

DMO Corporation
Financial Summary
July 30, 2020

	Current Month	Current Budget	Variance	Year to Date	Year To Date Budget	Variance
MCC Operations						
Adjusted Gross Income	(12,272)	324,200	-103.79%	354,843	2,741,699	-87.06%
INDIRECT EXPENSES						
Total Indirect Expenses	174,906	394,101	-55.62%	1,583,200	2,758,707	-42.61%
Net Income (Loss)	(\$ 187,178)	(\$ 69,901)	167.78%	(\$ 1,228,357)	(\$ 17,008)	7122.23%
DMO						
Revenue						
Adjusted Gross Income	276,197	316,667	-12.78%	2,544,142	2,533,333	0.43%
Monthly Expenditures	90,859	111,709	-18.66%	939,687	1,004,368	-6.44%
Net Income (Loss) From DMO	185,338	204,958	-9.57%	1,604,455	1,528,966	4.94%
Net Income (Loss) From Corporation	(1,840)	135,057	-101.36%	376,098	1,511,958	-75.13%

- * AGI (12,272) We had a little revenue form F&B but it was offset by F&B expenses.
- * AGI will only be negative temporarily due to lack of revenue.
- * Operations cut expenses by almost 56% and 42% for the year
- * For the year with subsidy corporation show a positive \$376K
- * Lost Events

Corporation Forecast
For the Seventh Month
Ending July 31, 2020

	Year to Date	August	September	October	November	December	Total
EVENT INCOME							
Direct Event Income							
Rental Income	470,465	8,000	10,900	45,525	30,725	37,060	602,675
Service Revenue	117,531	6,600	5,900	21,450	7,650	21,600	180,731
Service Expenses	(139,224)	(4,130)	(4,130)	(15,015)	(5,355)	(14,560)	(182,414)
Total Direct Event Income	448,772	10,470	12,670	51,960	33,020	44,100	600,992
Ancillary Income							
F & B Concessions	36,673	-	-	2,000	2,000	2,000	42,673
F & B Catering	(215,017)	(60,000)	(60,000)	(40,000)	(40,000)	(40,000)	(455,017)
Novelty Sales	1,084	-	-	-	-	-	1,084
Telephone	-	-	-	-	-	-	-
Electrical Services	12,776	-	300	300	300	300	13,976
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	-	-	-	-	-	-	-
Total Ancillary Income	(102,998)	(60,000)	(52,700)	(30,700)	(30,700)	(30,700)	(307,798)
Other Event Income							
Other Event Related Income	2,475	-	-	-	-	-	2,475
Event Advertising Income	735	-	-	-	-	-	735
Ticket Rebates	-	-	-	-	-	-	-
Facility Fees	5,859	-	-	-	5,000	5,000	15,859
Total Other Event Income	9,069	-	-	-	5,000	5,000	19,069
Total Event Income	354,843	(49,530)	(40,030)	21,260	7,320	18,400	312,263
OTHER OPERATING INCOME							
Other Income	-	-	-	-	-	-	-
Total Other Operating Income	-	-	-	-	-	-	-
Adjusted Gross Income	354,843	(49,530)	(40,030)	21,260	7,320	18,400	312,263
INDIRECT EXPENSES							
Salaries & Wages	732,889	60,000	60,000	60,000	60,000	60,000	1,032,889
Payroll Taxes & Benefits	189,107	23,000	23,000	23,000	23,000	23,000	304,107
Labor Allocations to Events	(69,746)	-	-	-	-	-	(69,746)
Net Salaries and Benefits	852,250	83,000	83,000	83,000	83,000	83,000	1,267,250
Contracted Services	44,381	5,000	5,000	5,000	5,000	8,000	72,381
General and Administrative	64,861	2,500	2,500	2,500	2,500	8,000	82,861
Operating	53,689	1,000	1,000	1,000	1,000	7,000	64,689
Repairs & Maintenance	35,833	1,000	1,000	1,000	1,000	5,000	44,833
Operational Supplies	33,537	1,000	1,000	1,000	1,000	5,000	42,537
Insurance	13,439	500	500	500	500	3,200	18,639
Utilities	397,890	65,000	65,000	65,000	65,000	65,000	722,890
Other	-	-	-	-	-	-	-
SMG Management Fees	87,500	12,500	12,500	12,500	12,500	12,500	150,000
Allocated Expenses	-	-	-	-	-	-	-
Total Indirect Expenses	1,583,380	171,500	171,500	171,500	171,500	196,700	2,466,080
Net Income (Loss)	(1,228,537)	(221,030)	(211,530)	(150,240)	(164,180)	(178,300)	(2,153,817)
DMO Side Ops							
Revenue							
City of Rochester	2,536,034	276,000	276,000	76,000	76,000	276,000	3,516,034
Interest & Dividends	2,772	-	-	-	-	-	2,772
Unrealized Gains & Losses on Investments	5,799	-	-	-	-	-	5,799
Miscellaneous Income	(194)	-	-	-	-	-	-
Adjusted Gross Income	2,544,411	276,000	276,000	76,000	76,000	276,000	3,524,605
Personnel							
Salaries	382,117	39,108	44,309	44,309	44,309	44,309	598,461
Benefits Etc	92,739	11,732	13,293	13,293	13,293	13,293	157,642
Total Personnel	474,856	50,840	57,602	57,602	57,602	57,602	756,103
Administrative	301,720	4,055	1,000	1,000	1,000	1,000	309,775
Sales & Services	(1,387)	2,917	2,917	2,917	2,917	2,917	13,197
MCC Sales & Marketing	38,923	25,000	25,000	25,000	25,000	25,000	163,923
Marketing	80,677	14,731	14,731	14,731	14,731	14,731	154,331
Visitor Services	44,897	10,757	10,757	10,757	10,757	10,757	98,682
Misc	-	5,500	5,500	5,500	5,500	5,500	27,500
Operational Cutbacks (monthly savings)	-	(8,591)	-	-	-	-	(8,591)
Monthly Total Expenditures	939,687	105,209	117,506	117,506	117,506	117,506	1,514,921
Net Income (Loss) From DMO	1,604,724	170,791	158,494	(41,506)	(41,506)	158,494	2,009,491
Net Income (Loss) From Corporation	376,187	(50,239)	(53,036)	(191,746)	(205,686)	(19,806)	(144,326)

Mayo Civic Center
Balance Sheet
July 31, 2020

ASSETS

Current Assets		
Cash	\$	828,036
Accounts Receivable		3,435
Prepaid Assets		71,462
Inventory		<u>0</u>
Total Current Assets		902,933
Fixed Assets		
Fixed Assets		173,993
Accumulated Depreciation		<u>0</u>
Total Fixed Assets		173,993
Other Assets		
Other Assets		0
Deposits		<u>0</u>
Total Other Assets		<u>0</u>
Total Assets		<u><u>\$ 1,076,926</u></u>

LIABILITIES AND EQUITY

Current Liabilities		
Accounts Payable	\$	319,980
Accrued Expenses		156,914
Deferred Income		0
Advance Ticket Sales/Deposits		608,853
Other Current Liabilities		<u>0</u>
Total Current Liabilities		1,085,747
Long-Term Liabilities		
Long Term Liabilites		<u>0</u>
Total Long-Term Liabilities		<u>0</u>
Total Liabilities		1,085,747
Equity		
Net Funds Received		0
Retained Earnings		0
Net Income (Loss)		<u>(8,821)</u>
Total Equity		<u>(8,821)</u>
Total Liabilities & Equity		<u><u>\$ 1,076,926</u></u>

Mayo Civic Center
Balance Sheet Supporting
July 31, 2020

ASSETS

Cash and Investments

Cash - Operating	\$	99,228	
Cash - Box Office		719,758	
Petty Cash - General Operating		400	
Change Fund - Box Office		8,650	
		8,650	

Total Cash and Investments 828,036

Accounts Receivable

A/R-Food & Beverage		(207,520)	
A/R-Maj. Ten't. 1		40,625	
A/R		170,330	
		170,330	

Total Accounts Receivable 3,435

Prepaid Assets

Prepaid Advertising Trade		5,637	
Prepaid Miscellaneous Expenses		65,825	
		65,825	

Total Prepaid Assets 71,462

Inventory

Inventory 0

Fixed Assets

Fixed Assets 173993

Total Fixed Assets 173,993

Depreciation

Accumulated Depreciation 0

Total Depreciation 0

Other Assets

Other Assets 0

Total Other Assets 0

Deposits

Deposits 0

Total Deposits 0

Total Assets 1,076,926

Mayo Civic Center
Balance Sheet Supporting
July 31, 2020

LIABILITIES AND EQUITY

Accounts Payable

A/P Control		305586	
A/P-State Sales Tax	(\$	422)	
A/P-Workers Compensation		2,143	
A/P-401(k) Withholding		12,673	
Total Accounts Payable			319,980

Accrued Expenses

Accrued Expenses		125683	
Accrued Payroll		17,773	
Accrued Vacation		9,125	
Accrued Workers Compensation		4,333	
Total Accrued Expenses			156,914

Deferred Income

Total Deferred Income			0
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Advance Ticket Sales/Deposits

Advance Ticket Sales		423603	
Advance Ticket Consignments	(2,614)		
Advance Fac Fee	11,480		
Advance Tix Rebate	(75)		
Advance Deposits Meetings	168,686		
Advance Deposits Conventions	(2,363)		
Damage Deposits	2,900		
TM Post Commissions/Promotion	2,685		
Advance Ticket Sales/Deposits			604,302

Other Current Liabilities

Other Current Liabilities		0	
Other Current Liabilities			0

Long-Term Liabilities

Total Long-Term Liabilities			0
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Equity

Retained Earnings		0	
Net Income (Loss)	(8,821)		
Equity			(8,821)

Total Liabilities & Equity		\$ 1,072,375	
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Corporation
Lead Income Statement For the Seventh Month
Ending July 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
EVENT INCOME						
Direct Event Income						
Rental Income	\$ 400	\$ 127,192	(126,792)	\$ 470,465	\$ 960,677	(490,212)
Service Revenue	38	44,901	(44,863)	117,531	334,217	(216,686)
Service Expenses	(390)	0	(390)	(139,224)	0	(139,224)
Total Direct Event Income	48	172,093	(172,045)	448,772	1,294,894	(846,122)
Ancillary Income						
F & B Concessions	0	14,749	(14,749)	36,673	158,750	(122,077)
F & B Catering	(13,165)	74,027	(87,192)	(215,017)	521,649	(736,666)
Novelty Sales	0	0	0	1,084	0	1,084
Telephone	0	978	(978)	0	6,589	(6,589)
Electrical Services	0	7,181	(7,181)	12,776	56,077	(43,301)
Audio Visual	0	26,705	(26,705)	36,860	241,644	(204,784)
Internet Services	0	3,900	(3,900)	3,902	30,450	(26,548)
Equipment Rental	0	4,222	(4,222)	20,724	32,958	(12,234)
Other Ancillary	0	1,885	(1,885)	0	13,120	(13,120)
Total Ancillary Income	(13,165)	133,647	(146,812)	(102,998)	1,061,237	(1,164,235)
Other Event Income						
Other Event Related Income	845	852	(7)	2,475	7,668	(5,193)
Luxury Box Ticket Sales	0	0	0	0	0	0
Club Seat Ticket Sales	0	0	0	0	0	0
Event Advertising Income	0	176	(176)	735	1,588	(853)
Ticket Rebates	0	4,639	(4,639)	0	155,302	(155,302)
Facility Fees	0	5,002	(5,002)	5,859	166,473	(160,614)
Total Other Event Income	845	10,669	(9,824)	9,069	331,031	(321,962)
Total Event Income	(12,272)	316,409	(328,681)	354,843	2,687,162	(2,332,319)
OTHER OPERATING INCOME						
Advertising	0	6,250	(6,250)	0	43,750	(43,750)
Other Income	0	1,541	(1,541)	0	10,787	(10,787)
Total Other Operating Income	0	7,791	(7,791)	0	54,537	(54,537)
Adjusted Gross Income	(12,272)	324,200	(336,472)	354,843	2,741,699	(2,386,856)
INDIRECT EXPENSES						
Salaries & Wages	59,725	150,444	(90,719)	732,889	1,053,108	(320,219)
Payroll Taxes & Benefits	22,408	50,565	(28,157)	189,107	353,955	(164,848)
Labor Allocations to Events	0	0	0	(69,746)	0	(69,746)
Net Salaries and Benefits	82,133	201,009	(118,876)	852,250	1,407,063	(554,813)
Contracted Services	239	4,750	(4,511)	44,381	33,250	11,131
General and Administrative	7,669	25,502	(17,833)	64,681	178,514	(113,833)
Operating	3,706	16,583	(12,877)	53,689	116,081	(62,392)
Repairs & Maintenance	3,322	19,209	(15,887)	35,833	134,463	(98,630)
Operational Supplies	3,341	24,522	(21,181)	33,537	171,654	(138,117)
Insurance	0	7,359	(7,359)	13,439	51,513	(38,074)
Utilities	61,996	82,500	(20,504)	397,890	577,500	(179,610)
Other	0	167	(167)	0	1,169	(1,169)
SMG Management Fees	12,500	12,500	0	87,500	87,500	0
Allocated Expenses	0	0	0	0	0	0
Total Indirect Expenses	174,906	394,101	(219,195)	1,583,200	2,758,707	(1,175,507)
Net Income (Loss)	(\$ 187,178)	(\$ 69,901)	(117,277)	(\$ 1,228,357)	(\$ 17,008)	(1,211,349)
DMO						
Revenue						
City of Rochester	276,191	316,667	(40,476)	2,536,034	2,216,667	319,368
Interest & Dividends	-	-	-	2,772	1,415	1,357
Unrealized Gains & Losses on Invest	-	-	-	5,799	874	4,925
Miscellaneous Income	6	-	-	(194)	-	-
Adjusted Gross Income	276,197	316,667	(40,476)	2,544,412	2,218,956	325,650
Salaries & Wages	32,784	71,917	(39,133)	382,117	254,488	127,629
Payroll Taxes & Benefits	16,236	25,521	(9,285)	92,739	66,786	25,953
Total Personnel	49,020	97,438	(48,418)	474,856	321,274	153,582
Administrative	26,797	20,685	6,112	301,720	197,210	104,510
Sales & Services	72	4,710	(4,638)	(1,387)	17,710	(19,097)
MCC Marketing	7,612	34,058	(26,446)	63,044	49,301	13,743
Marketing	5,737	14,731	(8,994)	56,555	70,772	(14,217)
Visitors Services	1,622	10,757	(9,135)	44,897	32,610	12,287
Monthly Expenditures	90,859	182,379	(91,519)	939,687	688,877	250,808
Net Income (Loss) From DMO	185,338	134,288	51,043	1,604,725	1,530,079	74,842
Net Income (Loss) From Corporation	(1,840)	64,387	(66,234)	376,368	1,513,071	(1,136,507)

Mayo Civic Center
Lead Income Statement For the Seventh Month
Ending July 31, 2020

	Current Month	Current Month	Variance	Year to Date	Year to Date	Variance
EVENT INCOME						
Direct Event Income						
Rental Income	\$ 400	\$ 127,192	(126,792)	\$ 470,465	\$ 960,677	(490,212)
Service Revenue	38	44,901	(44,863)	117,531	334,217	(216,686)
Service Expenses	(390)	0	(390)	(139,224)	0	(139,224)
Total Direct Event Income	48	172,093	(172,045)	448,772	1,294,894	(846,122)
Ancillary Income						
F & B Concessions	0	14,749	(14,749)	36,673	158,750	(122,077)
F & B Catering	(13,165)	74,027	(87,192)	(215,017)	521,649	(736,666)
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	978	(978)	0	6,589	(6,589)
Electrical Services	0	7,181	(7,181)	12,776	56,077	(43,301)
Audio Visual	0	26,705	(26,705)	36,860	241,644	(204,784)
Internet Services	0	3,900	(3,900)	3,902	30,450	(26,548)
Equipment Rental	0	4,222	(4,222)	20,724	32,958	(12,234)
Other Ancillary	0	1,885	(1,885)	0	13,120	(13,120)
Total Ancillary Income	(13,165)	133,647	(146,812)	(102,998)	1,061,237	(1,164,235)
Other Event Income						
Other Event Related Income	845	852	(7)	2,475	7,668	(5,193)
Luxury Box Ticket Sales	0	0	0	0	0	0
Club Seat Ticket Sales	0	0	0	0	0	0
Event Advertising Income	0	176	(176)	735	1,588	(853)
Ticket Rebates	0	4,639	(4,639)	0	155,302	(155,302)
Facility Fees	0	5,002	(5,002)	5,859	166,473	(160,614)
Total Other Event Income	845	10,669	(9,824)	9,069	331,031	(321,962)
Total Event Income	(12,272)	316,409	(328,681)	354,843	2,687,162	(2,332,319)
OTHER OPERATING INCOME						
Non-Operating Parking	0	0	0	0	0	0
Luxury Box Agreements	0	0	0	0	0	0
Club Seat Agreements	0	0	0	0	0	0
Advertising	0	6,250	(6,250)	0	43,750	(43,750)
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	10,787	(10,787)
Total Other Operating Income	0	7,791	(7,791)	0	54,537	(54,537)
Adjusted Gross Income	(12,272)	324,200	(336,472)	354,843	2,741,699	(2,386,856)
INDIRECT EXPENSES						
Salaries & Wages	59,725	150,444	(90,719)	732,889	1,053,108	(320,219)
Payroll Taxes & Benefits	22,408	50,565	(28,157)	189,107	353,955	(164,848)
Labor Allocations to Events	0	0	0	(69,746)	0	(69,746)
Net Salaries and Benefits	82,133	201,009	(118,876)	852,250	1,407,063	(554,813)
Contracted Services	239	4,750	(4,511)	44,381	33,250	11,131
General and Administrative	7,669	25,502	(17,833)	64,681	178,514	(113,833)
Operating	3,706	16,583	(12,877)	53,689	116,081	(62,392)
Repairs & Maintenance	3,322	19,209	(15,887)	35,833	134,463	(98,630)
Operational Supplies	3,341	24,522	(21,181)	33,537	171,654	(138,117)
Insurance	0	7,359	(7,359)	13,439	51,513	(38,074)
Utilities	61,996	82,500	(20,504)	397,890	577,500	(179,610)
Other	0	167	(167)	0	1,169	(1,169)
SMG Management Fees	12,500	12,500	0	87,500	87,500	0
Allocated Expenses	0	0	0	0	0	0
Total Indirect Expenses	174,906	394,101	(219,195)	1,583,200	2,758,707	(1,175,507)
Net Income (Loss)	(\$ 187,178)	(\$ 69,901)	(117,277)	(\$ 1,228,357)	(\$ 17,008)	(1,211,349)

Experience Rochester
Profit Loss Statement
For the Seventh Month Ending
July 31, 2020

	Total	Budget
Income		
4101.00 City of Rochester	276,190.86	316,666.00
4940.00 Misc income	6.00	0.00
Total Income	276,196.86	\$ 316,666.00
Gross Profit	276,196.86	\$ 316,666.00
Expenses		
5100.00 Personnel		
5101.00 Salaries	32,784.24	39,108.00
5103.00 Payroll Taxes	2,412.38	0.00
5104.00 Employee Benefits		11,732.00
5104.01 Medical Insurance	11,433.68	0.00
5104.02 HSA Contribution	312.60	0.00
Total 5104.00 Employee Benefits	122.71	0.00
5105.00 Pension	729.00	0.00
5106.00 Workers Compensation	1,225.67	0.00
Total 5100.00 Personnel	\$ 49,020.28	\$ 50,840.00
5200 Administration		
5201.00 Local Travel & Meetings		0.00
5201.01 Local Meetings	\$ 0.00	\$ 0.00
Total 5201.00 Local Travel & Meetings	0.00	
5203.00 Postage		
5203.01 Metered & Bulk	403.62	4,055.00
Total 5203.00 Postage	\$ 403.62	\$ 4,055.00
5204.00 Office Supplies		
5204.00 Office Supplies	1,130.25	
5205.00 Telephone		
5205.01 Office	0.00	0.00
5205.02 Cellular	\$ 0.00	\$ 0.00
5205.03 Exp shared by Arts/Fest/Sports	-184.69	0.00
Total 5205.00 Telephone	0.00	
5208.00 Equipment Lease & Maintenance		
5208.02 Copier System	282.59	0.00
5208.04 Water Machine Lease	\$ 0.00	\$ 0.00
Total 5208.00 Equipment Lease & Maintenance	282.59	
5210.00 Insurance		
5210.02 Office Contents	154.25	0.00
Total 5210.00 Insurance	\$ 154.25	\$ 0.00
5211.00 Rent		
5211.00 Rent	-1,350.00	
5212.00 Banking Fees/Charges		
5212.00 Banking Fees/Charges	19.00	0.00
5216.00 Professional Services	\$ 10,777.44	\$ 0.00
5216.01 Accounting Services	\$ 2,900.00	
5216.02 CRM Ongoing & Support	-983.00	-8,591.00
5216.04 Misc Legal	2,745.00	0.00
5216.06 City Network	687.50	
5216.13 GSuite Storage and Email Sync	212.70	
Total 5216.00 Professional Services	0.00	0.00
5220.00 Office Maintenance		
5220.00 Office Maintenance	0.00	0.00
5221.00 Staff & Volunteer Parking		
5221.02 Volunteer Parking	0.00	0.00
Total 5221.00 Staff & Volunteer Parking	0.00	12,000.00
5270 Depreciation	\$ 9,860.00	\$ 12,000.00
Total 5200 Administration	26,796.56	
5400.00 Sales & Convention Services		
5405.00 Client & Partner Meetings		0.00
5405.01 Go To Meeting Subscription	\$ 71.83	\$ 0.00
Total 5405.00 Client & Partner Meetings	71.83	0.00
Total 5400.00 Sales & Convention Services	\$ 71.83	\$ 7,464.00

Experience Rochester
Profit Loss Statement
For the Seventh Month Ending
July 31, 2020

5500 Marketing		
5502.00 ER Website		2,917.00
5502.03 Search Engine Optimization	4,000.00	
Total 5502.00 ER Website	4,000.00	0.00
5503.00 Content Generation		\$ 0.00
5503.03 Social Media	\$ 2,335.00	\$ 2,917.00
Total 5503.00 Content Generation	2,335.00	
5508.00 Email Marketing	299.00	
5508.01 MailChimp Subscription	977.52	14,731.00
Total 5508.00 Email Marketing	\$ 977.52	\$ 14,731.00
5599.00 Other	130.98	
Total 5500 Marketing	7,611.52	0.00
5700.00 RASC		\$ 0.00
5702.00 Sports Event Subsidy	1,900.00	0.00
5715.00 Employee benefits		\$ 14,731.00
5715.04 Pension contributions	0.00	
Total 5715.00 Employee benefits	0.00	0.00
Total 5700.00 RASC	\$ 1,900.00	\$ 0.00
5800.00 Visitor Experience		
5804.00 Digital Kiosk Program, Maintenance & Internet		
5804.01 OMNI Monthly Fee for Kiosks	4,833.74	10,757.00
Total 5804.00 Digital Kiosk Program, Maintenance & Internet	\$ 4,833.74	\$ 10,757.00
5807.00 Research (Experience Dedicated Destination Survey)		0.00
5807.01 Monthly Subscriptions	500.00	
5807.03 Survey Completion Effort	125.49	0.00
Total 5807.00 Research (Experience Dedicated Destination Survey)	\$ 625.49	\$ 0.00
5809.00 Certified Tourism Ambassador Program		0.00
5809.09 Credit Card Processing Fee	\$ 125.49	\$ 10,757.00
Total 5809.00 Certified Tourism Ambassador Program	125.49	
5899.00 Other	277.67	25,000.00
Total 5800.00 Visitor Experience	5,736.90	
6000.00 Mayo Civic Center Sales & Marketing		0.00
6406.00 Economic Impact Calculator-meeting and event module	\$ 138.53	\$ 0.00
6409.00 Attendance Building & VIP	-416.66	
Total 6000.00 Mayo Civic Center Sales & Marketing	-278.13	0.00
Total Expenses	\$ 90,858.96	\$ 0.00
Net Operating Income	185,337.90	0.00

	July	YTD
Sales		
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	-	74,401.58
Concessions Alcohol		
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	-	109,071.45
Concessions NA Beverage		
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	-	59,676.94
Total Concessions Sales	-	243,149.97
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	-	30,779.71
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	44.00	1,760.18
4280-4630 - Labor Setup Income	-	140.00
Total Other Income	-	31,212.74
4270-0000 - Reimbursable Cost Income	8,700.00	31,972.85
Total Revenue	8,744.00	429,680.28

Cost of Sales

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
Total Concessions Food COS	-	19,959.70

Concessions Alcohol COS

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
Total Concessions Alcohol COS	-	34,144.09

Concessions NA Beverage COS

5010-3020 - Coffee COS	-	3,841.79
5010-3050 - Soft Drink COS	-	300.33
5010-3060 - Can Soft Drink COS	-	18,717.63
Total Concessions NA Bev COS	-	22,859.75

Total Concessions COS - 76,357.09

Catering Food

5020-3240 - Catering and Picnic COS	-	8,010.69
5020-3250 - Suite and Rest Food COS	-	0.00
Total Catering Food COS	-	8,010.69

Catering Alcohol COS

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

Catering NA Beverage COS

5020-3260 - Catering Non-Alc COS	-	625.39
Total Catering NA Bev COS	-	625.39

Total Catering COS - 7,467.82

Cost of Sales - 83,824.91

5050-3362 - At Cost Discount 8,700.00 31,972.85

Labor**Fixed Wages**

5090-5920 - Severance	-	1,923.08
5090-5450 - Management Salaries	12,529.35	149,229.43
Total Fixed Wages	12,529.35	151,152.51

Variable Wages**Concession Wages**

5090-5480 - Concession Wages	-	57,749.92
5090-5520 - Concession Temporary Staffing	-	5,698.80
Total Concession Wages	-	63,448.72

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)
Total Catering Wages	-	23,629.84
Other Wages		
5090-5690 - Office Wages	6,180.75	38,292.25
5090-5720 - Temporary Staffing	-	8,683.41
Total Other Wages	-	40,794.91
Total Variable Wages	6,180.75	127,873.47
Benefits		
5100-1130 - 401K	750.00	3,813.87
5100-6060 - Group Health Insurance	5,318.42	22,637.04
5100-6480 - Workers Compensation	217.13	12,962.91
Total Benefits	6,285.55	39,413.82
Payroll Taxes		
5110-0000 - Payroll Taxes Rev and Bal	1,673.85	23,934.17
Total Payroll Taxes	1,673.85	23,934.17
Total Labor	26,729.50	348,624.72
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	-	712.16
5180-6620 - Promotional	-	375.16
5190-6670 - IT Computer Maintenance	-	51.89
5190-6680 - IT Software and Licensing	279.85	4,707.43
5250-6170 - Misc Gifts	-	25.00
5250-6700 - Misc Other	1,171.15	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	-	(75.78)
5250-6760 - Cash (Over)/Short	-	2,515.81
5250-6770 - Linen and Cleaning	-	2,808.04
5250-6800 - Recruiting	-	312.00
5250-6810 - Smallwares	266.90	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	12.09	932.07
5250-7020 - Cell Phone and Data	45.82	337.69
5250-7070 - Uniforms	-	2,891.10
5250-7120 - Credit Card Fees	-	955.50
Total Controllables	1,775.81	62,728.22
Non-Controllables		
5120-0000 - Processing Fees General	40.20	761.49
5120-6150 - Time Saver Expense	2.68	369.92
5160-6460 - Insurance and Bonding	618.05	6,129.50
5170-6490 - License Fees	-	20.50
5170-6520 - Business Taxes	-	15.22
5210-0000 - Repair and Maintenance-Admin	730.00	3,336.50
Total Non-Controllables	1,390.93	10,633.13
Total Variable Expenses	3,166.74	73,361.35
Other Income Expenses		
5050-4500 - Other Sub Contractor Exp	-	(180.50)
Total Other Income Expenses	-	(180.50)
Non-Operating Expenses		
6000-0000 - Depreciation - Rev and Bal	18,513.19	18,513.19
5045-0000 - Contract Acquisition Exp	(35,201.10)	39,998.24
Non-Operating Expenses	(16,687.91)	39,998.24
Profit Before Client Profit	(13,164.66)	(166,434.48)
Management Fee	-	9,948.20
5055-0000 - Client Profit	(13,164.66)	(176,382.68)
	-	-
	-	-

Mayo Civic Center
Aged Receivables As of June 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				1,760.49	1,760.49	
RAB Home Show 20/07-09/2020				39,109.65	39,109.65	
Starz Dance Competition 02.15-16.2020				7,923.26	7,923.26	
Rochester RV & Camping Show 02.14-16.2020				16,234.06	16,234.06	
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				74,564.80	74,564.80	
Food for Shelter May, 2020			5,700.00		5,700.00	
Food for Shelter June, 2020	5,100.00				5,100.00	
Bublitz McKenna Wedding	1,982.69				1,982.69	
Eagle Brook church	438.00				438.00	
Food for Shelter July, 2020	8,700.00				8,700.00	
	16,220.69		5,700.00	149,549.47	171,470	

Mayo Civic Center
Capital BudgetAs of
July 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	\$20,957	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		Parsons Technology	In-Process
MCC Network	MCC	Adam Lien		\$100,000	\$50,583	3 Vendors	In-Process
Website	MCC	Erin Okins		\$35,000	\$16,675	Simpleview	In-Process

\$195,582 Committed to Capital

\$107,432 Total - Paid on Capital Projects