



## Rochester Convention and Visitors Bureau Corporation

Rochester, MN  
Monthly Financial Package  
For Month Ending

September 30, 2025



*Distribution:*

Experience Rochester:

Joe Ward - President  
Deanna Meyer - Chief of Staff  
Nick Landry - Vice President of Administration

ASM Global:

Craig Barkdull - General Manager  
Paula Lynch - Director of Finance  
John Page - Regional General Manager  
Joseph Scheper - Corporate Director Finance & Business Support

**Rochester Convention and Visitors Bureau Corporation**  
**Financial Summary**  
**30-Sep-25**

<b>MCC Operations</b>	Current Month	Current Budget	Variance	Year to Date	Year To Date Budget	Variance
Adjusted Gross Operating Income	396,541	550,094	-27.91%	3,245,573	4,244,928	-23.54%
Operating Expenses:	448,037	542,765	-17.45%	4,512,897	4,855,490	-7.06%
<b>Net Income (Loss) from Operations</b>	<b>(51,496)</b>	<b>7,329</b>	<b>(58,825)</b>	<b>(1,267,324)</b>	<b>(610,562)</b>	<b>(656,762)</b>
<b>Net Income (Loss)</b>	<b>(65,720)</b>	<b>(32,646)</b>	<b>(33,074)</b>	<b>(1,482,650)</b>	<b>(970,337)</b>	<b>(512,313)</b>
<b>DMO</b>						
Revenue						
Adjusted Gross Income	394,365	409,452	-3.68%	3,609,860	3,768,161	-4.20%
Monthly Expenditures	151,207	261,084	-42.08%	1,855,666	2,288,227	-18.90%
<b>Net Income (Loss) From DMO</b>	<b>243,158</b>	<b>148,368</b>	<b>94,790</b>	<b>1,754,194</b>	<b>1,479,934</b>	<b>274,259</b>
<b>Corporation Net Income/(Loss)</b>	<b>177,438</b>	<b>115,722</b>	<b>61,716</b>	<b>271,544</b>	<b>509,597</b>	<b>(238,054)</b>

**Key Take Aways On September's Performance:**

**MCC Events:** Final results for the month ending September 30, 2025, produced a net decline compared to budget of \$33,074.

**DMO :** Final results for the month ending September 30, 2025 the DMO produced a net income of \$94,790.

The Corporation gained \$60,218 compared to budget in the month of September.

Experience Rochester  
Consolidated Balance Sheet  
As of September 30, 2025

	Total
<b>ASSETS</b>	
<b>Current Assets</b>	
<b>Bank Accounts</b>	
MCC Bank Accounts	1,986,014
DMO Bank Accounts	1,518,731
<b>Total Bank Accounts</b>	<b>3,504,745</b>
<b>Accounts Receivable</b>	
MCC Accounts Receivable	589,801
DMO Accounts Receivable	227,094
<b>Total Accounts Receivable</b>	<b>816,895</b>
<b>Other Current Assets</b>	
MCC Other Current Assets	133,921
DMO Other Current Assets	13,239
<b>Total Other Current Assets</b>	<b>147,160</b>
MCC F&B Inventory	67,909
<b>Total Inventory</b>	<b>67,909</b>
<b>Total Current Assets</b>	<b>4,536,708</b>
<b>Fixed Assets</b>	
MCC Fixed Assets	70,232
DMO Fixed Assets	93,533
<b>Total Fixed Assets</b>	<b>163,765</b>
<b>TOTAL ASSETS</b>	<b>4,700,473</b>
<b>LIABILITIES AND EQUITY</b>	
<b>Liabilities</b>	
<b>Current Liabilities</b>	
<b>Accounts Payable</b>	
MCC Accounts Payable	557,275
DMO Accounts Payable	32,534
<b>Total Accounts Payable</b>	<b>589,809</b>
<b>Other Current Liabilities</b>	
MCC Accrued Expenses	364,139
MCC Deferred Income	1,121,973
DMO Accrued Expenses	247,071
<b>MCC Advance Ticket Sales / Deposits</b>	764,310
<b>Total Other Current Liabilities</b>	<b>2,497,493</b>
<b>Long-Term Liabilities</b>	
MCC Promo & R&M Equip Funds - OVG	3,815
DMO Long Term Liabilities	0
<b>Total Long-Term Liabilities</b>	<b>3,815</b>
<b>Total Liabilities</b>	<b>3,091,117</b>
<b>Equity</b>	
Capital Funds - ASM	\$ 11,752,407
Unrestricted	\$ (707,703)
Retained Earnings	\$ (10,233,392)
Operating Reserve	\$ 526,500
Net Income	\$ 271,544
<b>Total Equity</b>	<b>1,609,356</b>
<b>TOTAL LIABILITIES AND EQUITY</b>	<b>4,700,473</b>