



## **Rochester Convention and Visitors Bureau Corporation**

Rochester, MN Monthly Financial Package For Month Ending

March 31, 2021



## Distribution:

### Experience Rochester:

Joe Ward - President Deanna Meyer - Chief of Staff

#### ASM Global:

Joe Kollar - General Manager

Kelvin Moore - Regional General Manager

David Schmid - Assistant General Manager, Target Center



## **Table of Contents**

3	Monthly Summary
4	RCVB Income Statement - Summary
5	Experience Rochester Income Statement - Detail
6 - 7	Spectra Income Statement - Detail
8	2021 Forecast
9	Consolidated Balance Sheet
10	Operating Cash Flows
11	Aged Receivables
12 - 13	Detailed Event Listing
14	Capital Projects

## **Rochester Convention and Visitors Bureau Corporation Financial Summary**

		March 31,	2021			
	Current	Current	Variance	Year to	Year To Date	Variance
MCC Operations	Month	Budget		Date	Budget	
Adjusted Gross Operating Income	54,263	73,587	-26.26%	204,906	260,503	-21.34%
Operating Expenses:	261,355	264,714	-1.27%	783,911	799,139	-1.91%
Net Income (Loss) from Operations	(207,092)	(191,127)	(15,965)	(579,005)	(538,636)	(40,369)
Net Income (Loss)	-\$219,709	-\$210,108	-\$9,601	-\$616,930	-\$595,579	-\$21,351
ОМО						
Revenue						
djusted Gross Income	319,027	301,500	5.81%	926,919	904,500	2.48%
Monthly Expenditures	238,792	141,281	69.02%	481,380	425,849	13.04%
	200,.02	1.1,201	03.0270	.02,000	123,0 43	23.3470
Net Income (Loss) From DMO	80,235	160,219	(79,984)	445,539	478,651	(33,112)
Net Income (Loss) From Corporation _	-\$139,474	-\$49,889	-\$89,585	-\$171,391	-\$116,928	-\$54,463

Key Takeaways - March

MCC Operations: Operating income was nearly \$20K less than budgeted due to events that were rescheduled or cancelled.

Events include: Boys and Girl Club (Rescheduled), DMCC Meeting (Cancelled), and Just for Kix Dance (Rescheduled)

Overall performance was within \$10,000 of budgeted monthly loss.

DMO: Monthly expenditures on the DMO side exceeded the budgeted monthly by nearly \$80K.
These expenditures include: approximately \$40K in ad purchases / media buys, \$11K in memberships, and \$10K in retroactive salary payments.

### Rochester's Convention and Visitor Bureau Corporation Lead Income Statement for the Third Month Ending March 31, 2021

			Ending Ma	arch 31	, 2021				
EVENT INCOME	March Actual	March Budget	Variance		Year to Date	Year to Date Budget	Variance	Annual Budget	Performance Against Budget
Direct Event Income									
	\$ 53,470	\$ 50,775	2,695.00	\$	197,745	\$ 204,310	(6,565)	\$ 853,903	656,158
Service Revenue	3,277	19,220	(15,943.00)	Ψ.	7,513	47,155	(39,642)	398,620	391,107
Service Expenses	(7,883)	(8,647)	764.00		(12,992)	(26,205)	13,213	(201,860)	(188,868)
Total Direct Event Income	48,864	61,348	(12,484.00)		192,266	225,260	(32,994)	1,050,663	858,397
,	,		(==).0.100)			===,===	(02)00 1)	2,101,110	
Ancillary Income F & B Concessions	0	1,178	(1,178.00)		0	8,331	(8,331)	777,952	777,952
F & B Catering	345	0	345.00		2,891	0	2,891	0	(2,891)
Novelty Sales	0	563	(563.00)		0	563	(563)	12,038	12,038
Electrical Services	0	0	-		0	4,000	(4,000)	13,700	13,700
Audio Visual	0	1,411	(1,411.00)		1,403	1,411	(8)	79,543	78,140
Internet Services	225	225			712	1,125	(413)	4,050	3,338
Equipment Rental	4,340	1,300	3,040.00		7,145	3,735	3,410	12,368	5,223
Other Ancillary	0	3,128	(3,128.00)		0	10,166	(10,166)	36,754	36,754
Total Ancillary Income	4,910	7,805	(2,895.00)		12,151	29,331	(17,180)	936,404	924,253
Other Event Income Ticket Rebates	0	2,700	(2,700.00)		0	3,600	(3,600)	89,820	89,820
Facility Fees		1,734	(1,734.00)		0	2,312	(2,312)	79,792	79,792
Total Other Event Income	0	4,434	(4,434.00)		0	5,912	(5,912)	169,612	169,612
•							(56,086)	2,156,679	
Total Event Income	53,774	73,587	(19,813.00)		204,417	260,503	(50,086)	2,130,079	1,952,262
OTHER OPERATING INCOME Advertising	489	0	489.00		489	0	489	0	(489)
Total Other Operating Income	489	0	489.00		489	0	489	0	(489)
Adjusted Gross Income	54,263	73,587	(19,324.00)		204,906	260,503	(55,597)	2,156,679	1,951,773
INDIRECT EXPENSES									
Salaries & Wages	105,714	95,502	10,212.00		277,445	286,506	(9,061)	1,385,713	1,108,268
Payroll Taxes & Benefits Labor Allocations to Events	23,250	28,597 0	(5,347.00) 433.00		84,703 433	85,788 0	(1,085)	421,954 0	337,251
Labor Allocations to Events	433	0	455.00		433	0	433	0	(433)
Net Salaries and Benefits	129,397	124,099	5,298.00		362,581	372,294	(9,713)	1,807,667	1,445,086
Contracted Services	126	1,667	(1,541.00)		573	5,001	(4,428)	55,028	54,455
General and Administrative	20,839	28,575	(7,736.00)		77,087	85,725	(8,638)	342,903	265,816
Operating	11,360	8,196	3,164.00		45,660	24,588	21,072	98,362	52,702
Repairs & Maintenance	5,497	7,927	(2,430.00)		27,510	23,781	3,729	95,119	67,609
Operational Supplies	2,115	3,094	(979.00)		6,095	9,282	(3,187)	37,150	31,055
Insurance	2,205	4,091	(1,886.00)		2,583	12,273	(9,690)	49,098	46,515
Utilities	81,728	79,517	2,211.00		253,525	243,551	9,974	904,200	650,675
Other	8,088	7,548	540.00		8,297	22,644	(14,347)	90,580	82,283
Total Indirect Expenses	261,355	264,714	(3,359.00)		783,911	799,139	(15,228)	3,480,107	2,696,196
Net Income (Loss) from Operation	(207,092)	(191,127)	(15,965.00)		(579,005)	(538,636)	(40,369)	(1,323,428)	(744,423)
Less: Other Non Operating									
Spectra Management Fee	(117)	(6,331)	6,214.00		(425)	(18,993)	18,568	(75,976)	(75,551)
ASM Management Fee	(12,500)	(12,650)	150.00		(37,500)	(37,950)	450	(303,600)	(266,100)
Net Income (Loss)	(\$ 219,709)	(\$ 210,108)	(9,601.00)	(\$	616,930) (	\$ 595,579)	(21,351)	(\$ 1,703,004)	(1,086,074)
DMO	(0 21),(0))	(\$\text{210,100})	(2,001.00)	(\$	010,550) (	0 272,277)	(21,551)	(\$ 1,703,001)	(1,000,071)
Revenue City of Rochester	300,000	300,000			900,000	900,000		3,600,000	2,700,000
Interest & Dividends	300,000	300,000	-		-	-	-	3,000,000	2,700,000
Unrealized Gains & Losses on Investr	-	_	_		-	_	-		_
Administrative Fee	=	=	-		-	-	=		-
Miscellaneous Income	19,027	1,500	17,527		26,919	4,500	22,419	18,000	(8,919)
Adjusted Gross Income	319,027	301,500	17,527		926,919	904,500	- 22,419	3,618,000	2,691,081
					-	= -	-		
Salaries & Wages Payroll Taxes & Benefits	67,301 39,252	52,566 31,000	14,734 8,252		156,774 59,972	147,799 93,000	8,975 (33,028)	704,338 372,000	547,564 312,028
Total Personnel	106,553	83,566	- 22,986		- 216,746	- 240,799	(24,053)	1,076,338	859,592
Administrativo	22.226	2 166	20.060		- 60 155	- 0.500		40 500	/10 CEE
Administrative	23,226	3,166	20,060		69,155	9,500	59,655	49,500	(19,655)
Marketing	60,365	19,332	41,033		83,427	58,500	24,927	246,000	162,573
MCC Marketing Visitors Services	28,244	15,000 5,800	13,244		48,626	35,000 38,800	13,626 (36,382)	275,000	226,374 110,582
Miscellaneous	1,329 19,075	5,800 14,417	(4,471) 4,658		2,418 61,007	38,800 43,250	(36,382) 17,757	113,000 143,000	110,582 81,993
Monthly Expenditures	238,792	141,281	97,510		- 481,380	- 425,849	- 55,531	1,902,838	1,421,458
Net Income (Loss) From DMO	80,235	160,219	(79,984)		445,539	478,651	(33,112)	1,715,162	1,269,623
Net Income (Loss) From Corporation	(139,474)	(49,889)	(89,585)		(171,391)	(116,928)	(54,463)	12,158	183,549

## Experience Rochester Profit and Loss March 2021

	Mai	rch Actual	March Budget	Variance		YTD Acutal	YTD Budget	Variance
Income								
4101.00 City of Rochester  4940.00 Miscellaneous income		300,000.00	300,000.00 1,500.00	0.00		900,000.00	900,000.00	0.00
	\$	19,027.35 <b>319,027.35</b> \$	301,500.00 \$	17,527.00 17,527.00	\$	26,918.96 <b>926,918.96</b> \$	4,500.00 904,500.00	22,419.00 <b>22,419.00</b>
Total Income Gross Profit	<u> </u>	319,027.35 \$	301,500.00 \$		- <del>- s</del>	926,918.96 \$		
Expenses	•	313,027.33 ¥	301,300.00 \$	17,327.00	•	320,310.30	304,300.00	22,413.00
5100.00 Personnel								
5101.00 Personnel Salaries		67,300.70	52,566.34	14,734.00		156,774.20	147,799.00	8,975.00
5103.00 Payroll Taxes		6,867.41	0.00	6,867.00		14,089.48	0.00	14,089.00
Total 5104.00 Employee Benefits	\$	5,327.75 \$	20,000.00 -		\$	12,783.51 \$	60,000.00	-\$ 47,216.00
5105.00 Pension		4,732.01	0.00	4,732.00		10,425.26	0.00	10,425.00
5106.00 Workers Compensation		174.67	0.00	175.00		524.01	0.00	524.00
5109.00 Incentive Structure		22,150.00	11,000.00	11,150.00		22,150.00	33,000.00	-10,850.00
Total 5100.00 Personnel	\$	106,552.54 \$	83,566.34 \$	22,986.00	\$	216,746.46 \$	240,799.00	-\$ 24,053.00
5200 Administration								
5201.00 Local Travel + Meetings		1,652.68	300.00	1,353.00		1,652.68	900.00	753.00
5203.00 Postage		652.00	500.00	152.00		1,066.62	1,500.00	-433.00
5204.00 Office Supplies		3,539.13	333.34	3,206.00		4,505.62	1,000.00	3,506.00
5205.00 Cellular Reimbursement		468.00	666.66	-199.00		2,226.07	2,000.00	226.00
5205.03 Expenses Shared by MN Sports		-100.00	-109.00	9.00		-300.00	-325.00	25.00
5208.00 Equipment Lease & Maintenance		0.00	0.00	0.00		1,017.40	0.00	1,017.00
5212.00 Banking Fees/Charges		116.56	0.00	117.00		297.76	0.00	298.00
5216.00 Professional Services		5,860.00	1,250.00	4,610.00		25,745.61	3,750.00	21,996.00
5221.00 Staff + Volunteer Parking		1,178.00	225.00	953.00		3,363.00	675.00	2,688.00
5270 Depreciation		9,860.00	0.00	9,860.00		29,580.00	0.00	29,580.00
Total 5200 Administration	\$	23,226.37 \$	3,166.00 \$		\$	69,154.76		
5210.00 Insurance		10,956.57	8,416.67	2,540.00		27,517.71	25,250.00	2,268.00
Total 5210.00 Insurance	\$	11,110.82 \$	8,416.67 \$		\$	27,980.46 \$		
5216.04 Legal Services		1,464.00	1,000.00	464.00		13,527.00	3,000.00	10,527.00
5216.06 Consulting		6,500.00	5,000.00	1,500.00		19,500.00	15,000.00	4,500.00
5500 Marketing		-983.00	0.00	-983.00		-983.00	0.00	-983.00
5501.00 Travel Media		0.00	0.00	0.00		0.00	2,500.00	-2,500.00
5502.00 Website Maintenance		9,299.29	8,500.00	799.00		24,265.29	25,500.00	-1,235.00
5502.06 Content Creation		9,405.31	2,500.00	6,905.00		11,810.31	5,500.00	6,310.00
5503.00 Graphics Support		1,215.00	2,000.00	-785.00		3,715.00	6,000.00	-2,285.00
5504.00 Printing + Production		0.00	1,500.00	-1,500.00		0.00	4,500.00	-4,500.00
5505.00 Creed Annual App Service		0.00	1,806.00	-1,806.00		0.00	5,420.00	-5,420.00
5506.00 Ad Placement + Media Buys		40,305.00	1,500.00	38,805.00		42,604.00	4,500.00	38,104.00
5507.00 Google APP Storage		342.41	200.00	142.00		342.41	600.00	-258.00
5508.00 Email Marketing		500.00	500.00	0.00		670.00	1,500.00	-830.00
5599.00 Other		281.07	826.00	-545.00	_	1,003.11	2,480.00	-1,477.00
Total 5500 Marketing	\$	60,365.08 \$	19,332.00 \$	41,033.00	\$	83,427.12 \$	58,500.00	24,927.00
5800.00 Visitor Experience		0.00	0.00	0.00		0.00	40.000.00	40.000.00
5801.00 Visitor Travel Guide		0.00	0.00	0.00		0.00	18,000.00	-18,000.00
5803.00 Visitor Guide Distirbution		0.00	0.00	0.00		0.00	6,000.00	-6,000.00
5804.00 Digital Kiosks 5806.00 Collateral		1,289.02	500.00	789.00		2,098.98	1,500.00	599.00
		0.00	2,100.00 2,500.00	-2,100.00		0.00 <b>318.64</b> \$	6,200.00	-6,200.00 -\$ 4,681.00
Total 5809.00 Visitor Engagement + Experience Program 5899.00 Other	\$	40.46 \$ 0.00 \$	2,500.00 700.00		- \$	318.64 \$ 0.00 \$		-\$ 4,681.00 -\$ 2,100.00
Total 5800.00 Visitor Experience	-\$	1,329.48 \$	5,800.00		- \$	2,417.62 \$		-\$ 36,382.00
6000.00 Mayo Civic Center Sales & Marketing	•	-1,250.00	0.00	-1,250.00	· ·	-1,250.00	0.00	-1,250.00
6201.00 Convention Subsidy		-192.00	1,500.00	-1,692.00		-192.00	5,500.00	-5,692.00
6301.00 Trade Show Registrations + Participation		14,893.80	0.00	14,894.00		14,893.80	0.00	14,894.00
6401.00 Trade Show Booths		0.00	2,500.00	-2,500.00		99.00	7,500.00	-7,401.00
6402.00 Prospecting Services		0.00	4,000.00	-4,000.00		4,830.00	4,000.00	830.00
6403.00 Memberships		11,764.00	650.00	11,114.00		21,589.00	1,950.00	19,639.00
6404.00 Travel + Expenses		1,034.50	0.00	1.035.00		1.083.06	0.00	1,083.00
6405.00 MINT Plus		0.00	0.00	0.00		5,200.00	0.00	5,200.00
6407.00 Site Tours + FAM Trips		0.00	1,000.00	-1,000.00		0.00	2,750.00	-2,750.00
6408.00 Bid Presentations		0.00	500.00	-500.00		0.00	1,500.00	-1,500.00
6409.00 Tradeshow Collateral		0.00	0.00	0.00		0.00	2,500.00	-2,500.00
6410.00 Registration Support		0.00	100.00	-100.00		0.00	300.00	-300.00
6412.00 Collateral		1,710.00	0.00	1,710.00		2,090.11	2,000.00	90.00
6413.00 Other		143.49	4,750.00	-4,607.00		143.49	7,000.00	-6,857.00
Total 6000.00 Mayo Civic Center Sales & Marketing	\$	28,103.79 \$	15,000.00 \$		\$	48,486.46 \$		
Other	-	140.00	0.00	140.00	•	140.00	0.00	140.00
Total Expenses	\$	238,792.08 \$	141,281.01 \$		\$	481,379.88 \$		
Net Operating Income	\$	80,235.27 \$	160,218.99		\$	445,539.08 \$	478,651.00	
Net Income	\$	80,235.27 \$	160,218.99		\$	445,539.08 \$	478,651.00	
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# Spectra Food Service Hospitality Mayo Civic Center Profit Loss Statement For the Three Months ending March 31, 2021

	Curre Mont Actu	n 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 Average Attendance		- 5 150	-		- 13 320			- 38 76				- 69	
9030-0000 - Total Attendance		750	-		4,166			2,898				13,466	
Sales Concessions Food Sales													
4150-3010 - Candy Sales	s	- 0.0%	380	0.6%	5.448	4.4%			0.0%	946	0.7%	9.010	2.4
4150-3010 - Carldy Sales 4150-3030 - Popcorn Sales	s	- 0.0%	300	0.0%	7,280	5.9%			0.0%	340	0.0%	9,010	2.4
4150-3040 - Ice Cream Sales		- 0.0%	380	0.6%	532	0.4%		_	0.0%	946	0.7%	1.439	0.4
4150-3070 - Hot Dog Sales	\$	- 0.0%	1,140	1.8%	4,720	3.8%			0.0%	2,838	2.0%	14,838	4.0
4150-3080 - Hamburger Sales	\$	- 0.0%	1,748	2.7%	5,402	4.4%		-	0.0%	4,352	3.1%	15,381	4.1
4150-3090 - Nacho Sales		- 0.0%	-	0.0%	1,936	1.6%		-	0.0%	-	0.0%	5,752	1.5
4150-3100 - Peanut-Snacks Sales	\$	- 0.0%	1,520	2.4%	873	0.7%		-	0.0%	3,784	2.7%	7,466	2.0
4150-3120 - Pizza Sales	\$	- 0.0%	988	1.5%	3,072	2.5%		-	0.0%	2,460	1.7%	9,250	2.5
4150-3130 - Health Food Sales	\$	- 0.0%	1,444	2.2%	1,858	1.5%		-	0.0%	3,595	2.5%	1,903	0.5
4150-3170 - Dessert Sales	\$	- 0.0%		0.0%	838	0.7%		-	0.0%		0.0%	2,223	0.6
4160-3240 - Catering Picnic Food	\$	- 0.0%	22,578	35.0%	59,793	48.6%		-	0.0%	40,003	28.2%	119,013	31.7
Total Catering Food	\$	- 0.0%	22,578	35.0%	59,793	48.6%		•	0.0%	40,003	28.2%	119,013	31.7
Catering Alcohol	s	- 0.0%	664	1.0%		0.0%			0.0%	4 477	0.8%	000	0.2
4160-3270 - Catering Can Beer 4160-3280 - Catering Draft Beer	\$	- 0.0%	186	0.3%	1	0.0%		1 :	0.0%	1,177 329	0.8%	629	0.2
4160-3290 - Catering Draft Beer 4160-3290 - Catering Liquor		- 0.0%	664	1.0%	-	0.0%			0.0%	1 177	0.2%		0.0
4160-3300 - Catering Liquol 4160-3300 - Catering Wine	\$	- 0.0%	1,142	1.8%	-	0.0%			0.0%	2,024	1.4%	390	0.0
Total Catering Alcohol	\$	- 0.0%	2,656	4.1%		0.0%		-	0.0%	4,706	3.3%	1,019	0.3
Catering NA Beverage													
4160-3260 - Catering Non-Alc Total Catering NA Beverage	\$ 1,45 \$ 1,45		1,328 1,328	2.1% 2.1%	-	0.0%	1	3,591 <b>3,591</b>	100.0% 100.0%	2,353 2,353	1.7% <b>1.7%</b>	2,502 2,502	0.7 <b>0.7</b>
Total Catering Sales	\$ 1,45			41.1%	59,793	48.6%		3,591	100.0%	47,063	33.2%	122,534	32.7
				41.1%		46.0%			100.0%		33.2%		32.7
Total Sales	\$ 1,45	.10	64,563		122,996			3,591		141,663		375,213	
Other Income													
4280-4500 - Sub Contractor Income	\$	- 0.0%	500	0.7%	788	0.6%		-	0.0%	1,800	1.0%	2,266	0.6
4280-4590 - Management Charge Income	\$ 31		9,961	13.3%	13,177	9.6%		790	4.6%	28,773	16.7%	26,808	6.6
4280-4600 - Rebates and Discounts Incom		.97 1.8%	-	0.0%	447	0.3%		197	1.1%	-	0.0%	1,225	0.3
4280-4630 - Labor Setup Income	\$	- 0.0%	-	0.0%	-	0.0%				-			
4280-3361 - Coupon Discount Income Total Other Income	\$ 40	- 0.0% .22 8.5%	10,461	0.0% 13.9%	- 14,412	0.0% <b>10.5%</b>		987	5.7%	30,573	17.8%	30,300	7.49
4270-0000 - Reimbursable Cost Income	\$ 2.90	.25 61.0%	-	0.0%	-	0.0%		12,609	73.4%		0.0%	1,604	0.4
Total Revenue			75,023		137,409			17,186		172,236		407,117	
		.5/	75,023		137,409			17,180				407,117	
	\$ 4,76									172,230	İ		
Cost of Sales Concessions Food COS													
Cost of Sales Concessions Food COS 5010-3010 - Candy COS	\$	.15 0.0%	49	12.8%	231.	4.2%		0	0.0%	121	12.8%	1,047	
Cost of Sales Concessions Food COS 5010-3010 - Candy COS 5010-3030 - Popcorn COS	\$ 5	- 0.0%		0.0%	(118)	-1.6%		0	0.0%	121	0.0%	(36)	11.6
Cost of Sales Concessions Food COS 5010-3010 - Candy COS 5010-3030 - Popcorn COS 5010-3040 - Ice Cream COS	\$ \$	- 0.0%	49	0.0% 12.8%	(118) (28)	-1.6% -5.3%		0 - -	0.0%	121 - 121	0.0% 12.8%	(36) 35	-0.4 2.4
Cost of Sales Concessions Food COS 5010-3010 - Candy COS 5010-3030 - Popcorn COS 5010-3040 - Ice Cream COS 5010-3070 - Hot Dog COS	\$ \$ \$ \$	- 0.0% - 0.0% - 0.0%	49	0.0% 12.8% 12.0%	(118) (28) 94	-1.6% -5.3% 2.0%			0.0% 0.0% 0.0%	121 - 121 340	0.0% 12.8% 12.0%	(36) 35 1,244	-0.4 2.4 8.4
Cost of Sales Concessions Food COS 5010-3010 - Candy COS 5010-3030 - Popcorn COS 5010-3040 - Ice Cream COS 5010-3070 - Hot Dog COS 5010-3070 - Hamburger COS	\$ \$ \$ \$	- 0.0% - 0.0% - 0.0% - 0.0%	49	0.0% 12.8% 12.0% 13.4%	(118) (28) 94 237	-1.6% -5.3% 2.0% 4.4%			0.0% 0.0% 0.0% 0.0%	121 - 121	0.0% 12.8% 12.0% 13.4%	(36) 35 1,244 1,472	-0.4 2.4 8.4 9.6
Cost of Sales Concessions Food COS 5010-3010 - Candry COS 5010-3040 - Pepcorn COS 5010-3040 - Ice Cream COS 5010-3040 - Ice Cream COS 5010-3080 - Hamburger COS 5010-3080 - Hamburger COS 5010-3080 - Hamburger COS 5010-3080	\$ \$ \$ \$ \$ \$ \$ \$ \$	- 0.0% - 0.0% - 0.0% - 0.0% - 0.0%	49 137 234	0.0% 12.8% 12.0% 13.4% 0.0%	(118) (28) 94 237 (336)	-1.6% -5.3% 2.0% 4.4% -17.3%			0.0% 0.0% 0.0% 0.0% 0.0%	121 - 121 340 583	0.0% 12.8% 12.0% 13.4% 0.0%	(36) 35 1,244 1,472 (37)	-0.4 2.4 8.4 9.6 -0.6
Cost of Sales Concessions Food COS 5010-3010 - Candy COS 5010-3030 - Popcorn COS 5010-3040 - Ice Cream COS 5010-3070 - Hot Dog COS 5010-3070 - Hamburger COS	\$ \$ \$ \$	- 0.0% - 0.0% - 0.0% - 0.0%	49	0.0% 12.8% 12.0% 13.4%	(118) (28) 94 237	-1.6% -5.3% 2.0% 4.4%			0.0% 0.0% 0.0% 0.0%	121 - 121 340	0.0% 12.8% 12.0% 13.4%	(36) 35 1,244 1,472	-0.4 2.4 8.4 9.6 -0.6 14.3
Cost of Sales Concessions Food COS 5010-3010 - Candy COS 5010-3030 - Popcorn COS 5010-3030 - Popcorn COS 5010-3070 - Hot Dog COS 5010-3070 - Hot Dog COS 5010-3090 - Narburquer COS 5010-3090 - Narburquer COS 5010-3109 - Po	\$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$	- 0.0% - 0.0% - 0.0% - 0.0% - 0.0% - 0.0% - 0.0% - 0.0%	49 137 234 -	0.0% 12.8% 12.0% 13.4% 0.0% 10.3% 13.8% 14.9%	(118) (28) 94 237 (336) 330	-1.6% -5.3% 2.0% 4.4% -17.3% 37.8% 17.5% 8.6%			0.0% 0.0% 0.0% 0.0% 0.0% 0.0% 0.0%	121 - 121 340 583 - 389	0.0% 12.8% 12.0% 13.4% 0.0% 10.3% 13.8% 14.9%	(36) 35 1,244 1,472 (37) 1,067 977	-0.4 2.4 8.4 9.6 -0.6 14.3 10.6
Cost of Sales Concessions Food COS 5010-3010 - Candy COS 5010-3030 - Popcom COS 5010-3040 - Ice Cream COS 5010-3040 - Ice Cream COS 5010-3080 - Hamburger COS 5010-3080 - Hamburger COS 5010-3100 - Peanut and Snacks COS 5010-3100 - Peanut and Snacks COS 5010-3130 - Health Food COS	****	- 0.0% - 0.0% - 0.0% - 0.0% - 0.0% - 0.0% - 0.0% - 0.0% - 0.0%	49 137 234 - 156 137 215	0.0% 12.8% 12.0% 13.4% 0.0% 10.3% 13.8% 14.9% 0.0%	(118) (28) 94 237 (336) 330 538 160	-1.6% -5.3% 2.0% 4.4% -17.3% 37.8% 17.5% 8.6% 0.0%			0.0% 0.0% 0.0% 0.0% 0.0% 0.0% 0.0% 0.0%	121 - 121 340 583 - 389 340 534	0.0% 12.8% 12.0% 13.4% 0.0% 10.3% 13.8% 14.9% 0.0%	(36) 35 1,244 1,472 (37) 1,067 977 - 82	-0.4 2.4 8.4 9.6 -0.6 14.3 10.6 0.0
Cost of Sales Concessions Food COS 5010-3010 - Candy COS 5010-3030 - Popcorn COS 5010-3030 - Popcorn COS 5010-3070 - Hot Dog COS 5010-3070 - Hot Dog COS 5010-3090 - Nacho COS 5010-3090 - Nacho COS 5010-3120 - Pizza COS 5010-3120 - Pizza COS 5010-3140 - Beath Food COS 5010-3140 - Beath Food COS 5010-3140 - Barbecue COS 5010-3140 - Barbecue COS 5010-3140 - Barbecue COS	8 8 8 8 8 8 8 8 8 8 8	- 0.0% - 0.0% - 0.0% - 0.0% - 0.0% - 0.0% - 0.0% - 0.0% - 0.0% - 0.0%	49 137 234 - 156 137 215	0.0% 12.8% 12.0% 13.4% 0.0% 10.3% 13.8% 14.9% 0.0%	(118) (28) 94 237 (336) 330 538 160 	-1.6% -5.3% 2.0% 4.4% -17.3% 37.8% 17.5% 8.6% 0.0%			0.0% 0.0% 0.0% 0.0% 0.0% 0.0% 0.0% 0.0%	121 - 121 340 583 - 389 340 534	0.0% 12.8% 12.0% 13.4% 0.0% 10.3% 13.8% 14.9% 0.0%	(36) 35 1,244 1,472 (37) 1,067 977 - 82 307	-0.4 2.4 8.4 9.6 -0.6 14.3 10.6 0.0
Cost of Sales Concessions Food COS 5010-3010 - Candy COS 5010-3030 - Popcorn COS 5010-3030 - Popcorn COS 5010-3030 - Popcorn COS 5010-3080 - Hamburger COS 5010-3080 - Hamburger COS 5010-3100 - Peanut and Snacks COS 5010-3100 - Peanut and Snacks COS 5010-3130 - Health Food COS 5010-3130 - Health Food COS 5010-3140 - Food Court COS 5010-3160 - Food Court COS 5010-3160 - Food Court COS 5010-3160 - Food Court COS	*********	- 0.0% - 0.0%	49 137 234 - 156 137 215	0.0% 12.8% 12.0% 13.4% 0.0% 10.3% 13.8% 14.9% 0.0% 0.0%	(118) (28) 94 237 (336) 330 538 160	-1.6% -5.3% 2.0% 4.4% -17.3% 37.8% 17.5% 8.6% 0.0% 0.0%			0.0% 0.0% 0.0% 0.0% 0.0% 0.0% 0.0% 0.0%	121 - 121 340 583 - 389 340 534	0.0% 12.8% 12.0% 13.4% 0.0% 10.3% 13.8% 14.9% 0.0% 0.0%	(36) 35 1,244 1,472 (37) 1,067 977 - 82	-0.4 2.4 8.4 9.6 -0.6 14.3 10.6 0.0 0.0
Cost of Sales Concessions Food COS 5010-3010 - Candy COS 5010-3030 - Popcorn COS 5010-3030 - Popcorn COS 5010-3070 - Hot Dog COS 5010-3070 - Hot Dog COS 5010-3090 - Narburger COS 5010-3090 - Narburger COS 5010-3120 - Pizza COS 5010-3120 - Pizza COS 5010-3120 - Pizza COS 5010-3140 - Barbecue COS 5010-3170 - Poscor COS 5010-3170 - Poscor COS 5010-3170 - Dessert COS 5010-3170 - Dessert COS 5010-3170 - Dessert COS 5010-3170 - Possert COS 5010-3170 - Dessert COS 5010-3170 - Possert COS	\$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$	- 0.0% - 0.0%	49 137 234 - 156 137 215	0.0% 12.8% 12.0% 13.4% 0.0% 10.3% 13.8% 14.9% 0.0%	(118) (28) 94 237 (336) 330 538 160 	-1.6% -5.3% 2.0% 4.4% -17.3% 37.8% 17.5% 8.6% 0.0%		- - - - - - - - - - - - - - - - - - -	0.0% 0.0% 0.0% 0.0% 0.0% 0.0% 0.0% 0.0%	121 - 121 340 583 - 389 340 534 -	0.0% 12.8% 12.0% 13.4% 0.0% 10.3% 13.8% 14.9% 0.0%	(36) 35 1,244 1,472 (37) 1,067 977 - 82 307	-0.4 2.4 9.6 -0.6 14.3 10.6 0.0 0.0 0.0
Cost of Sales Concessions Food COS 5010-3010 - Candy COS 5010-3030 - Popcorn COS 5010-3030 - Popcorn COS 5010-3030 - Popcorn COS 5010-3070 - Hot Dog COS 5010-3070 - Hot Dog COS 5010-3090 - Nacho COS 5010-3109 - Peanut and Snacks COS 5010-3120 - Pizza COS 5010-3120 - Pizza COS 5010-3140 - Beath Food COS 5010-3170 - Poessert COS 5010-3170 - Dessert COS 5010-4840 - Spoilage	\$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$	- 0.0% - 0.0%	49 137 234 - 156 137 215 - -	0.0% 12.8% 12.0% 13.4% 0.0% 10.3% 13.8% 0.0% 0.0% 0.0% 0.0%	(118) (28) 94 237 (336) 330 538 160 - (405) (39)	-1.6% -5.3% 2.0% 4.4% -17.3% 37.8% 17.5% 8.6% 0.0% 0.0% 0.0%			0.0% 0.0% 0.0% 0.0% 0.0% 0.0% 0.0% 0.0%	121 - 121 340 583 - 389 340 534	0.0% 12.8% 12.0% 13.4% 0.0% 10.3% 13.8% 0.0% 0.0% 0.0% 0.0%	(36) 35 1,244 1,472 (37) 1,067 977 - 82 307 21	-0.4 2.4 9.6 -0.6 14.3 10.6 0.0 0.0
Cost of Sales Concessions Food COS 5010-3010 - Candy COS 5010-3030 - Popcorn COS 5010-3030 - Popcorn COS 5010-3030 - Popcorn COS 5010-3070 - Hot Dog COS 5010-3070 - Hot Dog COS 5010-3080 - Hamburger COS 5010-3080 - Hamburger COS 5010-3100 - Peanut and Snacks COS 5010-3100 - Peanut and Snacks COS 5010-3130 - Health Food COS 5010-3130 - Health Food COS 5010-3130 - Health Food COS 5010-3160 - Food Court COS 5010-3160 - Food Court COS 5010-3140 - Sensert COS 5010-3480 - Spoliage Total Concessions Food COS Concessions Alcohol COS	\$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$	- 0.0% - 0.0%	49 137 234 - 156 137 215 - -	0.0% 12.8% 12.0% 13.4% 0.0% 10.3% 13.8% 0.0% 0.0% 0.0% 0.0%	(118) (28) 94 237 (336) 330 538 160 - (405) (39)	-1.6% -5.3% 2.0% 4.4% -17.3% 37.8% 17.5% 8.6% 0.0% 0.0% 0.0%		- - - - - - - - - - - - - - - - - - -	0.0% 0.0% 0.0% 0.0% 0.0% 0.0% 0.0% 0.0%	121 - 121 340 583 - 389 340 534 - - - 2,430	0.0% 12.8% 12.0% 13.4% 0.0% 10.3% 13.8% 0.0% 0.0% 0.0% 0.0%	(36) 35 1,244 1,472 (37) 1,067 977 - 82 307 21	-0.4 2.4 8.4 9.6 -0.6 14.3 10.6 0.0 0.0 0.0 8.1
Cost of Sales Concessions Food COS 5010-3010 - Candy COS 5010-3030 - Popcorn COS 5010-3030 - Popcorn COS 5010-3030 - Popcorn COS 5010-3070 - Hot Dog COS 5010-3070 - Hot Dog COS 5010-3090 - Nacho COS 5010-3109 - Peanut and Snacks COS 5010-3120 - Pizza COS 5010-3120 - Pizza COS 5010-3140 - Beath Food COS 5010-3170 - Poessert COS 5010-3170 - Dessert COS 5010-4840 - Spoilage	\$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$	- 0.0% - 0.0% - 0.0% - 0.0% - 0.0% - 0.0% - 0.0% - 0.0% - 0.0% - 0.0% - 0.0% - 0.0%	49 137 234 - 156 137 215 - - - 976	0.0% 12.8% 12.0% 13.4% 0.0% 10.3% 13.8% 14.9% 0.0% 0.0% 0.0% 12.8%	(118) (28) 94 237 (336) 330 538 160 - (405) (39)	-1.6% -5.3% 2.0% 4.4% -17.3% 37.8% 17.5% 8.6% 0.0% 0.0% 0.0% 2.1%		- - - - - - - - - - - - - - - - - - -	0.0% 0.0% 0.0% 0.0% 0.0% 0.0% 0.0% 0.0%	121 - 121 340 583 - 389 340 534 -	0.0% 12.8% 12.0% 13.4% 0.0% 10.38% 14.9% 0.0% 0.0% 0.0% 12.8%	(36) 35 1,244 1,472 (37) 1,067 977 - 82 307 21 - 6,179	-0.4 2.4 8.4 9.6 -0.6 14.3 10.6 0.0 0.0 0.0 8.1
Cost of Sales Concessions Food COS 5010-3010 - Candy COS 5010-3030 - Popcorn COS 5010-3030 - Popcorn COS 5010-3030 - Popcorn COS 5010-3070 - Hot Dog COS 5010-3070 - Hot Dog COS 5010-3090 - Narburquer COS 5010-3109 - Peanut and Snacks COS 5010-3120 - Pizza COS 5010-3120 - Pizza COS 5010-3120 - Pizza COS 5010-3140 - Barbecue COS 5010-3170 - Possent COS 5010-3170 - Dessent COS 5010-3170 - Usur COS	\$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$	- 0.0% - 0.0%	49 137 234 	0.0% 12.8% 12.0% 13.4% 0.0% 10.3% 13.8% 14.9% 0.0% 0.0% 0.0% 12.8%	(118) (28) 94 237 (336) 330 538 160 - (405) (39)	-1.6% -5.3% 2.0% 4.4% -17.3% 37.8% 17.5% 8.6% 0.0% 0.0% 0.0% 2.1%		- - - - - - - - - - - - - - - - - - -	0.0% 0.0% 0.0% 0.0% 0.0% 0.0% 0.0% 0.0%	121 - 121 340 583 - - 389 340 534 - - - 2,430 5,763 8,405 6,243	0.0% 12.8% 12.0% 13.4% 0.0% 10.3% 13.8% 14.9% 0.0% 0.0% 0.0% 12.8%	(36) 35 1,244 1,472 (37) 1,067 977 - 82 307 21 - 6,179	-0.4 2.4 8.4 9.6 -0.6 14.3 10.6 0.0 0.0 0.0 0.0 8.1
Cost of Sales Concessions Food COS 5010-3010 - Candy COS 5010-3030 - Popcorn COS 5010-3030 - Popcorn COS 5010-3070 - Hot Dog COS 5010-3070 - Hot Dog COS 5010-3070 - Hamburger COS 5010-3090 - Nacho COS 5010-3190 - Peanut and Snacks COS 5010-3130 - Peanut and Snacks COS 5010-3130 - Health Food COS 5010-3130 - Health Food COS 5010-3130 - Hoed COS 5010-3160 - Food Count COS 5010-3160 - Food Count COS 5010-3160 - Food Count COS 5010-3180 - Solionate COS 5010-3180 - Solionate COS 5010-3180 - Liquor COS 5010-3180 - Liquor COS 5010-3190 - Wine COS 5010-3200 - Cannel Beer COS 5010-3200 - Cannel Beer COS 5010-3200 - Cannel Beer COS	\$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$	- 0.0% - 0.0%	137 234 - 156 137 215 - - - 976 2,315 3,376 2,508 1,447	0.0% 12.8% 12.0% 13.4% 0.0% 10.3% 13.8% 14.9% 0.0% 0.0% 0.0% 12.8%	(118) (28) 94 237 (336) 330 538 160 (405) (39) - 664 148 1.303	-1.6% -5.3% 2.0% 4.4% -17.3% 37.8% 0.0% 0.0% 0.0% 0.0% 2.1% 66.2% 27.3% 41.6% 0.0%		1,377	0.0% 0.0% 0.0% 0.0% 0.0% 0.0% 0.0% 0.0%	121 - 121 340 583 - 389 340 534 - - - - 2,430 5,763 8,405 6,243 3,602	0.0% 12.8% 12.0% 13.4% 0.0% 10.3% 13.8% 0.0% 0.0% 0.0% 0.0% 20.5% 37.5% 37.5% 37.5%	(36) 35 1,244 1,472 (37) 1,067 977 - 82 307 21 - 6,179 16,433 2,546 15,447 262	-0.4 2.4 8.4 9.6 -0.6 14.3 10.6 0.0 0.0 0.0 0.0 8.1
Cost of Sales Concessions Food COS 5010-3010 - Candy COS 5010-3030 - Popcorn COS 5010-3030 - Popcorn COS 5010-3030 - Popcorn COS 5010-3070 - Hot Dog COS 5010-3070 - Hot Dog COS 5010-3090 - Narburquer COS 5010-3109 - Peanut and Snacks COS 5010-3120 - Pizza COS 5010-3120 - Pizza COS 5010-3120 - Pizza COS 5010-3140 - Barbecue COS 5010-3170 - Possent COS 5010-3170 - Dessent COS 5010-3170 - Usur COS	\$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$	- 0.0% - 0.0%	49 137 234 	0.0% 12.8% 12.0% 13.4% 0.0% 10.3% 13.8% 14.9% 0.0% 0.0% 0.0% 12.8%	(118) (28) 94 227 (336) 330 538 160 - (405) - 664	-1.6% -5.3% 2.0% 4.4% -17.3% 37.8% 17.5% 8.6% 0.0% 0.0% 0.0% 2.1%		1,377	0.0% 0.0% 0.0% 0.0% 0.0% 0.0% 0.0% 0.0%	121 - 121 340 583 - - 389 340 534 - - - 2,430 5,763 8,405 6,243	0.0% 12.8% 12.0% 13.4% 0.0% 10.3% 13.8% 14.9% 0.0% 0.0% 0.0% 12.8%	(36) 35 1,244 1,472 (37) 1,067 977 - 82 307 21 - 6,179	-0.4 2.4 8.4 9.6 -0.6 14.3 10.6 0.0 0.0 0.0 0.0 8.1
Cost of Sales Concessions Food COS 5010-3010 - Candy COS 5010-3030 - Popcorn COS 5010-3030 - Popcorn COS 5010-3030 - Popcorn COS 5010-3070 - Hot Dog COS 5010-3070 - Hot Dog COS 5010-3090 - Nanhourque COS 5010-3109 - Peanut and Snacks COS 5010-3120 - Pizza COS 5010-3120 - Pizza COS 5010-3120 - Pizza COS 5010-3140 - Barbecue COS 5010-3170 - Possent COS 5010-3170 - Dessent COS 5010-3170 - Dessent COS 5010-3170 - Dessent COS 5010-3170 - Dessent COS 5010-3170 - Viguor COS 5010-3190 - Wine COS 5010-3210 - Canned Beer COS	\$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$	- 0.09 - 0.09	49 137 234 156 137 215 - - - - - - - - - - - - - - - - - - -	0.0% 12.8% 12.0% 13.4% 0.0% 10.3% 13.8% 14.9% 0.0% 0.0% 0.0% 12.8% 30.5% 37.0% 27.5% 31.7%	(118) (28) (28) (28) (29) (36) (30) (30) (58) (60) (-(405) (39) (-664) (315) (48) (1,03) (1,765)	-1.6% -5.3% 2.0% 4.4% -17.3% 37.8% 0.0% 0.0% 0.0% 2.1% 66.2% 27.3% 41.6% 0.0% 42.5%		1,377	0.0% 0.0% 0.0% 0.0% 0.0% 0.0% 0.0% 0.0%	121 - 121 340 583 - 389 340 534 - - - - 2,430 5,763 8,405 6,243 3,602	0.0% 12.8% 12.0% 13.4% 0.0% 10.38% 13.8% 14.9% 0.0% 0.0% 0.0% 12.8% 30.5% 37.0% 27.5% 31.7%	(36) 35 1,244 1,472 (37) 1,067 977 - 82 307 21 - 6,179 16,433 2,546 15,447 262 34,687	-0.4 2.4 8.4 9.6 -0.6 14.3 10.6 0.0 0.0 0.0 8.1 53.0 80.3 20.0 0.0 31.1
Cost of Sales Concessions Food COS 5010-3010 - Candy COS 5010-3030 - Popcorn COS 5010-3030 - Popcorn COS 5010-3030 - Popcorn COS 5010-3070 - Hot Dog COS 5010-3070 - Hot Dog COS 5010-3090 - Nacho COS 5010-3199 - Panut and Snacks COS 5010-3199 - Pizza COS 5010-3190 - Peanut and Snacks COS 5010-3190 - Health Food COS 5010-3190 - Popcorn COS 5010-3190 - Popcorn COS 5010-3190 - Popcorn COS 5010-31910 - Popcorn COS 5010-3190 - Popcorn COS 5010-3020 - Confee COS	\$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$	- 0.09 - 0.09	49 137 234 - 156 137 215 - - - - - - - - - - - - - - - - - - -	0.0% 12.8% 12.0% 13.4% 0.0% 13.8% 14.9% 0.0% 0.0% 0.0% 30.5% 37.0% 27.5% 31.7%	(118) (28) 94 237 (336) 330 538 160 (405) (39) - 664 148 1.303	-1.6% -5.3% 2.0% 4.4% -17.3% 37.8% 0.0% 0.0% 0.09 2.1% -66.2% 27.3% 41.6% 0.0% 42.5%		1,377	0.0% 0.0% 0.0% 0.0% 0.0% 0.0% 0.0% 0.0%	121 - 121 340 583 - 389 340 534 - - - 2,430 5,763 8,405 6,243 3,602 24,013	0.0% 12.8% 12.0% 13.4% 0.0% 13.8% 14.9% 0.0% 0.0% 0.0% 30.5% 37.0% 37.7% 31.7%	(36) 35 1,244 1,472 (37) 1,067 977 - 82 307 21 - 6,179 16,433 2,546 15,447 262 234,687	-0.4 2.4 8.4 9.6 -0.6 0.0 0.0 0.0 0.0 8.1 53.0 80.3 20.0 0.0 31.1
Cost of Sales Concessions Food COS 5010-3010 - Candy COS 5010-3030 - Popcorn COS 5010-3030 - Popcorn COS 5010-3030 - Popcorn COS 5010-3070 - Hot Dog COS 5010-3070 - Hot Dog COS 5010-3090 - Nanhourger COS 5010-3109 - Nanhourger COS 5010-3120 - Pizza COS 5010-3120 - Pizza COS 5010-3120 - Pizza COS 5010-3140 - Beanut and Snacks COS 5010-3170 - Posenut and Snacks COS 5010-3170 - Posenut and Snacks COS 5010-3170 - Posenut COS 5010-3170 - Posenut COS 5010-3170 - Dessent COS 5010-3170 - Dessent COS 5010-3170 - Villaguer COS 5010-3210 - Canned Beer COS 5010-3200 - Coffee COS 5010-3202 - Coffee COS	\$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$	- 0.09 - 0.09	49 137 234 156 137 215 - - - - - - - - - - - - - - - - - - -	0.0% 12.8% 12.0% 13.4% 0.0% 13.8% 13.8% 14.9% 0.0% 0.0% 0.0% 30.5% 37.0% 27.5% 31.7% 31.7%	(118) (28) (28) (28) (29) (34) (237) (336) (330) (538) (60) (	-1.6% -5.3% 2.0% 4.4% -17.3% 37.8% 17.5% 8.6% 0.0% 0.0% 27.3% 41.6% 0.0% 42.5%		1,377	0.0% 0.0% 0.0% 0.0% 0.0% 0.0% 0.0% 0.0%	121 - 121 340 583 - 389 340 534 - - - - 2,430 5,763 8,405 6,243 3,602	0.0% 12.8% 12.0% 13.4% 0.0% 13.8% 13.8% 14.9% 0.0% 0.0% 0.0% 30.5% 37.0% 27.5% 31.7% 31.7%	(36) 35 1,244 1,472 (37) 1,067 977 - 82 307 21 - 6,179 16,433 2,546 15,447 262 34,687	-0.4 2.4 8.4 9.0 -0.0 0.0 0.0 0.0 0.0 0.0 8.1 53.3 80.3 20.0 91.4 265.6
Cost of Sales Concessions Food COS 5010-3010 - Candy COS 5010-3030 - Popcorn COS 5010-3030 - Popcorn COS 5010-3030 - Popcorn COS 5010-3070 - Hot Dog COS 5010-3070 - Hot Dog COS 5010-3090 - Nacho COS 5010-3199 - Panut and Snacks COS 5010-3199 - Pizza COS 5010-3190 - Peanut and Snacks COS 5010-3190 - Health Food COS 5010-3190 - Popcorn COS 5010-3190 - Popcorn COS 5010-3190 - Popcorn COS 5010-31910 - Popcorn COS 5010-3190 - Popcorn COS 5010-3020 - Confee COS	\$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$	- 0.09 - 0.09	49 137 234 - 156 137 215 - - - - - - - - - - - - - - - - - - -	0.0% 12.8% 12.0% 13.4% 0.0% 13.8% 14.9% 0.0% 0.0% 0.0% 30.5% 37.0% 27.5% 31.7%	(118) (28) (28) (28) (29) (36) (30) (30) (58) (60) (-(405) (39) (-664) (315) (48) (1,03) (1,765)	-1.6% -5.3% 2.0% 4.4% -17.3% 37.8% 0.0% 0.0% 0.09 2.1% -66.2% 27.3% 41.6% 0.0% 42.5%		1,377	0.0% 0.0% 0.0% 0.0% 0.0% 0.0% 0.0% 0.0%	121 - 121 340 583 - 389 340 534 - - - 2,430 5,763 8,405 6,243 3,602 24,013	0.0% 12.8% 12.0% 13.4% 0.0% 13.8% 14.9% 0.0% 0.0% 0.0% 30.5% 37.0% 37.7% 31.7%	(36) 35 1,244 1,472 (37) 1,067 977 - 82 307 21 - 6,179 16,433 2,546 15,447 262 234,687	-0.4.2.4.8.4.8.4.9.8.9.8.9.8.9.8.9.8.9.8.9.8.9
Cost of Sales Concessions Food COS 5010-3010 - Candy COS 5010-3030 - Popcorn COS 5010-3030 - Popcorn COS 5010-3030 - Popcorn COS 5010-3070 - Hot Dog COS 5010-3070 - Hot Dog COS 5010-3090 - Nacho COS 5010-3199 - Panut and Snacks COS 5010-3190 - Peanut COS 5010-3190 - Peanut COS 5010-3190 - Peanut COS 5010-3190 - Peanut COS 5010-31910 - Peanut COS 5010-31910 - Peanut COS 5010-31910 - Peanut COS 5010-31910 - Peanut COS 5010-3190 - Peanut COS 5010-3010 - Peanut COS 5010-3010 - Peanut COS 5010-3010 - Orafte Beer COS 5010-3030 - Soft Drink COS 5010-3090 - Soft Drink COS	\$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$	- 0.09 - 0.09	49 137 234 - 156 137 215 - - - - - - - - - - - - - - - - - - -	0.0% 12.8% 12.0% 13.4% 0.0% 10.3% 13.8% 14.9% 0.0% 0.0% 27.5% 37.0% 27.5% 31.7% 0.0% 0.0% 0.0%	(118) (28) (28) (28) (28) (28) (28) (39) (30) (30) (30) (405) (30) (405)	-1.6% -5.3% 2.0% 4.4% -17.3% 37.8% 17.5% 8.6% 0.0% 0.0% 0.00% 2.1% 41.6% 0.0% 42.5%		1,377	0.0% 0.0% 0.0% 0.0% 0.0% 0.0% 0.0% 0.0%	121	0.0% 12.8% 12.0% 13.4% 0.0% 10.3% 13.8% 14.9% 0.0% 0.0% 0.0% 30.5% 37.0% 27.5% 31.7%	(36) 35 1,244 1,472 (37) 1,067 977 -8 2 307 21 -6,179 16,433 2,546 15,447 262 34,687	-0.4 2.4 8.4 9.6 9.6 0.0 0.0 0.0 0.0 0.0 0.0 31.1 91.4 265.6 20.6 20.6
Cost of Sales Concessions Food COS 5010-3010 - Candy COS 5010-3030 - Popcorn COS 5010-3030 - Popcorn COS 5010-3030 - Popcorn COS 5010-3070 - Hot Dog COS 5010-3070 - Hot Dog COS 5010-3090 - Nacho COS 5010-3190 - Popart and Snacks COS 5010-3120 - Pizza COS 5010-3120 - Pizza COS 5010-3120 - Pizza COS 5010-3140 - Barbacue COS 5010-3140 - Barbacue COS 5010-3140 - Barbacue COS 5010-3180 - Food Court COS 5010-3180 - Food Court COS 5010-3180 - Liquor COS 5010-3180 - Liquor COS 5010-3180 - Liquor COS 5010-3200 - Canned Beer COS 5010-3000 - Soft Drink COS Concessions NA Beverage COS 5010-3000 - Soft Drink COS	\$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$	- 0.09 - 0.09	49 137 234 156 137 215 - - - 976 2,315 3,376 2,508 1,447 9,646	0.0% 12.8% 12.0% 13.4% 0.0% 10.3% 13.8% 14.9% 0.0% 0.0% 0.0% 30.5% 37.0% 27.5% 31.7%	(118) (28) (28) (28) (28) (39) (30) (30) (30) (30) (30) (30) (405) (405) (405) (405) (72) (72) (72) (4.266 (4.337	-1.6% -5.3% 2.0% 4.4% -17.3% 0.0% 0.0% 0.0% 0.09% 2.1% 66.2% 27.3% 41.6% 0.0% 42.5%		1,377	0.0% 0.0% 0.0% 0.0% 0.0% 0.0% 0.0% 0.0%	121 - 121 340 583 - 389 340 534 - - - 2,430 5,763 8,405 6,243 3,602 24,013	0.0% 12.8% 12.0% 13.4% 0.0% 10.3% 13.8% 14.9% 0.0% 0.0% 27.5% 37.0% 27.5% 31.7% 0.0% 0.0%	(36) 35 1,244 1,472 (37) 1,067 977 - 82 307 21 - 6,179 16,433 2,546 15,447 262 34,687 3,528 300 12,532 16,360	-0.4 2.4 8.4 9.6 -0.6 10.0 0.0 0.0 0.0 0.0 0.0 0.0 0.0 31.1 205.6 20.6 20.6 20.6 20.6 20.6 20.6 20.6 20
Cost of Sales Concessions Food COS 5010-3010 - Candy COS 5010-3030 - Popcorn COS 5010-3030 - Popcorn COS 5010-3030 - Popcorn COS 5010-3070 - Hot Dog COS 5010-3070 - Hot Dog COS 5010-3070 - Hot Dog COS 5010-3109 - Panathurage COS 5010-3120 - Pizza COS 5010-3120 - Pizza COS 5010-3120 - Pizza COS 5010-3120 - Pizza COS 5010-3140 - Barbacue COS 5010-3170 - Dessert COS 5010-3170 - Dessert COS 5010-3180 - Liquor COS 5010-3180 - Liquor COS 5010-3180 - Liquor COS 5010-3180 - Liquor COS 5010-3190 - Pine COS 5010-3200 - Canned Beer COS 5010-3210 - Draft Beer COS 5010-3200 - Canned Beer COS 5010-3300 - Soft Drink COS 5010-3305 - Soft Drink COS 5010-3005 - Soft Drink COS 5010-3005 - Soft Drink COS 5010-3005 - Soft Drink COS	\$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$	- 0.09 - 0.09	49 137 234 156 137 215 - - - - - - - - - - - - - - - - - - -	0.0% 12.8% 12.0% 13.4% 0.0% 10.3% 13.8% 14.9% 0.0% 0.0% 27.5% 37.0% 27.5% 31.7% 0.0% 0.0% 0.0%	(118) (28) (28) (28) (28) (39) (30) (30) (30) (30) (30) (30) (405) (405) (405) (405) (72) (72) (72) (4.266 (4.337	-1.6% -5.3% 2.0% 4.4% -17.3% 0.0% 0.0% 0.0% 0.09% 2.1% 66.2% 27.3% 41.6% 0.0% 42.5%		1,377	0.0% 0.0% 0.0% 0.0% 0.0% 0.0% 0.0% 0.0%	121 -121 340 583 583 583 340 534 2,430  5,763 8,405 6,243 3,602 24,013	0.0% 12.8% 12.0% 13.4% 0.0% 10.3% 13.8% 14.9% 0.0% 0.0% 27.5% 37.0% 27.5% 31.7% 0.0% 0.0%	(36) 35 1,244 1,472 (37) 1,067 977 - 82 307 21 - 6,179 16,433 2,546 15,447 262 34,687 3,528 3,52	
Cost of Sales Concessions Food COS 5010-3010 - Candy COS 5010-3030 - Popcorn COS 5010-3030 - Popcorn COS 5010-3030 - Popcorn COS 5010-3070 - Hot Dog COS 5010-3070 - Hot Dog COS 5010-3090 - Nanhourger COS 5010-3109 - Reanut and Snacks COS 5010-3120 - Pizza COS 5010-3120 - Pizza COS 5010-3120 - Pizza COS 5010-3140 - Beanut and Snacks COS 5010-3170 - Possent COS 5010-3170 - Dessent COS 5010-3190 - Wine COS 5010-3210 - Canned Beer COS 5010-3210 - Canned Beer COS 5010-3210 - Canned Beer COS 5010-3202 - Canned Beer COS 5010-3202 - Coffee COS 5010-3202 - Coffee COS 5010-3202 - Coffee COS 5010-3202 - Coffee COS 5010-3009 - Sost Drink COS 5010-3009 - Sost Drink COS 5010-3009 - Can Soft Drink COS 5010-3009 - Ca	\$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$	- 0.9% - 0.9%	49 137 234 156 137 215 - - - 976 2,315 3,376 2,508 1,447 9,646	0.0% 12.8% 12.0% 13.4% 0.0% 10.3% 14.9% 0.0% 0.0% 0.0% 27.5% 37.0% 27.5% 31.7% 31.7% 0.0% 0.0% 0.0%	(118) (28) (28) (28) (29) (36) (30) (30) (30) (30) (39) (40) (40) (40) (40) (40) (40) (40) (40	-1.6% -5.3% -2.0% -4.4% -17.3% -37.8% -17.5% -8.6% -0.0% -0.0% -0.0% -0.0% -0.0% -2.73% -1.6%		1,377 1,377 1,377 (0) (0) 1 1,378	0.0% 0.0% 0.0% 0.0% 0.0% 0.0% 0.0% 0.0%	121	0.0% 12.8% 12.0% 13.4% 0.0% 10.3% 13.8% 14.9% 0.0% 0.0% 0.0% 0.0% 37.0% 31.7% 31.7% 0.0% 0.0% 0.0% 0.0%	(36) 35 1,244 1,472 (37) 1,067 977 - 82 307 21 - 6,179 16,433 2,546 15,447 262 34,687 3,528 300 12,532 16,360	-0.4 2.4 8.4 9.6 -0.6 0.0 0.0 0.0 0.0 0.0 8.1 53.0 0.0 0.0 0.0 31.1 91.4 265.6 20.6 20.6 22.6

# Spectra Food Service Hospitality Mayo Civic Center Profit Loss Statement For the Three Months ending March 31, 2021

0-4							
Catering Alcohol COS 5020-3270 - Catering Can Beer COS	\$	-	0.0%	664	100.0%	-	0.0%
5020-3280 - Catering Draft Beer COS 5020-3290 - Catering Liquor COS	\$	-	0.0%	159 664	85.7% 100.0%	-	0.0%
5020-3300 - Catering Wine COS	\$		0.0%	1,169	102.3%	-	0.09
Total Catering Alcohol COS	\$	-	0.0%	2,656	100.0%	-	0.0%
Catering NA Beverage COS 5020-3260 - Catering Non-Alc COS	\$	134.92	9.3%		0.0%		0.0%
Total Catering NA Bev COS	\$	134.92	9.3%	-	0.0%	-	0.0%
Total Catering COS	\$	134.92	9.3%	3,889	14.6%	8,186	13.7%
Cost of Sales	\$	1,512.44	104.2%	14,511	22.5%	14,953	12.2%
5050-3362 - At Cost Discount	\$	2,906.25	100.0%		0.0%		0.0%
	Ť	2,000.20	100.070		0.070		0.07
Labor Fixed Wages							
5090-5450 - Management Salaries 5090-5460 - Management Incentives All	\$	32,701.33	2253.6% 0.0%	37,877 2,167	58.7% 3.4%	21,981	17.9%
Total Fixed Wages		32,701.33	2253.6%	40,043	62.0%	21,981	17.9%
Variable Wages							
Concession Wages 5090-5480 - Concession Wages	s		0.0%	8,755	23.0%	13,998	22.19
5090-5520 - Concession Temporary Staffi	r \$	-	0.0%	-	0.0%	-	0.09
Total Concession Wages	\$	-	0.0%	8,755	23.0%	13,998	22.1%
Catering Wages 5090-5530 - Catering Suite Wages	s		0.0%	6.924	26.1%	1,714	2.9%
5090-5550 - Catering Kitchen Wages	\$	-	0.0%	2,308	8.7%	3,635	6.19
5090-5560 - Catering Watch and Wager Total Catering Wages	\$	:	0.0% 0.0%	9,232	0.0% <b>34.8%</b>	- 3,548	0.0% <b>5.9</b> %
Other Wages							
5090-5680 - Commissary Wages	\$	-	0.0%	1,330	2.1%	-	0.09
5090-5690 - Office Wages Total Other Wages	\$ <b>\$</b>	:	0.0% 0.0%	1,520 <b>2,850</b>	2.4% 4.4%	6,904 <b>6,904</b>	5.6% <b>5.6</b> %
Total Variable Wages	\$		0.0%	20,836	32.3%	24,450	19.9%
	1	-	0.0%	±0,630	J2.3%	24,450	13.9%
Benefits 5100-1130 - 401K	\$	500.00	34.5%	585	0.9%	539	0.49
5100-6060 - Group Health Insurance	\$	5,490.65 1.309.04	378.4%	2,723	4.2% 0.0%	2,118 1,998	1.79
5100-6480 - Workers Compensation  Total Benefits	\$	7,299.69	90.2% 503.0%	3,309	5.1%	1,998 <b>4,655</b>	3.8%
Payroll Taxes							
5110-0000 - Payroll Taxes Rev and Bal Total Payroll Taxes	\$	2,739.76 2,739.76	188.8% 188.8%	7,253 <b>7,253</b>	11.2% 11.2%	4,981 <b>4,981</b>	4.0%
Total Labor		42,740.78	2945.4%	71,441	110.7%	56,066	45.6%
	٦	42,740.70	2343.470	71,441	110.776	30,000	43.076
Variable Expenses Controllables							
5130-6220 - Vehicle Parking Expense 5130-6240 - Hotel Expense	\$	- :	0.0%		0.0%		0.09
5130-6250 - Airfare Expense	\$		0.0%	-	0.0%	-	0.09
5150-0000 - Professional Fees - General 5180-6620 - Promotional	\$	51.68	3.6% 0.0%	-	0.0%	- -	0.09
5190-6670 - IT Computer Maintenance 5190-6680 - IT Software and Licensing	\$	- 325.98	0.0% 22.5%	- 685	0.0% 1.1%	1	0.09
5250-6170 - Misc Gifts	\$	-	0.0%	-	0.0%	-	0.09
5250-6700 - Misc Other 5250-6710 - Decorating Cost	\$	-	0.0%	- 19	0.0% 0.0%	- 19	0.09
5250-6720 - Paper Supplies 5250-6730 - Cleaning Supplies	\$	162.00 24.84	11.2% 1.7%	1,118 652	1.7% 1.0%	(1,187) (342)	-1.09 -0.39
5250-6740 - Equipment Rental	\$	-	0.0%	-	0.0%	-	0.09
5250-6745 - R-M Equipment Fund 5250-6750 - Armored Car	\$	-	0.0%	1,863 84	2.9% 0.1%	2,739	2.29
5250-6760 - Cash (Over)/Short 5250-6770 - Linen and Cleaning	\$	-	0.0% 0.0%	- 1,118	0.0% 1.7%	608	0.59
5250-6790 - Pest Control	\$	-					
5250-6800 - Recruiting 5250-6810 - Smallwares	\$		0.0%	49	0.1%		0.09
5250-6840 - Promo Ad Fund 5250-6860 - Misc Training	1 \$	557.24	0.0%	49 93 93	0.1% 0.1%	- - 24 448	0.09
5250-6890 - Charitable Contributions	\$	-	0.0% 38.4% 0.0%	93 93 932	0.1% 0.1% 0.1% 1.4%		0.09 0.09 0.49 2.29
	\$ \$ \$	-	0.0% 38.4% 0.0% 0.0% 0.0%	93 93 932 37	0.1% 0.1% 0.1% 1.4% 0.1% 0.0%	448 2,739 - -	0.09 0.09 0.49 2.29 0.09 0.09
5250-6980 - Postage	\$ \$ \$ \$	-	0.0% 38.4% 0.0% 0.0% 0.0% 0.0% 0.0%	93 93 932	0.1% 0.1% 0.1% 1.4% 0.1%	448	0.09 0.49 0.49 0.09 0.09 0.09
5250-6980 - Postage 5250-7000 - Printing	\$ \$ \$ \$ \$	- - - - 220.55	0.0% 38.4% 0.0% 0.0% 0.0% 0.0% 0.0% 15.2%	93 93 932 37 - 373 19 28	0.1% 0.1% 0.1% 1.4% 0.1% 0.0% 0.6% 0.0%	448 2,739 - - - - -	0.09 0.49 0.49 2.29 0.09 0.09 0.09 0.09
5250-6980 - Postage 5250-7000 - Printing 5250-7010 - Bank Fees	\$ \$ \$ \$	-	0.0% 38.4% 0.0% 0.0% 0.0% 0.0% 0.0%	93 93 932 37 - 373 19	0.1% 0.1% 0.1% 1.4% 0.1% 0.0% 0.6% 0.0%	448 2,739 - - - - 150	0.09 0.49 0.49 2.29 0.09 0.09 0.09 0.09 0.19
5250-6980 - Postage 5250-7000 - Printing 5250-7010 - Bank Fees	8 8 8 8 8 8 8 8 8	- - - - 220.55 33.26	0.0% 38.4% 0.0% 0.0% 0.0% 0.0% 0.0% 15.2% 2.3%	93 93 932 37 - 373 19 28 279	0.1% 0.1% 0.1% 1.4% 0.1% 0.0% 0.6% 0.0% 0.0%	448 2,739 - - - - -	0.09 0.09 0.49 2.29 0.09 0.09 0.09 0.09 0.19 0.09
5250-6980 - Postage 5250-7000 - Printing 5250-7010 - Bank Fees 5250-7020 - Cell Phone and Data 5250-7120 - Credit Card Fees Total Controllables	8 8 8 8 8 8 8 8 8	220.55 33.26	0.0% 38.4% 0.0% 0.0% 0.0% 0.0% 15.2% 2.3% 0.0%	93 93 932 37 - 373 19 28 279 142 1,211	0.1% 0.1% 0.1% 1.4% 0.0% 0.6% 0.0% 0.0% 0.4% 0.2% 1.9%	448 2,739 - - - 150 297	0.09 0.09 0.49 2.29 0.09 0.09 0.09 0.09 0.19 0.09
5250-6880 - Postace 5250-7000 - Printing 5250-7010 - Bank Fees 5250-7120 - Cell Phone and Data 5250-7120 - Credit Card Fees Total Controllables Non-Controllables 5120-0000 - Processing Fees General	8 8 8 8 8 8 8 8 8	220.55 33.26	0.0% 38.4% 0.0% 0.0% 0.0% 0.0% 2.3% 0.0% 94.8%	93 93 932 37 - 373 19 28 279 142 1.211 8,793	0.1% 0.1% 0.1% 1.4% 0.0% 0.6% 0.0% 0.0% 0.2% 1.9% 13.6%	448 2,739 - - - 150 297	0.09 0.49 2.29 0.09 0.09 0.09 0.09 0.19 0.09 0.29 4.59
2520-6880 - Postage 2520-7000 - Printing 5250-7010 - Bank Fees 5250-7020 - Cell Phone and Data 5250-7120 - Cerdit Card Fees <b>Total Controllables</b> <b>Non-Controllables</b> 5120-0000 - Processing Fees General 5120-6140 - Time Saver Fees	555555555555555555555555555555555555555	220.55 33.26 - 1,375.55 236.56 - 50.92	0.0% 38.4% 0.0% 0.0% 0.0% 0.0% 15.2% 0.0% 94.8%	93 93 932 37 - 373 19 28 279 142 1,211 8,793	0.1% 0.1% 0.1% 0.1% 0.0% 0.6% 0.0% 0.0% 0.2% 1.9% 0.2% 1.96% 0.1% 0.1%	448 2,739 - - - - - 150 - - 297 5,496	0.09 0.09 0.49 2.29 0.09 0.09 0.09 0.09 0.19 0.29 4.59
2520-6980 - Postace 5250-7000 - Finiting 5250-7010 - Bank Fees 5250-7020 - Cell Phone and Data 5250-7120 - Credit Card Fees <b>Total Controllables</b> Non-Controllables 5120-0000 - Processing Fees General 5120-6140 - Time Saver Fees 5120-6150 - Time Saver Expense 5120-6160-6460 - Insurance and Bonding		220.55 33.26 - 1,375.55	0.0% 38.4% 0.0% 0.0% 0.0% 15.2% 0.0% 94.8%	93 93 932 37 - 373 19 28 279 142 1.211 8,793	0.1% 0.1% 0.1% 1.4% 0.0% 0.6% 0.0% 0.0% 0.2% 1.9% 13.6%	448 2,739 - - - 150 297 5,496 342 - 180 1,599	0.09 0.09 0.49 2.29 0.09 0.09 0.09 0.09 0.29 4.59
2520-6880 - Postace 5250-7000 - Finiting 5250-7010 - Bank Fees 5250-7020 - Cell Phone and Data 5250-7120 - Credit Card Fees <b>Total Controlables</b> Non-Controllables 5120-0000 - Processing Fees General 5120-6140 - Time Sawer Fees 5120-6150 - Time Sawer Expense 5120-6150 - Time Sawer Expense 5160-6460 - Insurance and Bonding 5170-6490 - License Fees 5210-0000 - Repair and Maintenance-Adm		220.55 33.26 - 1,375.55 236.56 - 50.92 618.05	0.0% 38.4% 0.0% 0.0% 0.0% 0.0% 15.2% 0.0% 0.0% 94.8% 0.0% 3.5% 42.6% 0.0%	93 93 932 37 - 373 19 28 279 142 1,211 8,793	0.1% 0.1% 0.1% 1.4% 0.0% 0.0% 0.0% 0.0% 1.9% 0.2% 1.9% 13.6%	448 2,739 - - - 150 297 5,496 342 - 1800 1,599	0.09 0.49 0.49 0.09 0.09 0.09 0.09 0.09
2520-6880 - Postace 5250-7000 - Printing 5250-7101 - Bank Fees 5250-7120 - Cell Phone and Data 5250-7120 - Credit Card Fees Total Controlables  Non-Controllables 5120-0000 - Processing Fees General 5120-6100 - Time Saver Fees 5120-6150 - Time Saver Expense 5120-6140 - Time Saver Expense 5120-6140 - Time Saver Expense 5120-6150 - Repair and Maintenance-Adm Total Non-Controllables		220.55 33.26 - 1,375.55 236.56 - 50.92 618.05 - 905.53	0.0% 38.4% 0.0% 0.0% 0.0% 0.0% 0.0% 0.0% 2.3% 0.0% 94.8% 16.3% 0.0% 3.5% 42.6% 0.0% 62.4%	93 93 932 37 - 373 19 28 279 142 1,211 8,793 - 618 - 739	0.1% 0.1% 0.1% 1.4% 0.0% 0.6% 0.0% 0.2% 1.9% 13.6% 0.1% 0.0% 1.0% 0.0%	448 2,739 - - - 150 297 5,496 342 - 180 0 1,599 - 2,121	0.09 0.09 0.49 2.29 0.09 0.09 0.09 0.09 0.29 4.59 0.39 0.09 0.19 0.09 0.29 4.59
2520-6880 - Postace 5250-7000 - Printing 5250-7101 - Bank Fees 5250-7120 - Cell Phone and Data 5250-7120 - Credit Card Fees Total Controlables  Non-Controllables 5120-0000 - Processing Fees General 5120-6100 - Time Saver Fees 5120-6150 - Time Saver Expense 5120-6150 - Time Saver Expense 5120-6140 - Time Saver Expense 5120-6140 - Time Saver Expense 5120-6150 - Repair and Maintenance-Adm Total Non-Controllables  Total Variable Expenses		220.55 33.26 - 1,375.55 236.56 - 50.92 618.05	0.0% 38.4% 0.0% 0.0% 0.0% 0.0% 15.2% 0.0% 0.0% 94.8% 0.0% 3.5% 42.6% 0.0%	93 93 932 37 - 373 19 28 279 142 1,211 8,793	0.1% 0.1% 0.1% 1.4% 0.0% 0.0% 0.0% 0.0% 1.9% 0.2% 1.9% 13.6%	448 2,739 - - - 150 297 5,496 342 - 1800 1,599	0.09 0.09 0.49 2.29 0.09 0.09 0.09 0.09 0.29 4.59 0.39 0.09 0.19 0.09 0.29 4.59
\$250-6880 - Postace \$250-7000 - Printing \$250-7101 - Bank Fees \$250-7201 - Bank Fees \$250-72120 - Credit Card Fees Total Controllables \$120-0000 - Processing Fees General \$120-6140 - Time Saver Fees \$120-6140 - Time Saver Expense \$120-6100 - Repair and Bonding \$170-8490 - License Fees \$210-000 - Repair and Maintenance-Adm Total Non-Controllables Total Variable Expenses	\$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$	220.55 33.26 - 1,375.55 236.56 - 50.92 618.05 - 905.53	0.0% 38.4% 0.0% 0.0% 0.0% 0.0% 0.0% 15.2% 15.2% 16.3% 0.0% 0.0% 3.5% 42.6% 0.0% 62.4%	93 93 932 37 - 373 19 28 279 142 1,211 8,793 - 618 - 739 <b>9,533</b>	0.1% 0.1% 0.1% 1.4% 0.0% 0.6% 0.0% 0.2% 1.9% 0.19% 0.19% 0.19% 0.19% 1.0% 1.0%	448 2,739	0.09 0.09 0.49 2.29 0.09 0.09 0.09 0.19 0.09 0.29 4.59 0.39 0.09 0.19 1.39 0.09 0.09
\$250-6880 - Postace \$250-7000 - Printing \$250-7101 - Bank Fees \$250-7201 - Bank Fees \$250-72120 - Credit Card Fees Total Controllables \$120-0000 - Processing Fees General \$120-6140 - Time Saver Fees \$120-6140 - Time Saver Expense \$120-6100 - Repair and Bonding \$170-8490 - License Fees \$210-000 - Repair and Maintenance-Adm Total Non-Controllables Total Variable Expenses		220.55 33.26 - 1,375.55 236.56 - 50.92 618.05 - 905.53	0.0% 38.4% 0.0% 0.0% 0.0% 0.0% 0.0% 0.0% 2.3% 0.0% 94.8% 16.3% 0.0% 3.5% 42.6% 0.0% 62.4%	93 93 932 37 - 373 19 28 279 142 1,211 8,793 - 618 - 739	0.1% 0.1% 0.1% 1.4% 0.0% 0.6% 0.0% 0.2% 1.9% 13.6% 0.1% 0.0% 1.0% 0.0%	448 2,739 - - - 150 297 5,496 342 - 180 0 1,599 - 2,121	0.09 0.09 0.49 2.29 0.09 0.09 0.09 0.19 0.29 4.59 0.19 1.39 0.09 0.19 1.39 0.09
2520-6880 - Postace \$250-7000 - Printing \$250-7101 - Bank Fees \$250-7201 - Bank Fees \$250-7210 - Cell Phone and Data \$250-72120 - Credit Card Fees Total Controllables \$120-0000 - Processing Fees General \$120-8140 - Time Saver Fees General \$120-8140 - Time Saver Expense \$120-8150 - Time Saver Expense \$120-8150 - Time Saver Expense \$120-8100 - Repair and Maintenance-Adm Total Non-Controllables Total Variable Expenses  Other Income Expenses \$550-4500 - Other Sub Contractor Exp Total Other Sub Contractor Exp Total Other Sub Contractor Exp Total Other Income Expenses  Non-Operating Expenses	\$	220.55 33.26 - 1,375.55 236.56 50.92 618.05 - 905.53 2,281.08	0.0% 38.4% 0.0% 0.0% 0.0% 0.0% 15.2% 0.0% 15.2% 0.0% 94.8% 0.0% 62.4% 157.2% 0.0% 62.4%	93 93 932 37 - 373 19 28 279 142 1,211 8,793 84 37 - 618 - 739 <b>9,533</b>	0.1% 0.19% 0.19% 1.49% 1.49% 0.09% 0.09% 0.49% 0.29% 1.99% 1.99% 1.19% 0.19% 0.19% 0.19% 1.19%	448 2,739	0.09 0.09 0.49 2.29 0.09 0.09 0.09 0.09 0.09 0.09 0.19 0.09 0.29 4.59 0.33 0.09 0.179 6.22
2520-6880 - Postace 5250-7000 - Printing 5250-7101 - Bank Fees 5250-7120 - Cell Phone and Data 5250-7120 - Credit Card Fees Total Controllables S120-0000 - Processing Fees General 5120-6100 - Time Saver Fees 5120-6150 - Time Saver Expense 5120-6150 - Time Saver Expense 5120-6140 - Time Saver Expense 5120-6140 - Time Saver Expense 5120-6140 - License Fees 5120-6140 - Repair and Maintenance-Adm Total Non-Controllables Total Variable Expenses Other Income Expenses S050-4500 - Other Sub Contractor Exp Total Other Income Expenses Non-Operating Expenses Non-Operating Expenses Non-Operating Expenses	\$ \$ \$ \$ \$ \$ \$ \$ \$ \$	220.55 33.26 - 1,375.55 236.56 50.92 618.05 - 905.53 2,281.08	0.0% 38.4% 0.0% 0.0% 0.0% 0.0% 0.0% 15.2% 2.3% 0.0% 0.0% 42.6% 0.0% 42.6% 157.2% 157.2%	93 93 932 37 - 373 19 28 279 142 1,211 8,793 - 618 67 - 739 <b>9,533</b>	0.1% 0.19% 0.19% 1.4% 0.0% 0.0% 0.0% 0.0% 0.0% 0.19% 0.19% 0.19% 0.19% 1.19% 1.19% 1.19% 1.19% 1.19% 1.19% 0.0% 0.0% 0.0% 0.0% 0.0% 0.0% 0.0% 0.	448 2,739	0.09 0.09 0.09 0.09 0.09 0.09 0.09 0.09
Total Controllables  Non-Controllables  5120-000 - Processing Fees General 5120-6140 - Time Saver Fees 5120-6150 - Time Saver Fees 5120-6150 - Time Saver Expense 5160-6460 - Insurance and Bonding 5170-6490 - License Fees 5210-000 - Repair and Maintenance-Adm Total Non-Controllables  Total Variable Expenses  Other Income Expenses 5050-4500 - Other Sub Contractor Exp Total Other Income Expenses	99999999999999999999999999999999999999	220.55 33.26 - 1,375.55 236.56 50.92 618.05 - 905.53 2,281.08	0.0% 38.4% 0.0% 0.0% 0.0% 0.0% 15.2% 0.0% 15.2% 0.0% 94.8% 0.0% 62.4% 157.2% 0.0% 62.4%	93 93 932 37 - 373 19 28 279 142 1,211 8,793 84 37 - 618 - 739 <b>9,533</b>	0.1% 0.19% 0.19% 1.49% 1.49% 0.09% 0.09% 0.49% 0.29% 1.99% 1.99% 1.19% 0.19% 0.19% 0.19% 1.19%	448 2,739	0.09 0.09 0.49 2.22 0.09 0.09 0.09 0.09 0.09 0.09 0.0
2520-6880 - Postace 5250-7000 - Printing 5250-7010 - Bank Fees 5250-7020 - Cell Phone and Data 5250-7120 - Credit Card Fees Total Controllables 5120-0000 - Processing Fees General 5120-6140 - Time Saver Fees 5120-6150 - Time Saver Expense 5120-6140 - License Fees 5120-6490 - License Fees 5120-6000 - Repair and Maintenance-Adm Total Non-Controllables Total Variable Expenses 00ther Income Expenses 5050-4500 - Other Sub Contractor Exp Total Other Income Expenses Non-Operating Expenses 8000-0000 - Depreciation - Rev and Bal 5050-5000 - Ochract Acquisition Exp Non-Operating Expenses		220.55 33.26 1,375.55 236.56 50.92 618.05 905.53 2,281.08	0.0% 38.4% 0.0% 0.0% 0.0% 0.0% 0.0% 0.0% 15.2% 2.3% 0.0% 0.0% 3.5% 42.6% 0.0% 62.4% 4757.2%	93 932 932 37 37 37 37 31 9 28 27 9 142 1,211 8,793 84 37 - 618 - - 739 <b>9,533</b> 325 <b>325</b>	0.1% 0.1% 0.1% 0.1% 0.1% 0.1% 0.1% 0.1%	448 2,739	0.09 0.09 0.49 2.29 0.09 0.09 0.09 0.09 0.09 0.09 0.19 1.00 0.19 1.79 0.09 0.09 0.09 0.09 0.09 0.09 0.09 0
2520-6880 - Postace 5250-7000 - Printing 5250-7010 - Bank Fees 5250-7020 - Cell Phone and Data 5250-7120 - Credit Card Fees Total Controllables 5120-0000 - Processing Fees General 5120-6100 - Time Saver Fees 5120-6150 - Time Saver Expense 5120-6150 - Repair and Maintenance-Adm Total Non-Controllables  Total Variable Expenses  Other Income Expenses 5050-4500 - Other Sub Contractor Exp Total Other Sub Contractor Exp Total Other Income Expenses  Non-Operating Expenses  Non-Operating Expenses  Profit Before Client Profit	\$ \$ \$ \$ \$ \$ \$ \$ \$ \$	220.55 33.26 - 1,375.55 236.56 - 50.92 618.05 - 905.53 2,281.08	0.0% 0.9% 0.0% 0.0% 0.0% 0.0% 0.0% 15.2% 0.0% 16.3% 0.0% 62.4% 157.2% 0.0% 0.0% 370.5% 179.9% 550.5%	93 93 932 37 - 373 19 28 279 142 1,211 8,793 84 37 - - 739 9,533 325 325 7,967 7,967 (28,753)	0.1% 0.1% 0.1% 0.1% 0.1% 0.1% 0.1% 0.1%	448 2,739	0.09 0.09 0.49 2.29 0.09 0.09 0.09 0.09 0.19 0.09 0.19 1.39 0.09 0.17 1.39 0.09 0.09 0.09 0.22 4.59
2520-6880 - Postace 5250-7000 - Printing 5250-7010 - Bank Fees 5250-7020 - Cell Phone and Data 5250-7120 - Credit Card Fees Total Controllables 5120-0000 - Processing Fees General 5120-6140 - Time Saver Fees 5120-6150 - Time Saver Expense 5120-6140 - License Fees 5120-6490 - License Fees 5120-6000 - Repair and Maintenance-Adm Total Non-Controllables Total Variable Expenses 00ther Income Expenses 5050-4500 - Other Sub Contractor Exp Total Other Income Expenses Non-Operating Expenses 8000-0000 - Depreciation - Rev and Bal 5050-5000 - Ochract Acquisition Exp Non-Operating Expenses		220.55 33.26 1,375.55 236.56 50.92 618.05 905.53 2,281.08	0.0% 38.4% 0.0% 0.0% 0.0% 0.0% 15.2% 2.3% 0.0% 94.8% 16.3% 0.0% 3.5% 3.5% 3.5% 42.6% 0.0% 62.4%	93 932 932 37 37 37 37 31 9 28 27 9 142 1,211 8,793 84 37 - 618 - - 739 <b>9,533</b> 325 <b>325</b>	0.1% 0.1% 0.1% 0.1% 0.1% 0.1% 0.1% 0.1%	448 2,739	0.09 0.09 0.49 2.29 0.09 0.09 0.09 0.09 0.09 0.09 0.19 1.00 0.19 1.79 0.09 0.09 0.09 0.09 0.09 0.09 0.09 0

-	0.0%	1,177	100.0%	-	0.0%
-	0.0%	282	85.7%		0.0%
-	0.0%	1,177 2,071	100.0% 102.3%	7,656	0.0%
-	0.0%	4,706	100.0%	7,656	751.4%
307	8.5%	-	0.0%	89	3.5%
307	8.5%		0.0%	89	3.5%
309	8.6%	6,891	14.6%	19,056	15.6%
1,687	47.0%	33,334	23.5%	76,283	20.3%
12,609	100.0%	-	0.0%	1,604	100.0%
82,786	2305.6%	98,479	69.5%	71,755	19.1%
82,786	0.0% <b>2305.6%</b>	6,500 <b>104,979</b>	4.6% <b>74.1%</b>	71,755	0.0% <b>19.1%</b>
105	0.0%	21,794	23.0%	51,951	20.6%
105	0.0%	21,794	0.0% 23.0%	5,699 57,650	2.3% 22.8%
-	0.0%	12,267	26.1%	7,170	5.9%
-	0.0%	4,089	8.7% 0.0%	16,137 246	13.2%
-	0.0%	16,356	34.8%	25,353	20.7%
-	0.0% 0.0%	3,311 3,784	2.3% 2.7%	24,081	0.0% 6.4%
-	0.0%	7,095	5.0%	24,081	6.4%
105	2.9%	45,245	31.9%	107,084	28.5%
1,500 16,472	41.8% 458.7%	1,556 8,170	1.1% 5.8%	1,564 5,058	0.4%
3,318 21,290	92.4%	9,727	0.0%	7,159 13.781	1.9%
		5,1.2.			
7,256 <b>7,256</b>	202.1% 202.1%	17,821 17,821	12.6% 12.6%	15,708 15,708	4.2% 4.2%
111,437	3103.5%	177,772	125.5%	208,328	55.5%
	0.0% 0.0%	375	0.0% 0.3%	-	0.0% 0.0%
-	0.0%	375	0.3%	-	0.0%
100 1,801	2.8% 50.2%	-	0.0%	550	0.1% 0.0%
-	0.0%		0.0%	52	0.0%
(404)	-11.3% 0.0%	1,829	1.3%	475 25	0.1% 0.0%
-	0.0%	-	0.0%	362	0.1%
108 194	3.0% 5.4%	41 2,453	0.0% 1.7%	19 2,102	0.0%
(102)	-2.8%	1,431	1.0%	(252)	-0.1%
- 243	0.0% 6.8%	4 000	0.0%	201	0.1%
243 82	2.3%	4,088 184	2.9% 0.1%	8,125	2.2% 0.0%
1	0.0%		0.0%	608	0.2%
43	1.2% 0.0%	2,453 107	1.7% 0.1%	1,204	0.3% 0.0%
- 557	0.0%	204 204	0.1%	289 448	0.1%
557 243	15.5% 6.8%	2,044	1.4%	8,125	2.2%
-	0.0%	82	0.1%	-	0.0%
- 85	0.0% 2.4%	- 818	0.0% 0.6%	3,640	1.0%
31	0.9%	41	0.0%	237	0.1%
221 65	6.1% 1.8%	61 613	0.0% 0.4%	467	0.0% 0.1%
139	3.9%	311	0.2%	47	0.0%
10 3,417	0.3% 95.2%	2,657 20,371	1.9% 14.4%	682 27,406	0.2% 7.3%
309	8.6% 0.0%	184 82	0.1% 0.1%	462	0.1%
153	4.3%	-	0.0%	362	0.1%
1,854 5,020	51.6% 139.8%	1,854 4,300	1.3% 3.0%	4,876 21	1.3% 0.0%
1,611	44.9%	-	0.0%	-	0.0%
8,947	249.2%	6,420	4.5%	5,721	1.5%
12,364	344.3%	26,791	18.9%	33,127	8.8%
-	0.0% <b>0.0%</b>	1,170 <b>1,170</b>	65.0% 65.0%	-	0.0% <b>0.0%</b>
12,054	335.7%	-	0.0%	7,787	2.1%
7,833 <b>19,887</b>	218.1% 553.8%	23,900 <b>23,900</b>	16.9% 16.9%	14,071 21,857	3.8% 5.8%
		(90,731)	-64.0%	65,919	17.6%
(140,797)	-3921.2%	(30,731)	01.070		
(140,797) 425	11.8%	8,612	6.1%	10,156	2.7%

## Mayo Civic Center 2021 P&L Forecast

2021 I &L Forecast	January	February	March	April	May	June	July	August	September	October	November	December	2021	2021	Projected
	Actual	Actual	Actual	Projected	Projected Projected	Projected	Projected	Projected	Projected	Projected	Projected	Projected	Projected	Budget	Variance
Revenue:				,					,		,				
Direct Event Income															
Rental Income	\$73,945	\$70,330	\$53,470 \$3,277	\$92,170 \$29,900	\$83,975 \$15,575	\$63,300 \$17,888	\$32,465	\$32,460	\$72,425 \$66,820	\$117,295 \$57,030	\$94,203 \$53,220	\$89,365 \$30,285	\$875,403 \$342,041	\$853,903	\$21,500 (\$56,580)
Service Income Service Expenses	\$2,895 (\$1,506)	\$1,341 (\$5,109)	(\$7,883)	(\$28,230)	(\$8,336)	(\$13,566)	\$17,410 (\$11,558)	\$46,400 (\$19,545)	(\$28,620)	(\$29,590)	(\$33,920)	(\$22,914)	(\$210,776)	\$398,620 (\$201,860)	(\$8,916)
Sub-Total	\$75,334	\$66,562	\$48,864	\$93,840	\$91,214	\$67,622	\$38,318	\$59,315	\$110,625	\$144,735	\$113,503	\$96,736	\$1,006,667	\$1,050,663	(\$43,996)
Ancilary Income F&B Concessions & Catering	\$1,170	\$1,377	\$345	\$15,929	\$6,722	\$34,895	\$70,344	\$174.227	\$108,876	\$144,404	\$87,309	\$59,356	\$704,953	\$777,952	(\$72,999)
Merchandise	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$900	\$525	\$600	\$2,100	\$1,200	\$5,325	\$12,038	(\$6,713)
Electrical Services	\$0	\$0	\$0	\$2,000	\$0	\$0	\$0	\$3,000	\$0	\$0	\$500	\$0	\$5,500	\$13,700	(\$8,200)
Audio Visual Internet Services	\$1,403 \$487	\$0 \$0	\$0 \$225	\$0 \$450	\$876 \$225	\$2,500 \$0	\$0 \$0	\$18,199 \$1,635	\$29,100 \$840	\$6,988 \$0	\$15,845 \$1,175	\$2,805 \$0	\$77,716 \$5,037	\$79,543 \$4,050	(\$1,827) \$987
Equipment Rental	\$0	\$2,805	\$4,340	\$4,935	\$4,058	\$1,378	\$0	\$1,475	\$4,300	\$17,000	\$1,300	\$1,000	\$42,591	\$12,368	\$30,223
Other Ancillary	\$0	\$0	\$0	\$3,875	\$4,650	\$3,100	\$3,100	\$3,875	\$3,100	\$3,875	\$3,100	\$3,100	\$31,775	\$36,754	(\$4,979)
Sub-Total	\$3,060	\$4,182	\$4,910	\$27,189	\$16,531	\$41,872	\$73,444	\$203,311	\$146,741	\$172,867	\$111,329	\$67,461	\$872,897	\$936,404	(\$63,507)
Other Event Income															
Ticket Rebates	\$0	\$0	\$0	\$0	\$0	\$4,328	\$0	\$11,953	\$13,318	\$15,038	\$6,659	\$17,239	\$68,536	\$89,820	(\$21,284)
Facility Fees	\$0 \$0	\$0 \$0	\$0 \$0	\$0 \$0	\$0	\$3,006 \$0	\$0 \$0	\$8,786 \$0	\$9,249 (\$4,913)	\$10,382	\$20,809 (\$9,038)	\$7,861	\$60,092 (\$17,658)	\$79,792	(\$19,699) (\$17,658)
Promter Rebates Sub-Total	\$3,060	\$4,182	\$0 \$0	\$0 \$0	\$0 \$0	\$7,334	\$0 \$0	\$20,739	\$17,654	\$0 \$25,420	\$18,431	(\$3,708) \$21,393	\$110,971	\$169,612	(\$17,658)
540 1044	32,000	31,102	30	30	30	37,554	30	320,709	317,001	323,120	310,101	321,050	3110,571	3103,012	(550,011)
Total Event Income	\$79,900	\$70,744	\$53,774	\$121,029	\$107,745	\$116,828	\$111,762	\$283,365	\$275,020	\$343,022	\$243,262	\$185,590	\$1,992,041	\$2,156,679	(\$166,144)
01 0 1 1	\$0	60	\$489	\$0		\$0		\$0		\$0	\$0			so	so
Other Operating Income	50	\$0	5489	20	\$0	20	\$0	20	\$0	20	20	\$0	\$0	20	20
Adjusted Gross Income	\$79,900	\$70,744	\$54,263	\$121,029	\$107,745	\$116,828	\$111,762	\$283,365	\$275,020	\$343,022	\$243,262	\$185,590	\$1,992,530	\$2,156,679	(\$166,144)
Operating Expenses:															
Net Employee Wages and Benefits	\$119,232	\$112,450	\$129,397	\$135,867	\$135,867	\$135,867	\$162,381	\$162,381	\$162,381	\$162,381	\$162,381	\$190,299	\$1,770,881	\$1,807,667	\$36,786
Contracted Services	\$126	\$321	\$126	\$1,667	\$1,667	\$1,667	\$7,628	\$7,628	\$7,436	\$7,628	\$7,436	\$7,624	\$50,952	\$55,028	\$4,076
General and Administrative Operations	\$24,689 \$14,979	\$30,391 \$19,324	\$20,839 \$11,360	\$28,430 \$7,338	\$28,436 \$7,349	\$331,795 \$111,716	\$342,903 \$98,362	\$11,108 (\$13,354)							
Repairs & Maintenance	\$28,113	(\$6,100)	\$5,497	\$7,886	\$7,886	\$7,886	\$7,886	\$7,886	\$7,886	\$7,886	\$7,886	\$7,877	\$98,475	\$95,119	(\$3,356)
Supplies	\$432	\$3,450	\$2,115	\$3,094	\$3,094	\$3,094	\$3,094	\$3,094	\$3,094	\$3,094	\$3,094	\$3,116	\$33,865	\$37,150	\$3,285
Insurance Utilities	\$204 \$103,619	\$174 \$68,177	\$2,205 \$81,728	\$4,091 \$79,517	\$4,091 \$79,517	\$4,091 \$84,517	\$4,091 \$74,517	\$4,091 \$79,517	\$4,091 \$74,517	\$4,091 \$69,517	\$4,091 \$59,517	\$4,097 \$59,513	\$39,408 \$914,173	\$49,098 \$904,200	\$9,690 (\$9,973)
Other	\$209	\$00,177	\$8,088	\$7,548	\$7,548	\$7,548	\$7,548	\$7,548	\$7,548	\$7,548	\$7,548	\$7,552	\$76,233	\$90,580	\$14,347
Total Operating Expenses	\$293,109	\$228,187	\$261,355	\$275,438	\$275,438	\$280,438	\$302,913	\$307,913	\$302,720	\$297,913	\$287,720	\$315,863	\$3,429,005	\$3,480,107	\$52,608
Total Operating Expenses	3293,109	3220,107	3201,333	3273,436	3273,436	3200,430	3302,713	3307,913	3302,720	3257,513	3207,720	3313,803	33,429,003	33,480,107	332,006
Net Income From Operations	(\$213,209)	(\$157,443)	(\$207,092)	(\$154,409)	(\$167,693)	(\$163,610)	(\$191,151)	(\$24,548)	(\$27,700)	\$45,110	(\$44,458)	(\$130,272)	(\$1,436,475)	(\$1,323,428)	(\$113.047)
	` '	( , - ,		( ,,	` '	` '	` ' '	` ' '	` ' '	· ·	(- , ,	` ' '			(, ,, ,
ASM Management Fee Spectra Management Fee	(\$12,500) (\$202)	(\$12,500) (\$106)	(\$12,500) (\$117)	(\$12,650) (\$6,331)	(\$164,450) (\$6,335)	(\$303,150) (\$57,408)	(\$303,600) (\$75,976)	\$450 \$18,568							
	(\$225,911)	(\$170,049)	(\$219,709)	(\$173,390)	(\$186,674)	(\$182,591)	(\$210,132)	(\$43,529)	(\$46,681)	\$26,129	(\$63,439)	(\$301,057)	(\$1,797,033)		(\$94.029)
Net Operating Deficit	(3443,911)	(51/0,049)	(3219,709)	(\$175,390)	(\$100,0/4)	(3102,391)	(\$210,132)	(343,329)	(340,081)	320,129	(303,439)	(3301,057)	(\$1,797,033)	(\$1,703,004)	(394,029)
DMO Income								I			l I		1	I I	[ [
City Contributed Revenue Other	\$300,000 \$4	\$300,000 \$7,888	\$300,000 \$19,027	\$300,000 \$1,500	\$3,600,000 \$40,419	\$3,600,000 \$18,000	\$0 \$22,419								
Sub - Total	\$300,004	\$307,888	\$319,027	\$301,500	\$301,500	\$301,500	\$301,500	\$301,500	\$301,500	\$301,500	\$301,500	\$301,500	\$3,640,419	\$3,618,000	\$22,419
DMO Expenses															
Personnel	\$55,030	\$55,164	\$106,553	\$86,066	\$86,066	\$86,066	\$96,223	\$96,223	\$96,223	\$96,223	\$96,223	\$96,223	\$1,052,286	\$1,076,338	(\$24,052)
Administrative	\$29,481	\$16,447	\$23,226	\$3,667	\$3,667	\$4,666	\$4,667	\$4,667	\$4,666	\$4,667	\$4,667	\$4,666	\$109,154	\$49,500	\$59,654
MCC Sales + Marketing	\$10,459	\$9,924	\$28,244	\$25,000	\$25,000	\$25,000	\$25,000	\$30,000	\$30,000	\$30,000	\$25,000	\$25,000	\$288,627	\$275,000	\$13,627
Marketing Visitor Services	\$20,854 \$457	\$2,208 \$631	\$60,365 \$1,329	\$19,334 \$5,800	\$21,834 \$5,800	\$19,832 \$5,800	\$22,334 \$5,800	\$19,834 \$5,800	\$22,332 \$5,800	\$19,834 \$5,800	\$22,334 \$5,800	\$19,832 \$27,800	\$270,927 \$76,617	\$246,000 \$113,000	\$24,927 (\$36,383)
Miscellaneous	\$10,082	\$31,851	\$19,075	\$14,417	\$14,417	\$14,417	\$9,417	\$9,417	\$9,417	\$9,417	\$9,417	\$9,417	\$160,757	\$143,000	\$17,757
Sub - Total	\$126,363	\$116,225	\$238,792	\$154,284	\$156,784	\$155,781	\$163,441	\$165,941	\$168,438	\$165,941	\$163,441	\$182,938	\$1,958,368	\$1,902,838	\$55,530
Combined Net Income (Loss)	(\$52,270)	\$21,614	(\$139,474)	(\$26,174)	(\$41,958)	(\$36,872)	(\$72,073)	\$92,030	\$86,381	\$161,688	\$74,620	(\$182,495)	(\$114,982)	\$12,158	(\$127,140)
` ′ L			/	/		/									

# **Experience Rochester Consolidated Balance Sheet**

As of March 31, 2021

		Total
ASSETS		
Current Assets		
Bank Accounts		
MCC Bank Accounts	612,626	
DMO Bank Accounts	1,948,273	
Total Bank Accounts		2,560,899
Accounts Receivable	440.470	
MCC Accounts Receivable	148,170	
DMO Accounts Receivable	12,029	
Total Accounts Receivable		160,199
Other Current Assets	44.000	
MCC Other Current Assets	41,626	
DMO Other Current Assets	292,263	
Total Other Current Assets		333,889
Fixed Assets	105.000	
MCC Fixed Assets	165,982	
DMO Fixed Assets	367,539	
Total Fixed Assets		533,521
TOTAL ASSETS		3,588,508
LIABILITIES AND EQUITY		
Liabilities		
Current Liabilities		
Accounts Payable		
MCC Accounts Payable	137,516	
DMO Accounts Payable	11,047	
Total Accounts Payable		148,563
Other Current Liabilities		
MCC Accrued Expenses	58,366	
DMO Accrued Expenses	580,966	
MCC Advance Ticket Sales / Deposits	584,092	
Total Other Current Liabilities		1,223,424
Long-Term Liabilities		
DMO Long Term Liabilities	400,000	
Total Long-Term Liabilities		400,000
Total Liabilities	_	1,771,986
Equity		
Capital Funds - ASM	500,000	
Retained Earnings	961,413	
Operating Reserve	526,500	
Net Income	-171,391	
Total Equity		1,816,522
TOTAL LIABILITIES AND EQUITY		3,588,508

## **Estimated Opearting Cash Flows:**

Cash Flow	Cash Flow		
Estimate	Actual	Funding	2021 Corporation Funding
	(225.011)	0	Laureau
	(225,911)		January Eshanara
	(170,049)	250,000	February
(4=2-200)	(219,709)	0	March
(173,390)		0	April - Estimate
(167,693)		0	May - Estimate
(163,610)		0	June - Estimate
(210,132)		0	July - Estimate
(43,529)		0	August - Estimate
(27,700)		0	September - Estimate
26,129		0	October - Estimate
(63,439)		0	November - Estimate
(301,057)		0	December - Estimate
(1,740,090)	2021 Mayo Civic C	Center Operatir	ng Deficit
	2021 Funding Reco	eived from Cor	poration
250,000	Funding received 2	2/25/2021	
(1, 400, 000)	2021 A 411	F	I' N I . I
(1,490,090)	2021 Anticipated R	kemaining Fund	ding Needed as of 3/31/21

## Mayo Civic Center Aged Receivables As of March 31, 2021

	713	O. 14101 CI. 31, 20				
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	
Warming Shelter		4,101.80			4,101.80	
Boys and Girls Club	5,243.05				5,243.05	
Eagle Brook 3-7	6,680.21				6,680.21	
Eagle Brook 3-14	6,274.51				6,274.51	
Eagle Brook 3-21	6,292.01				6,292.01	
Eagle Brook 3-28	5,924.08				5,924.08	
Trilogy Dance Tournament	5,430.44				5,430.44	
RCYBA Practices	12,960.00				12,960.00	
Vaccination Site	44,800.00				44,800.00	
	93,604.30	4,101.80		9,838.75	107,545	

## Event Listing - As of March 31, 2021

Assemblies:	Date	Est	. Net Revenue	<b>Event Count</b>
Boys and Girls Club	1/1 - 2/28	\$	68,295	2
Eagle Brook Church	Annual	\$	309,785	54
Vaccination Site	2/11 - 6/4	\$	106,000	4
Court Proceedings	4/8 - 4/15	\$	5,152	1
Talent on Parade	5/1/21	\$	12,715	1
Mobile Training Lab	5/1/21	\$	2,469	1
Univ of Minn Rochester Graduation	5/15/21	\$	6,792	1
Partnership for Youth	7/10/21	\$	57,968	1
It Is Written	9/30 - 10/15	\$	27,675	1
DMCC EDA Staff Meeting	10/28/21	\$	1,877	3
Mayo Clinic Annual Meeting of the Staff	11/18/21	\$	45,603	1
DMCC Board Meeting	11/18/21	\$	21,346	3
Total Assemblies:		\$	665,675.88	73

Banquets	Date	Est	Net Revenue	<b>Event Count</b>
Rotary Club Meeting	4/8/21	\$	2,288	5
Mayor's Prayer Breakfast	5/6/21	\$	1,454	1
Mayo Clinic Commencement	5/21/21	\$	14,270	1
Chamber of Commerce Celebration	6/3/21	\$	14,818	1
Sobek - Cevallos Wedding	6/19/21	\$	10,284	1
Rotary Club	7/8/21	\$	4,118	9
Mayo Summer Picnic	8/14/21	\$	34,193	1
Ahlquist Memorial Service	8/14/21	\$	3,012	1
Mayo Clinic Argent Dinner & Entertainment	9/28/21	\$	89,890	1
Rochester Pride	9/25/21	\$	925	1
Sada - Alsarah Wedding	9/4/21	\$	3,910	1
TBD Wedding	TBD	\$	6,428	1
Hopa Gala	10/2/21	\$	11,000	1
The Fete	10/15/21	\$	6,496	1
Empty Bowls	10/19/21	\$	2,550	1
Men Of His Word	10/23/21	\$	7,814	1
Mayo Clinic Brain, Health, Dementia	10/29/21	\$	34,068	1
Legal Assitance of Olmsted County	10/9/21	\$	8,220	1
Prez Quinceanera	10/23/21	\$	10,204	1
Gillette - Pepsi Co Wide Meeting	12/1/21	\$	6,755	1
McNeilus Steel Christmas Party	12/4/21	\$	18,844	1
Shindelar Wedding	TBD	\$	8,387	1
Total Banquets		\$	299,924.28	34

Concert:	Date	Est	t. Net Revenue	Event Count
Olmsted County Deputy	6/18/21	\$	15,644	2
Rochester Police Benevolent	6/18/21	\$	7,822	1
Down By the Riverside	7/11 - 8/15	\$	23,550	6
Billy Currington	8/27/21	\$	24,083	1
Blues Traveler	8/20/21	\$	18,856	1
P. Hall Show	9/1/21	\$	14,992	1
Theresa Caputo	9/30/21	\$	20,996	1
Beatles Vs Stones	9/16/21	\$	8,521	1
Paula Poundstone	9/23/21	\$	6,896	1
Whose Live Anyway	10/13/21	\$	7,640	1
Uncaged: Tiger King Q&A	10/2/21	\$	4,558	1
Home Free	10/19/21	\$	10,367	1
Jim Gaffigan	11/12/21	\$	43,198	2
Matt Stell	11/20/21	\$	15,867	1
An Evening with CS Lewis	11/5/21	\$	10,067	1
Sara Evans Christmas	12/19/21	\$	12,217	1
Northern Lights Festival	11/29 - 12/21	\$	64,899	1
Rocky Mountain High	12/4/21	\$	5,742	1
Total Concerts:		\$	315,913.93	25

Consumer / Public	Date	Es	t. Net Revenue	<b>Event Count</b>
Rochester Area Home Builders Show	2/4/21	\$	44,135	1
Studs, Struts, & Stiletttos	10/13/21	\$	6,800	1
Townesquare Womens Expo	10/30/21	\$	5,066	1
Mayo Clinic Employee Craft Show	11/20/21	\$	10,088	1
Holiday Business Craft Show	11/20/21	\$	4,339	1
MN Christmas Market	11/12 - 11/13	\$	5,275	1
Festival of Trees	11/29/21	\$	46,078	1
Total Consumer / Public		\$	121,780.50	7

Conventions:	Date	Est	. Net Revenue	Event Count
TBD Conference	TBD	\$	36,958	4
Mayo Clinic Board Reviews	8/26/21	\$	161,229	1
Mayo Clinic Internal Medicine	9/17/21	\$	8,280	1
Pediatric Cancer Research Charity Event	9/18/21	\$	3,842	1
Mayo Clinic Study of Aging Appreciation	9/25/21	\$	34,394	1
Minnesota Toward Death Zero Conference	10/14/21	\$	66,003	1
Information Technology Educators of MN	10/16/21	\$	29,838	1
MN District Assemblies of God Youth	10/22/21	\$	8,352	1
Mayo Clinic Clinical Reviews	10/24/21	\$	5,910	1
Nerdin Out Comicon	10/22 - 10/24	\$	23,102	1
Total Conventions		\$	377,906.52	13

Family Shows	Date	Est.	<b>Event Count</b>	
Cardinal Idol	5/4/21	\$	2,638	1
Moscow Ballet	12/4/21	\$	6,296	1
Rochester Dance Co - The Nutcracker	12/12/21	\$	8,093	1
Tonic Sol Fa	12/17/21	\$	7,346	1
Total Family Shows		\$	24,372.41	4

Meetings	Date	Est	. Net Revenue	Event Count
Omsted County Bridge Collaborative	6/20 - 6/27	\$	19,042	1
TBD Meeting	TBD	\$	11,376	4
Mayo Clinic Laboratories Divisional Meeting	9/27 - 9/29	\$	24,379	1
Mayo Clinic Laboratories Divisional Meetings	10/4-6/21	\$	24,695	1
Total Meetings		\$	79,491.88	7

Sporting Events	Date	Est	. Net Revenue	Event Count
Frostbite Volleyball Tournament	1/16/21	\$	2,780	1
Big City Luau	1/30/21	\$	2,950	1
RCYBA Practices	1/1/21	\$	18,590	3
RCYBA Tournament Dates	2/1/21	\$	3,750	1
Triology Dance	3/6/21	\$	2,120	1
Just for Kix	4/17/21	\$	12,000	1
Just for Kix Dance Recital	3/13/21	\$	2,475	1
USTA National Championships	6/13 - 6/19	\$	35,250	1
Med City Body Building	8/27 - 8/28	\$	3,510	1
Med City Fitness	5/29/21	\$	4,050	1
MSHSL Sec 1 Volleyball	11/8/21	\$	17,812	1
Trilogy Dance	11/6/21	\$	3,350	1
HVL/TRC Showdown Basketball	12/11/21	\$	3,975	1
SEC Showcase	12/18/21	\$	4,150	1
Rotary Holiday Classic	12/29/21	\$	10,495	1
Total Sporting Events	-	\$	127,257.14	17

## **Mayo Civic Center**

## Capital Budget As of March 31, 2021

Project	Room	Staff Lead	P.O. Number	Estimated	Paid	Vendor	Notes:
				Dollar			
				Amount			
				(w/o Tax)			
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 -	Back of House	Joe Kollar	10002	\$3,603	\$3,626	Parsons Technology	In-Process
S2 64 Portal Expansion							
MCC Network	MCC	Adam Lien		\$100,000	\$138,146	3 Vendors	In-Process
Website	MCC	Joe Kollar		\$35,000	\$34,288	Simpleview	In-Process

\$195,582 Committed to Capital

\$224,538 Total - Paid on Capital Projects