



## **Table of Contents**

| Monthly Summary                 | 3 |
|---------------------------------|---|
| RCVB Income Statement - Summary | 4 |
| Consolidated Balance Sheet      | 5 |
| Capital Projects                | 6 |

|                                    |                  | Financial Sur<br>September 3 | •         |                          |                        |           |
|------------------------------------|------------------|------------------------------|-----------|--------------------------|------------------------|-----------|
| MCC Operations                     | Current<br>Month | Current<br>Budget            | Variance  | Year to<br>Date          | Year To Date<br>Budget | Variance  |
| Adjusted Gross Operating Income    | 107,893          | 303,686                      | -64.47%   | 1,049,907                | 1,381,645              | -24.01%   |
| Operating Expenses:                | 330,977          | 306,674                      | 7.92%     | 2,507,885                | 2,567,133              | -2.31%    |
| Net Income (Loss) from Operations  | (252,584)        | (2,988)                      | (249,596) | (1,546,478)              | (1,185,488)            | (360,990) |
| Net Income (Loss)                  | (236,456)        | (21,969)                     | (214,487) | <mark>(1,580,792)</mark> | (1,356,317)            | (224,475) |
| DMO                                |                  |                              |           |                          |                        |           |
| Revenue                            |                  |                              |           |                          |                        |           |
| Adjusted Gross Income              | 795,100          | 301,500                      | 163.71%   | 3,234,690                | 2,713,500              | 19.21%    |
| Monthly Expenditures               | 151,411          | 168,438                      | -10.11%   | 1,541,269                | 1,390,518              | 10.84%    |
| Net Income (Loss) From DMO         | 643,689          | 133,062                      | 510,627   | 1,693,421                | 1,322,982              | 370,439   |
| Net Income (Loss) From Corporation | 407,233          | 111,093                      | 296,140   | 112,629                  | (33,335)               | 145,964   |

## **Rochester Convention and Visitors Bureau Corporation**

Key Take Aways on August Performance:

 August Performance:

 MCC Operations:
 Budgeted loss was \$22K compared with an approximate actual loss of \$236K due to assumption that operations would resume in full by this time.

 Major events that were budgeted but lost include the Mayo Clinic Argent Soceity Dinner & Entertainment (worth about \$90K in income), Mayo Clinic Study of Aging Appreciation (\$40K), and Foster Lawn & Garden Supplies Convention (\$45K).

 In comparison with the forecast from August, MCC Operations came in about \$10K higher than forecasted.

DMO: On the revenue side, we received a DEED Grant and our PPP Loan was forgiven this month for an additional \$495K in revenue.

Expenses came in about \$10K less than budgeted. Overall DMO performance was about \$510K higher than budget, which didn't include either the DEED Grant or PPP Loan. Overall performance was about \$300K higher than originally budgetted, again, due to the revenue from the DEED Grant and PPP Loan being

recognized this month. We are ahead about \$145K for the year, however major events have cancelled in Q4 that will substantially eat into that.

| Rochester's Convention and Visitor Bureau Corporation<br>Lead Income Statement for the Ninth Month |
|--|
| Ending September 30, 2021  |

|  | eptember<br>Actual<br>\$27,885<br>46,721<br>-19,008<br>55,598<br>5,517<br>8,020<br>0<br>0<br>0<br>0<br>550<br>1,268<br>0<br>15,255<br>5,917<br>1,498<br>7,415<br>7,255<br>29,500<br>29,625<br>29,625<br>29,625<br>107,893<br>29,625<br>107,893<br>1135,140<br>2,953<br>1137,413<br>2,255 | September<br>Budeet<br>\$83,335<br>60,020<br>-22,195<br>121,160<br>124,734<br>0<br>900<br>6,700<br>6,700<br>32,300<br>840<br>2,100<br>3,128<br>170,702<br>7,200<br>4,624<br>11,824<br>303,686<br>0<br>0<br>0<br>0<br>303,686<br>125,375<br>39,846<br>0<br>165,221<br>7,505<br>28,575 | Variance<br>-55,450<br>-13,299<br>3,187<br>-65,562<br>-119,317<br>8,020<br>-900<br>-6,700<br>-32,300<br>-290<br>-32,300<br>-290<br>-32,300<br>-32,300<br>-290<br>-32,300<br>-290<br>-32,300<br>-290<br>-32,300<br>-290<br>-32,300<br>-290<br>-32,300<br>-290<br>-32,300<br>-290<br>-32,200<br>-20,025<br>-225,293<br>-12,433<br>-0<br>-2,668<br>-6,131 | Year to<br>Date<br>\$620,450<br>191,957<br>-138,049<br>674,358<br>88,620<br>129,060<br>1,527<br>3,100<br>1,711<br>3,758<br>47,971<br>4,525<br>10,442<br>960,547<br>88,00<br>88,360<br>1,049,907<br>1,007,258<br>279,623<br>433<br>1,287,314        | Vear to<br>Date Budget<br>\$584,960<br>242,905<br>-113,234<br>714,631<br>483,759<br>0<br>2,858<br>13,700<br>58,904<br>3,825<br>8,117<br>26,588<br>597,751<br>43,020<br>26,243<br>69,263<br>1,381,645<br>0<br>0<br>0<br>0<br>1,381,645 | Variance<br>35,490<br>-50,948<br>-24,815<br>-40,273<br>-395,139<br>129,060<br>-1,331<br>-10,600<br>-57,193<br>-67<br>-39,854<br>-26,588<br>-322,004<br>-37,103<br>-21,718<br>-58,821<br>-421,098<br>860<br>89360<br>-420,238<br>22,673<br>-19,876<br>433 | Annual Budget<br>\$ 853,903<br>398,620<br>(201,860)<br>1,050,663<br>1,050,663<br>1,030,663<br>1,030,663<br>1,030,663<br>1,2,038<br>13,700<br>79,543<br>4,050<br>12,038<br>13,700<br>79,543<br>4,050<br>12,038<br>36,754<br>936,404<br>89,820<br>79,792<br>169,612<br>2,156,679<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0 | (129,060)<br>10,511<br>10,600<br>77,832<br>(35,604)<br>36,754<br>660,657<br>159,170<br>1,196,132<br>(860)<br>(88,500)<br>(89,360)<br>1,106,772<br>378,455<br>142,331  |
|--|--|--|--|--|---|--|---|---|
| EVENT INCOME         Direct Event Income         Rental Income         Service Expenses         Total Direct Event Income         Ancillary Income         F & B Concessions         Total Other Event Income         Cottal Event Income         Cottal Event Income         OTHER OPERATING INCOME         Adyusted Gross Income         INDIRECT EXPENSES         Salaries & Wages         Payroll Taxes & Benefits         Labor Allocations to Events         Net Salaries and Benefits   | \$27,885<br>46,721<br>-19,008<br>55,598<br>5,417<br>8,020<br>0<br>0<br>0<br>550<br>1,268<br>0<br>15,255<br>5,917<br>1,498<br>7,415<br>78,268<br>29,605<br>29,625<br>107,893<br>135,140<br>27,413<br>0<br>162,553<br>1,374<br>3,1,243   | \$83,335<br>60,020<br>-22,195<br>121,160<br>124,734<br>0<br>900<br>6,700<br>32,300<br>2,300<br>3,128<br>170,702<br>7,200<br>4,624<br>11,824<br>303,686<br>0<br>0<br>0<br>303,686<br>125,375<br>39,846<br>30,00<br>165,221<br>7,505   | -13,299<br>3,187<br>-65,562<br>-119,317<br>8,020<br>-6,700<br>-32,300<br>-32,300<br>-32,300<br>-32,300<br>-32,300<br>-32,300<br>-32,300<br>-32,300<br>-32,300<br>-32,300<br>-32,300<br>-32,300<br>-32,300<br>-32,300<br>-32,300<br>-32,300<br>-32,50<br>-4,409<br>-225,418<br>-12,53<br>-225,293<br>-225,293<br>-12,433<br>0<br>-2,668<br>-6,131       | \$620,450<br>191,957<br>-138,049<br>674,358<br>88,620<br>129,060<br>1,527<br>3,100<br>1,711<br>3,758<br>47,971<br>0<br>275,747<br>5,917<br>4,525<br>10,442<br>960,547<br>88500<br>89,360<br>1,049,907<br>1,007,258<br>2,79,623<br>433<br>1,287,314 | \$584,960<br>242,905<br>-113,234<br>714,631<br>483,759<br>0<br>2,858<br>13,700<br>58,904<br>3,825<br>8,117<br>26,588<br>597,751<br>43,020<br>26,243<br>69,263<br>1,381,645<br>0<br>0<br>0<br>1,381,645<br>9984,585<br>299,499<br>0    | -50,948<br>-24,815<br>-40,273<br>-395,139<br>129,060<br>-1,331<br>-10,600<br>-57,193<br>-67<br>39,854<br>-26,588<br>-322,004<br>-37,103<br>-21,718<br>-58,821<br>-421,098<br>88500<br>89360<br>-420,238<br>22,673<br>-19,876<br>433                      | 398,620<br>(201,860)<br>1,050,663<br>7777,952<br>0<br>12,038<br>13,700<br>79,543<br>36,754<br>936,404<br>89,820<br>79,792<br>169,612<br>2,156,679<br>0<br>0<br>0<br>2,156,679<br>1,385,713<br>421,954   | 233,453<br>206,663<br>(63,811)<br>376,305<br>(129,060)<br>10,511<br>10,600<br>77,833<br>(35,604)<br>36,754<br>660,657<br>83,903<br>75,267<br>159,170<br>1,196,132<br>(880)<br>(88,500)<br>(88,500)<br>(89,360)<br>1,106,772<br>378,455<br>142,331 |
| Direct Event Income Rental Income Service Expenses Total Direct Event Income Service Expenses Total Direct Event Income Ancillary Income F & B Catering Novelty Sales Electrical Services Audio Visual Internet Services Audio Visual Conter Services Contracted Services Contracted Service Service Contracted Services Service Contracted Services Contr | 46,721<br>-19,008<br>55,598<br>5,417<br>8,020<br>0<br>0<br>0<br>550<br>1,268<br>0<br>15,255<br>5,917<br>1,498<br>7,415<br>78,268<br>29,602<br>29,625<br>107,893<br>135,140<br>27,413<br>0<br>162,553<br>1,374<br>3,1,243   | 60,020<br>-22,195<br>121,160<br>124,734<br>0<br>900<br>900<br>6,700<br>32,300<br>4,700<br>3,128<br>170,702<br>7,200<br>4,624<br>11,824<br>303,686<br>0<br>0<br>0<br>0<br>303,686<br>125,375<br>39,846<br>0<br>0  | -13,299<br>3,187<br>-65,562<br>-119,317<br>8,020<br>-6,700<br>-32,300<br>-32,300<br>-32,300<br>-32,300<br>-32,300<br>-32,300<br>-32,300<br>-32,300<br>-32,300<br>-32,300<br>-32,300<br>-32,300<br>-32,300<br>-32,300<br>-32,300<br>-32,300<br>-32,50<br>-4,409<br>-225,418<br>-12,53<br>-225,293<br>-225,293<br>-12,433<br>0<br>-2,668<br>-6,131       | 191,957<br>-138,049<br>674,358<br>88,620<br>129,060<br>1,527<br>3,100<br>1,711<br>3,758<br>47,971<br>0<br>275,747<br>5,917<br>4,525<br>10,442<br>960,547<br>8600<br>88500<br>89,360<br>1,049,907<br>1,007,258<br>279,623<br>433<br>1,287,314       | 242,905<br>-113,234<br>714,631<br>483,759<br>0<br>2,858<br>13,700<br>58,904<br>3,825<br>8,117<br>26,588<br>597,751<br>43,020<br>26,243<br>69,263<br>1,381,645<br>0<br>0<br>0<br>1,381,645<br>9984,585<br>299,499<br>0                 | -50,948<br>-24,815<br>-40,273<br>-395,139<br>129,060<br>-1,331<br>-10,600<br>-57,193<br>-67<br>39,854<br>-26,588<br>-322,004<br>-37,103<br>-21,718<br>-58,821<br>-421,098<br>88500<br>89360<br>-420,238<br>22,673<br>-19,876<br>433                      | 398,620<br>(201,860)<br>1,050,663<br>7777,952<br>0<br>12,038<br>13,700<br>79,543<br>36,754<br>936,404<br>89,820<br>79,792<br>169,612<br>2,156,679<br>0<br>0<br>0<br>2,156,679<br>1,385,713<br>421,954   | 206,663<br>(63,811)<br>376,305<br>(129,060<br>10,511<br>10,600<br>77,833<br>(35,604<br>36,754<br>660,657<br>(35,604<br>36,754<br>660,657<br>159,170<br>1,196,132<br>(860<br>(88,500)<br>(89,360)<br>1,106,772<br>378,455<br>142,331               |
| Rental Income Service Revenue Service Revenue Service Revenue Total Direct Event Income Ancillary Income F & B Concessions F & B Catering Novelty Sales Electrical Services Audio Visual Internet Services Equipment Rental Other Ancillary Total Ancillary Income Total Ancillary Income Other Event Income Total Other Income Total Other Income Total Other Operating Income NDIRECT EXPENSES Salaries & Wages Payroll Taxes & Benefits Labor Allocations to Events Net Salaries and Benefits Contracted Services Gother And Ministrative Operating Repairs & Maintenance Operating Repairs & Maintenance Other Sector Expenses Net Income (Loss) from Operation Less: Other Non Operating Spectra Management Fee  | 46,721<br>-19,008<br>55,598<br>5,417<br>8,020<br>0<br>0<br>0<br>550<br>1,268<br>0<br>15,255<br>5,917<br>1,498<br>7,415<br>78,268<br>29,602<br>29,625<br>107,893<br>135,140<br>27,413<br>0<br>162,553<br>1,374<br>3,1,243   | 60,020<br>-22,195<br>121,160<br>124,734<br>0<br>900<br>900<br>6,700<br>32,300<br>4,700<br>3,128<br>170,702<br>7,200<br>4,624<br>11,824<br>303,686<br>0<br>0<br>0<br>0<br>303,686<br>125,375<br>39,846<br>0<br>0  | -13,299<br>3,187<br>-65,562<br>-119,317<br>8,020<br>-6,700<br>-32,300<br>-32,300<br>-32,300<br>-32,300<br>-32,300<br>-32,300<br>-32,300<br>-32,300<br>-32,300<br>-32,300<br>-32,300<br>-32,300<br>-32,300<br>-32,300<br>-32,300<br>-32,300<br>-32,50<br>-4,409<br>-225,418<br>-12,53<br>-225,293<br>-225,293<br>-12,433<br>0<br>-2,668<br>-6,131       | 191,957<br>-138,049<br>674,358<br>88,620<br>129,060<br>1,527<br>3,100<br>1,711<br>3,758<br>47,971<br>0<br>275,747<br>5,917<br>4,525<br>10,442<br>960,547<br>8600<br>88500<br>89,360<br>1,049,907<br>1,007,258<br>279,623<br>433<br>1,287,314       | 242,905<br>-113,234<br>714,631<br>483,759<br>0<br>2,858<br>13,700<br>58,904<br>3,825<br>8,117<br>26,588<br>597,751<br>43,020<br>26,243<br>69,263<br>1,381,645<br>0<br>0<br>0<br>1,381,645<br>9984,585<br>299,499<br>0                 | -50,948<br>-24,815<br>-40,273<br>-395,139<br>129,060<br>-1,331<br>-10,600<br>-57,193<br>-67<br>39,854<br>-26,588<br>-322,004<br>-37,103<br>-21,718<br>-58,821<br>-421,098<br>88500<br>89360<br>-420,238<br>22,673<br>-19,876<br>433                      | 398,620<br>(201,860)<br>1,050,663<br>7777,952<br>0<br>12,038<br>13,700<br>79,543<br>36,754<br>936,404<br>89,820<br>79,792<br>169,612<br>2,156,679<br>0<br>0<br>0<br>2,156,679<br>1,385,713<br>421,954   | 206,663<br>(63,811)<br>376,305<br>(129,060<br>10,511<br>10,600<br>77,833<br>(35,604<br>36,754<br>660,657<br>(35,604<br>36,754<br>660,657<br>159,170<br>1,196,132<br>(860<br>(88,500)<br>(89,360)<br>1,106,772<br>378,455<br>142,331               |
| Service Expenses   | -19,008<br>55,598<br>5,417<br>8,020<br>0<br>0<br>0<br>550<br>1,255<br>5,917<br>1,498<br>7,415<br>78,268<br>125<br>29500<br>29,625<br>107,893<br>135,140<br>27,413<br>0<br>162,553<br>1,374<br>3,1,244  | -22,195<br>121,160<br>124,734<br>0<br>900<br>6,700<br>32,300<br>840<br>2,100<br>3,128<br>170,702<br>7,200<br>4,624<br>11,824<br>303,686<br>0<br>0<br>0<br>303,686<br>125,375<br>39,846<br>0<br>0<br>165,221<br>7,505   | 3,187<br>-65,562<br>-119,317<br>8,020<br>-900<br>-6,700<br>-32,300<br>-290<br>-32,300<br>-290<br>-32,300<br>-32,300<br>-32,300<br>-3,128<br>-155,447<br>-1,283<br>-3,126<br>-4,409<br>-225,418<br>-225,418<br>-225,293<br>-225,293<br>-225,293<br>-225,293<br>-2,668<br>-6,131   | -138,049<br>-138,049<br>674,358<br>88,620<br>1,29,060<br>1,527<br>3,100<br>1,711<br>3,758<br>47,971<br>4,525<br>10,442<br>960,547<br>8860<br>89,360<br>1,049,907<br>1,007,258<br>279,623<br>433<br>1,287,314                                       | -113,234<br>714,631<br>483,759<br>0<br>2,858<br>3,800<br>3,825<br>8,117<br>26,588<br>597,751<br>43,020<br>26,243<br>69,263<br>1,381,645<br>0<br>0<br>0<br>1,381,645<br>984,585<br>299,499<br>0  | -24,815<br>-40,273<br>-395,139<br>129,060<br>-1,331<br>-10,600<br>-57,193<br>-67<br>39,854<br>-26,588<br>-322,004<br>-37,103<br>-21,718<br>-38,821<br>-322,004<br>88500<br>88500<br>89360<br>-420,238<br>22,673<br>-19,876<br>433                        | (201,860)<br>1,050,663<br>1,050,663<br>1,030,663<br>12,038<br>13,700<br>79,543<br>4,050<br>12,036<br>36,754<br>936,404<br>89,820<br>79,792<br>169,612<br>2,156,679<br>0<br>0<br>0<br>0<br>2,156,679<br>1,385,713<br>421,954   | (63,811)<br>376,305<br>(129,060<br>10,511<br>10,600<br>77,832<br>292<br>(35,604<br>36,754<br>660,657<br>159,170<br>1,196,132<br>(880)<br>(88,500<br>(88,500<br>1,106,772<br>378,455<br>142,331  |
| Total Direct Event Income         Ancillary Income         F & B Concessions         F & B Concessions         F & B Concessions         F & B Catering         Novelty Sales         Electrical Services         Audio Visual         Internet Services         Equipment Rental         Other Ancillary Income         Total Ancillary Income         Other Event Income         Ticket Rebates         Facility Fees         Total Other Event Income         Total Event Income         OTHER OPERATING INCOME         Advertising         Other Operating Income         Majusted Gross Income         INDIRECT EXPENSES         Salaries & Wages         Payroll Taxes & Benefits         Contracted Services         General and Administrative         Operating         Repairs & Maintenance         Operating         Repairs & Maintenance         Operating         Total Indirect Expenses         Met Income (Loss) from Operation         Less: Other Non Operating  | 55,598<br>5,417<br>8,020<br>0<br>0<br>550<br>1,268<br>0<br>15,255<br>5,917<br>1,498<br>7,415<br>78,268<br>125<br>29500<br>29,625<br>107,893<br>135,140<br>27,413<br>0<br>162,553<br>1,374<br>3,1,243   | 121,160<br>124,734<br>0<br>900<br>6,700<br>32,300<br>840<br>2,100<br>3,128<br>170,702<br>7,200<br>4,624<br>11,824<br>303,686<br>0<br>0<br>0<br>0<br>303,686<br>125,375<br>39,846<br>0<br>0<br>125,375  | 65,562<br>-119,317<br>8,020<br>-900<br>-6,700<br>-32,300<br>-290<br>-832<br>-3,128<br>-155,447<br>-1,283<br>-3,126<br>-4,409<br>-225,418<br>125<br>29500<br>29,625<br>-225,293<br>9,765<br>-12,433<br>0<br>-2,668<br>-6,131  | 674,358<br>88,620<br>129,060<br>1,527<br>3,100<br>2,75,747<br>5,917<br>4,525<br>10,442<br>960,547<br>860<br>88500<br>88500<br>88500<br>1,049,907<br>1,007,258<br>279,623<br>433<br>1,287,314   | 714,631<br>483,759<br>0<br>2,858<br>13,700<br>58,904<br>3,825<br>8,117<br>26,588<br>597,751<br>43,020<br>26,243<br>69,263<br>1,381,645<br>0<br>0<br>0<br>1,381,645<br>984,585<br>299,499<br>0   | -40,273<br>-395,139<br>129,060<br>-1,331<br>-10,600<br>-57,193<br>-57<br>39,854<br>-26,588<br>-322,004<br>-37,103<br>-21,718<br>-58,821<br>-421,098<br>8500<br>89360<br>-420,238<br>22,673<br>-19,876<br>433   | 1,050,663<br>7777,952<br>0<br>12,038<br>13,700<br>12,368<br>36,754<br>936,404<br>89,820<br>79,792<br>169,612<br>2,156,679<br>0<br>0<br>0<br>2,156,679<br>1,385,713<br>421,954   | 376,305<br>(129,060)<br>(10,511<br>10,600<br>77,833<br>292<br>(35,604)<br>36,754<br>660,657<br>83,903<br>75,267<br>159,170<br>1,196,132<br>(880)<br>(88,500)<br>(88,500)<br>(89,360)<br>1,106,772<br>378,455<br>142,331                           |
| Ancillary Income F & B Concessions Internet Services Content Center Concession Conces | 5,417<br>8,020<br>0<br>0<br>550<br>1,268<br>2,551<br>7,415<br>7,415<br>78,268<br>29,500<br>29,625<br>107,893<br>135,140<br>27,413<br>0<br>162,553<br>1,374<br>3,1,244  | 124,734<br>0<br>900<br>840<br>170,702<br>7,200<br>4,624<br>11,824<br>303,686<br>0<br>0<br>303,686<br>125,375<br>39,846<br>0<br>165,221<br>7,505  | -119,317<br>8,020<br>-900<br>-6,700<br>-32,300<br>-290<br>-832<br>-3,128<br>-155,447<br>-1,283<br>-3,126<br>-4,409<br>-225,418<br>-225,418<br>-225,293<br>29,625<br>-225,293<br>-225,293<br>-12,433<br>0<br>-2,668<br>-6,131   | 88,620<br>129,060<br>1,527<br>3,100<br>1,711<br>3,758<br>47,971<br>0<br>275,747<br>5,917<br>4,525<br>10,442<br>960,547<br>860<br>88500<br>89,360<br>1,049,907<br>1,007,258<br>279,623<br>433<br>1,287,314  | 483,759<br>0<br>2,858<br>13,700<br>58,904<br>3,825<br>8,117<br>26,588<br>597,751<br>43,020<br>26,243<br>69,263<br>1,381,645<br>0<br>0<br>0<br>1,381,645<br>984,585<br>299,499<br>0  | -395,139<br>129,060<br>-1,331<br>-10,600<br>-57,193<br>-67<br>-39,854<br>-26,588<br>-322,004<br>-37,103<br>-21,718<br>-58,821<br>-421,098<br>-421,098<br>-420,238<br>-420,238<br>-22,673<br>-19,876<br>-433  | 777,952<br>0 12,038<br>13,700<br>79,543<br>4,050<br>12,368<br>36,754<br>936,404<br>89,820<br>79,792<br>169,612<br>2,156,679<br>0<br>0<br>2,156,679<br>1,385,713<br>421,954  | 689,332<br>(129,060)<br>10,511<br>10,600<br>77,832<br>(35,604)<br>36,754<br>660,657<br>83,903<br>75,267<br>159,170<br>1,196,132<br>(860)<br>(88,500)<br>(89,360)<br>1,106,772<br>378,455<br>142,331   |
| Ancillary Income F & B Concessions Internet Services Content Center Concession Conces | 5,417<br>8,020<br>0<br>0<br>550<br>1,268<br>2,551<br>7,415<br>7,415<br>78,268<br>29,500<br>29,625<br>107,893<br>135,140<br>27,413<br>0<br>162,553<br>1,374<br>3,1,244  | 124,734<br>0<br>900<br>840<br>170,702<br>7,200<br>4,624<br>11,824<br>303,686<br>0<br>0<br>303,686<br>125,375<br>39,846<br>0<br>165,221<br>7,505  | -119,317<br>8,020<br>-900<br>-6,700<br>-32,300<br>-290<br>-832<br>-3,128<br>-155,447<br>-1,283<br>-3,126<br>-4,409<br>-225,418<br>-225,418<br>-225,293<br>29,625<br>-225,293<br>-225,293<br>-12,433<br>0<br>-2,668<br>-6,131   | 88,620<br>129,060<br>1,527<br>3,100<br>1,711<br>3,758<br>47,971<br>0<br>275,747<br>5,917<br>4,525<br>10,442<br>960,547<br>860<br>88500<br>89,360<br>1,049,907<br>1,007,258<br>279,623<br>433<br>1,287,314  | 483,759<br>0<br>2,858<br>13,700<br>58,904<br>3,825<br>8,117<br>26,588<br>597,751<br>43,020<br>26,243<br>69,263<br>1,381,645<br>0<br>0<br>0<br>1,381,645<br>984,585<br>299,499<br>0  | -395,139<br>129,060<br>-1,331<br>-10,600<br>-57,193<br>-67<br>-39,854<br>-26,588<br>-322,004<br>-37,103<br>-21,718<br>-58,821<br>-421,098<br>-421,098<br>-420,238<br>-420,238<br>-22,673<br>-19,876<br>-433  | 777,952<br>0 12,038<br>13,700<br>79,543<br>4,050<br>12,368<br>36,754<br>936,404<br>89,820<br>79,792<br>169,612<br>2,156,679<br>0<br>0<br>2,156,679<br>1,385,713<br>421,954  | 689,332<br>(129,060)<br>10,511<br>10,600<br>77,832<br>(35,604)<br>36,754<br>660,657<br>83,903<br>75,267<br>159,170<br>1,196,132<br>(860)<br>(88,500)<br>(89,360)<br>1,106,772<br>378,455<br>142,331   |
| F & B Concessions F & B Catering Novelty Sales Electrical Services Audio Visual Internet Services Equipment Rental Other Ancillary Total Ancillary Income Other Event Income Ticket Rebates Facility Fees Total Other Event Income Total Event Income OTHER OPERATING INCOME Advertising Other Income INDIRECT EXPENSES Salaries & Wages Payroll Taxes & Benefits Labor Allocations to Events Net Salaries and Benefits Contracted Services General and Administrative Operating Repairs & Maintenance Operating Repairs & Maintenance Other Itics Insurance Utilities Other Itics Internet Interne | 8,020<br>0<br>0<br>550<br>1,268<br>0<br>15,255<br>5,917<br>1,498<br>7,415<br>78,268<br>125<br>29500<br>29,625<br>107,893<br>135,140<br>27,413<br>0<br>162,553<br>1,37,43   | 0<br>900<br>6,700<br>32,300<br>3,128<br>170,702<br>7,200<br>4,624<br>11,824<br>303,686<br>0<br>0<br>303,686<br>125,375<br>39,846<br>0<br>0   | 8,020<br>-900<br>-6,700<br>-32,300<br>-230<br>-832<br>-3,128<br>-155,447<br>-1,283<br>-3,126<br>-4,409<br>-225,418<br>-225,218<br>29500<br>29,625<br>-225,293<br>-225,293<br>-12,433<br>0<br>-2,668<br>-6,131  | 129,060<br>1,527<br>3,100<br>1,711<br>3,758<br>47,971<br>0<br>275,747<br>5,917<br>4,525<br>10,442<br>960,547<br>8600<br>88500<br>89,360<br>1,049,907<br>1,007,258<br>279,623<br>433<br>1,287,314   | 0<br>2,858<br>13,700<br>58,904<br>3,825<br>8,117<br>26,588<br>597,751<br>43,020<br>26,243<br>69,263<br>1,381,645<br>0<br>0<br>0<br>1,381,645<br>984,585<br>299,499<br>0   | 129,060<br>-1,331<br>-10,600<br>-57,193<br>-67<br>-39,854<br>-26,588<br>-322,004<br>-37,103<br>-21,718<br>-58,821<br>-421,098<br>-421,098<br>-420,238<br>-420,238<br>-420,238<br>-22,673<br>-19,876<br>-433  | 0<br>12,038<br>13,700<br>79,543<br>4,050<br>12,368<br>36,754<br>936,404<br>89,820<br>79,792<br>169,612<br>2,156,679<br>0<br>0<br>0<br>2,156,679<br>1,385,713<br>421,954   | 159,170<br>1,196,132<br>(860)<br>(88,500)<br>(89,360)<br>1,106,772<br>378,455<br>142,331  |
| F & B Catering     Novelty Sales     Electrical Services     Audio Visual     Internet Services     Equipment Rental     Other Ancillary     Total Ancillary Income     Total Ancillary Income     Ticket Rebates     Facility Fees     Total Other Event Income     Ticket Rebates     Total Other Event Income     Total Event Income     Total Event Income     Total Other Operating Income     NDIRECT EXPENSES     Salaries & Benefits     Labor Allocations to Events     Net Salaries and Benefits     Contracted Services     General and Administrative     Operating     Repairs & Maintenance     Operating Insurance     Utilities     Other     Total Indirect Expenses     Net Income (Loss) from Operating     Net Income (Loss) from Operating  | 8,020<br>0<br>0<br>550<br>1,268<br>0<br>15,255<br>5,917<br>1,498<br>7,415<br>78,268<br>125<br>29500<br>29,625<br>107,893<br>135,140<br>27,413<br>0<br>162,553<br>1,37,43   | 0<br>900<br>6,700<br>32,300<br>3,128<br>170,702<br>7,200<br>4,624<br>11,824<br>303,686<br>0<br>0<br>303,686<br>125,375<br>39,846<br>0<br>0   | 8,020<br>-900<br>-6,700<br>-32,300<br>-230<br>-832<br>-3,128<br>-155,447<br>-1,283<br>-3,126<br>-4,409<br>-225,418<br>-225,218<br>29500<br>29,625<br>-225,293<br>-225,293<br>-12,433<br>0<br>-2,668<br>-6,131  | 129,060<br>1,527<br>3,100<br>1,711<br>3,758<br>47,971<br>0<br>275,747<br>5,917<br>4,525<br>10,442<br>960,547<br>8600<br>88500<br>89,360<br>1,049,907<br>1,007,258<br>279,623<br>433<br>1,287,314   | 0<br>2,858<br>13,700<br>58,904<br>3,825<br>8,117<br>26,588<br>597,751<br>43,020<br>26,243<br>69,263<br>1,381,645<br>0<br>0<br>0<br>1,381,645<br>984,585<br>299,499<br>0   | 129,060<br>-1,331<br>-10,600<br>-57,193<br>-67<br>-39,854<br>-26,588<br>-322,004<br>-37,103<br>-21,718<br>-58,821<br>-421,098<br>-421,098<br>-420,238<br>-420,238<br>-420,238<br>-22,673<br>-19,876<br>-433  | 0<br>12,038<br>13,700<br>79,543<br>4,050<br>12,368<br>36,754<br>936,404<br>89,820<br>79,792<br>169,612<br>2,156,679<br>0<br>0<br>0<br>2,156,679<br>1,385,713<br>421,954   | (129,660)<br>10,511<br>10,600<br>77,832<br>292<br>(35,604)<br>36,754<br>660,657<br>159,170<br>1,196,132<br>(860)<br>(88,500)<br>(88,500)<br>(89,360)<br>1,106,772<br>378,455<br>142,331   |
| Novelty Sales <sup>®</sup><br>Electrical Services<br>Audio Visual<br>Internet Services<br>Equipment Rental<br>Dther Ancillary Income   | 0<br>0<br>550<br>15,255<br>5,917<br>1,498<br>7,415<br>78,268<br>125<br>29500<br>29,625<br>107,893<br>135,140<br>27,413<br>0<br>162,553<br>1,374  | 900<br>6,700<br>32,300<br>840<br>2,100<br>3,128<br>170,702<br>7,200<br>4,624<br>11,824<br>303,686<br>0<br>0<br>0<br>303,686<br>125,375<br>39,846<br>0<br>1165,221<br>7,505   | -900<br>-6,700<br>-32,300<br>-290<br>-822<br>-3,128<br>-1,283<br>-3,126<br>-1,283<br>-3,126<br>-4,409<br>-225,418<br>-225,418<br>-225,418<br>-225,293<br>-225,293<br>-225,293<br>-225,293<br>-12,433<br>-0<br>-2,668<br>-6,131   | 1,527<br>3,100<br>1,711<br>3,758<br>47,971<br>4,525<br>10,442<br>960,547<br>860<br>88500<br>89,360<br>1,049,907<br>1,007,258<br>279,623<br>433<br>1,287,314  | 2,858<br>13,700<br>58,904<br>3,825<br>597,751<br>43,020<br>26,243<br>69,263<br>1,381,645<br>0<br>0<br>0<br>1,381,645<br>984,585<br>299,499<br>0   | -1,331<br>-10,600<br>-57,193<br>-67<br>39,854<br>-26,588<br>-322,004<br>-37,103<br>-21,718<br>-58,821<br>-421,098<br>860<br>88500<br>89360<br>-420,238<br>22,673<br>-19,876<br>433   | 12,038<br>13,700<br>79,543<br>4,050<br>12,368<br>36,754<br>936,404<br>89,820<br>79,792<br>169,612<br>2,156,679<br>0<br>0<br>0<br>2,156,679<br>1,385,713<br>421,954  | 10,511<br>10,600<br>77,832<br>2929<br>(35,604)<br>36,754<br>6660,657<br>83,903<br>75,267<br>159,170<br>1,196,132<br>(860)<br>(88,500)<br>(88,500)<br>(89,360)<br>1,106,772<br>378,455<br>142,331  |
| Electrical Services Audio Visual Internet Services Equipment Rental Other Ancillary Total Ancillary Income Total Ancillary Income Ticket Rebates Facility Fees Total Other Event Income Total Other Comme Total Other Operating Income Comme | 0<br>550<br>1,268<br>0<br>15,255<br>5,917<br>1,498<br>7,415<br>78,268<br>125<br>29500<br>29,625<br>107,893<br>135,140<br>27,413<br>0<br>162,553<br>1,374<br>3,1,244  | 6,700<br>32,300<br>840<br>2,100<br>3,128<br>170,702<br>7,200<br>4,624<br>11,824<br>303,686<br>0<br>0<br>0<br>303,686<br>125,375<br>39,846<br>0<br>0  | -6,700<br>-32,300<br>-290<br>-832<br>-3,128<br>-155,447<br>-1,283<br>-3,126<br>-4,409<br>-225,418<br>-225,418<br>29500<br>29,625<br>-225,293<br>9,765<br>-12,433<br>0<br>-2,668<br>-6,131  | 3,100<br>1,711<br>3,758<br>47,971<br>0<br>275,747<br>5,917<br>4,525<br>10,442<br>960,547<br>860<br>88500<br>89,360<br>1,049,907<br>1,007,258<br>279,623<br>433<br>1,287,314  | 13,700<br>58,904<br>3,825<br>8,117<br>26,588<br>597,751<br>43,020<br>26,243<br>69,263<br>1,381,645<br>0<br>0<br>0<br>1,381,645<br>984,585<br>299,499<br>0   | -10,600<br>-57,193<br>-67<br>39,854<br>-26,588<br>-322,004<br>-37,103<br>-21,718<br>-58,821<br>-421,098<br>860<br>88500<br>89360<br>-420,238<br>22,673<br>-19,876<br>433   | 13,700<br>79,543<br>4,050<br>12,368<br>36,754<br>936,404<br>89,820<br>79,792<br>169,612<br>2,156,679<br>0<br>0<br>0<br>2,156,679<br>1,385,713<br>421,954  | 10,600<br>77,832<br>292<br>(35,604)<br>36,754<br>660,657<br>83,903<br>75,267<br>159,170<br>1,196,132<br>(860)<br>(88,500)<br>(88,500)<br>(89,360)<br>1,106,772<br>378,455<br>142,331  |
| Internet Services Equipment Rental Other Ancillary Income Total Ancillary Income Other Event Income Ticket Rebates Facility Fees Total Other Event Income Total Event Income Total Event Income OTHER OPERATING INCOME Advertising Other Income Total Other Operating Income Inter Income Inter Services Salaries & Wages Payroll Taxes & Benefits Labor Allocations to Events Net Salaries and Benefits Contracted Services General and Administrative Operating Repairs & Maintenance Operating Repairs & Maintenance Other Inter Expenses Inter Services Insurance Inter Services Inter Servi | 550<br>1,268<br>0<br>15,255<br>5,917<br>1,498<br>7,415<br>78,268<br>125<br>29500<br>29,625<br>107,893<br>135,140<br>27,413<br>0<br>162,553<br>1,374<br>3,1,243   | 840<br>2,100<br>3,128<br>170,702<br>7,200<br>4,624<br>11,824<br>303,686<br>0<br>0<br>0<br>0<br>303,686<br>125,375<br>39,846<br>0<br>125,375  | -290<br>-832<br>-3,128<br>-1,283<br>-3,126<br>-4,409<br>-225,418<br>125<br>29500<br>29,625<br>-225,293<br>9,765<br>-12,433<br>-12,433<br>0<br>-2,668<br>-6,131   | 3,758<br>47,971<br>0<br>275,747<br>4,525<br>10,442<br>960,547<br>860<br>88500<br>88500<br>88500<br>1,049,907<br>1,007,258<br>279,623<br>433<br>1,287,314   | 3,825<br>8,117<br>26,588<br>597,751<br>43,020<br>26,243<br>69,263<br>1,381,645<br>0<br>0<br>0<br>0<br>1,381,645<br>984,585<br>299,499<br>0  | -67<br>39,854<br>-26,588<br>-322,004<br>-37,103<br>-21,718<br>-58,821<br>-421,098<br>860<br>88500<br>89360<br>-420,238<br>22,673<br>-19,876<br>433   | 4,050<br>12,368<br>36,754<br>936,404<br>89,820<br>79,792<br>169,612<br>2,156,679<br>0<br>0<br>0<br>2,156,679<br>1,385,713<br>421,954  | 292<br>(35,604)<br>36,754<br>660,657<br>83,903<br>75,267<br>159,170<br>1,196,132<br>(860)<br>(88,500)<br>(89,360)<br>1,106,772<br>378,455<br>142,331  |
| Equipment Rental Other Ancillary Total Ancillary Income Total Ancillary Income Ticket Rebates Facility Fees Total Other Event Income Total Other Event Income Total Event Income OTHER OPERATING INCOME Advertising Other Income Total Other Operating Income INDIRECT EXPENSES Salaries & Wages Payrol Taxes & Benefits Labor Allocations to Events Net Salaries and Benefits Contracted Services General and Administrative Operating Repairs & Maintenance Operating Repairs & Maintenance Operating Strute Expenses Net Income Itilities Other Total Indirect Expenses Net Income Itilities  | 1,268<br>0<br>15,255<br>5,917<br>1,498<br>7,415<br>78,268<br>125<br>29500<br>29,625<br>107,893<br>135,140<br>27,413<br>0<br>162,553<br>1,37,43   | 2,100<br>3,128<br>170,702<br>7,200<br>4,624<br>11,824<br>303,686<br>0<br>0<br>0<br>303,686<br>125,375<br>39,846<br>0<br>0  | -832<br>-3,128<br>-1,283<br>-3,126<br>-4,409<br>-225,418<br>125<br>29500<br>29,625<br>-225,293<br>9,765<br>-12,433<br>0<br>-2,668<br>-6,131  | 47,971<br>0<br>275,747<br>5,917<br>4,525<br>10,442<br>960,547<br>860<br>88500<br>89,360<br>1,049,907<br>1,007,258<br>279,623<br>433<br>1,287,314   | 8,117<br>26,588<br>597,751<br>43,020<br>26,243<br>69,263<br>1,381,645<br>0<br>0<br>0<br>1,381,645<br>984,585<br>299,499<br>0  | 39,854<br>-26,588<br>-322,004<br>-37,103<br>-21,718<br>-58,821<br>-421,098<br>860<br>88500<br>89360<br>-420,238<br>22,673<br>-19,876<br>433  | 12,368<br>36,754<br>936,404<br>89,820<br>79,792<br>169,612<br>2,156,679<br>0<br>0<br>2,156,679<br>1,385,713<br>421,954  | (35,604)<br>36,754<br>660,657<br>83,903<br>75,267<br>159,170<br>1,196,132<br>(860)<br>(88,500)<br>(89,360)<br>1,106,772<br>378,455<br>142,331   |
| Dther Ancillary Income   | 0<br>15,255<br>5,917<br>1,498<br>7,415<br>78,268<br>125<br>29500<br>29,625<br>107,893<br>135,140<br>27,413<br>0<br>162,553<br>1,374<br>31,243  | 3,128<br>170,702<br>7,200<br>4,624<br>11,824<br>303,686<br>0<br>0<br>0<br>303,686<br>125,375<br>39,846<br>0<br>125,375<br>39,846<br>0<br>125,375<br>39,846<br>0  | -3,128<br>-1,283<br>-3,126<br>-4,409<br>-225,418<br>125<br>29500<br>29,625<br>-225,293<br>9,765<br>-12,433<br>0<br>-2,668<br>-6,131  | 0<br>275,747<br>5,917<br>4,525<br>10,442<br>960,547<br>8860<br>88500<br>89,360<br>1,049,907<br>1,007,258<br>279,623<br>433<br>1,287,314  | 26,588<br>597,751<br>43,020<br>26,243<br>69,263<br>1,381,645<br>0<br>0<br>0<br>1,381,645<br>984,585<br>299,499<br>0   | -26,588<br>-322,004<br>-37,103<br>-21,718<br>-58,821<br>-421,098<br>860<br>88500<br>89360<br>-420,238<br>22,673<br>-19,876<br>433  | 36,754<br>936,404<br>89,820<br>79,792<br>169,612<br>2,156,679<br>0<br>0<br>0<br>2,156,679<br>1,385,713<br>421,954   | 36,754<br>660,657<br>83,903<br>75,267<br>159,170<br>1,196,132<br>(860)<br>(88,500)<br>(88,500)<br>(89,360)<br>1,106,772<br>378,455<br>142,331   |
| Total Ancillary Income   | 15,255<br>5,917<br>1,498<br>7,415<br>78,268<br>125<br>29500<br>29,625<br>107,893<br>135,140<br>27,413<br>0<br>162,553<br>1,374<br>31,243   | 170,702<br>7,200<br>4,624<br>11,824<br>303,686<br>0<br>0<br>0<br>303,686<br>125,375<br>39,846<br>0<br>1155,221<br>7,505  | -155,447<br>-1,283<br>-3,126<br>-4,409<br>-225,418<br>125<br>29500<br>29,625<br>-225,293<br>9,765<br>-12,433<br>0<br>-2,668<br>-6,131  | 275,747<br>5,917<br>4,525<br>10,442<br>960,547<br>860<br>88500<br>89,360<br>1,049,907<br>1,007,258<br>279,623<br>433<br>1,287,314  | 597,751<br>43,020<br>26,243<br>69,263<br>1,381,645<br>0<br>0<br>0<br>1,381,645<br>984,585<br>299,499<br>0   | -322,004<br>-37,103<br>-21,718<br>-58,821<br>-421,098<br>860<br>88500<br>89360<br>-420,238<br>22,673<br>-19,876<br>433   | 936,404<br>89,820<br>79,792<br>169,612<br>2,156,679<br>0<br>0<br>2,156,679<br>1,385,713<br>421,954  | 660,657<br>83,903<br>75,267<br>159,170<br>1,196,132<br>(860)<br>(88,500)<br>(89,360)<br>1,106,772<br>378,455<br>142,331   |
| Dther Event Income Ticket Rebates Sacility Fees Total Other Event Income Total Event Income DTHER OPERATING INCOME Advertising Dther Income Total Other Operating Income Moliusted Gross Income NDIRECT EXPENSES Salaries & Wages Payrol Taxes & Benefits Contracted Services Seneral and Administrative Diperating Repairs & Maintenance Diperating Stantenance Diperating Income Strikes Dther Total Indirect Expenses Vet Income (Loss) from Operation Less: Other Non Operating Spectra Management Fee   | 5,917<br>1,498<br>7,415<br>78,268<br>125<br>29500<br>29,625<br>107,893<br>135,140<br>27,413<br>0<br>162,553<br>1,374<br>3,1,243  | 7,200<br>4,624<br>11,824<br>303,686<br>0<br>0<br>303,686<br>125,375<br>39,846<br>0<br>1155,221<br>7,505  | -1,283<br>-3,126<br>-4,409<br>-225,418<br>125<br>29500<br>29,625<br>-225,293<br>9,765<br>-12,433<br>0<br>-2,668<br>-6,131  | 5,917<br>4,525<br>10,442<br>960,547<br>88500<br>88500<br>89,360<br>1,049,907<br>1,007,258<br>279,623<br>433<br>1,287,314   | 43,020<br>26,243<br>69,263<br>1,381,645<br>0<br>0<br>0<br>1,381,645<br>984,585<br>299,499<br>0  | -37,103<br>-21,718<br>-58,821<br>-421,098<br>860<br>88500<br>89360<br>-420,238<br>22,673<br>-19,876<br>433   | 89,820<br>79,792<br>169,612<br>2,156,679<br>0<br>0<br>2,156,679<br>1,385,713<br>421,954   | 83,903<br>75,267<br>159,170<br>1,196,132<br>(860)<br>(88,500)<br>(89,360)<br>1,106,772<br>378,455<br>142,331  |
| Ticket Rebates acility Fees acility Fees Total Other Event Income Total Event Income DTHER OPERATING INCOME Advertising Dther Income Total Other Operating Income Adjusted Gross Income NDIRECT EXPENSES Salaries & Wages Payroll Taxes & Benefits Contracted Services Seneral and Administrative Operating Repairs & Maintenance Operating Shaintenance Digerating Statistics Total Indirect Expenses Vet Income (Loss) from Operation Less: Other Non Operating Spectra Management Fee   | 1,498<br>7,415<br>78,268<br>125<br>29500<br>29,625<br>107,893<br>135,140<br>27,413<br>0<br>162,553<br>1,374<br>3,1,243   | 4,624<br>11,824<br>303,686<br>0<br>0<br>303,686<br>125,375<br>39,846<br>0<br>165,221<br>7,505  | -3,126<br>-4,409<br>-225,418<br>125<br>29500<br>29,625<br>-225,293<br>9,765<br>-12,433<br>0<br>-2,668<br>-6,131  | 4,525<br>10,442<br>960,547<br>860<br>88500<br>89,360<br>1,049,907<br>1,007,258<br>279,623<br>433<br>1,287,314  | 26,243<br>69,263<br>1,381,645<br>0<br>0<br>0<br>1,381,645<br>984,585<br>299,499<br>0  | -21,718<br>-58,821<br>-421,098<br>860<br>88500<br>89360<br>-420,238<br>22,673<br>-19,876<br>433  | 79,792<br>169,612<br>2,156,679<br>0<br>0<br>0<br>2,156,679<br>1,385,713<br>421,954  | 75,267<br>159,170<br>1,196,132<br>(860)<br>(88,500)<br>(89,360)<br>1,106,772<br>378,455<br>142,331  |
| Facility Fees<br>Total Other Event Income<br>Total Event Income<br>OTHER OPERATING INCOME<br>Advertising<br>Other Income<br>Adjusted Gross Income<br>Adjusted Gross Income<br>Adjusted Gross Income<br>INDIRECT EXPENSES<br>Salaries & Wages Payroll Taxes & Benefits<br>Labor Allocations to Events<br>Net Salaries and Benefits<br>Contracted Services<br>General and Administrative<br>Operating Repairs & Maintenance<br>Operating Repairs & Maintenance<br>Operational Supplies<br>Insurance<br>Dither<br>Total Indirect Expenses<br>Net Income (Loss) from Operation<br>Less: Other Non Operating<br>Spectra Management Fee  | 1,498<br>7,415<br>78,268<br>125<br>29500<br>29,625<br>107,893<br>135,140<br>27,413<br>0<br>162,553<br>1,374<br>3,1,243   | 4,624<br>11,824<br>303,686<br>0<br>0<br>303,686<br>125,375<br>39,846<br>0<br>165,221<br>7,505  | -3,126<br>-4,409<br>-225,418<br>125<br>29500<br>29,625<br>-225,293<br>9,765<br>-12,433<br>0<br>-2,668<br>-6,131  | 4,525<br>10,442<br>960,547<br>860<br>88500<br>89,360<br>1,049,907<br>1,007,258<br>279,623<br>433<br>1,287,314  | 26,243<br>69,263<br>1,381,645<br>0<br>0<br>0<br>1,381,645<br>984,585<br>299,499<br>0  | -21,718<br>-58,821<br>-421,098<br>860<br>88500<br>89360<br>-420,238<br>22,673<br>-19,876<br>433  | 79,792<br>169,612<br>2,156,679<br>0<br>0<br>0<br>2,156,679<br>1,385,713<br>421,954  | 75,267<br>159,170<br>1,196,132<br>(860)<br>(88,500)<br>(89,360)<br>1,106,772<br>378,455<br>142,331  |
| Total Other Event Income Total Event Income OTHER OPERATING INCOME Advertising Other Income Conter Operating Income Adjusted Gross Income INDIRECT EXPENSES Salaries & Wages Payroll Taxes & Benefits Labor Allocations to Events Net Salaries and Benefits Contracted Services General and Administrative Operating Repairs & Maintenance Operating Supplies Insurance Utilities Other Total Indirect Expenses Net Income (Loss) from Operation Less: Other Non Operating Spectra Management Fee  | 7,415<br>78,268<br>125<br>29500<br>29,625<br>107,893<br>135,140<br>27,413<br>0<br>162,553<br>1,374<br>31,243   | 11,824<br>303,686<br>0<br>0<br>0<br>303,686<br>125,375<br>39,846<br>0<br>165,221<br>7,505  | -4,409<br>-225,418<br>125<br>29500<br>29,625<br>-225,293<br>9,765<br>-12,433<br>0<br>-2,668<br>-6,131  | 10,442<br>960,547<br>860<br>88500<br>89,360<br>1,049,907<br>1,007,258<br>279,623<br>433<br>1,287,314   | 69,263<br>1,381,645<br>0<br>0<br>0<br>1,381,645<br>984,585<br>299,499<br>0  | -58,821<br>-421,098<br>860<br>88500<br>89360<br>-420,238<br>22,673<br>-19,876<br>433   | 169,612<br>2,156,679<br>0<br>0<br>2,156,679<br>1,385,713<br>421,954   | 159,170<br>1,196,132<br>(860)<br>(88,500)<br>(89,360)<br>1,106,772<br>378,455<br>142,331  |
| Total Event Income Total Event Income Total Other Operating Income Total Other Operating Income Adjusted Gross Income INDIRECT EXPENSES Salaries & Wages Payroll Taxes & Benefits Labor Allocations to Events Net Salaries and Benefits Contracted Services General and Administrative Operating Repairs & Maintenance Operating Repairs & Maintenance Utilities Total Indirect Expenses Net Income (Loss) from Operating Net Sis Other Non Operating Spectra Management Fee   | 78,268<br>125<br>29500<br>29,625<br>107,893<br>135,140<br>27,413<br>0<br>162,553<br>1,374<br>3,1,243   | 0<br>0<br>0<br>303,686<br>125,375<br>39,846<br>0<br>165,221<br>7,505   | -225,418<br>125<br>29500<br>29,625<br>-225,293<br>9,765<br>-12,433<br>0<br>-2,668<br>-6,131  | 960,547<br>860<br>88500<br>1,049,907<br>1,007,258<br>279,623<br>433<br>1,287,314   | 1,381,645<br>0<br>0<br>1,381,645<br>984,585<br>299,499<br>0   | -421,098<br>860<br>88500<br>89360<br>-420,238<br>22,673<br>-19,876<br>433  | 2,156,679<br>0<br>0<br>2,156,679<br>1,385,713<br>421,954  | 1,196,132<br>(860)<br>(88,500)<br>(89,360)<br>1,106,772<br>378,455<br>142,331   |
| OTHER OPERATING INCOME Advertising Other Income  Total Other Operating Income  Adjusted Gross Income  INDIRECT EXPENSES Salaries & Wages Payroll Taxes & Benefits Labor Allocations to Events Net Salaries and Benefits Contracted Services General and Administrative Operating Repairs & Maintenance Operating Supplies Insurance Utilities Other  Total Indirect Expenses Net Income (Loss) from Operation Less: Other Non Operating Spectra Management Fee   | 125<br>29500<br>29,625<br>107,893<br>135,140<br>27,413<br>0<br>162,553<br>1,374<br>31,243  | 0<br>0<br>303,686<br>125,375<br>39,846<br>0<br>165,221<br>7,505  | 125<br>29500<br>29,625<br>-225,293<br>9,765<br>-12,433<br>0<br>-2,668<br>-6,131  | 860<br>88500<br>89,360<br>1,049,907<br>1,007,258<br>279,623<br>433<br>1,287,314  | 0<br>0<br>1,381,645<br>984,585<br>299,499<br>0  | 860<br>88500<br>-420,238<br>-22,673<br>-19,876<br>433  | 0<br>0<br>2,156,679<br>1,385,713<br>421,954   | (860)<br>(88,500)<br>(89,360)<br>1,106,772<br>378,455<br>142,331  |
| OTHER OPERATING INCOME Advertising Other Income  Total Other Operating Income  Adjusted Gross Income  INDIRECT EXPENSES Salaries & Wages Payroll Taxes & Benefits Labor Allocations to Events Net Salaries and Benefits Contracted Services General and Administrative Operating Repairs & Maintenance Operating Supplies Insurance Utilities Other Total Indirect Expenses Net Income (Loss) from Operation Less: Other Non Operating Spectra Management Fee  | 125<br>29500<br>29,625<br>107,893<br>135,140<br>27,413<br>0<br>162,553<br>1,374<br>31,243  | 0<br>0<br>303,686<br>125,375<br>39,846<br>0<br>165,221<br>7,505  | 125<br>29500<br>29,625<br>-225,293<br>9,765<br>-12,433<br>0<br>-2,668<br>-6,131  | 860<br>88500<br>89,360<br>1,049,907<br>1,007,258<br>279,623<br>433<br>1,287,314  | 0<br>0<br>1,381,645<br>984,585<br>299,499<br>0  | 860<br>88500<br>-420,238<br>-22,673<br>-19,876<br>433  | 0<br>0<br>2,156,679<br>1,385,713<br>421,954   | (860)<br>(88,500)<br>(89,360)<br>1,106,772<br>378,455<br>142,331  |
| Advertising Dther Income Total Other Operating Income Adjusted Gross Income INDIRECT EXPENSES Salaries & Wages Paryoll Taxes & Benefits Labor Allocations to Events Net Salaries and Benefits Contracted Services General and Administrative Operating Repairs & Maintenance Operating Repairs & Maintenance Utilities Other Total Indirect Expenses Net Income (Loss) from Operating Spectra Management Fee   | 29500<br>29,625<br>107,893<br>135,140<br>27,413<br>0<br>162,553<br>1,374<br>31,243   | 0<br>0<br>303,686<br>125,375<br>39,846<br>0<br>165,221<br>7,505  | 29500<br>29,625<br>-225,293<br>9,765<br>-12,433<br>0<br>-2,668<br>-6,131   | 88500<br>89,360<br>1,049,907<br>1,007,258<br>279,623<br>433<br>1,287,314   | 0<br>0<br>1,381,645<br>984,585<br>299,499<br>0  | 88500<br>89360<br>-420,238<br>22,673<br>-19,876<br>433   | 0<br>2,156,679<br>1,385,713<br>421,954  | (88,500)<br>(89,360)<br>1,106,772<br>378,455<br>142,331   |
| Other Income Total Other Operating Income Adjusted Gross Income INDIRECT EXPENSES Salaries & Wages Payroll Taxes & Benefits Labor Allocations to Events Net Salaries and Benefits Contracted Services General and Administrative Operating Repairs & Maintenance Operating Doperational Supplies Insurance Utilities Other Total Indirect Expenses Net Income (Loss) from Operation Less: Other Non Operating Spectra Management Fee   | 29500<br>29,625<br>107,893<br>135,140<br>27,413<br>0<br>162,553<br>1,374<br>31,243   | 0<br>0<br>303,686<br>125,375<br>39,846<br>0<br>165,221<br>7,505  | 29500<br>29,625<br>-225,293<br>9,765<br>-12,433<br>0<br>-2,668<br>-6,131   | 88500<br>89,360<br>1,049,907<br>1,007,258<br>279,623<br>433<br>1,287,314   | 0<br>0<br>1,381,645<br>984,585<br>299,499<br>0  | 88500<br>89360<br>-420,238<br>22,673<br>-19,876<br>433   | 0<br>2,156,679<br>1,385,713<br>421,954  | (88,500)<br>(89,360)<br>1,106,772<br>378,455<br>142,331   |
| Adjusted Gross Income INDIRECT EXPENSES Salaries & Wages Payroll Taxes & Benefits Labor Allocations to Events Net Salaries and Benefits Contracted Services General and Administrative Operating Repairs & Maintenance Operating Supplies Insurance Utilities Other Total Indirect Expenses Net Income (Loss) from Operation Less: Other Non Operating Spectra Management Fee  | 107,893<br>135,140<br>27,413<br>0<br>162,553<br>1,374<br>31,243  | 303,686<br>125,375<br>39,846<br>0<br>165,221<br>7,505  | -225,293<br>9,765<br>-12,433<br>0<br>-2,668<br>-6,131  | 1,049,907<br>1,007,258<br>279,623<br>433<br>1,287,314  | 1,381,645<br>984,585<br>299,499<br>0  | -420,238<br>22,673<br>-19,876<br>433   | 2,156,679<br>1,385,713<br>421,954   | (89,360)<br>1,106,772<br>378,455<br>142,331<br>(433)  |
| Adjusted Gross Income INDIRECT EXPENSES Salaries & Wages Payroll Taxes & Benefits Labor Allocations to Events Net Salaries and Benefits Contracted Services General and Administrative Operating Repairs & Maintenance Operating Supplies Insurance Utilities Other Total Indirect Expenses Net Income (Loss) from Operation Less: Other Non Operating Spectra Management Fee  | 107,893<br>135,140<br>27,413<br>0<br>162,553<br>1,374<br>31,243  | 303,686<br>125,375<br>39,846<br>0<br>165,221<br>7,505  | -225,293<br>9,765<br>-12,433<br>0<br>-2,668<br>-6,131  | 1,049,907<br>1,007,258<br>279,623<br>433<br>1,287,314  | 1,381,645<br>984,585<br>299,499<br>0  | -420,238<br>22,673<br>-19,876<br>433   | 2,156,679<br>1,385,713<br>421,954   | 1,106,772<br>378,455<br>142,331   |
| INDIRECT EXPENSES Salaries & Wages Payroll Taxes & Benefits Labor Allocations to Events Net Salaries and Benefits Contracted Services General and Administrative Operating Repairs & Maintenance Operating Operational Supplies Insurance Utilities Other Total Indirect Expenses Net Income (Loss) from Operation Less: Other Non Operating Spectra Management Fee  | 135,140<br>27,413<br>0<br>162,553<br>1,374<br>31,243   | 125,375<br>39,846<br>0<br>165,221<br>7,505   | 9,765<br>-12,433<br>0<br>-2,668<br>-6,131  | 1,007,258<br>279,623<br>433<br>1,287,314   | 984,585<br>299,499<br>0   | 22,673<br>-19,876<br>433   | 1,385,713<br>421,954  | 378,455<br>142,331  |
| Salaries & Wages Payroll Taxes & Benefits Labor Allocations to Events Wet Salaries and Benefits Contracted Services General and Administrative Operating Repairs & Maintenance Operational Supplies Insurance Utilities Other Total Indirect Expenses Net Income (Loss) from Operation Less: Other Non Operating Spectra Management Fee  | 27,413<br>0<br>162,553<br>1,374<br>31,243  | 39,846<br>0<br>165,221<br>7,505  | -12,433<br>0<br>-2,668<br>-6,131   | 279,623<br>433<br>1,287,314  | 299,499<br>0  | -19,876<br>433   | 421,954   | 142,331   |
| Salaries & Wages Payroll Taxes & Benefits Labor Allocations to Events Wet Salaries and Benefits Contracted Services General and Administrative Operating Repairs & Maintenance Operational Supplies Insurance Utilities Other Total Indirect Expenses Net Income (Loss) from Operation Less: Other Non Operating Spectra Management Fee  | 27,413<br>0<br>162,553<br>1,374<br>31,243  | 39,846<br>0<br>165,221<br>7,505  | -12,433<br>0<br>-2,668<br>-6,131   | 279,623<br>433<br>1,287,314  | 299,499<br>0  | -19,876<br>433   | 421,954   | 142,331   |
| Labor Allocations to Events  | 0<br>162,553<br>1,374<br>31,243  | 0<br>165,221<br>7,505  | -2,668<br>-6,131   | 433  | 0   | 433  |   |   |
| Net Salaries and Benefits<br>Contracted Services<br>General and Administrative<br>Operating<br>Repairs & Maintenance<br>Operational Supplies<br>Insurance<br>Utilities<br>Other<br>Total Indirect Expenses<br>Net Income (Loss) from Operation<br>Less: Other Non Operating<br>Spectra Management Fee  | 162,553<br>1,374<br>31,243   | 165,221<br>7,505   | -2,668<br>-6,131   | 1,287,314  |   |  | 0   | (433)   |
| Contracted Services General and Administrative Operating Repairs & Maintenance Operational Supplies Insurance Utilities Other Total Indirect Expenses Net Income (Loss) from Operation Less: Other Non Operating Spectra Management Fee  | 1,374<br>31,243  | 7,505  | -6,131   |  | 1 284 084   |  |   |   |
| Contracted Services General and Administrative Operating Repairs & Maintenance Operational Supplies Insurance Utilities Other Total Indirect Expenses Net Income (Loss) from Operation Less: Other Non Operating Spectra Management Fee  | 1,374<br>31,243  | 7,505  | -6,131   |  |   | 3,230  | 1,807,667   | 520,353   |
| General and Administrative Operating Repairs & Maintenance Operational Supplies Insurance Utilities Other Total Indirect Expenses Net Income (Loss) from Operation Less: Other Non Operating Spectra Management Fee  | 31,243   |  |  | 15,476   | 32,517  | -17,041  | 55,028  | 39,552  |
| Repairs & Maintenance Operational Supplies Insurance Utilities Other Total Indirect Expenses Net Income (Loss) from Operation Less: Other Non Operating Spectra Management Fee   | 22.959   | 20,575   | 2,668  | 200,379  | 257,175   | -56,796  | 342,903   | 142,524   |
| Operational Supplies Insurance Utilities Other Total Indirect Expenses Net Income (Loss) from Operation Less: Other Non Operating Spectra Management Fee   |  | 8,196  | 14,763   | 120,288  | 73,764  | 46,524   | 98,362  | (21,926)  |
| Insurance Utilities Other Total Indirect Expenses Net Income (Loss) from Operation Less: Other Non Operating Spectra Management Fee  | 9,645  | 7,927  | 1,718  | 78,591   | 71,343  | 7,248  | 95,119  | 16,528  |
| Utilities Other Total Indirect Expenses Net Income (Loss) from Operation Less: Other Non Operating Spectra Management Fee  | 4,931  | 3,094<br>4,091   | 1,837<br>-3,253  | 43,666   | 27,846<br>36,819  | 15,820<br>-25,192  | 37,150  | (6,516)   |
| Other<br>Total Indirect Expenses<br>Net Income (Loss) from Operation<br>Less: Other Non Operating<br>Spectra Management Fee  | 838<br>83,021  | 74,517   | 8,504  | 11,627<br>682,477  | 715,653   | -33,176  | 49,098<br>904,200   | 37,471<br>221,723   |
| Net Income (Loss) from Operation<br>Less: Other Non Operating<br>Spectra Management Fee  | 9,293  | 7,548  | 1,745  | 62,947   | 67,932  | -4,985   | 90,580  | 27,633  |
| Net Income (Loss) from Operation<br>Less: Other Non Operating<br>Spectra Management Fee  |  |  |  |  |   |  |   |   |
| Less: Other Non Operating<br>Spectra Management Fee  | 330,977  | 306,674  | 24,303   | 2,507,885  | 2,567,133   | -59,248  | 3,480,107   | 972,222   |
| Spectra Management Fee   | -252,584   | -2,988   | -249,596   | -1,546,478   | -1,185,488  | -360,990   | (1,323,428)   | 134,550   |
| Spectra Management Fee   |  |  |  |  |   |  |   |   |
| ASM Management Fee   | -872   | -6,331   | 5,459  | -10,314  | -56,979   | 46,665   | (75,976)  | (65,662)  |
|  | -12,500  | -12,650  | 150  | -112,500   | -113,850  | 1,350  | (303,600)   | (191,100)   |
| Net Income (Loss)  | (\$236,456)  | (\$21,969)   | -243,987   | (\$1,580,792)  | (\$1,356,317)   | -312,975   | (\$ 1,703,004)  | (122,212)   |
|  |  |  |  |  |   |  |   |   |
| Revenue  | ac   |  |  |  |   |  |   |   |
| City of Rochester<br>Miscellaneous Income  | 300,000<br>495,100   | 300,000<br>1,500   | 493,600  | 2,700,000<br>534,690   | 2,700,000<br>13,500   | -<br>521,190   | 3,600,000<br>18,000   | 900,000<br>(516,690)  |
| Adjusted Gross Income  | 795,100  | - 301,500  | 493,600  | 3,234,690  | -<br>2,713,500  | 521,190  | 3,618,000   | 383,310   |
|  | 753,100  | 301,300  | 453,000  | 3,234,090  | 2,713,500   |  | 3,010,000   | 363,310   |
| Salaries & Wages   | 77,981   | 65,223   | 12,758   | -<br>566,152   | - 508,668   | -<br>57,484  | 704,338   | 138,186   |
| Payroll Taxes & Benefits   | 16,520   | 31,000   | (14,480)   | 159,873  | 279,000   | (119,127)  | 372,000   | 212,127   |
| Total Personnel  | 94,501   | 96,223   | (1,722)  | 726,025  | 787,668   | (61,643)   | 1,076,338   | 350,313   |
| Administrative   | 24,816   | 4,666  | - 20,150   | -<br>188,086   | -<br>35,500   | -<br>152,586   | 49,500  | (138,586)   |
| Marketing  | 24,816   | 22,332   | (10,445)   | 208,069  | 184,000   | 24,069   | 246,000   | (138,586,<br>37,931   |
| MCC Marketing  | 10,958   | 30,000   | (19,042)   | 208,009  | 195,000   | 19,724   | 275,000   | 60,276  |
| /isitors Services  | 430  | 5,800  | (5,370)  | 42,851   | 73,600  | (30,749)   | 113,000   | 70,149  |
| Miscellaneous  | 8,819  | 9,417  | (598)  | 161,514  | 114,750   | 46,764   | 143,000   | (18,514)  |
| Monthly Expenditures   | 151,411  | 168,438  | (17,027)   | 1,541,269  | 1,390,518   | 150,751  | 1,902,838   | 361,569   |
| Net Income (Loss) From DMO   |  | 133,062  | 510,627  | 1,693,421  | 1,322,982   | 370,439  | 1,715,162   | 21,741  |
|  | 643,689  |  |  |  |   |  |   |   |
| Net Income (Loss) From Corporation   | 643,689  |  |  |  |   |  |   |   |

## Experience Rochester Consolidated Balance Sheet

As of September 30, 2021

|                                     |            | Total     |
|-------------------------------------|------------|-----------|
| ASSETS                              |            |           |
| Current Assets                      |            |           |
| Bank Accounts                       |            |           |
| MCC Bank Accounts                   | 421,012    |           |
| DMO Bank Accounts                   | 3,044,156  |           |
| Total Bank Accounts                 |            | 3,457,581 |
| Accounts Receivable                 |            |           |
| MCC Accounts Receivable             | 413,425    |           |
| DMO Accounts Receivable             | 14,271     |           |
| Total Accounts Receivable           |            | 84,792    |
| Other Current Assets                |            |           |
| MCC Other Current Assets            | 70,521     |           |
| DMO Other Current Assets            | 134,997    |           |
| Total Other Current Assets          |            | 205,518   |
| Fixed Assets                        |            |           |
| MCC Fixed Assets                    | 169,329    |           |
| DMO Fixed Assets                    | 321,995    |           |
| Total Fixed Assets                  |            | 491,324   |
| TOTAL ASSETS                        |            | 4,239,214 |
| LIABILITIES AND EQUITY              |            |           |
| Liabilities                         |            |           |
| Current Liabilities                 |            |           |
| Accounts Payable                    |            |           |
| MCC Accounts Payable                | 191,145    |           |
| DMO Accounts Payable                | 32,257     |           |
| Total Accounts Payable              |            | 223,402   |
| Other Current Liabilities           |            |           |
| MCC Accrued Expenses                | 33,963     |           |
| DMO Accrued Expenses                | 701,607    |           |
| MCC Advance Ticket Sales / Deposits | 1,177,332  |           |
| Total Other Current Liabilities     |            | 1,912,902 |
| Long-Term Liabilities               |            |           |
| DMO Long Term Liabilities           | 400,000    |           |
| Total Long-Term Liabilities         | · <u> </u> | 400,000   |
| Total Liabilities                   | —          | 2,536,304 |
| Equity                              |            |           |
| Capital Funds - ASM                 | 500,000    |           |
| Retained Earnings                   | 563,782    |           |
| Operating Reserve                   | 526,500    |           |
| Net Income                          | 112,629    |           |
| Total Equity                        |            | 1,702,911 |
| TOTAL LIABILITIES AND EQUITY        |            | 4,239,215 |

|   |               |             | Mayo Civic Center<br>Capital Budget As of<br>September 30, 2021 | ic Center<br>idget As of<br>r 30, 2021     |           |                             |            |
|---|---------------|-------------|---|--|-----------|-----------------------------|------------|
| Project   | Room          | Staff Lead  | P.O. Number Estimated<br>Dollar<br>Amount<br>(w/o Tax)          | Estimated<br>Dollar<br>Amount<br>(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  | \$12,499 Parsons Technology | Completed  |
| <ul> <li>Back of House Access Control Additions: Back of House</li> <li>2 - Exhibit Hall(Bank of four doors)</li> <li>4 - Arena Passage Doors</li> <li>1 - Arena Door</li> <li>1 - Kitchen Door</li> <li>1 - Safe Door</li> </ul> | Back of House | .Ioe Kollar | 10002   | \$24,381                                   | \$29,262  | \$29,262 Parsons Technology | In-Process |
| Back of House Access Control Additions - Back of House<br>Suite 200   | Back of House | Joe Kollar  | 10002   | \$2,753                                    | \$6,717   | 17 Parsons Technology       | In-Process |
| Back of House Access Control Additions - Back of House<br>S2 64 Portal Expansion  | Back of House | Joe Kollar  | 10002   | \$3,603                                    | \$3,626   | \$3,626 Parsons Technology  | In-Process |
| MCC Network   | MCC           | Adam Lien   |   | \$100,000                                  | \$138,146 | 3 Vendors                   | In-Process |
| Website   | MCC           | Joe Kollar  |   | \$35,000                                   | \$34,288  | Simpleview                  | In-Process |

\$195,582 Committed to Capital

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