

DMO Corporation  
Financial Summary  
August 31, 2020

MCC Operations	Current Month	Current Budget	Variance	Year to Date	Year To Date Budget	Variance
Adjusted Gross Income	<b>13,231</b>	333,594	-96.03%	<b>368,073</b>	3,083,077	-88.06%
<b>INDIRECT EXPENSES</b>						
Total Indirect Expenses	189,142	394,101	-52.01%	1,772,937	3,152,808	-43.77%
<b>Net Income (Loss)</b>	<b>(\$ 175,911)</b>	<b>(\$ 60,507)</b>	<b>-190.73%</b>	<b>(\$ 1,404,864)</b>	<b>(\$ 69,731)</b>	<b>1914.69%</b>
<b>DMO</b>						
Revenue						
Adjusted Gross Income	<b>277,070</b>	316,667	-12.50%	2,544,142	2,533,333	0.43%
Monthly Expenditures	<b>87,555</b>	<b>182,379</b>	-51.99%	939,687	1,004,368	<b>-6.44%</b>
<b>Net Income (Loss) From DMO</b>	<b>189,515</b>	<b>134,288</b>	<b>41.13%</b>	<b>1,604,455</b>	<b>1,528,966</b>	<b>4.94%</b>
<b>Net Income (Loss) From Corporation</b>	<b>13,604</b>	<b>73,781</b>	<b>-81.56%</b>	<b>199,591</b>	<b>1,459,235</b>	<b>-86.32%</b>

\* AGI \$13,231

\* F&B expenses are included in the operating expenses

\* The Corporation continues to work to mitigate operating expenses where needed

\* For the year, due to these mitigation efforts, the statement for the Corporation shows a positive of \$199,951

	Year to Date	September	October	November	December	Total
<b>EVENT INCOME</b>						
Direct Event Income						
Rental Income	484,255	11,450	27,250	19,275	32,060	574,290
Service Revenue	119,144	5,700	12,800	5,350	15,100	158,094
Service Expenses	(139,319)	(3,990)	(8,960)	(3,745)	(10,010)	(166,024)
<b>Total Direct Event Income</b>	<b>464,080</b>	<b>13,160</b>	<b>31,090</b>	<b>20,880</b>	<b>37,150</b>	<b>566,360</b>
<b>Ancillary Income</b>						
F & B Concessions	37,140	-	2,000	2,000	2,000	43,140
F & B Catering	(214,994)	(60,000)	(40,000)	(40,000)	(40,000)	(394,994)
Novelty Sales	1,084	-	-	-	-	1,084
Telephone	-	-	-	-	-	-
Electrical Services	9,326	300	300	300	300	10,526
Audio Visual	36,860	3,500	3,500	3,500	3,500	50,860
Internet Services	3,902	500	500	500	500	5,902
Equipment Rental	20,724	3,000	3,000	3,000	3,000	32,724
Other Ancillary	782	-	-	-	-	-
<b>Total Ancillary Income</b>	<b>(105,176)</b>	<b>(52,700)</b>	<b>(30,700)</b>	<b>(30,700)</b>	<b>(30,700)</b>	<b>(250,758)</b>
<b>Other Event Income</b>						
Other Event Related Income	2,475	-	-	-	-	2,475
Event Advertising Income	835	-	-	-	-	835
Ticket Rebates	-	-	-	-	-	-
Facility Fees	5,859	-	-	1,000	1,000	7,859
<b>Total Other Event Income</b>	<b>9,169</b>	<b>-</b>	<b>-</b>	<b>1,000</b>	<b>1,000</b>	<b>11,169</b>
<b>Total Event Income</b>	<b>368,073</b>	<b>(39,540)</b>	<b>390</b>	<b>(8,820)</b>	<b>7,450</b>	<b>326,771</b>
<b>OTHER OPERATING INCOME</b>						
Other Income	-	-	-	-	-	-
<b>Total Other Operating Income</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>
<b>Adjusted Gross Income</b>	<b>368,073</b>	<b>(39,540)</b>	<b>390</b>	<b>(8,820)</b>	<b>7,450</b>	<b>326,771</b>
<b>INDIRECT EXPENSES</b>						
Salaries & Wages	834,136	60,000	60,000	60,000	60,000	1,074,136
Payroll Taxes & Benefits	201,952	23,000	23,000	23,000	23,000	293,952
Labor Allocations to Events	(69,746)	-	-	-	-	(69,746)
<b>Net Salaries and Benefits</b>	<b>966,342</b>	<b>83,000</b>	<b>83,000</b>	<b>83,000</b>	<b>83,000</b>	<b>1,298,342</b>
Contracted Services	44,381	5,000	5,000	5,000	8,000	67,381
General and Administrative	75,145	2,500	2,500	2,500	8,000	90,645
Operating	39,006	1,000	1,000	1,000	7,000	49,006
Repairs & Maintenance	40,008	1,000	1,000	1,000	5,000	48,008
Operational Supplies	36,082	1,000	1,000	1,000	5,000	44,082
Insurance	13,439	500	500	500	3,200	18,139
Utilities	458,534	65,000	65,000	65,000	65,000	718,534
Other	-	-	-	-	-	-
SMG Management Fees	100,000	12,500	12,500	12,500	12,500	150,000
Allocated Expenses	-	-	-	-	-	-
<b>Total Indirect Expenses</b>	<b>1,772,937</b>	<b>171,500</b>	<b>171,500</b>	<b>171,500</b>	<b>196,700</b>	<b>2,484,137</b>
<b>Net Income (Loss)</b>	<b>(1,404,864)</b>	<b>(211,040)</b>	<b>(171,110)</b>	<b>(180,320)</b>	<b>(189,250)</b>	<b>(2,157,366)</b>
<b>DMO Side Ops</b>						
<b>Revenue</b>						
City of Rochester	2,812,225	276,000	76,000	76,000	276,000	3,516,225
Interest & Dividends	4,156	-	-	-	-	4,156
Unrealized Gains & Losses on Investments	4,207	-	-	-	-	4,207
Administration Fee	1,085	-	-	-	-	1,085
Miscellaneous Income	(191)	-	-	-	-	(191)
<b>Adjusted Gross Income</b>	<b>2,821,482</b>	<b>276,000</b>	<b>76,000</b>	<b>76,000</b>	<b>276,000</b>	<b>3,524,588</b>
<b>Personnel</b>						
Salaries	415,422	44,309	44,309	44,309	44,309	592,658
Benefits Etc	103,390	13,293	13,293	13,293	13,293	156,561
<b>Total Personnel</b>	<b>518,812</b>	<b>57,602</b>	<b>57,602</b>	<b>57,602</b>	<b>57,602</b>	<b>749,219</b>
Administrative	340,435	1,000	1,000	1,000	1,000	344,435
Sales & Services	(1,458)	2,917	2,917	2,917	2,917	10,208
MCC Sales & Marketing	53,231	25,000	25,000	25,000	25,000	153,231
Marketing	70,584	14,731	14,731	14,731	14,731	129,507
Visitor Services	46,200	10,757	10,757	10,757	10,757	89,228
Misc	-	5,500	5,500	5,500	5,500	22,000
Operational Cutbacks (monthly savings)	-	-	-	-	-	-
<b>Monthly Total Expenditures</b>	<b>1,027,805</b>	<b>117,506</b>	<b>117,506</b>	<b>117,506</b>	<b>117,506</b>	<b>1,497,829</b>
<b>Net Income (Loss) From DMO</b>	<b>1,793,677</b>	<b>158,494</b>	<b>(41,506)</b>	<b>(41,506)</b>	<b>158,494</b>	<b>2,027,653</b>
<b>Net Income (Loss) From Corporation</b>	<b>388,813</b>	<b>(52,546)</b>	<b>(212,616)</b>	<b>(221,826)</b>	<b>(30,756)</b>	<b>(128,931)</b>

Mayo Civic Center  
Balance Sheet  
August 31, 2020

ASSETS

Current Assets		
Cash	\$	828,841
Accounts Receivable		(52,425)
Prepaid Assets		79,612
Inventory		<u>0</u>
Total Current Assets		856,028
Fixed Assets		
Fixed Assets		181,083
Accumulated Depreciation		<u>0</u>
Total Fixed Assets		181,083
Other Assets		
Other Assets		0
Deposits		<u>0</u>
Total Other Assets		<u>0</u>
Total Assets		<u><u>\$ 1,037,111</u></u>

LIABILITIES AND EQUITY

Current Liabilities		
Accounts Payable	\$	482,489
Accrued Expenses		119,116
Deferred Income		0
Advance Ticket Sales/Deposits		578,752
Other Current Liabilities		<u>0</u>
Total Current Liabilities		1,180,357
Long-Term Liabilities		
Long Term Liabilites		<u>0</u>
Total Long-Term Liabilities		<u>0</u>
Total Liabilities		1,180,357
Equity		
Net Funds Received		0
Retained Earnings		0
Net Income (Loss)		<u>(143,246)</u>
Total Equity		<u>(143,246)</u>
Total Liabilities & Equity		<u><u>\$ 1,037,111</u></u>

Mayo Civic Center  
Balance Sheet Supporting  
August 31, 2020

**ASSETS**

**Cash and Investments**

Cash - Operating	\$	125,897
Cash - Box Office		693,894
Petty Cash - General Operating		400
Change Fund - Box Office		8,650
		8,650

Total Cash and Investments 828,841

**Accounts Receivable**

A/R-Food & Beverage		(227,843)
A/R-Maj. Ten't. 1		40,625
A/R		134,793
		134,793

Total Accounts Receivable (52,425)

**Prepaid Assets**

Prepaid Insurance		1,046
Prepaid Advertising Trade		5,637
Prepaid Miscellaneous Expenses		72,929
		72,929

Total Prepaid Assets 79,612

**Inventory**

Inventory 0

**Fixed Assets**

Fixed Assets 181,083

Total Fixed Assets 181,083

**Depreciation**

Accumulated Depreciation 0

Total Depreciation 0

**Other Assets**

Other Assets 0

Total Other Assets 0

**Deposits**

Deposits 0

Total Deposits 0

0

Mayo Civic Center  
Balance Sheet Supporting

Total Assets August 31, 2020 \$ 1,037,111

**LIABILITIES AND EQUITY**

**Accounts Payable**

A/P Control	\$ 467,126	
A/P-State Sales Tax	(422)	
A/P-Workers Compensation	2,072	
A/P-401(k) Withholding	<u>13,713</u>	
Total Accounts Payable		482,489

**Accrued Expenses**

Accrued Expenses	84,051	
Accrued Payroll	21,607	
Accrued Vacation	9,125	
Accrued Workers Compensation	<u>4,333</u>	
Total Accrued Expenses		119,116

**Deferred Income**

Total Deferred Income		<u>0</u>
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**Advance Ticket Sales/Deposits**

Advance Ticket Sales	394,009	
Advance Ticket Consignments	(2,614)	
Advance Fac Fee	11,537	
Advance Tix Rebate	(75)	
Advance Deposits Meetings	168,286	
Advance Deposits Conventions	(2,527)	
Damage Deposits	2,900	
TM Post Commissions/Promotion	<u>2,685</u>	
Advance Ticket Sales/Deposits		574,201

**Other Current Liabilities**

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

**Long-Term Liabilities**

Total Long-Term Liabilities		0
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**Equity**

Retained Earnings	0	
Net Income (Loss)	(143,246)	

Mayo Civic Center  
Balance Sheet Supporting  
August 31, 2020

Equity	(143,246)
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<b>Total Liabilities &amp; Equity</b>	<b>\$ 1,032,560</b>

Corporation  
Lead Income Statement For the Eighth Month  
Ending August 31, 2020

	Current Month Current Month	Current Budget Current Month	Variance Variance	Year to Date Year to Date	Year To Date Budget Year to Date	Variance Variance
<b>EVENT INCOME</b>						
Direct Event Income						
Rental Income	\$ 13,790	\$ 131,737	(117,947)	\$ 484,255	\$ 1,092,414	(608,159)
Service Revenue	1,614	46,523	(44,909)	119,144	380,735	(261,591)
Service Expenses	(95)	0	(95)	(139,319)	0	(139,319)
<b>Total Direct Event Income</b>	<b>15,309</b>	<b>178,260</b>	<b>(162,951)</b>	<b>464,080</b>	<b>1,473,149</b>	<b>(1,009,069)</b>
Ancillary Income						
F & B Concessions	467	16,875	(16,408)	37,140	175,615	(138,475)
F & B Catering	23	78,732	(78,709)	(214,994)	600,384	(815,378)
Novelty Sales	0	0	0	1,084	0	1,084
Telephone	0	1,021	(1,021)	0	7,609	(7,609)
Electrical Services	(3,450)	7,734	(11,184)	9,326	63,813	(54,487)
Audio Visual	0	27,977	(27,977)	36,860	269,622	(232,762)
Internet Services	0	4,200	(4,200)	3,902	34,650	(30,748)
Equipment Rental	0	4,545	(4,545)	20,724	37,504	(16,780)
Other Ancillary	782	1,920	(1,138)	782	15,040	(14,258)
<b>Total Ancillary Income</b>	<b>(2,178)</b>	<b>143,004</b>	<b>(145,182)</b>	<b>(105,176)</b>	<b>1,204,237</b>	<b>(1,309,413)</b>
Other Event Income						
Other Event Related Income	0	1,136	(1,136)	2,475	8,804	(6,329)
Luxury Box Ticket Sales	0	0	0	0	0	0
Club Seat Ticket Sales	0	0	0	0	0	0
Event Advertising Income	100	235	(135)	835	1,824	(989)
Ticket Rebates	0	5,363	(5,363)	0	160,666	(160,666)
Facility Fees	0	5,596	(5,596)	5,859	172,069	(166,210)
<b>Total Other Event Income</b>	<b>100</b>	<b>12,330</b>	<b>(12,230)</b>	<b>9,169</b>	<b>343,363</b>	<b>(334,194)</b>
<b>Total Event Income</b>	<b>13,231</b>	<b>333,594</b>	<b>(320,363)</b>	<b>368,073</b>	<b>3,020,749</b>	<b>(2,652,676)</b>
<b>OTHER OPERATING INCOME</b>						
Advertising	0	6,250	(6,250)	0	50,000	(50,000)
Other Income	0	1,541	(1,541)	0	12,328	(12,328)
<b>Total Other Operating Income</b>	<b>0</b>	<b>7,791</b>	<b>(7,791)</b>	<b>0</b>	<b>62,328</b>	<b>(62,328)</b>
<b>Adjusted Gross Income</b>	<b>13,231</b>	<b>341,385</b>	<b>(328,154)</b>	<b>368,073</b>	<b>3,083,077</b>	<b>(2,715,004)</b>
<b>INDIRECT EXPENSES</b>						
Salaries & Wages	101,250	150,444	(49,194)	834,136	1,203,552	(369,416)
Payroll Taxes & Benefits	12,846	50,565	(37,719)	201,952	404,520	(202,568)
Labor Allocations to Events	0	0	0	(69,746)	0	(69,746)
<b>Net Salaries and Benefits</b>	<b>114,096</b>	<b>201,009</b>	<b>(86,913)</b>	<b>966,342</b>	<b>1,608,072</b>	<b>(641,730)</b>
Contracted Services	0	4,750	(4,750)	44,381	38,000	6,381
General and Administrative	9,866	25,502	(15,636)	75,145	204,016	(128,871)
Operating	(14,683)	16,583	(31,266)	39,006	132,664	(93,658)
Repairs & Maintenance	4,175	19,209	(15,034)	40,008	153,672	(113,664)
Operational Supplies	2,544	24,522	(21,978)	36,082	196,176	(160,094)
Insurance	0	7,359	(7,359)	13,439	58,872	(45,433)
Utilities	60,644	82,500	(21,856)	458,534	660,000	(201,466)
Other	0	167	(167)	0	1,336	(1,336)
SMG Management Fees	12,500	12,500	0	100,000	100,000	0
Allocated Expenses	0	0	0	0	0	0
<b>Total Indirect Expenses</b>	<b>189,142</b>	<b>394,101</b>	<b>(204,959)</b>	<b>1,772,937</b>	<b>3,152,808</b>	<b>(1,379,871)</b>
<b>Net Income (Loss)</b>	<b>(\$ 175,911)</b>	<b>(\$ 52,716)</b>	<b>(123,195)</b>	<b>(\$ 1,404,864)</b>	<b>(\$ 69,731)</b>	<b>(1,335,133)</b>
<b>DMO</b>						
Revenue						
City of Rochester	276,191	316,667	(40,476)	2,812,225	2,533,333	278,892
Interest & Dividends	1,383	-	1,383	4,156	1,415	2,741
Unrealized Gains & Losses on Invest	(507)	-	(507)	4,207	874	3,333
Administrative Fee	-	-	-	1,085	-	1,085
Miscellaneous Income	3	-	3	(191)	-	194
<b>Adjusted Gross Income</b>	<b>277,070</b>	<b>316,667</b>	<b>(39,600)</b>	<b>2,821,482</b>	<b>2,535,622</b>	<b>284,966</b>
Salaries & Wages	33,305	71,917	(38,612)	415,422	440,841	(25,419)
Payroll Taxes & Benefits	10,651	25,521	(14,870)	103,390	117,562	(14,172)
<b>Total Personnel</b>	<b>43,956</b>	<b>97,438</b>	<b>(53,482)</b>	<b>518,812</b>	<b>558,403</b>	<b>(39,591)</b>
Administrative	37,279	20,685	16,594	340,435	228,220	112,215
Sales & Services	8,517	4,710	3,807	(1,458)	36,846	(38,304)
MCC Marketing	(5,993)	34,058	(40,051)	53,231	140,000	(86,769)
Marketing	8,517	14,731	(6,214)	70,584	100,922	(30,338)
Visitors Services	3,795	10,757	(6,962)	46,200	66,028	(19,828)
<b>Monthly Expenditures</b>	<b>87,555</b>	<b>182,379</b>	<b>(94,825)</b>	<b>1,027,805</b>	<b>1,130,419</b>	<b>(102,615)</b>
<b>Net Income (Loss) From DMO</b>	<b>189,515</b>	<b>134,288</b>	<b>55,226</b>	<b>1,793,677</b>	<b>1,405,203</b>	<b>387,581</b>
<b>Net Income (Loss) From Corporation</b>	<b>13,604</b>	<b>81,572</b>	<b>(67,970)</b>	<b>388,813</b>	<b>1,335,472</b>	<b>(947,552)</b>

Mayo Civic Center  
Lead Income Statement For the Eighth Month  
Ending August 31, 2020

	Current Month	Current Month	Variance	Year to Date	Year to Date	Variance
<b>EVENT INCOME</b>						
<b>Direct Event Income</b>						
Rental Income	\$ 13,790	\$ 131,737	(117,947)	\$ 484,255	\$ 1,092,414	(608,159)
Service Revenue	1,614	46,523	(44,909)	119,144	380,735	(261,591)
Service Expenses	(95)	0	(95)	(139,319)	0	(139,319)
<b>Total Direct Event Income</b>	<b>15,309</b>	<b>178,260</b>	<b>(162,951)</b>	<b>464,080</b>	<b>1,473,149</b>	<b>(1,009,069)</b>
<b>Ancillary Income</b>						
F & B Concessions	467	16,875	(16,408)	37,140	175,615	(138,475)
F & B Catering	23	78,732	(78,709)	(214,994)	600,384	(815,378)
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	1,021	(1,021)	0	7,609	(7,609)
Electrical Services	(3,450)	7,734	(11,184)	9,326	63,813	(54,487)
Audio Visual	0	27,977	(27,977)	36,860	269,622	(232,762)
Internet Services	0	4,200	(4,200)	3,902	34,650	(30,748)
Equipment Rental	0	4,545	(4,545)	20,724	37,504	(16,780)
Other Ancillary	782	1,920	(1,138)	782	15,040	(14,258)
<b>Total Ancillary Income</b>	<b>(2,178)</b>	<b>143,004</b>	<b>(145,182)</b>	<b>(105,176)</b>	<b>1,204,237</b>	<b>(1,309,413)</b>
<b>Other Event Income</b>						
Other Event Related Income	0	1,136	(1,136)	2,475	8,804	(6,329)
Luxury Box Ticket Sales	0	0	0	0	0	0
Club Seat Ticket Sales	0	0	0	0	0	0
Event Advertising Income	100	235	(135)	835	1,824	(989)
Ticket Rebates	0	5,363	(5,363)	0	160,666	(160,666)
Facility Fees	0	5,596	(5,596)	5,859	172,069	(166,210)
<b>Total Other Event Income</b>	<b>100</b>	<b>12,330</b>	<b>(12,230)</b>	<b>9,169</b>	<b>343,363</b>	<b>(334,194)</b>
<b>Total Event Income</b>	<b>13,231</b>	<b>333,594</b>	<b>(320,363)</b>	<b>368,073</b>	<b>3,020,749</b>	<b>(2,652,676)</b>
<b>OTHER OPERATING INCOME</b>						
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	50,000	(50,000)
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	1,541	(1,541)	0	12,328	(12,328)
<b>Total Other Operating Income</b>	<b>0</b>	<b>7,791</b>	<b>(7,791)</b>	<b>0</b>	<b>62,328</b>	<b>(62,328)</b>
<b>Adjusted Gross Income</b>	<b>13,231</b>	<b>341,385</b>	<b>(328,154)</b>	<b>368,073</b>	<b>3,083,077</b>	<b>(2,715,004)</b>
<b>INDIRECT EXPENSES</b>						
Salaries & Wages	101,250	150,444	(49,194)	834,136	1,203,552	(369,416)
Payroll Taxes & Benefits	12,846	50,565	(37,719)	201,952	404,520	(202,568)
Labor Allocations to Events	0	0	0	(69,746)	0	(69,746)
<b>Net Salaries and Benefits</b>	<b>114,096</b>	<b>201,009</b>	<b>(86,913)</b>	<b>966,342</b>	<b>1,608,072</b>	<b>(641,730)</b>
Contracted Services	0	4,750	(4,750)	44,381	38,000	6,381
General and Administrative	9,866	25,502	(15,636)	75,145	204,016	(128,871)
Operating	(14,683)	16,583	(31,266)	39,006	132,664	(93,658)
Repairs & Maintenance	4,175	19,209	(15,034)	40,008	153,672	(113,664)
Operational Supplies	2,544	24,522	(21,978)	36,082	196,176	(160,094)
Insurance	0	7,359	(7,359)	13,439	58,872	(45,433)
Utilities	60,644	82,500	(21,856)	458,534	660,000	(201,466)
Other	0	167	(167)	0	1,336	(1,336)
SMG Management Fees	12,500	12,500	0	100,000	100,000	0
Allocated Expenses	0	0	0	0	0	0
<b>Total Indirect Expenses</b>	<b>189,142</b>	<b>394,101</b>	<b>(204,959)</b>	<b>1,772,937</b>	<b>3,152,808</b>	<b>(1,379,871)</b>
<b>Net Income (Loss)</b>	<b>(\$ 175,911)</b>	<b>(\$ 52,716)</b>	<b>(123,195)</b>	<b>(\$ 1,404,864)</b>	<b>(\$ 69,731)</b>	<b>(1,335,133)</b>



Experience Rochester  
Profit Loss Statement  
For the Eighth Month Ending  
August 31, 2020

	Total	Budget
<b>Income</b>		
4101.00 City of Rochester	276,190.86	316,666.00
4910.00 Interest Income	1,383.48	
4940.00 Misc income	3.00	0.00
<b>Total Income</b>	<b>277,577.34</b>	<b>\$ 316,666.00</b>
<b>Gross Profit</b>	<b>277,577.34</b>	<b>\$ 316,666.00</b>
<b>Expenses</b>		
<b>5100.00 Personnel</b>		
5101.00 Salaries	33,304.74	39,108.00
5103.00 Payroll Taxes	2,437.37	0.00
5104.00 Employee Benefits		11,732.00
5104.01 Medical Insurance	7,056.93	0.00
5104.02 HSA Contribution	312.60	0.00
<b>Total 5104.00 Employee Benefits</b>	<b>136.40</b>	<b>0.00</b>
5105.00 Pension	533.25	0.00
5106.00 Workers Compensation	174.67	0.00
<b>Total 5100.00 Personnel</b>	<b>\$ 43,955.96</b>	<b>\$ 50,840.00</b>
<b>5200 Administration</b>		
5201.00 Local Travel & Meetings	16,868.47	0.00
5201.01 Local Meetings	\$ 16,868.47	\$ 0.00
<b>Total 5201.00 Local Travel &amp; Meetings</b>	<b>0.00</b>	
<b>5203.00 Postage</b>		
5203.01 Metered & Bulk	0.00	4,055.00
<b>Total 5203.00 Postage</b>	<b>\$ 0.00</b>	<b>\$ 4,055.00</b>
<b>5204.00 Office Supplies</b>		
5205.00 Telephone	156.00	0.00
5205.01 Office	1,128.25	0.00
5205.02 Cellular	\$ 156.00	\$ 0.00
5205.03 Exp shared by Arts/Fest/Sports	-184.69	0.00
<b>Total 5205.00 Telephone</b>	<b>1,255.56</b>	
<b>5208.00 Equipment Lease &amp; Maintenance</b>		
5208.02 Copier System	248.56	0.00
5208.04 Water Machine Lease	\$ 0.00	\$ 0.00
<b>Total 5208.00 Equipment Lease &amp; Maintenance</b>	<b>248.56</b>	
<b>5210.00 Insurance</b>		
5210.02 Office Contents	192.25	0.00
<b>Total 5210.00 Insurance</b>	<b>\$ 154.25</b>	<b>\$ 0.00</b>
5211.00 Rent	-1,350.00	
5212.00 Banking Fees/Charges	20.00	0.00
<b>5216.00 Professional Services</b>	<b>\$ 9,500.00</b>	<b>\$ 0.00</b>
5216.01 Accounting Services	\$ 750.00	
5216.02 CRM Ongoing & Support	-983.00	-8,591.00
5216.04 Misc Legal	0.00	0.00

Experience Rochester  
Profit Loss Statement  
For the Eighth Month Ending  
August 31, 2020

5216.06 City Network	0.00		
5216.13 GSuite Storage and Email Sync	144.00		
<b>Total 5216.00 Professional Services</b>	<b>0.00</b>		<b>0.00</b>
5220.00 Office Maintenance	0.00		0.00
5221.00 Staff & Volunteer Parking	0.00		12,000.00
5221.02 Volunteer Parking	46.00		0.00
<b>Total 5221.00 Staff &amp; Volunteer Parking</b>	<b>0.00</b>		<b>0.00</b>
5270 Depreciation	\$ 9,860.00	\$	0.00
<b>Total 5200 Administration</b>	<b>37,279.46</b>		<b>12,000.00</b>
5400.00 Sales & Convention Services	0.00		0.00
5405.00 Client & Partner Meetings	0.00		0.00
5405.01 Go To Meeting Subscription	\$ 0.00	\$	0.00
<b>Total 5405.00 Client &amp; Partner Meetings</b>	<b>0.00</b>		<b>0.00</b>
<b>Total 5400.00 Sales &amp; Convention Services</b>	<b>\$ 0.00</b>	<b>\$</b>	<b>7,464.00</b>
5500 Marketing	0.00		
5502.00 ER Website	0.00		2,917.00
5502.03 Search Engine Optimization	5,833.33		
<b>Total 5502.00 ER Website</b>	<b>0.00</b>		<b>0.00</b>
5503.00 Content Generation	0.00	\$	<b>0.00</b>
5503.03 Social Media	\$ 2,335.00	\$	<b>2,917.00</b>
<b>Total 5503.00 Content Generation</b>	<b>299.00</b>		
5508.00 Email Marketing	0.00		
5508.01 MailChimp Subscription	0.00		14,731.00
<b>Total 5508.00 Email Marketing</b>	<b>\$ 0.00</b>	<b>\$</b>	<b>14,731.00</b>
5599.00 Other	0.00		
<b>Total 5500 Marketing</b>	<b>8,517.33</b>		<b>0.00</b>
5700.00 RASC	0.00	\$	<b>0.00</b>
5702.00 Sports Event Subsidy	2,215.00		0.00
5715.00 Employee benefits	0.00	\$	<b>14,731.00</b>
5715.04 Pension contributions	0.00		
<b>Total 5715.00 Employee benefits</b>	<b>0.00</b>		<b>0.00</b>
<b>Total 5700.00 RASC</b>	<b>\$ 0.00</b>	<b>\$</b>	<b>0.00</b>
5800.00 Visitor Experience	0.00		
5804.00 Digital Kiosk Program, Maintenance & Internet	0.00		
5804.01 OMNI Monthly Fee for Kiosks	954.98		10,757.00
<b>Total 5804.00 Digital Kiosk Program, Maintenance &amp; Internet</b>	<b>\$ 0.00</b>	<b>\$</b>	<b>10,757.00</b>
5807.00 Research (Experience Dedicated Destination Survey)	0.00		0.00
5807.01 Monthly Subscriptions	500.00		
5807.03 Survey Completion Effort	125.49		0.00
<b>Total 5807.00 Research (Experience Dedicated Destination Survey)</b>	<b>\$ 625.49</b>	<b>\$</b>	<b>0.00</b>
5809.00 Certified Tourism Ambassador Program			0.00
5809.09 Credit Card Processing Fee	\$ 125.49	\$	<b>10,757.00</b>

Experience Rochester  
Profit Loss Statement  
For the Eighth Month Ending  
August 31, 2020

<b>Total 5809.00 Certified Tourism Ambassador Program</b>	125.49		
<b>5899.00 Other</b>	277.67		25,000.00
<b>Total 5800.00 Visitor Experience</b>	5,736.90		
<b>6000.00 Mayo Civic Center Sales &amp; Marketing</b>			0.00
<b>6201.00 Convention Subsidy</b>	-1,777.00		
<b>6301.00 Trade Shows</b>	-4,120.00		
<b>6402.00 Prospecting and Lead Generation</b>	50.00		
<b>6404.00 Sales Trips</b>	18.14		
<b>6406.00 Economic Impact Calculator-meeting and event module</b>	<u>138.53</u>		
	<b>\$ 138.53</b>	<b>\$</b>	<b>0.00</b>
<b>6409.00 Attendance Building &amp; VIP</b>	-416.66		
<b>Total 6000.00 Mayo Civic Center Sales &amp; Marketing</b>	<u>-278.13</u>		0.00
<b>Total Expenses</b>	<b>\$ 87,555.70</b>	<b>\$</b>	<b>127,764.00</b>
<b>9792 unrealized gain and losees</b>	<b>-\$ 507.17</b>		
<b>Net Operating Income</b>	189,514.47		188,902.00

	July	YTD
<b>Sales</b>		
4150-3010 - Candy Sales	-	8,562.46
4150-3030 - Popcorn Sales	-	7,109.19
4150-3040 - Ice Cream Sales	-	969.95
4150-3070 - Hot Dog Sales	-	13,399.58
4150-3080 - Hamburger Sales	-	16,768.02
4150-3090 - Nacho Sales	-	4,614.10
4150-3100 - Peanut-Snacks Sales	-	3,539.40
4150-3120 - Pizza Sales	-	8,426.62
4150-3130 - Health Food Sales	-	1,870.20
4150-3150 - W&W Sales	-	6,893.10
4150-3361 - Coupon Discount	-	413.05
4150-3170 - Dessert Sales	-	1,835.91
Total Concessions Food Sales	-	<b>74,401.58</b>
<b>Concessions Alcohol</b>		
4150-3180 - Liquor Sales	-	37,172.94
4150-3190 - Wine Sales	-	3,890.04
4150-3200 - Canned Beer Sales	-	68,008.47
Total Concessions Alcohol	-	<b>109,071.45</b>
<b>Concessions NA Beverage</b>		
4150-3020 - Coffee Sales	-	2,632.28
4150-3050 - Soft Drink Sales	-	113.09
4150-3060 - Can Soft Drink Sales	-	56,931.57
Total Concessions NA Beverage	-	<b>59,676.94</b>
Total Concessions Sales	-	<b>243,149.97</b>
Other Income		
4280-4500 - Sub Contractor Income	-	2,266.34
4280-4590 - Management Charge Income	-	26,808.47
4280-4600 - Rebates and Discounts Income	-	1,704.90
Total Other Income	-	<b>30,779.71</b>
4270-0000 - Reimbursable Cost Income	-	18,172.85
Catering Food Sales		
4160-3240 - Catering Picnic Food	-	119,583.17
Total Catering Food	-	119,583.17
Catering Alcohol		
4160-3270 - Catering Can Beer	-	772.50
4160-3300 - Catering Wine	-	487.50
Total Catering Alcohol	-	1,260.00
Catering NA Beverage		
4160-3260 - Catering Non-Alc	-	2,501.55
Total Catering NA Beverage	-	2,501.55
Total Catering Sales	-	123,344.72
Total Sales	-	366,494.69
Other Income		
4280-4500 - Sub Contractor Income	-	2,266.34
4280-4590 - Management Charge Income	-	27,046.22
4280-4600 - Rebates and Discounts Income	23.17	1,783.35
4280-4630 - Labor Setup Income	-	140.00
Total Other Income	<b>23.17</b>	31,235.91
4270-0000 - Reimbursable Cost Income	-	31,972.85
<b>Total Revenue</b>	<b>23.17</b>	<b>429,723.45</b>
<b>Cost of Sales</b>		
Concessions Food COS		
5010-3010 - Candy COS	-	2,486.25
5010-3030 - Popcorn COS	-	553.92
5010-3040 - Ice Cream COS	-	49.87
5010-3070 - Hot Dog COS	-	3,145.96
5010-3080 - Hamburger COS	-	2,952.71

5010-3090 - Nacho COS	-	1,792.64
5010-3100 - Peanut and Snacks COS	-	1,787.15
5010-3120 - Pizza COS	-	3,121.54
5010-3140 - Barbecue COS	-	81.94
5010-3160 - Food Court COS	-	1,829.50
5010-3170 - Dessert COS	-	710.39
5010-4840 - Spoilage	-	1,447.83
<b>Total Concessions Food COS</b>	-	<b>19,959.70</b>
<b>Concessions Alcohol COS</b>		
5010-3180 - Liquor COS	-	16,583.61
5010-3190 - Wine COS	-	(2,841.42)
5010-3200 - Canned Beer COS	-	20,139.90
5010-3210 - Draft Beer COS	-	262.00
<b>Total Concessions Alcohol COS</b>	-	<b>34,144.09</b>
<b>Concessions NA Beverage COS</b>		
5010-3020 - Coffee COS	-	3,970.27
5010-3050 - Soft Drink COS	-	(954.38)
5010-3060 - Can Soft Drink COS	-	19,237.41
<b>Total Concessions NA Bev COS</b>	-	<b>22,253.30</b>
Total Concessions COS	-	<b>76,357.09</b>
Catering Food		
5020-3240 - Catering and Picnic COS	(467.42)	7,543.27
5020-3250 - Suite and Rest Food COS	-	0.00
Total Catering Food COS	(467.42)	<b>7,543.27</b>
Catering Alcohol COS		
5020-3270 - Catering Can Beer COS	-	(446.62)
5020-3290 - Catering Liquor COS	-	965.11
5020-3300 - Catering Wine COS	-	(1,686.75)
Total Catering Alcohol COS	-	<b>(1,168.26)</b>
Catering NA Beverage COS		
5020-3260 - Catering Non-Alc COS	-	625.39
Total Catering NA Bev COS	-	<b>625.39</b>
Total Catering COS	-	<b>7,000.40</b>
Cost of Sales	-	<b>83,357.49</b>
5050-3362 - At Cost Discount	-	<b>31,972.85</b>
<b>Labor</b>		
Fixed Wages		
5090-5920 - Severance	-	1,923.08
5090-5450 - Management Salaries	21,615.39	170,914.82
Total Fixed Wages	<b>21,615.39</b>	<b>172,837.90</b>
<b>Variable Wages</b>		
Concession Wages		
5090-5480 - Concession Wages	-	57,749.92
5090-5520 - Concession Temporary Staffing	-	5,698.80
<b>Total Concession Wages</b>	-	<b>63,448.72</b>
Catering Wages		
5090-5530 - Catering Suite Wages	-	7,338.71
5090-5550 - Catering Kitchen Wages	-	16,137.35
5090-5560 - Catering Watch and Wager	-	245.96
5090-5570 - Catering Billed Labor	-	(92.18)
<b>Total Catering Wages</b>	-	<b>23,629.84</b>
Other Wages		
5090-5690 - Office Wages	616.75	38,909.00
5090-5720 - Temporary Staffing	-	8,683.41
Total Other Wages	<b>616.75</b>	<b>47,592.41</b>
<b>Total Variable Wages</b>	<b>616.75</b>	<b>134,670.97</b>
Benefits		
5100-1130 - 401K	500.00	4,313.87

5100-6060 - Group Health Insurance	5,913.53	28,550.57
5100-6480 - Workers Compensation	889.96	13,852.87
<b>Total Benefits</b>	<b>7,303.49</b>	<b>46,717.31</b>
Payroll Taxes		
5110-0000 - Payroll Taxes Rev and Bal	8,754.45	32,688.62
Total Payroll Taxes	<b>8,754.45</b>	<b>32,688.62</b>
<b>Total Labor</b>	<b>38,290.08</b>	<b>386,914.80</b>
Variable Expenses		
Controllables		
5130-6200 - Vehicle Fuel Expense	-	448.85
5130-6270 - Relocation Expense	-	10,000.00
5130-6280 - Venue Entertainment	-	250.00
5150-0000 - Professional Fees - General	2.92	715.08
5180-6620 - Promotional	-	375.16
5190-6670 - IT Computer Maintenance	-	51.89
5190-6680 - IT Software and Licensing	279.85	4,987.28
5250-6170 - Misc Gifts	-	25.00
5250-6700 - Misc Other	-	2,258.92
5250-6710 - Decorating Cost	-	19.20
5250-6720 - Paper Supplies	-	3,215.28
5250-6730 - Cleaning Supplies	-	624.16
5250-6740 - Equipment Rental	-	200.97
5250-6745 - R-M Equipment Fund	-	8,149.16
5250-6750 - Armored Car	498.96	423.18
5250-6760 - Cash (Over)/Short	-	2,515.81
5250-6770 - Linen and Cleaning	-	2,808.04
5250-6800 - Recruiting	110.70	422.70
5250-6810 - Smallwares	-	761.22
5250-6830 - Employee Meals	-	255.54
5250-6840 - Promo Ad Fund	-	8,149.16
5250-6890 - Charitable Contributions	-	4,759.82
5250-6970 - Office Supplies	-	6,115.71
5250-6980 - Postage	-	236.91
5250-7000 - Printing	-	735.25
5250-7010 - Bank Fees	11.71	943.78
<b>5250-7020 - Cell Phone and Data</b>	<b>66.42</b>	<b>404.11</b>
5250-7070 - Uniforms	-	2,891.10
5250-7120 - Credit Card Fees	-	955.50
Total Controllables	<b>970.56</b>	<b>63,698.78</b>
Non-Controllables		
5120-0000 - Processing Fees General	28.28	789.77
5120-6150 - Time Saver Expense	1.34	371.26
5160-6460 - Insurance and Bonding	618.05	6,747.55
5170-6490 - License Fees	40.00	60.50
5170-6520 - Business Taxes	-	15.22
5210-0000 - Repair and Maintenance-Admin	210.00	3,546.50
<b>Total Non-Controllables</b>	<b>897.67</b>	<b>11,530.80</b>
<b>Total Variable Expenses</b>	<b>1,868.23</b>	<b>75,229.58</b>
Other Income Expenses		
5050-4500 - Other Sub Contractor Exp	-	(180.50)
<b>Total Other Income Expenses</b>	-	(180.50)
Non-Operating Expenses		
6000-0000 - Depreciation - Rev and Bal	3,047.32	21,560.51
5045-0000 - Contract Acquisition Exp	(22,392.44)	17,605.80
Non-Operating Expenses	<b>(19,345.12)</b>	<b>39,166.31</b>
Profit Before Client Profit	<b>(20,322.60)</b>	<b>(33,487.26)</b>
Management Fee		
5055-0000 - Client Profit	<b>(20,322.60)</b>	<b>(196,705.28)</b>
	-	-
	-	-

**Mayo Civic Center**  
**Aged Receivables As of August 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	
Nystrom & Associates 02.04.2020				1,596.14	1,596.14	
RAB Home Show 20/07-09/2020				20,000.00	20,000.00	
Starz Dance Competition 02.15-16.2020				7,923.26	7,923.26	
Platinum Dance Space Cancellation 02.21-23.2020				1,225.00	1,225.00	
Varsity Allstar Dance 02.29.2020				7,933.72	7,933.72	
Cabybeth Womens Expo 03.07.2020				460.99	460.99	
Rotary PETS District 5960 03.12-14.2020				72,899.23	72,899.23	
Food for Shelter May, 2020			5,700.00		5,700.00	
Frischman/ Peterson Wedding		1,800.00			1,800.00	<b>Paid</b>
Eagle Brook Church	438.00				438.00	
Eagle Brook Church	3,262.50				3,262.50	
Eagle Brook Church	2,523.75				2,523.75	
Eagle Brook Church	2,515.00				2,515.00	
Eagle Brook Church	3,279.50				3,279.50	
Surgical Training	3,000.00				3,000.00	<b>Paid</b>
	<b>15,018.75</b>	<b>1,800.00</b>	<b>5,700.00</b>	<b>112,273.84</b>	<b>134,793</b>	

Mayo Civic Center  
 Capital BudgetAs of  
 August 31, 2020

Project	Room	Staff Lead	P.O. Number	Estimated Dollar Amount (w/o Tax)	Paid	Vendor	Notes:
Intercom Gate Replacement	MCC	Joe Kollar	10000	\$15,789		Parsons Technology	In-Process
Box Office Security Cameras	Box Office	TR Wheeler	10001	\$14,056	\$12,499	Parsons Technology	Completed
Back of House Access Control Additions: 2 - Exhibit Hall(Bank of four doors) 4 - Arena Passage Doors 1 - Arena Door 1 - Kitchen Door 1 - Safe Door	Back of House	Joe Kollar	10002	\$24,381	\$29,262	Parsons Technology	In-Process
Back of House Access Control Additions - Suite 200	Back of House	Joe Kollar	10002	\$2,753	\$6,717	Parsons Technology	In-Process
Back of House Access Control Additions - S2 64 Portal Expansion	Back of House	Joe Kollar	10002	\$3,603	\$3,626	Parsons Technology	In-Process
MCC Network	MCC	Adam Lien		\$100,000	\$94,692	3 Vendors	In-Process
Website	MCC	Erin Okins		\$35,000	\$34,288	Simpleview	In-Process

**\$195,582 Committed to Capital**

**\$181,083 Total - Paid on Capital Projects**