

DMO Corporation  
Financial Summary  
September 30, 2020

MCC Operations	Current Month	Current Budget	Variance	Year to Date	Year To Date Budget	Variance
Adjusted Gross Income	<b>30,572</b>	326,273	-90.63%	<b>889,233</b>	3,417,139	-73.98%
INDIRECT EXPENSES	213,907	394,101		2,373,773	3,546,909	
Net Income (Loss) from Operations	<b>(183,335)</b>	<b>394,101</b>		<b>2,373,773</b>	<b>3,546,909</b>	
<b>Net Income (Loss)</b>	<b>(\$ 195,914)</b>	<b>(\$ 60,037)</b>	<b>-226.32%</b>	<b>(\$ 1,607,067)</b>	<b>(\$ 129,770)</b>	<b>1138.40%</b>
<b>DMO</b>						
Revenue						
Adjusted Gross Income	<b>275,823</b>	316,667	-12.90%	3,097,305	2,852,289	8.59%
Monthly Expenditures	<b>85,664</b>	<b>182,379</b>	-53.03%	1,114,033	1,246,926	-10.66%
<b>Net Income (Loss) From DMO</b>	<b>190,159</b>	<b>134,288</b>	<b>41.61%</b>	<b>1,983,272</b>	<b>1,605,363</b>	<b>23.54%</b>
<b>Net Income (Loss) From Corporation</b>	<b>(\$ 5,755)</b>	<b>\$ 74,251</b>	<b>-107.75%</b>	<b>\$ 376,205</b>	<b>\$ 1,475,593</b>	<b>-74.50%</b>

\* AGI \$30,572

\* MCC Net Income is the bottom line. Management Fees must be below the operating expenses.

\* YTD with city contributions, the Corporation is a positive \$376,205.

\* Forecast shows a loss for October & November. The Corporation booked a few events to help minimize the losses.

\* Forecast shows that by year end the Corporation will be in the black.

	Year to Date	October	November	December	Total
<b>EVENT INCOME</b>					
Direct Event Income					
Rental Income	508,250	72,100	63,900	67,100	713,350
Service Revenue	120,167	6,300	4,350	10,100	140,917
Service Expenses	(139,319)	(6,419)	(3,045)	(7,079)	(153,864)
<b>Total Direct Event Income</b>	<b>489,098</b>	<b>73,990</b>	<b>65,205</b>	<b>70,130</b>	<b>698,423</b>
Ancillary Income					
F & B Concessions	148,939	-	-	-	148,939
F & B Catering	166,171	10,000	20,000	10,000	206,171
Novelty Sales	1,084	-	-	-	1,084
Telephone	-	-	-	-	-
Electrical Services	9,326	300	300	300	10,226
Audio Visual	36,860	3,500	3,500	3,500	47,360
Internet Services	3,502	500	500	500	5,402
Equipment Rental	20,724	3,000	3,000	3,000	29,724
Other Ancillary	3,910	-	-	-	3,910
<b>Total Ancillary Income</b>	<b>390,916</b>	<b>17,300</b>	<b>27,300</b>	<b>17,300</b>	<b>448,906</b>
Other Event Income					
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>1,000</b>	<b>1,000</b>	<b>11,169</b>
<b>Total Event Income</b>	<b>889,183</b>	<b>91,290</b>	<b>93,505</b>	<b>88,430</b>	<b>1,158,498</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>Adjusted Gross Income</b>	<b>889,183</b>	<b>91,290</b>	<b>93,505</b>	<b>88,430</b>	<b>1,158,498</b>
<b>INDIRECT EXPENSES</b>					
Salaries & Wages	1,232,910	85,000	85,000	85,000	1,477,910
Payroll Taxes & Benefits	281,578	28,000	28,000	28,000	365,578
Labor Allocations to Events	(69,746)	-	-	-	(69,746)
<b>Net Salaries and Benefits</b>	<b>1,434,742</b>	<b>113,000</b>	<b>113,000</b>	<b>113,000</b>	<b>1,773,742</b>
Contracted Services	94,576	5,000	5,000	5,000	109,576
General and Administrative	90,217	12,000	12,000	12,000	126,217
Operating	182,740	1,000	1,000	7,000	191,740
Repairs & Maintenance	44,220	5,000	5,000	5,000	59,220
Operational Supplies	40,037	1,000	1,000	5,000	47,037
Insurance	13,526	500	500	3,200	17,726
Utilities	523,715	65,000	65,000	65,000	718,715
Other	-	-	-	-	-
SMG Management Fees	-	-	-	-	-
Allocated Expenses	-	-	-	-	-
<b>Total Indirect Expenses</b>	<b>2,373,773</b>	<b>202,500</b>	<b>202,500</b>	<b>218,200</b>	<b>2,996,973</b>
<b>Net Income (Loss) from Operating</b>	<b>(1,484,590)</b>	<b>(111,210)</b>	<b>(108,995)</b>	<b>(129,770)</b>	<b>(1,833,475)</b>
Less: Other Non Operating Management Fee	(122,527)	(12,500)	(12,500)	(12,500)	(160,027)
<b>Net Income (Loss)</b>	<b>(1,607,117)</b>	<b>(123,710)</b>	<b>(121,495)</b>	<b>(142,270)</b>	<b>(1,998,502)</b>
<b>DMO Side Ops</b>					
Revenue					
City of Rochester	3,088,416	-	152,000	276,000	3,516,416
Interest & Dividends	4,156	-	-	-	4,156
Unrealized Gains & Losses on Investments	3,830	-	-	-	3,830
Administration Fee	1,085	-	-	-	1,085
Miscellaneous Income	(191)	-	-	-	(191)
<b>Adjusted Gross Income</b>	<b>3,097,296</b>	<b>-</b>	<b>152,000</b>	<b>276,000</b>	<b>3,524,402</b>
Personnel					
Salaries	448,675	44,309	44,309	44,309	581,602
Benefits Etc	112,302	13,293	13,293	13,293	152,188
<b>Total Personnel</b>	<b>560,977</b>	<b>57,602</b>	<b>57,602</b>	<b>57,602</b>	<b>733,782</b>
Administrative	369,206	1,000	1,000	1,000	372,206
Sales & Services	(796)	2,917	2,917	2,917	7,954
MCC Sales & Marketing	54,315	25,000	25,000	25,000	129,315
Marketing	78,495	14,731	14,731	14,731	122,687
Visitor Services	51,815	10,757	10,757	10,757	84,086
Misc	-	5,500	5,500	5,500	16,500
Operational Cutbacks (monthly savings)	-	-	-	-	-
<b>Monthly Total Expenditures</b>	<b>1,114,013</b>	<b>117,506</b>	<b>117,506</b>	<b>117,506</b>	<b>1,466,531</b>
<b>Net Income (Loss) From DMO</b>	<b>1,983,283</b>	<b>(117,506)</b>	<b>34,494</b>	<b>158,494</b>	<b>2,058,765</b>
<b>Net Income (Loss) From Corporation</b>	<b>376,166</b>	<b>(241,216)</b>	<b>(87,001)</b>	<b>16,224</b>	<b>60,263</b>

Mayo Civic Center  
Balance Sheet  
September 30, 2020

ASSETS		
Current Assets		
Cash	\$	849,056
Accounts Receivable		140,514
Prepaid Assets		64,429
Inventory		<u>0</u>
Total Current Assets		1,053,999
Fixed Assets		
Fixed Assets		224,538
Accumulated Depreciation		<u>0</u>
Total Fixed Assets		224,538
Other Assets		
Other Assets		0
Deposits		<u>0</u>
Total Other Assets		<u>0</u>
Total Assets	\$	<u><u>1,278,537</u></u>

LIABILITIES AND EQUITY		
Current Liabilities		
Accounts Payable	\$	388,758
Accrued Expenses		125,012
Deferred Income		73,005
Advance Ticket Sales/Deposits		555,513
Other Current Liabilities		<u>0</u>
Total Current Liabilities		1,142,288
Long-Term Liabilities		
Long Term Liabilities		<u>0</u>
Total Long-Term Liabilities		<u>0</u>
Total Liabilities		1,142,288
Equity		
Net Funds Received		0
Retained Earnings		0
Net Income (Loss)		<u>136,249</u>
Total Equity		<u>136,249</u>
Total Liabilities & Equity	\$	<u><u>1,278,537</u></u>

Mayo Civic Center  
Balance Sheet Supporting  
September 30, 2020

**ASSETS**

**Cash and Investments**

Cash - Operating	\$	160,549
Cash - Box Office		676,107
Petty Cash - General Operating		400
Change Fund - Box Office		<u>12,000</u>

Total Cash and Investments 849,056

**Accounts Receivable**

A/R-Food & Beverage	(40,518)
A/R-Maj. Ten't. 1	40,625
A/R	<u>140,407</u>

Total Accounts Receivable 140,514

**Prepaid Assets**

Prepaid Insurance	959
Prepaid Advertising Trade	5,637
Prepaid Miscellaneous Expenses	<u>57,833</u>

Total Prepaid Assets 64,429

**Inventory**

Inventory	0
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**Fixed Assets**

Fixed Assets	<u>224,538</u>
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Total Fixed Assets 224,538

**Depreciation**

Accumulated Depreciation	<u>0</u>
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Mayo Civic Center  
Balance Sheet Supporting  
September 30, 2020

Total Depreciation

**Other Assets**

Other Assets	0	
Total Other Assets		0

**Deposits**

Deposits	0	
Total Deposits		0

<b>Total Assets</b>	<b>\$ 1,278,537</b>	
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**LIABILITIES AND EQUITY**

**Accounts Payable**

A/P Control	\$ 373,951	
A/P-State Sales Tax	(422)	
A/P-Workers Compensation	1,899	
A/P-401(k) Withholding	13,330	
Total Accounts Payable		388,758

**Accrued Expenses**

Accrued A/P Invoice	1,857	
Accrued Expenses	86,699	
Accrued Payroll	22,998	
Accrued Vacation	9,125	
Accrued Workers Compensation	4,333	
Total Accrued Expenses		125,012

**Deferred Income**

Mayo Civic Center  
Balance Sheet Supporting  
September 30, 2020

Deferred Deposits	73,005	
Total Deferred Income		73,005
<b>Advance Ticket Sales/Deposits</b>		
Advance Ticket Sales	377,483	
Advance Ticket Consignments	(2,614)	
Advance Fac Fee	11,539	
Advance Tix Rebate	(75)	
Advance Deposits Meetings	161,261	
Advance Deposits Conventions	(2,167)	
Damage Deposits	2,900	
TM Post Commissions/Promotion	2,685	
Advance Ticket Sales/Deposits		551,012
<b>Other Current Liabilities</b>		
Other Current Liabilities	0	
Other Current Liabilities		0
<b>Long-Term Liabilities</b>		
Total Long-Term Liabilities		0
<b>Equity</b>		
Retained Earnings	0	
Net Income (Loss)	136,249	
Equity		136,249
<b>Total Liabilities &amp; Equity</b>	<b>\$ 1,274,036</b>	

	Current Month	Current Budget	Variance	Year to Date	Year To Date Budget	Variance
	Current Month	Current Month	Variance	Year to Date	Year to Date	Variance
<b>EVENT INCOME</b>						
Direct Event Income						
Rental Income	\$ 23,995	\$ 128,970	(104,975)	\$ 508,250	\$ 1,221,383	(713,133)
Service Revenue	1,022	45,575	(44,553)	120,167	426,307	(306,140)
Service Expenses	0	0	0	(139,319)	0	(139,319)
<b>Total Direct Event Income</b>	<b>25,017</b>	<b>174,545</b>	<b>(149,528)</b>	<b>489,098</b>	<b>1,647,690</b>	<b>(1,158,592)</b>
Ancillary Income						
F & B Concessions	1,146	18,309	(17,163)	148,939	193,924	(44,985)
F & B Catering	1,231	76,352	(75,121)	166,171	676,737	(510,566)
Novelty Sales	0	0	0	1,084	0	1,084
Telephone	0	936	(936)	0	8,544	(8,544)
Electrical Services	0	7,181	(7,181)	9,326	70,994	(61,668)
Audio Visual	0	26,740	(26,740)	36,860	296,363	(259,503)
Internet Services	0	3,900	(3,900)	3,902	38,550	(34,648)
Equipment Rental	0	4,220	(4,220)	20,724	41,724	(21,000)
Other Ancillary	3,128	1,760	1,368	3,910	16,800	(12,890)
<b>Total Ancillary Income</b>	<b>5,505</b>	<b>139,398</b>	<b>(133,893)</b>	<b>390,916</b>	<b>1,343,636</b>	<b>(952,720)</b>
Other Event Income						
Other Event Related Income	0	1,136	(1,136)	2,475	9,940	(7,465)
Luxury Box Ticket Sales	0	0	0	0	0	0
Club Seat Ticket Sales	0	0	0	0	0	0
Event Advertising Income	50	235	(185)	885	2,059	(1,174)
Ticket Rebates	0	5,363	(5,363)	0	166,029	(166,029)
Facility Fees	0	5,596	(5,596)	5,859	177,666	(171,807)
<b>Total Other Event Income</b>	<b>50</b>	<b>12,330</b>	<b>(12,280)</b>	<b>9,219</b>	<b>355,694</b>	<b>(346,475)</b>
<b>Total Event Income</b>	<b>30,572</b>	<b>326,273</b>	<b>(295,701)</b>	<b>889,233</b>	<b>3,347,020</b>	<b>(2,457,787)</b>
<b>OTHER OPERATING INCOME</b>						
Advertising	0	6,250	(6,250)	0	56,250	(56,250)
Other Income	0	1,541	(1,541)	0	13,869	(13,869)
<b>Total Other Operating Income</b>	<b>0</b>	<b>7,791</b>	<b>(7,791)</b>	<b>0</b>	<b>70,119</b>	<b>(70,119)</b>
<b>Adjusted Gross Income</b>	<b>30,572</b>	<b>334,064</b>	<b>(303,492)</b>	<b>889,233</b>	<b>3,417,139</b>	<b>(2,527,906)</b>
<b>INDIRECT EXPENSES</b>						
Salaries & Wages	83,771	150,444	(66,673)	1,222,910	1,353,996	(131,086)
Payroll Taxes & Benefits	29,391	50,565	(21,174)	281,578	455,085	(173,507)
Labor Allocations to Events	0	0	0	(69,746)	0	(69,746)
<b>Net Salaries and Benefits</b>	<b>113,162</b>	<b>201,009</b>	<b>(87,847)</b>	<b>1,434,742</b>	<b>1,809,081</b>	<b>(374,339)</b>
Contracted Services	195	4,750	(4,555)	44,576	42,750	1,826
General and Administrative	15,072	25,502	(10,430)	90,217	229,518	(139,301)
Operating	12,043	16,583	(4,540)	182,740	149,247	33,493
Repairs & Maintenance	4,211	19,209	(14,998)	44,220	172,881	(128,661)
Operational Supplies	3,956	24,522	(20,566)	40,037	220,698	(180,661)
Insurance	87	7,359	(7,272)	13,526	66,231	(52,705)
Utilities	65,181	82,500	(17,319)	523,715	742,500	(218,785)
Other	0	167	(167)	0	1,503	(1,503)
SMG Management Fees	0	12,500	(12,500)	0	112,500	(112,500)
Allocated Expenses	0	0	0	0	0	0
<b>Total Indirect Expenses</b>	<b>213,907</b>	<b>394,101</b>	<b>(180,194)</b>	<b>2,373,773</b>	<b>3,546,909</b>	<b>(1,173,136)</b>
<b>Net Income (Loss) from Operation</b>	<b>(183,335)</b>	<b>(60,037)</b>	<b>(123,298)</b>	<b>(1,484,540)</b>	<b>(129,770)</b>	<b>(1,354,770)</b>
Less: Other Non Operating						
Management Fee	(12,579)	0	(12,579)	(122,527)	0	(122,527)
<b>Net Income (Loss)</b>	<b>(\$ 195,914)</b>	<b>(\$ 60,037)</b>	<b>(\$ 135,877)</b>	<b>(\$ 1,607,067)</b>	<b>(\$ 129,770)</b>	<b>(1,477,297)</b>
<b>DMO</b>						
Revenue						
City of Rochester	276,191	316,667	(40,476)	3,088,416	2,850,000	238,416
Interest & Dividends	0	-	0	4,156	1,415	2,741
Unrealized Gains & Losses on Invest	(377)	-	(377)	3,830	874	2,956
Administrative Fee	-	-	-	1,085	-	1,085
Miscellaneous Income	9	-	9	(182)	-	191
<b>Adjusted Gross Income</b>	<b>275,823</b>	<b>316,667</b>	<b>(40,853)</b>	<b>3,097,305</b>	<b>2,852,289</b>	<b>244,113</b>
Salaries & Wages						
Salaries & Wages	33,253	71,917	(38,664)	448,675	485,150	(36,475)
Payroll Taxes & Benefits	8,428	25,521	(17,093)	112,322	130,855	(18,533)
<b>Total Personnel</b>	<b>41,681</b>	<b>97,438</b>	<b>(55,756)</b>	<b>560,997</b>	<b>616,005</b>	<b>(55,008)</b>
Administrative						
Sales & Services	28,273	20,685	7,588	369,206	233,720	135,486
MCC Marketing	663	4,710	(4,047)	(796)	39,763	(40,558)
Marketing	1,484	34,058	(32,574)	54,315	165,000	(110,685)
Visitors Services	7,911	14,731	(6,820)	78,495	115,653	(37,158)
Monthly Expenditures	85,664	182,379	(96,715)	1,114,033	1,246,926	(132,893)
<b>Net Income (Loss) From DMO</b>	<b>190,159</b>	<b>134,288</b>	<b>55,862</b>	<b>1,983,272</b>	<b>1,605,363</b>	<b>377,906</b>
<b>Net Income (Loss) From Corporatio</b>	<b>(5,755)</b>	<b>74,251</b>	<b>(80,015)</b>	<b>376,205</b>	<b>1,475,593</b>	<b>(1,100,293)</b>

	Current Month	Current Month	Variance	Year to Date	Year to Date	Variance
<b>EVENT INCOME</b>						
Direct Event Income						
Rental Income	\$ 23,995	\$ 128,970	(104,975)	\$ 508,250	\$ 1,221,383	(713,133)
Service Revenue	1,022	45,575	(44,553)	120,167	426,307	(306,140)
Service Expenses	0	0	0	(139,319)	0	(139,319)
<b>Total Direct Event Income</b>	<b>25,017</b>	<b>174,545</b>	<b>(149,528)</b>	<b>489,098</b>	<b>1,647,690</b>	<b>(1,158,592)</b>
Ancillary Income						
F & B Concessions	1,146	18,309	(17,163)	148,939	193,924	(44,985)
F & B Catering	1,231	76,352	(75,121)	166,171	676,737	(510,566)
Novelty Sales	0	0	0	1,084	0	1,084
Gift Shop Sales	0	0	0	0	0	0
Parking	0	0	0	0	0	0
Parking- Valet	0	0	0	0	0	0
Booth Cleaning	0	0	0	0	0	0
Business Center	0	0	0	0	0	0
Telephone	0	936	(936)	0	8,544	(8,544)
Electrical Services	0	7,181	(7,181)	9,326	70,994	(61,668)
Audio Visual	0	26,740	(26,740)	36,860	296,363	(259,503)
Internet Services	0	3,900	(3,900)	3,902	38,550	(34,648)
Equipment Rental	0	4,220	(4,220)	20,724	41,724	(21,000)
Other Ancillary	3,128	1,760	1,368	3,910	16,800	(12,890)
<b>Total Ancillary Income</b>	<b>5,505</b>	<b>139,398</b>	<b>(133,893)</b>	<b>390,916</b>	<b>1,343,636</b>	<b>(952,720)</b>
Other Event Income						
Other Event Related Income	0	1,136	(1,136)	2,475	9,940	(7,465)
Luxury Box Ticket Sales	0	0	0	0	0	0
Club Seat Ticket Sales	0	0	0	0	0	0
Event Advertising Income	50	235	(185)	885	2,059	(1,174)
Ticket Rebates	0	5,363	(5,363)	0	166,029	(166,029)
Facility Fees	0	5,596	(5,596)	5,859	177,666	(171,807)
<b>Total Other Event Income</b>	<b>50</b>	<b>12,330</b>	<b>(12,280)</b>	<b>9,219</b>	<b>355,694</b>	<b>(346,475)</b>
<b>Total Event Income</b>	<b>30,572</b>	<b>326,273</b>	<b>(295,701)</b>	<b>889,233</b>	<b>3,347,020</b>	<b>(2,457,787)</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	56,250	(56,250)
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	13,869	(13,869)
<b>Total Other Operating Income</b>	<b>0</b>	<b>7,791</b>	<b>(7,791)</b>	<b>0</b>	<b>70,119</b>	<b>(70,119)</b>
<b>Adjusted Gross Income</b>	<b>30,572</b>	<b>334,064</b>	<b>(303,492)</b>	<b>889,233</b>	<b>3,417,139</b>	<b>(2,527,906)</b>
<b>INDIRECT EXPENSES</b>						
Salaries & Wages	83,771	150,444	(66,673)	1,222,910	1,353,996	(131,086)
Payroll Taxes & Benefits	29,391	50,565	(21,174)	281,578	455,085	(173,507)
Labor Allocations to Events	0	0	0	(69,746)	0	(69,746)
Net Salaries and Benefits	113,162	201,009	(87,847)	1,434,742	1,809,081	(374,339)
Contracted Services	195	4,750	(4,555)	44,576	42,750	1,826
General and Administrative	15,072	25,502	(10,430)	90,217	229,518	(139,301)
Operating	12,043	16,583	(4,540)	182,740	149,247	33,493
Repairs & Maintenance	4,211	19,209	(14,998)	44,220	172,881	(128,661)
Operational Supplies	3,956	24,522	(20,566)	40,037	220,698	(180,661)
Insurance	87	7,359	(7,272)	13,526	66,231	(52,705)
Utilities	65,181	82,500	(17,319)	523,715	742,500	(218,785)
Other	0	167	(167)	0	1,503	(1,503)
SMG Management Fees	0	12,500	(12,500)	0	112,500	(112,500)
Allocated Expenses	0	0	0	0	0	0
<b>Total Indirect Expenses</b>	<b>213,907</b>	<b>394,101</b>	<b>(180,194)</b>	<b>2,373,773</b>	<b>3,546,909</b>	<b>(1,173,136)</b>
<b>Net Income (Loss) from Operation</b>	<b>(183,335)</b>	<b>(60,037)</b>	<b>(123,298)</b>	<b>(1,484,540)</b>	<b>(129,770)</b>	<b>(1,354,770)</b>
Less: Other Non Operating Management Fee	(12,579)	0	(12,579)	(122,527)	0	(122,527)
<b>Net Income (Loss)</b>	<b>(\$ 195,914)</b>	<b>(\$ 60,037)</b>	<b>(135,877)</b>	<b>(\$ 1,607,067)</b>	<b>(\$ 129,770)</b>	<b>(1,477,297)</b>



Experience Rochester  
Profit Loss Statement  
For the Ninth Month Ending  
September 30, 2020

	<b>Sep 2020</b>	<b>Budget</b>
<b>Income</b>		
4101.00 City of Rochester	276,190.86	316,666.00
4910.00 Interest income	0.02	
4940.00 Miscellaneous income	9.00	0.00
<b>Total Income</b>	<b>\$ 276,199.88</b>	<b>\$ 316,666.00</b>
<b>Gross Profit</b>	<b>\$ 276,199.88</b>	<b>\$ 316,666.00</b>
<b>Expenses</b>		
<b>5100.00 Personnel</b>		
5101.00 Salaries	33,253.14	39,108.00
5103.00 Payroll Taxes	2,440.68	0.00
5104.00 Employee Benefits		11,732.00
5104.01 Medical Insurance	4,434.00	0.00
5104.02 HSA Contribution	312.60	0.00
<b>Total 5104.00 Employee Benefits</b>	<b>\$ 4,746.60</b>	0.00
5105.00 Pension	1,066.50	0.00
5106.00 Workers Compensation	174.67	0.00
<b>Total 5100.00 Personnel</b>	<b>\$ 41,681.59</b>	<b>\$ 50,840.00</b>
<b>5200 Administration</b>		
<b>5201.00 Local Travel &amp; Meetings</b>		
5201.01 Local Meetings	1,089.68	0.00
<b>Total 5201.00 Local Travel &amp; Meetings</b>	<b>\$ 1,089.68</b>	<b>\$ 0.00</b>
<b>5203.00 Postage</b>		
5203.01 Metered & Bulk	390.12	0.00
<b>Total 5203.00 Postage</b>	<b>\$ 390.12</b>	<b>\$ 0.00</b>
<b>5204.00 Office Supplies</b>		
5204.00 Office Supplies	1,423.74	
<b>5205.00 Telephone</b>		
5205.01 Office	1,125.92	0.00
5205.03 Exp shared by Arts/Fest/Sports	-103.83	0.00
<b>Total 5205.00 Telephone</b>	<b>\$ 1,022.09</b>	<b>\$ 0.00</b>
<b>5208.00 Equipment Lease &amp; Maintenance</b>		
5208.02 Copier System	248.56	0.00

Experience Rochester  
Profit Loss Statement  
For the Ninth Month Ending  
September 30, 2020

<b>Total 5208.00 Equipment Lease &amp; Maintenance</b>	<b>\$ 248.56</b>	0.00
<b>5210.00 Insurance</b>		0.00
<b>5210.02 Office Contents</b>	119.25	0.00
<b>Total 5210.00 Insurance</b>	<b>\$ 119.25</b>	0.00
<b>5211.00 Rent</b>	200.00	0.00
<b>5212.00 Banking Fees/Charges</b>	21.30	0.00
<b>5216.00 Professional Services</b>	9,500.00	0.00
<b>5216.01 Accounting Services</b>	400.00	0.00
<b>5216.02 CRM Ongoing &amp; Support</b>	2,193.70	0.00
<b>5216.11 Data Feeds from CRM</b>	625.00	0.00
<b>5216.12 Economic Impact Calculator Integration</b>	500.00	0.00
<b>5216.13 GSuite Storage and Email Sync</b>	144.00	0.00
<b>Total 5216.00 Professional Services</b>	<b>\$ 13,362.70</b>	0.00
<b>5221.00 Staff &amp; Volunteer Parking</b>		0.00
<b>5221.01 Staff Parking</b>	68.00	0.00
<b>5221.02 Volunteer Parking</b>	308.00	0.00
<b>Total 5221.00 Staff &amp; Volunteer Parking</b>	<b>\$ 376.00</b>	0.00
<b>5270 Depreciation</b>	9,860.00	0.00
<b>Total 5200 Administration</b>	<b>\$ 28,113.44</b>	<b>\$ 4,055.00</b>
<b>5300.00 Industry Relations</b>		
<b>5305.00 Chamber of Commerce</b>	560.00	0.00
<b>Total 5300.00 Industry Relations</b>	<b>\$ 560.00</b>	0.00
<b>5400.00 Sales &amp; Convention Services</b>		0.00
<b>5404.00 Lodging Bureau &amp; Registration</b>	625.00	0.00
<b>5405.00 Client &amp; Partner Meetings</b>	37.77	0.00
<b>Total 5400.00 Sales &amp; Convention Services</b>	<b>\$ 662.77</b>	<b>\$ 2,916.67</b>
<b>5500 Marketing</b>		
<b>5502.00 ER Website</b>		
<b>5502.03 Search Engine Optimization</b>	2,000.00	
<b>Total 5502.00 ER Website</b>	<b>\$ 2,000.00</b>	

Experience Rochester  
Profit Loss Statement  
For the Ninth Month Ending  
September 30, 2020

<b>5503.00 Content Generation</b>			
<b>5503.02 Content Partnerships</b>	2,500.00		
<b>5503.03 Social Media</b>	2,335.00		
<b>Total 5503.00 Content Generation</b>	<u>\$ 4,835.00</u>		
<b>5506.00 Collateral Materials</b>			
<b>5506.04 Digital Asset Management System</b>	299.00		
<b>Total 5506.00 Collateral Materials</b>	<u>\$ 299.00</u>		
<b>5599.00 Other</b>	776.84		0.00
<b>Total 5500 Marketing</b>	<u>\$ 7,910.84</u>	<u>\$ 14,730.67</u>	
<b>5700.00 RASC</b>			
<b>5702.00 Sports Event Subsidy</b>	-400.00		
<b>5715.00 Employee benefits</b>			
<b>5715.04 Pension contributions</b>	0.00		
<b>Total 5715.00 Employee benefits</b>	<u>\$ 0.00</u>	<u>\$ 0.00</u>	
<b>Total 5700.00 RASC</b>	<u>-\$ 400.00</u>	<u>\$ 0.00</u>	
<b>5800.00 Visitor Experience</b>			
<b>5804.00 Digital Kiosk Program, Maintenance &amp; Internet</b>			
<b>5804.01 OMNI Monthly Fee for Kiosks</b>	5,525.81		0.00
<b>Total 5804.00 Digital Kiosk Program, Maintenance &amp; Internet</b>	<u>\$ 5,525.81</u>	<u>\$ 0.00</u>	
<b>5809.00 Certified Tourism Ambassador Program</b>			
<b>5809.09 Credit Card Processing Fee</b>	125.49		
<b>Total 5809.00 Certified Tourism Ambassador Program</b>	<u>\$ 125.49</u>		0.00
<b>Total 5800.00 Visitor Experience</b>	<u>\$ 5,651.30</u>	<u>\$ 10,757.08</u>	
<b>6000.00 Mayo Civic Center Sales &amp; Marketing</b>			0.00
<b>6101.00 Mayo Civic Center Website</b>			
<b>6101.02 CMS Annual Licensing Fee</b>	18.17		0.00
<b>Total 6101.00 Mayo Civic Center Website</b>	<u>\$ 18.17</u>		0.00
<b>6403.00 Professional Affiliations</b>			
<b>6403.02 Associations North</b>	525.00		0.00

Experience Rochester  
Profit Loss Statement  
For the Ninth Month Ending  
September 30, 2020

<b>Total 6403.00 Professional Affiliations</b>	<b>\$ 525.00</b>	0.00
<b>6406.00 Economic Impact Calculator-meeting and event module</b>	-416.66	0.00
<b>6407.00 Site Visits &amp; Tours</b>	357.58	0.00
<b>6409.00 Attendance Building &amp; VIP</b>	1,000.00	0.00
<b>Total 6000.00 Mayo Civic Center Sales &amp; Marketing</b>	<b>\$ 1,484.09</b>	<b>\$ 25,000.00</b>
<b>Miscellaneous</b>	<b>\$</b>	<b>3,409.00</b>
<b>Total Expenses</b>	<b>\$ 85,664.03</b>	<b>\$ 111,708.42</b>
<b>Net Operating Income</b>	<b>\$ 190,535.85</b>	<b>\$ 204,957.58</b>
<b>Other Income</b>		
<b>9792 Unrealized gains and losses on investments</b>	-376.99	
<b>Total Other Income</b>	<b>-\$ 376.99</b>	
<b>Net Other Income</b>	<b>-\$ 376.99</b>	
<b>Net Income</b>	<b>\$ 190,158.86</b>	<b>\$ 204,957.58</b>

	July	YTD
<b>Sales</b>		
4150-3010 - Candy Sales	123.94	8,686.40
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>123.94</b>	<b>74,401.58</b>
<b>Concessions Alcohol</b>		
4150-3180 - Liquor Sales	822.61	37,995.55
4150-3190 - Wine Sales	199.78	4,089.82
4150-3200 - Canned Beer Sales	-	68,008.47
Total Concessions Alcohol	<b>1,022.39</b>	<b>110,093.84</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	172.02	57,103.59
Total Concessions NA Beverage	<b>172.02</b>	<b>59,676.94</b>
Total Concessions Sales	<b>1,318.35</b>	<b>244,172.36</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	<b>757.35</b>	3,258.90
Total Catering NA Beverage	<b>757.35</b>	3,258.90
Total Catering Sales	-	123,344.72
Total Sales	<b>2,075.70</b>	368,570.39

Other Income		
4280-4500 - Sub Contractor Income	-	2,266.34
4280-4590 - Management Charge Income	167.31	27,213.53
4280-4600 - Rebates and Discounts Income	150.48	1,933.83
4280-4630 - Labor Setup Income	-	140.00
Total Other Income	<b>317.79</b>	31,553.70
4270-0000 - Reimbursable Cost Income	<b>920.81</b>	32,893.66
<b>Total Revenue</b>	<b><u>3,314.30</u></b>	<b><u>433,017.75</u></b>
<b>Cost of Sales</b>		
Concessions Food COS		
5010-3010 - Candy COS	31.36	2,517.61
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>31.36</b>	<b>19,991.06</b>
<b>Concessions Alcohol COS</b>		
5010-3180 - Liquor COS	-	16,583.61
5010-3190 - Wine COS	117.72	(2,723.70)
5010-3200 - Canned Beer COS	8.78	20,148.68
5010-3210 - Draft Beer COS	-	262.00
<b>Total Concessions Alcohol COS</b>	<b>126.50</b>	<b>34,270.59</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	15.07	19,252.48
<b>Total Concessions NA Bev COS</b>	<b><u>15.07</u></b>	<b><u>22,268.37</u></b>
Total Concessions COS	<b>172.93</b>	<b>76,530.02</b>
Catering Food		
5020-3240 - Catering and Picnic COS	-	7,543.27
5020-3250 - Suite and Rest Food COS	-	0.00
Total Catering Food COS	<b>-</b>	<b><u>7,543.27</u></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>-</b>	<b><u>(1,168.26)</u></b>

Catering NA Beverage COS		
5020-3260 - Catering Non-Alc COS	76.98	702.37
Total Catering NA Bev COS	<u>76.98</u>	<u>702.37</u>
Total Catering COS	249.91	<b>7,077.38</b>
Cost of Sales	-	<b>83,607.40</b>
5050-3362 - At Cost Discount	<b>920.81</b>	<b>32,893.66</b>
<b>Labor</b>		
Fixed Wages		
5090-5920 - Severance	-	1,923.08
5090-5450 - Management Salaries	27,593.13	198,507.95
Total Fixed Wages	<u>27,593.13</u>	<u>200,431.03</u>
<b>Variable Wages</b>		
Concession Wages		
5090-5480 - Concession Wages	419.57	58,169.49
5090-5520 - Concession Temporary Staffing	-	5,698.80
<b>Total Concession Wages</b>	<u>419.57</u>	<u>63,868.29</u>
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>	<u>-</u>	<u>23,629.84</u>
Other Wages		
5090-5690 - Office Wages	-	38,909.00
5090-5720 - Temporary Staffing	-	8,683.41
Total Other Wages	<u>-</u>	<u>47,592.41</u>
<b>Total Variable Wages</b>	<b>419.57</b>	<b>135,090.54</b>
Benefits		
5100-1130 - 401K	500.00	4,813.87
5100-6060 - Group Health Insurance	4,025.57	32,576.14
5100-6480 - Workers Compensation	1,133.02	14,985.89
<b>Total Benefits</b>	<u>5,658.59</u>	<u>52,375.90</u>
Payroll Taxes		
5110-0000 - Payroll Taxes Rev and Bal	2,230.61	34,919.23
Total Payroll Taxes	<u>2,230.61</u>	<u>34,919.23</u>
<b>Total Labor</b>	<b>35,901.90</b>	<b>422,816.70</b>
Variable Expenses		
Controllables		
5130-6200 - Vehicle Fuel Expense	-	448.85
5130-6220 - Vehicle Parking	145.00	145.00
5130-6270 - Relocation Expense	-	10,000.00
5130-6280 - Venue Entertainment	-	250.00

5150-0000 - Professional Fees - General	9.50	724.58
5180-6620 - Promotional	-	375.16
5190-6670 - IT Computer Maintenance	-	51.89
5190-6680 - IT Software and Licensing	279.85	5,267.13
5250-6170 - Misc Gifts	-	25.00
5250-6700 - Misc Other	(1,171.15)	1,087.77
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	63.28	8,212.44
5250-6750 - Armored Car	-	423.18
5250-6760 - Cash (Over)/Short	0.03	2,515.84
5250-6770 - Linen and Cleaning	-	2,808.04
5250-6800 - Recruiting	-	422.70
5250-6810 - Smallwares	-	761.22
5250-6830 - Employee Meals	-	255.54
5250-6840 - Promo Ad Fund	63.28	8,212.44
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	11.58	955.36
<b>5250-7020 - Cell Phone and Data</b>	<b>28.51</b>	<b>432.62</b>
5250-7070 - Uniforms	-	2,891.10
5250-7120 - Credit Card Fees	-	955.50
Total Controllables	<b>(570.12)</b>	<b>63,128.66</b>
Non-Controllables		
5120-0000 - Processing Fees General	47.88	837.65
5120-6150 - Time Saver Expense	39.10	410.36
5160-6460 - Insurance and Bonding	618.05	7,365.60
5170-6490 - License Fees	-	60.50
5170-6520 - Business Taxes	-	15.22
5210-0000 - Repair and Maintenance-Admin	349.92	3,896.42
<b>Total Non-Controllables</b>	<b>1,054.95</b>	<b>12,585.75</b>
<b>Total Variable Expenses</b>	<b>484.83</b>	<b>75,714.41</b>
Other Income Expenses		
5050-4500 - Other Sub Contractor Exp	-	(180.50)
<b>Total Other Income Expenses</b>	<b>-</b>	<b>(180.50)</b>
Non-Operating Expenses		
6000-0000 - Depreciation - Rev and Bal	3,047.32	24,607.83
5045-0000 - Contract Acquisition Exp	2,521.91	20,127.71
Non-Operating Expenses	<b>5,569.23</b>	<b>44,735.54</b>
Profit Before Client Profit	<b>(40,438.93)</b>	<b>(73,926.19)</b>
Management Fee	79.10	79.10
5055-0000 - Client Profit	<b>(40,518.03)</b>	<b>(237,223.31)</b>





Mayo Civic Center  
 Capital BudgetAs of  
 September 30, 2020

Project	Room	Staff Lead	P.O. Number	Estimated Dollar Amount (w/o Tax)	Paid	Vendor	Notes:
Intercom Gate Replacement	MCC	Joe Kollar	10000	\$15,789		Parsons Technology	In-Process
Box Office Security Cameras	Box Office	TR Wheeler	10001	\$14,056	\$12,499	Parsons Technology	Completed
Back of House Access Control Additions: 2 - Exhibit Hall(Bank of four doors) 4 - Arena Passage Doors 1 - Arena Door 1 - Kitchen Door 1 - Safe Door	Back of House	Joe Kollar	10002	\$24,381	\$29,262	Parsons Technology	In-Process
Back of House Access Control Additions - Suite 200	Back of House	Joe Kollar	10002	\$2,753	\$6,717	Parsons Technology	In-Process
Back of House Access Control Additions - S2 64 Portal Expansion	Back of House	Joe Kollar	10002	\$3,603	\$3,626	Parsons Technology	In-Process
MCC Network	MCC	Adam Lien		\$100,000	\$138,146	3 Vendors	In-Process
Website	MCC	Erin Okins		\$35,000	\$34,288	Simpleview	In-Process

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

**\$224,538 Total - Paid on Capital Projects**