#DIV/0!	-	0.0%	1,152	2.3%	-	#DIV/0!
4150-3120 - Pizza Sales	-	0.0%	125	1.0%	-	#DIV/0!	-	0.0%	749	1.5%	-	#DIV/0!
4150-3130 - Health Food Sales	-	0.0%	182	1.5%	-	#DIV/0!	-	0.0%	1,094	2.2%	-	#DIV/0!
Total Concessions Food Sales	-	0.0%	960	8.0%	-	#DIV/0!	185	0.7%	5,760	11.5%	-	#DIV/0!
Concessions Alcohol												
4150-3180 - Liquor Sales	-	0.0%	960	8.0%	-	#DIV/0!	-	0.0%	5,760	11.5%	-	#DIV/0!
4150-3190 - Wine Sales	-	0.0%	1,152	9.6%	-	#DIV/0!	1,144	4.5%	6,912	13.8%	-	#DIV/0!
4150-3200 - Canned Beer Sales	-	0.0%	1,152	9.6%	-	#DIV/0!	532	2.1%	6,912	13.8%	-	#DIV/0!
4150-3210 - Draft Beer Sales	-	10.0%	576	4.8%	-	#DIV/0!	-	0.0%	3,456	6.9%	-	#DIV/0!
Catering NA Beverage												
4160-3260 - Catering Non-Alc	1,439	100.0%	360	3.0%	-	#DIV/0!	5,086	19.8%	1,062	2.1%	-	#DIV/0!
Total Catering NA Beverage	1,438.65	100.0%	360	3.0%	-	#DIV/0!	5,086	19.8%	1,062	2.1%	-	#DIV/0!
Total Catering Sales	1,438.65	100.0%	7,200	60.0%	-	#DIV/0!	23,524	91.7%	21,235	42.4%	-	#DIV/0!
Total Sales	1,438.65		12,000		-		25,643		50,035		-	
Other Income												
4280-4500 - Sub Contractor Income	-	0.0%	80	0.5%	-	#DIV/0!	-	0.0%	380	0.6%	-	#DIV/0!
4280-4590 - Management Charge Income	316.50	2.2%	4,266	26.1%	-	#DIV/0!	5,131	7.8%	12,938	20.4%	-	#DIV/0!
4280-4600 - Rebates and Discounts Incom	248.61	1.7%	-	0.0%	-	#DIV/0!	1,140	1.7%	-	0.0%	-	#DIV/0!
4280-4630 - Labor Setup Income	-	0.0%	-	0.0%	-	#DIV/0!	140	0.2%	-	0.0%	-	#DIV/0!
4280-3361 - Coupon Discount Income	-	0.0%	-	0.0%	-	#DIV/0!	(389)	-0.6%	-	0.0%	-	#DIV/0!
Total Other Income	565.11	4.0%	4,346	26.6%	-	#DIV/0!	6,022	9.2%	13,318	21.0%	-	#DIV/0!
4270-0000 - Reimbursable Cost Income	12,263.09	86.0%	-	0.0%	-	#DIV/0!	33,791	51.6%	-	0.0%	-	#DIV/0!
Total Revenue	14,266.85		16,346		-		65,456		63,353		-	
Cost of Sales												
Concessions Food COS												
5010-3010 - Candy COS	-	0.0%	6	12.8%	-	0.0%	47	25.5%	37	12.8%	-	0.0%
5010-3040 - Ice Cream COS	-	0.0%	6	12.8%	-	0.0%	-	0.0%	37	12.8%	-	0.0%
5010-3070 - Hot Dog COS	-	0.0%	17	12.0%	-	0.0%	-	0.0%	104	12.0%	-	0.0%
5010-3080 - Hamburger COS	-	0.0%	30	13.4%	-	0.0%	-	0.0%	178	13.4%	-	0.0%
5010-3100 - Peanut and Snacks COS	-	0.0%	20	10.3%	-	0.0%	-	0.0%	118	10.3%	-	0.0%
5010-3120 - Pizza COS	-	0.0%	17	13.8%	-	0.0%	-	0.0%	104	13.8%	-	0.0%
5010-3130 - Health Food COS	-	0.0%	27	14.9%	-	0.0%	-	0.0%	163	14.9%	-	0.0%
5010-4840 - Spoilage	124	0.0%	-	0.0%	-	0.0%	124	0.0%	-	0.0%	-	0.0%
Total Concessions Food COS	123.70	0.0%	123	12.8%	-	0.0%	171	92.5%	740	12.8%	-	0.0%
Concessions Alcohol COS												
5010-3180 - Liquor COS	-	0.0%	292	30.5%	-	0.0%	-	0.0%	1,755	30.5%	-	0.0%
5010-3190 - Wine COS	-	0.0%	426	37.0%	-	0.0%	171	15.0%	2,559	37.0%	-	0.0%
5010-3200 - Canned Beer COS	-	0.0%	317	27.5%	-	0.0%	38	7.2%	1,901	27.5%	-	0.0%
5010-3210 - Draft Beer COS	-	0.0%	183	31.7%	-	0.0%	-	0.0%	1,097	31.7%	-	0.0%
Total Concessions Alcohol COS	-	0.0%	1,218	31.7%	-	0.0%	209	12.5%	7,311	31.7%	-	0.0%
Concessions NA Beverage COS												
5010-3060 - Can Soft Drink COS	-	0.0%	-	0.0%	-	0.0%	32	12.5%	-	0.0%	-	0.0%
Total Concessions NA Bev COS	-	0.0%	-	0.0%	-	0.0%	32	12.5%	-	0.0%	-	0.0%
Total Concessions COS	123.70	0.0%	1,342	28.0%	-	0.0%	412	19.5%	8,050	28.0%	-	0.0%
Catering Food												
5020-3240 - Catering and Picnic COS	-	0.0%	334	5.5%	-	0.0%	2,346	17.3%	986	5.5%	-	0.0%
Total Catering Food COS	-	0.0%	334	5.5%	-	0.0%	2,346	17.3%	986	5.5%	-	0.0%
Catering Alcohol COS												
5020-3270 - Catering Can Beer COS	-	0.0%	180	100.0%	-	0.0%	484	21.2%	531	100.0%	-	0.0%
5020-3280 - Catering Draft Beer COS	-	0.0%	43	85.7%	-	0.0%	-	0.0%	127	85.7%	-	0.0%
5020-3290 - Catering Liquor COS	-	0.0%	180	100.0%	-	0.0%	251	17.1%	531	100.0%	-	0.0%
5020-3300 - Catering Wine COS	-	0.0%	317	102.3%	-	0.0%	261	22.9%	934	102.3%	-	0.0%
Total Catering Alcohol COS	-	0.0%	720	100.0%	-	0.0%	996	20.4%	2,124	100.0%	-	0.0%
Catering NA Beverage COS												
5020-3260 - Catering Non-Alc COS	77.92	5.4%	-	0.0%	-	0.0%	502	9.9%	-	0.0%	-	0.0%
Total Catering NA Bev COS	77.92	5.4%	-	0.0%	-	0.0%	502	9.9%	-	0.0%	-	0.0%
Total Catering COS	77.92	5.4%	1,054	14.6%	-	0.0%	3,844	16.3%	3,109	14.6%	-	0.0%
Cost of Sales	201.62	14.0%	2,396	20.0%	-	0.0%	4,256	16.6%	11,159	22.3%	-	0.0%
5050-3362 - At Cost Discount	12,263.09	100.0%	-	0.0%	-	0.0%	33,791	100.0%	-	0.0%	-	0.0%

Mayo Civic Center
Aged Receivables
As of December 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	
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	**Deposited 1/5/2020
Boys & Girls Club - November F&B	49,714.43				49,714.43	
Eagle Brook 11-8	6,406.20				6,406.20	**Deposited 1/5/2020
Eagle Brook 11-15	6,406.20				6,406.20	**Deposited 1/5/2020
Eagle Brook 11-22	6,423.70				6,423.70	**Deposited 1/5/2020
Eagle Brook 11-29	6,423.70				6,423.70	**Deposited 1/5/2020
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	
Warming Shelter	11,312.88				11,312.88	
	112,780.08			15,538.75	128,319	

Mayo Civic Center
Capital Budget As of
November 30, 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