

DMO Corporation
Financial Summary
April 30, 2020

MCC Operations	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
Adjusted Gross Income	(51,112)	435,062	-111.75%	437,308	2,040,626	-78.57%
INDIRECT EXPENSES						
Total Indirect Expenses	164,685	394,101	-58.21%	1,230,553	1,970,505	-37.55%
Net Income (Loss)	(\$ 215,797)	\$ 40,961	-627%	(\$ 793,245)	\$ 70,121	-1231.25%
DMO						
Revenue						
Adjusted Gross Income	316,506	316,667	100%	1,983,653	1,253,124	33.29%
Monthly Expenditures	78,565	182,379	-55.35%	773,225	688,877	-4.91%
Net Income (Loss) From DMO	237,941	134,288	77.19%	1,015,250	564,247	79.93%
Net Income (Loss) From Corporation	22,144	175,249	-87.36%	222,005	634,368	-65.00%

- * AGI (51,112) due to the issue of F&B adjustment on sales tax
- * Operations cut expenses by almost 58% and 38% for the year
- * DMO Cut expenses by 55%
- * Corporation made \$22K for the month and \$222K for the year

Corporation Forecast
For the Fourth Month
Ending May 31, 2020

	Year to Date	June	July	August	September	October	November	December	Total
EVENT INCOME									
Direct Event Income									
Rental Income	438,974	30,000	-	-	86,375	154,856	108,755	94,880	913,840
Service Revenue	117,493	(11,200)	-	-	90,700	134,153	75,050	49,000	455,196
Service Expenses	(123,726)	-	-	-	(63,490)	(93,907)	(52,535)	(33,740)	(367,398)
Total Direct Event Income	432,741	18,800	-	-	113,585	195,102	131,270	110,140	1,001,638
Ancillary Income									
F & B Concessions	36,673	-	-	-	12,461	24,825	2,043	(46)	75,956
F & B Catering	(116,301)	(37,917)	(37,917)	(37,917)	6,749	14,372	4,982	(102)	(204,051)
Novelty Sales	1,084	-	-	-	-	8,876	6,057	6,200	22,217
Telephone	-	-	-	-	-	-	-	-	-
Electrical Services	12,776	-	-	-	300	300	300	300	13,976
Audio Visual	36,860	-	-	-	15,500	22,500	22,450	15,500	112,810
Internet Services	4,577	-	-	-	500	500	500	500	6,577
Equipment Rental	20,724	-	-	-	9,000	10,000	8,000	11,000	58,724
Other Ancillary	-	-	-	-	-	-	-	-	-
Total Ancillary Income	(3,607)	(37,917)	(37,917)	(37,917)	44,510	81,373	44,332	33,352	86,209
Other Event Income									
Other Event Related Income	1,630	-	-	-	-	-	-	-	1,630
Event Advertising Income	685	-	-	-	-	-	-	-	685
Ticket Rebates	-	-	-	-	17,800	25,600	31,250	40,250	114,900
Facility Fees	5,859	-	-	-	17,800	25,600	31,250	40,250	120,759
Total Other Event Income	8,174	-	-	-	35,600	51,200	62,500	80,500	237,974
Total Event Income	437,308	(19,117)	(37,917)	(37,917)	193,695	327,675	238,102	223,992	1,325,821
OTHER OPERATING INCOME									
Other Income	-	-	-	-	-	-	-	-	-
Total Other Operating Income	-	-	-	-	-	-	-	-	-
Adjusted Gross Income	437,308	(19,117)	(37,917)	(37,917)	193,695	327,675	238,102	223,992	1,325,821
INDIRECT EXPENSES									
Salaries & Wages	609,022	80,000	80,000	80,000	150,000	150,000	150,000	150,000	1,449,022
Payroll Taxes & Benefits	143,084	33,000	33,000	33,000	33,000	33,000	33,000	33,000	374,084
Labor Allocations to Events	(69,746)	-	-	-	(27,000)	(27,000)	(27,000)	(27,000)	(177,746)
Net Salaries and Benefits	682,360	113,000	113,000	113,000	156,000	156,000	156,000	156,000	1,645,360
Contracted Services	37,761	5,000	5,000	5,000	10,000	10,000	10,000	10,000	92,761
General and Administrative	46,859	2,500	2,500	2,500	8,000	8,000	8,000	8,000	86,359
Operating	45,404	1,000	1,000	1,000	14,000	14,000	14,000	14,000	104,404
Repairs & Maintenance	28,698	1,000	1,000	1,000	10,000	10,000	10,000	10,000	71,698
Operational Supplies	29,968	1,000	1,000	1,000	10,000	10,000	10,000	10,000	72,968
Insurance	13,439	500	500	500	5,500	5,500	5,500	5,500	36,939
Utilities	283,564	50,000	50,000	50,000	75,000	75,000	75,000	75,000	733,564
Other	-	-	-	-	-	-	-	-	-
SMG Management Fees	62,500	12,500	12,500	12,500	12,500	12,500	12,500	12,500	150,000
Allocated Expenses	-	-	-	-	-	-	-	-	-
Total Indirect Expenses	1,230,553	186,500	186,500	186,500	301,000	301,000	301,000	301,000	2,994,053
Net Income (Loss)	(793,245)	(205,617)	(224,417)	(224,417)	(107,305)	26,675	(62,898)	(77,008)	(1,668,232)
DMO Side Ops									
Revenue									
City of Rochester	1,983,653	300,834	300,834	300,834	300,834	300,834	300,834	300,834	4,089,488
Interest & Dividends	1,415	-	-	-	-	-	-	-	1,415
Unrealized Gains & Losses on Investments	885	-	-	-	-	-	-	-	885
Adjusted Gross Income	1,985,953	300,834	300,834	300,834	300,834	300,834	300,834	300,834	4,091,788
Personnel									
Salaries	317,268	39,108	39,108	39,108	44,309	44,309	44,309	44,309	611,828
Benefits Etc	77,383	11,732	11,732	11,732	13,293	13,293	13,293	13,293	165,751
Total Personnel	394,651	50,840	50,840	50,840	57,602	57,602	57,602	57,602	777,579
Administrative	236,904	4,055	4,055	4,055	1,000	1,000	1,000	1,000	253,069
Sales & Services	(980)	2,917	2,917	2,917	2,917	2,917	2,917	2,917	19,437
MCC Sales & Marketing	39,414	25,000	25,000	25,000	25,000	25,000	25,000	25,000	214,414
Marketing	73,255	14,731	14,731	14,731	14,731	14,731	14,731	14,731	176,370
Visitor Services	29,981	10,757	10,757	10,757	10,757	10,757	10,757	10,757	105,281
Misc	-	12,000	12,000	5,500	5,500	5,500	5,500	5,500	51,500
Operational Cutbacks (monthly savings)	-	(8,591)	(8,591)	(8,591)	-	-	-	-	(25,773)
Monthly Total Expenditures	773,225	111,709	111,709	105,209	117,506	117,506	117,506	117,506	1,571,877
Net Income (Loss) From DMO	1,212,727	189,125	189,125	195,625	183,328	183,328	183,328	183,328	2,519,912
Net Income (Loss) From Corporation	419,482	(16,492)	(35,292)	(28,792)	76,023	210,003	120,430	106,320	851,680

Mayo Civic Center
Balance Sheet
May 31, 2020

ASSETS

Current Assets		
Cash	\$	964,951
Accounts Receivable		119,470
Prepaid Assets		70,189
Inventory		<u>0</u>
Total Current Assets		1,154,610
Fixed Assets		
Fixed Assets		12,499
Accumulated Depreciation		<u>0</u>
Total Fixed Assets		12,499
Other Assets		
Other Assets		0
Deposits		<u>0</u>
Total Other Assets		<u>0</u>
Total Assets		<u><u>\$ 1,167,109</u></u>

LIABILITIES AND EQUITY

Current Liabilities		
Accounts Payable	\$	343,045
Accrued Expenses		195,134
Deferred Income		0
Advance Ticket Sales/Deposits		633,984
Other Current Liabilities		<u>0</u>
Total Current Liabilities		1,172,163
Long-Term Liabilities		
Long Term Liabilites		<u>0</u>
Total Long-Term Liabilities		<u>0</u>
Total Liabilities		1,172,163
Equity		
Net Funds Received		0
Retained Earnings		0
Net Income (Loss)		<u>(5,054)</u>
Total Equity		<u>(5,054)</u>
Total Liabilities & Equity		<u><u>\$ 1,167,109</u></u>

Mayo Civic Center
Balance Sheet Supporting
May 31, 2020

ASSETS

Cash and Investments

Cash - Operating	\$ 250,181
Cash - Box Office	705,720
Petty Cash - General Operating	400
Change Fund - Box Office	<u>8,650</u>

Total Cash and Investments 964,951

Accounts Receivable

A/R-Food & Beverage	(108,905)
A/R-Maj. Ten't. 1	40,625
A/R	<u>187,750</u>

Total Accounts Receivable 119,470

Prepaid Assets

Prepaid Maint. Agreements	920
Prepaid Advertising Trade	5,637
Prepaid Miscellaneous Expenses	<u>63,632</u>

Total Prepaid Assets 70,189

Inventory

Inventory	0
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Fixed Assets

Fixed Assets	<u>12,499</u>
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Total Fixed Assets 12,499

Depreciation

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

Other Assets

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

Deposits

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

Total Assets \$ 1,167,109

Mayo Civic Center
Balance Sheet Supporting
May 31, 2020

LIABILITIES AND EQUITY

Accounts Payable

A/P Control	\$ 323,867
A/P-State Sales Tax	851
A/P-Workers Compensation	4,405
A/P-401(k) Withholding	<u>13,922</u>

Total Accounts Payable 343,045

Accrued Expenses

Accrued A/P Invoice	4,639
Accrued Expenses	175,332
Accrued Payroll	1,705
Accrued Vacation	9,125
Accrued Workers Compensation	<u>4,333</u>

Total Accrued Expenses 195,134

Deferred Income

Total Deferred Income 0

Advance Ticket Sales/Deposits

Advance Ticket Sales	440,379
Advance Ticket Consignments	(2,614)
Advance Fac Fee	12,300
Advance Deposits Meetings	176,146
Advance Deposits Conventions	(2,363)
Damage Deposits	2,900
TM Post Commissions/Promotion	<u>2,685</u>

Advance Ticket Sales/Deposits 629,433

Other Current Liabilities

Other Current Liabilities 0

Other Current Liabilities 0

Long-Term Liabilities

Total Long-Term Liabilities 0

Equity

Retained Earnings	0
Net Income (Loss)	<u>(5,054)</u>

Equity (5,054)

Total Liabilities & Equity \$ 1,162,558

Corporation
Lead Income Statement For the Fifth Month
Ending May 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	\$ 31,341	\$ 151,306	(119,965)	\$ 438,974	\$ 701,927	(262,953)
Service Revenue	0	52,949	(52,949)	117,493	242,924	(125,431)
Service Expenses	(7,785)	0	(7,785)	(123,726)	0	(123,726)
Total Direct Event Income	23,556	204,255	(180,699)	432,741	944,851	(512,110)
Ancillary Income						
F & B Concessions	0	28,413	(28,413)	36,673	127,466	(90,793)
F & B Catering	(74,984)	81,330	(156,314)	(116,301)	368,663	(484,964)
Novelty Sales	0	0	0	1,084	0	1,084
Telephone	0	1,021	(1,021)	0	4,590	(4,590)
Electrical Services	0	9,115	(9,115)	12,776	41,436	(28,660)
Audio Visual	0	38,434	(38,434)	36,860	187,879	(151,019)
Internet Services	0	4,950	(4,950)	4,577	22,500	(17,923)
Equipment Rental	0	5,356	(5,356)	20,724	24,354	(3,630)
Other Ancillary	0	2,040	(2,040)	0	9,195	(9,195)
Total Ancillary Income	(74,984)	170,659	(245,643)	(3,607)	786,083	(789,690)
Other Event Income						
Other Event Related Income	0	1,704	(1,704)	1,630	5,964	(4,334)
Luxury Box Ticket Sales	0	0	0	0	0	0
Club Seat Ticket Sales	0	0	0	0	0	0
Event Advertising Income	316	353	(37)	685	1,235	(550)
Ticket Rebates	0	28,140	(28,140)	0	146,023	(146,023)
Facility Fees	0	29,951	(29,951)	5,859	156,470	(150,611)
Total Other Event Income	316	60,148	(59,832)	8,174	309,692	(301,518)
Total Event Income	(51,112)	435,062	(486,174)	437,308	2,040,626	(1,603,318)
OTHER OPERATING INCOME						
Advertising	0	6,250	(6,250)	0	31,250	(31,250)
Other Income	0	1,541	(1,541)	0	7,705	(7,705)
Total Other Operating Income	0	7,791	(7,791)	0	38,955	(38,955)
Adjusted Gross Income	(51,112)	442,853	(493,965)	437,308	2,079,581	(1,642,273)
INDIRECT EXPENSES						
Salaries & Wages	79,146	150,444	(71,298)	609,022	752,220	(143,198)
Payroll Taxes & Benefits	12,799	50,565	(37,766)	143,084	252,825	(109,741)
Labor Allocations to Events	0	0	0	(69,746)	0	(69,746)
Net Salaries and Benefits	91,945	201,009	(109,064)	682,360	1,005,045	(322,685)
Contracted Services	0	4,750	(4,750)	37,761	23,750	14,011
General and Administrative	7,282	25,502	(18,220)	46,859	127,510	(80,651)
Operating	2,222	16,583	(14,361)	45,404	82,915	(37,511)
Repairs & Maintenance	2,571	19,209	(16,638)	28,698	96,045	(67,347)
Operational Supplies	6,129	24,522	(18,393)	29,968	122,610	(92,642)
Insurance	0	7,359	(7,359)	13,439	36,795	(23,356)
Utilities	42,036	82,500	(40,464)	283,564	412,500	(128,936)
Other	0	167	(167)	0	835	(835)
SMG Management Fees	12,500	12,500	0	62,500	62,500	0
Allocated Expenses	0	0	0	0	0	0
Total Indirect Expenses	164,685	394,101	(229,416)	1,230,553	1,970,505	(739,952)
Net Income (Loss)	(\$ 215,797)	\$ 48,752	(264,549)	(\$ 793,245)	\$ 109,076	(902,321)
DMO						
Revenue						
City of Rochester	316,666	316,667	(1)	1,983,653	1,250,835.00	732,818
Interest & Dividends	-	-	-	1,415	1,415	(0)
Unrealized Gains & Losses on Invest	-	-	-	1,085	874	211
Miscellaneous Income	(160)	-	-	(200)	-	-
Adjusted Gross Income	316,506	316,667	(1)	1,985,952	1,253,124	733,028
Salaries & Wages	32,858	71,917	(39,059)	317,268	254,488	62,780
Payroll Taxes & Benefits	7,043	25,521	(18,478)	77,383	66,786	10,597
Total Personnel	39,902	97,438	(57,536)	394,651	321,274	73,377
Administrative	23,188	20,685	2,503	236,904	197,210	39,694
Sales & Services	-	4,710	(4,710)	(980)	17,710	(18,690)
MCC Marketing	9,853	34,058	(24,205)	39,414	49,301	(9,887)
Marketing	297	14,731	(14,434)	73,255	70,772	2,483
Visitors Services	7,425	10,757	(3,332)	29,981	32,610	(2,629)
Monthly Expenditures	80,665	182,379	(101,714)	773,225	688,877	84,348
Net Income (Loss) From DMO	235,841	134,288	101,713	1,212,727	564,247	648,680
Net Income (Loss) From Corporation	20,044	183,040	(162,836)	419,482	673,323	(253,641)

Mayo Civic Center
Lead Income Statement For the Fifth Month
Ending May 31, 2020

	Current Month	Current Month	Variance	Year to Date	Year to Date	Variance
EVENT INCOME						
Direct Event Income						
Rental Income	\$ 31,341	\$ 151,306	(119,965)	\$ 438,974	\$ 701,927	(262,953)
Service Revenue	0	52,949	(52,949)	117,493	242,924	(125,431)
Service Expenses	(7,785)	0	(7,785)	(123,726)	0	(123,726)
Total Direct Event Income	23,556	204,255	(180,699)	432,741	944,851	(512,110)
Ancillary Income						
F & B Concessions	0	28,413	(28,413)	36,673	127,466	(90,793)
F & B Catering	(74,984)	81,330	(156,314)	(116,301)	368,663	(484,964)
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	4,590	(4,590)
Electrical Services	0	9,115	(9,115)	12,776	41,436	(28,660)
Audio Visual	0	38,434	(38,434)	36,860	187,879	(151,019)
Internet Services	0	4,950	(4,950)	4,577	22,500	(17,923)
Equipment Rental	0	5,356	(5,356)	20,724	24,354	(3,630)
Other Ancillary	0	2,040	(2,040)	0	9,195	(9,195)
Total Ancillary Income	(74,984)	170,659	(245,643)	(3,607)	786,083	(789,690)
Other Event Income						
Other Event Related Income	0	1,704	(1,704)	1,630	5,964	(4,334)
Luxury Box Ticket Sales	0	0	0	0	0	0
Club Seat Ticket Sales	0	0	0	0	0	0
Event Advertising Income	316	353	(37)	685	1,235	(550)
Ticket Rebates	0	28,140	(28,140)	0	146,023	(146,023)
Facility Fees	0	29,951	(29,951)	5,859	156,470	(150,611)
Total Other Event Income	316	60,148	(59,832)	8,174	309,692	(301,518)
Total Event Income	(51,112)	435,062	(486,174)	437,308	2,040,626	(1,603,318)
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	31,250	(31,250)
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	7,705	(7,705)
Total Other Operating Income	0	7,791	(7,791)	0	38,955	(38,955)
Adjusted Gross Income	(51,112)	442,853	(493,965)	437,308	2,079,581	(1,642,273)
INDIRECT EXPENSES						
Salaries & Wages	79,146	150,444	(71,298)	609,022	752,220	(143,198)
Payroll Taxes & Benefits	12,799	50,565	(37,766)	143,084	252,825	(109,741)
Labor Allocations to Events	0	0	0	(69,746)	0	(69,746)
Net Salaries and Benefits	91,945	201,009	(109,064)	682,360	1,005,045	(322,685)
Contracted Services	0	4,750	(4,750)	37,761	23,750	14,011
General and Administrative	7,282	25,502	(18,220)	46,859	127,510	(80,651)
Operating	2,222	16,583	(14,361)	45,404	82,915	(37,511)
Repairs & Maintenance	2,571	19,209	(16,638)	28,698	96,045	(67,347)
Operational Supplies	6,129	24,522	(18,393)	29,968	122,610	(92,642)
Insurance	0	7,359	(7,359)	13,439	36,795	(23,356)
Utilities	42,036	82,500	(40,464)	283,564	412,500	(128,936)
Other	0	167	(167)	0	835	(835)
SMG Management Fees	12,500	12,500	0	62,500	62,500	0
Allocated Expenses	0	0	0	0	0	0
Total Indirect Expenses	164,685	394,101	(229,416)	1,230,553	1,970,505	(739,952)
Net Income (Loss)	(\$ 215,797)	\$ 48,752	(264,549)	(\$ 793,245)	\$ 109,076	(902,321)

Experience Rochester
Profit Loss Statement
For the Fifth Month Ending
May 31, 2020

	Total	Budget
Income		
4101.00 City of Rochester	316,666.00	316,666.00
4102.00 Spectra	0.00	0.00
4940.00 Miscellaneous income	-160.00	0.00
Total Income	\$ 316,506.00	\$ 316,666.00
Gross Profit	\$ 316,506.00	\$ 316,666.00
Expenses		
5100.00 Personnel		
5101.00 Salaries	32,858.34	39,108.00
5103.00 Payroll Taxes	2,159.34	0.00
5104.00 Employee Benefits		11,732.00
5104.01 Medical Insurance	4,039.74	0.00
5104.02 HSA Contribution	260.50	0.00
5104.03 Long Term Disability & Life	0.00	0.00
Total 5104.00 Employee Benefits	\$ 4,300.24	\$ 11,732.00
5105.00 Pension	408.95	0.00
5106.00 Workers Compensation	174.67	0.00
Total 5100.00 Personnel	\$ 39,901.54	\$ 50,840.00
5200 Administration		
5201.00 Local Travel & Meetings		
5201.01 Local Meetings	0.00	4,055.00
Total 5201.00 Local Travel & Meetings	\$ 0.00	\$ 4,055.00
5203.00 Postage		
5203.01 Metered & Bulk	0.00	0.00
5203.02 Mailing Service Labor	0.00	0.00
Total 5203.00 Postage	\$ 0.00	\$ 0.00
5204.00 Office Supplies		
5204.00 Office Supplies	0.00	0.00
5205.00 Telephone		
5205.01 Office	1,149.40	0.00
5205.03 Exp shared by Arts/Fest/Sports	-184.69	0.00
Total 5205.00 Telephone	\$ 964.71	\$ 0.00
5208.00 Equipment Lease & Maintenance		
5208.02 Copier System	280.56	0.00
5208.04 Water Machine Lease	0.00	0.00
Total 5208.00 Equipment Lease & Maintenance	\$ 280.56	\$ 0.00
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	200.00	-8,591.00
5212.00 Banking Fees/Charges		
5212.00 Banking Fees/Charges	38.00	0.00
5216.00 Professional Services		
5216.01 Accounting Services	5,000.00	0.00
5216.02 CRM Ongoing & Support	-983.00	0.00
5216.04 Misc Legal	6,328.50	12,000.00
5216.06 City Network Fee	1,143.47	0.00
5216.13 GSuite Storage and Email Sync	0.00	0.00
Total 5216.00 Professional Services	\$ 11,488.97	\$ 12,000.00
5221.00 Staff & Volunteer Parking		
5221.01 Staff Parking	-142.95	0.00
5221.02 Volunteer Parking	44.00	0.00
Total 5221.00 Staff & Volunteer Parking	-\$ 98.95	\$ 0.00
5270 Depreciation		
5270 Depreciation	9,860.00	0.00
Total 5200 Administration	\$ 22,887.54	\$ 7,464.00
5400.00 Sales & Convention Services		

Experience Rochester
Profit Loss Statement
For the Fifth Month Ending
May 31, 2020

5403.00 Event Signage Program & Supplies	-17.19	2,917.00
5405.00 Client & Partner Meetings		
5405.01 Go To Meeting Subscription	31.36	0.00
Total 5405.00 Client & Partner Meetings	<u>\$ 31.36</u>	<u>\$ 0.00</u>
Total 5400.00 Sales & Convention Services	<u>\$ 14.17</u>	<u>\$ 2,917.00</u>
5500 Marketing		
5502.00 ER Website		
5502.03 Search Engine Optimization	2,000.00	14,731.00
Total 5502.00 ER Website	<u>\$ 2,000.00</u>	<u>\$ 14,731.00</u>
5508.00 Email Marketing		
5508.01 MailChimp Subscription	159.00	0.00
Total 5508.00 Email Marketing	<u>\$ 159.00</u>	<u>\$ 0.00</u>
5599.00 Other	7,680.01	0.00
Total 5500 Marketing	<u>\$ 9,839.01</u>	<u>\$ 14,731.00</u>
5700.00 RASC		
5702.00 Sports Event Subsidy	297.00	0.00
Total 5700.00 RASC	<u>\$ 297.00</u>	<u>\$ 0.00</u>
5800.00 Visitor Experience		
5804.00 Digital Kiosk Program, Maintenance & Internet		
5804.01 OMNI Monthly Fee for Kiosks	289.95	10,757.00
Total 5804.00 Digital Kiosk Program, Maintenance & Internet	<u>\$ 289.95</u>	<u>\$ 10,757.00</u>
5805.00 Community Host Program	19.00	0.00
5809.00 Certified Tourism Ambassador Program		
5809.09 Credit Card Processing Fee	125.49	0.00
Total 5809.00 Certified Tourism Ambassador Program	<u>\$ 125.49</u>	<u>\$ 0.00</u>
5899.00 Other	268.46	0.00
Total 5800.00 Visitor Experience	<u>\$ 702.90</u>	<u>\$ 10,757.00</u>
6000.00 Mayo Civic Center Sales & Marketing		
6201.00 Convention Subsidy	-1,344.00	25,000.00
6301.00 Trade Shows		
6301.10 Connect & Collaborate Marketplace	3,000.00	0.00
Total 6301.00 Trade Shows	<u>\$ 3,000.00</u>	<u>\$ 0.00</u>
6404.00 Sales Trips		
6404.01 Local/MN Sales Calls/Missions/Expenses	3,621.89	0.00
Total 6404.00 Sales Trips	<u>\$ 3,621.89</u>	<u>\$ 0.00</u>
6409.00 Attendance Building & VIP	-500.00	0.00
6411.00 Client & Partner Meetings	145.16	0.00
Total 6000.00 Mayo Civic Center Sales & Marketing	<u>\$ 4,923.05</u>	<u>\$ 25,000.00</u>
Total Expenses	<u>\$ 78,565.21</u>	<u>\$ 111,709.00</u>
Net Operating Income	<u>\$ 237,940.79</u>	<u>\$ 204,957.00</u>
Net Income	<u>\$ 237,940.79</u>	<u>\$ 204,957.00</u>

	April	YTD
Sales		
4150-3010 - Candy Sales	(447.50)	\$8,562
4150-3030 - Popcorn Sales	(2,037.78)	\$7,109
4150-3040 - Ice Cream Sales	(468.60)	\$970
4150-3070 - Hot Dog Sales	(1,438.45)	\$13,400
4150-3080 - Hamburger Sales	1,387.25	\$16,768
4150-3090 - Nacho Sales	(1,138.10)	\$4,614
4150-3100 - Peanut-Snacks Sales	(3,926.69)	\$3,539
4150-3120 - Pizza Sales	(823.37)	\$8,427
4150-3130 - Health Food Sales	(32.80)	\$1,870
4150-3150 - W&W Sales	6,893.10	\$6,893
4150-3361 - Coupon Discount	413.05	\$413
4150-3170 - Dessert Sales	(387.24)	\$1,836
Total Concessions Food Sales	<u>(2,007.13)</u>	<u>\$74,402</u>
Concessions Alcohol		
4150-3180 - Liquor Sales	6,169.80	\$37,173
4150-3190 - Wine Sales	720.56	\$3,890
4150-3200 - Canned Beer Sales	(9,357.53)	\$68,008
Total Concessions Alcohol	<u>(2,467.17)</u>	<u>\$109,071</u>
Concessions NA Beverage		
4150-3020 - Coffee Sales	(1,228.94)	\$2,632
4150-3050 - Soft Drink Sales	-	\$113
4150-3060 - Can Soft Drink Sales	(3,826.49)	\$56,932
Total Concessions NA Beverage	<u>(5,055.43)</u>	<u>\$59,677</u>
Total Concessions Sales	(9,529.73)	\$243,150
Other Income		
4280-4500 - Sub Contractor Income	-	\$2,266
4280-4590 - Management Charge Income	-	\$26,808
4280-4600 - Rebates and Discounts Income	479.82	\$1,705
Total Other Income	<u>479.82</u>	<u>\$30,780</u>
4270-0000 - Reimbursable Cost Income	5,700.00	\$18,173
Total Revenue	<u>(3,349.91)</u>	<u>\$414,636</u>
Cost of Sales		
Concessions Food COS		
5010-3010 - Candy COS	-	(1,518.43)
5010-3030 - Popcorn COS	-	334.45
5010-3040 - Ice Cream COS	-	49.87
5010-3070 - Hot Dog COS	-	2,409.56
5010-3080 - Hamburger COS	-	1,688.29
5010-3090 - Nacho COS	-	1,182.21
5010-3100 - Peanut and Snacks COS	-	1,389.19
5010-3120 - Pizza COS	-	2,755.06
5010-3140 - Barbecue COS	-	81.94
5010-3160 - Food Court COS	-	1,829.50
5010-3170 - Dessert COS	-	601.09
Total Concessions Food COS	-	10,802.73

Concessions Alcohol COS

5010-3180 - Liquor COS	-	16,583.61
5010-3190 - Wine COS	-	(2,841.42)
5010-3200 - Canned Beer COS	-	13,089.50
5010-3210 - Draft Beer COS	-	262.00
Total Concessions Alcohol COS	-	27,093.69

Concessions NA Beverage COS

5010-3020 - Coffee COS	-	3,841.79
5010-3050 - Soft Drink COS	-	300.33
5010-3060 - Can Soft Drink COS	12,154.42	18,717.63
Total Concessions NA Bev COS	12,154.42	22,859.75

Total Concessions COS **12,154.42** **60,756.17**

Catering Food

5020-3240 - Catering and Picnic COS	-	9,000.35
5020-3250 - Suite and Rest Food COS	-	0.00
Total Catering Food COS	-	9,000.35

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 - **8,457.48**

Cost of Sales **12,154.42** **69,213.65**

5050-3362 - At Cost Discount **5,700.00** **18,172.85**

Labor

Fixed Wages

5090-5920 - Severance	1,923.08	1,923.08
5090-5450 - Management Salaries	17,226.93	118,308.54
Total Fixed Wages	19,150.01	120,231.62

Variable Wages

Concession Wages

5090-5480 - Concession Wages	1,525.44	57,749.92
5090-5520 - Concession Temporary Staffing	-	5,698.80
Total Concession Wages	1,525.44	63,448.72

Catering Wages

5090-5530 - Catering Suite Wages	-	7,169.71
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	-	23,460.84

Other Wages

5090-5690 - Office Wages	1,208.25	29,313.25
5090-5720 - Temporary Staffing	(1,485.20)	8,683.41
Total Other Wages	(276.95)	37,996.66

Total Variable Wages **1,248.49** **124,906.22**

Benefits		
5100-1130 - 401K	500.00	2,563.87
5100-6060 - Group Health Insurance	2,769.91	11,565.22
5100-6480 - Workers Compensation	799.03	10,970.18
Total Benefits	4,068.94	25,099.27
Payroll Taxes		
5110-0000 - Payroll Taxes Rev and Bal	1,761.93	20,578.85
Total Payroll Taxes	1,761.93	20,578.85
Total Labor	26,229.37	290,815.96
Variable Expenses		
Controllables		
5130-6200 - Vehicle Fuel Expense	-	448.85
5150-0000 - Professional Fees - General	56.10	712.16
5180-6620 - Promotional	-	375.16
5190-6670 - IT Computer Maintenance	-	51.89
5190-6680 - IT Software and Licensing	279.85	4,147.73
5250-6170 - Misc Gifts	-	25.00
5250-6700 - Misc Other	187.32	675.27
5250-6710 - Decorating Cost	-	19.20
5250-6720 - Paper Supplies	1,281.10	3,215.28
5250-6730 - Cleaning Supplies	-	282.25
5250-6740 - Equipment Rental	-	200.97
5250-6745 - R-M Equipment Fund	-	8,125.15
5250-6760 - Cash (Over)/Short	1,907.77	2,515.81
5250-6770 - Linen and Cleaning	-	2,470.87
5250-6800 - Recruiting	-	289.10
5250-6810 - Smallwares	-	494.32
5250-6830 - Employee Meals	-	255.54
5250-6840 - Promo Ad Fund	-	8,125.15
5250-6890 - Charitable Contributions	-	2,125.11
5250-6970 - Office Supplies	63.87	4,067.15
5250-6980 - Postage	-	236.91
5250-7000 - Printing	-	735.25
5250-7010 - Bank Fees	326.66	907.19
5250-7020 - Cell Phone and Data	-	190.20
5250-7070 - Uniforms	-	2,891.10
5250-7120 - Credit Card Fees	208.25	890.24
Total Controllables	4,310.92	44,472.85
Non-Controllables		
5120-0000 - Processing Fees General	63.42	693.03
5120-6150 - Time Saver Expense	2.68	553.29
5160-6460 - Insurance and Bonding	100.00	5,176.21
5170-6490 - License Fees	-	20.50
5170-6520 - Business Taxes	15.22	15.22
Total Non-Controllables	181.32	6,458.25
Total Variable Expenses	4,492.24	50,931.10
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	-	(0.00)
5045-0000 - Contract Acquisition Exp	21,666.67	53,532.67
Non-Operating Expenses	21,666.67	53,532.67
Profit Before Client Profit	(73,592.61)	(67,849.48)
Management Fee	(238.24)	9,918.19
5055-0000 - Client Profit	(73,354.37)	(77,767.67)

Mayo Civic Center
Aged Receivables As of May 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			9,433.72		9,433.72	
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	
Rental- Olmstead County Home Shelter May 1-31, 2020	31,000.00				31,000.00	
	36,700.00		151,049.47		187,749	

Mayo Civic Center
 Capital BudgetAs of
 May 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		Parsons Technology	In-Process
Back of House Access Control Additions - Suite 200	Back of House	Joe Kollar	10002	\$2,753		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		3 Vendors	In-Process
Website	MCC	Erin Okins		\$35,000		Simpleview	In-Process

\$195,582 Committed to Capital

\$12,499 Total - Paid on Capital Projects