

CIAM MANAGER'S LETTER
2nd Quarter FY 2015-2016 Report

This manager's letter is an integral part of these statements. Those reviewing and evaluating the financial results shown in the statements should consider and understand the following:

1. These are combined statements showing Revenue, Operating Expenses and Net Operating Profit as well as accrued and non-operating expenses. The management contract between Central Illinois Arena Management, Inc. and the City of Bloomington defines "Revenues", "Operating Expenses" and "Net Operating Loss/Profit". As defined, all interest, depreciation, amortization expenses and extraordinary expenses are not operating expenses. Nor are Capital Costs (also a defined term) operating expenses. The equipment replacement savings fund is not an expense.
2. These statements reflect accrued expenses not payable in the current month and extraordinary expenses which are identified as non-operating expenses pursuant to the management contract.

3. The net operating loss for the U.S. Cellular Coliseum for the second quarter, FY 2016 is \$115,226. Based on FY 2015-2016 Central Illinois Arena Management's Budget and Business Plan, the projected loss for the second quarter of the fiscal year was estimated at \$44,645. Last year, Q2 showed a loss of \$231,615. "Our financial projections are submitted to the City of Bloomington eight months prior to the start of the next fiscal year," explained U.S. Cellular Coliseum General Manager Bart Rogers.

"We base the monthly income and expense projections from previous years of event booking experience. Traditionally the month of August is scheduled for facility repairs and general maintenance with the City of Bloomington and Coliseum staff. In September, the main ice rink is turned on for the preparation of manufacturing the new ice surface for the start of the Bloomington Thunder and Illinois State Redbirds hockey season. Pepsi Ice rentals also start once the ice sheet has been prepared."
4. During the second quarter, the Coliseum featured five Bloomington

Thunder hockey games, five Illinois State hockey games, two music concerts (Bryan Adams and Little Big Town), WWE Live and Theresa Caputo LIVE!. The facility also hosted several Bloomington Police Department Officer training seminars, the Back to School Alliance Backpack Giveaway, a UAW meeting and a wedding reception.

5. **Amusement Tax***

<u>Quarter Ended October 31, 2015</u>	<u>Six Months Ended October 31, 2015</u>
\$21,370	\$43,713

*Amusement Tax revenues reflect a loss of Coliseum Fund operating revenue shown on the Profit and Loss statements.

6. A total of 29,680 patrons attended events at the U.S. Cellular Coliseum during the months of August, September and October.

7. The economic contribution to the local economy for the second quarter was approximately \$2,880,711 based on formulas and calculations

provided to CIAM from the Bloomington-Normal Convention and
Visitors Bureau and the Illinois Bureau of Tourism.

Coliseum Fund
Profit & Loss Budget Performance
with
Accrued, Operating and NonOperating Expenses
 August through October 2015
 UNAUDITED

	2nd Qtr Actual
	Aug - Oct 15
Revenues/Operating Expense	
Income	
400000 · Income	
401000 · Box Office Convenience Fees	24,241.00
401500 · Club Memberships	963.32
402000 · Concessions Revenue	28,480.33
403000 · Suites	55,581.43
403500 · Ticket Facility Fees	27,318.30
404000 · Sponsorships	130,647.13
404500 · Naming Rights	67,500.00
405000 · Parking Deck	16,048.50
405500 · Box Office/ Rental	6,371.69
406000 · Coliseum Rental	81,950.00
Total 400000 · Income	439,101.70
420000 · Event Income	
421000 · Event Labor	61,165.22
421500 · Event Advertising	16,214.22
422000 · Event Services	10,571.68
422500 · Other Event Costs	5,758.25
423000 · Event Income	19,820.12
424000 · Amusement Tax Collected	0.00
Total 420000 · Event Income	113,529.49
430000 · Merchandise Income	
431000 · Merchandise Commission	60.00
431500 · Merchandise Taxable Sales	51,347.66
432000 · Sales Tax Collected	0.00
Total 430000 · Merchandise Income	51,407.66
440000 · Other Income	
441000 · Gift Certificate Sales	200.00
441500 · Interest Income	237.56
442000 · Tax Discounts	409.03
Total 440000 · Other Income	846.59
Revenues	604,885.44
Expense	
600000 · Payroll Expense	
601000 · Wages	
601100 · Salaried	205,685.20
601150 · Regular	68,487.30
601200 · Overtime	3,798.94
601300 · Commissions	1,161.01
Total 601000 · Wages	279,132.45
602000 · Employer Taxes	
602100 · FICA expense	19,766.59
602150 · FUTA tax expense	427.03
602200 · SUTA tax expense	625.12
Total 602000 · Employer Taxes	20,818.74
603000 · Voluntary Deductions	
603150 · Insurance	
603151 · Health Insurance	18,145.17
603152 · Life Insurance	515.13
Total 603150 · Insurance	18,660.30

Coliseum Fund
Profit & Loss Budget Performance
with
Accrued, Operating and NonOperating Expenses
 August through October 2015
UNAUDITED

	2nd Qtr Actual Aug - Oct 15
Total 603000 · Voluntary Deductions	18,660.30
605000 · Miscellaneous	
605150 · Uniforms	1,080.66
Total 605000 · Miscellaneous	1,080.66
Total 600000 · Payroll Expense	319,692.15
610000 · Reimbursable	
611000 · Football	0.00
613000 · Parks & Recreation	244.18
613500 · Parking Fund	6,527.50
Total 610000 · Reimbursable	6,771.68
620000 · Other Contractual Services	
621000 · Security	599.45
622000 · Trash Removal	3,832.91
623000 · Credit Card Fees	3,841.30
623500 · Management Fees	24,195.23
624000 · Payroll Service Fees	716.93
625000 · Ticket Printing Fees	0.00
625500 · Finance Charges	3,141.41
626500 · Pest Control	660.00
627000 · Medical	2,000.00
627500 · Internet/Cable Expense	5,762.80
628500 · Ticketmaster Fees	9,000.77
Total 620000 · Other Contractual Services	53,750.80
630000 · Commissions	
631000 · Football	0.00
631500 · Hockey	2,426.02
632000 · CIAM	17,201.54
Total 630000 · Commissions	19,627.56
640000 · Promoter Expense	
641000 · Merchandise	41,054.00
641500 · Event Meal Expense	10,038.08
642000 · Production Expense	1,629.08
642500 · Other Promoter Expense	47,972.44
643000 · Promoter Advertising	14,051.53
643500 · Sales Tax Expense	0.00
644000 · Amusement Tax	774.26
Total 640000 · Promoter Expense	115,519.39
650000 · Administrative Expenses	
651000 · Worker's Comp Insurance	33,324.87
655000 · Liability/Property Insurance	14,891.85
660000 · Building Maintenance	14,492.30
665000 · Building Furnishings & Supplies	5,294.83
667000 · Extraordinary Expenses	3,451.86
670000 · Building Alterations	5,769.60
675000 · Training	1,398.00
680000 · Advertising Expense	1,164.00
681000 · Sponsorship Expense	5,543.58
690000 · Other Supplies	1,209.83
695000 · Janitorial Supplies	2,191.95
700000 · Maintenance & Repairs	4,888.75
705000 · Maint. Service Agreements	5,242.23

Coliseum Fund
Profit & Loss Budget Performance
with
Accrued, Operating and NonOperating Expenses
 August through October 2015
UNAUDITED

	2nd Qtr Actual
	Aug - Oct 15
710000 · Bank Service Charges	0.00
715000 · Miscellaneous	269.82
720000 · Automobile	819.07
730000 · Equipment Rent	7,193.30
740000 · Printing and Reproduction	36.77
745000 · Postage and Delivery	625.54
750000 · Dues and Subscriptions	3,617.79
755000 · Telephone and Fax	8,762.39
760000 · Office and Computer Supplies	2,218.73
765000 · Gift Cards	332.60
Total 650000 · Administrative Expenses	122,739.66
775000 · Professional Fees	
775100 · Legal Fees	7,525.00
Total 775000 · Professional Fees	7,525.00
780000 · Travel & Entertainment	
781500 · Meals	295.01
782000 · Travel	2,664.82
782500 · Mileage	0.00
Total 780000 · Travel & Entertainment	2,959.83
785000 · Utilities	
785100 · Electricity	52,275.79
785150 · Gas	8,112.99
785200 · Water	11,136.10
Total 785000 · Utilities	71,524.88
Total Expense	720,110.95
Net Operating Income	-115,225.51
 ***Other NonOperating Expense	
Management/Tenant Professional Fees	0.00
Total NonOperating Expense	0.00
Net Income/(Loss) After NonOperating Expense	-115,225.51

***Per Sections 2.4, 3.4, 5.8, 8.1 of the Management Agreement

9:47 AM
12/1/2015

CITY OF BLOOMINGTON, U.S. CELLULAR COLISEUM
MANAGEMENT SUMMARY REPORT TO CITY COUNCIL
FOR THE QUARTER ENDED OCTOBER 2015

2nd Quarter
2015-2016

BUDGET:

QUARTER TO DATE REVENUE

TOTAL REVENUES	604,885
EVENTS & RENTALS	240,209
CONCESSIONS	28,480
PARKS N REC ICE RENTAL	27,250
OTHER SOURCES (Sponsors, Naming, Reimbursed income, interest, gift certificate sales)	308,946
QUARTERLY BOX OFFICE SALES	876,702

QUARTER TO DATE EXPENSE

TOTAL EXPENSE - OPERATING ONLY	720,111
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BUDGETED PROFIT/(LOSS):

QUARTER TO DATE PROFIT/(LOSS) - OPERATING ONLY	(115,226)
QUARTERLY SEASONALIZED PROFIT/(LOSS) GOAL	(44,645)
ANNUAL PROFIT/(LOSS) GOAL	76,828

ACTIVITY:

EVENT ACTIVITY:

ACTUAL QUARTER TO DATE EVENT ACTIVITY	60
PREVIOUS YEAR QUARTER TO DATE EVENT ACTIVITY	77

ATTENDANCE:

QUARTER TO DATE ACTUAL TOTAL ATTENDANCE	29,680
TICKETED EVENTS	19,924
CONVENTIONS/SOCIAL	0
MEETINGS	1,005
FREE/NONTICKETED EVENTS	8,751
TOTAL ATTENDANCE	29,680

COMMUNITY:

FREE EVENTS:

QUARTER TO DATE ACTUAL FREE EVENT ACTIVITY	29
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ESTIMATED CONTRIBUTION TO LOCAL ECONOMY:

CVB CALCULATED QUARTER TO DATE CONTRIBUTION TO ECONOMY*	2,880,711
CVB CALCULATED YEAR TO DATE CONTRIBUTION TO ECONOMY*	7,071,784
CVB CALCULATED ALL YEARS TO DATE CONTRIBUTION TO ECONOMY*	134,463,781

*CVB calculation:

Meetings: Number of attendees * 25% * \$64

Events: Overnight attendees: Number of attendees * % residing outside of BN * 25% * \$156

Day attendees: Number of attendees * % residing outside of BN * 75% * \$70

Conventions: Same as events

2nd Quarter Attendance Report August 2015 – October 2015

August	Type	Date	Days	Attendance
Bloomington Police Department Officer Training	Non-Ticketed	8/3	1	20
Bloomington Police Department Officer Training	Non-Ticketed	8/4	1	20
Back to School Alliance Backpack Giveaway	Free	8/11	1	2,767
Bloomington Police Department Officer Training	Non-Ticketed	8/12	1	20
Pepsi Ice Center Meeting	Non-Ticketed	8/13	1	20
Bloomington Police Department Officer Training	Non-Ticketed	8/13	1	20
Trivia Night Team Spencer Fundraiser	Non-Ticketed	8/15	1	350
Bloomington Police Department Officer Training	Non-Ticketed	8/18	1	20
Bloomington Police Department Officer Training	Non-Ticketed	8/20	1	20
Pepsi Ice Center Used Equipment Sale and Registration	Non-Ticketed	8/21-8/23	2	574
SEPTEMBER	Type	Date	Days	Attendance
Bloomington Thunder Hockey Game Pre- Season Game	Non-Ticketed	9/9	1	450
Vista Club Breakfast/Meeting	Meeting	9/11	1	25
Illinois State University	Ticketed	9/11	1	324

2nd Quarter Attendance Report August 2015 – October 2015

Redbird Hockey Game				
Illinois State University Redbird Hockey Game	Ticketed	9/12	1	119
Bryan Adam “Reckless 30 th Anniversary Tour”	Ticketed	9/18	1	2,966
Dalbey Wedding Reception	Private Event/Meeting	9/19	1	180
Bloomington Thunder Hockey Game	Ticketed	9/25	1	2,327
Illinois State University Redbird Hockey Game	Ticketed	9/26	1	183
Pepsi Ice Center Ice Rentals	Non-Ticketed	9/1-9/30	15	2,370
OCTOBER	Type	Date	Days	Attendance
Illinois State University Redbird Hockey Game	Ticketed	10/2	1	510
Illinois State University Redbird Hockey Game	Ticketed	10/3	1	318
Illinois State University Redbird Hockey Game	Ticketed	10/4	1	421
WWE Live Supershow	Ticketed	10/11	1	3,430
UAW Meeting	Meeting	10/12	1	800
Bloomington Thunder Hockey Game	Ticketed	10/16	1	663
Bloomington Thunder Hockey Game	Ticketed	10/17	1	742
Bloomington Thunder Hockey Game	Ticketed	10/23	1	677

2nd Quarter Attendance Report August 2015 – October 2015

Theresa Caputo LIVE! The Experience	Ticketed	10/27	1	2,187
Little Big Town “The Pain Killer Tour” with special guest Drake White and the Big Fire	Ticketed	10/30	1	4,386
Bloomington Thunder Hockey Game	Ticketed	10/31	1	515
Illinois State University Redbird Hockey Game	Ticketed	10/31	1	156
Pepsi Ice Center Ice Rentals	Non-Ticketed	10/1- 10/31	14	2,100
Total			60	29,680

Ticket Sales Locations - Monthly Recap 2015

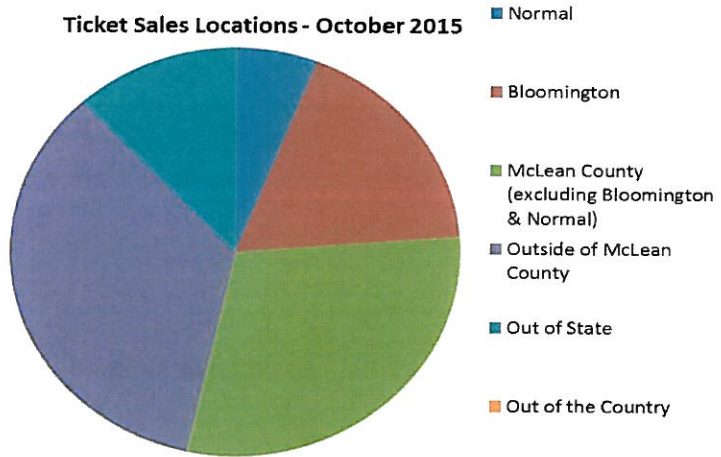
October 2015

Location	Seats
Normal	432
Bloomington	1240
McLean County (excluding Bloomington & Normal)	1547
Outside of McLean County in Illinois	3015
Out of State	1402
Out of the Country	12
Total Illinois	7648
Alabama	2
Alaska	2
Arizona	41
Arkansas	2
California	84
Colorado	26
Connecticut	126
Delaware	0
Florida	92
Georgia	12
Hawaii	0
Idaho	0
Illinois	5240
Indiana	66
Iowa	27
Kansas	8
Kentucky	29
Louisiana	7
Maine	0
Maryland	12
Massachusetts	29
Michigan	18
Minnesota	48
Mississippi	0
Missouri	36
Montana	0
Nebraska	29
Nevada	22
New Hampshire	0
New Jersey	56
New Mexico	25
New York	74
North Carolina	14
North Dakota	0
Ohio	37
Oklahoma	0
Oregon	0
Pennsylvania	53
Rhode Island	14
South Carolina	0
South Dakota	0
Tennessee	61
Texas	124
Utah	0
Vermont	0
Virginia	0
Washington	79
West Virginia	0
Wisconsin	147
Wyoming	0
Total OOS	6642
Canada	12
Total OOC	12
Total	6654

Location	% of Total Seats
Normal	6%
Bloomington	16%
McLean County (excluding Bloomington & Normal)	20%
Outside of McLean County in Illinois	39%
Out of State	18%
Out of the Country	0%
Total	100%

Total Paid Tickets for Event 4071

This analysis is **only** a reflection of tickets purchased for the show online via www.ticketmaster.com
 Box office sales and other outlets are not included in this report.



WWE Live Supershow October 11, 2015

Location	Seats
Normal	87
Bloomington	317
McLean County (excluding Bloomington & Normal)	272
Outside of McLean County in Illinois	635
Out of State	441
Out of the Country	2
Total Illinois	1754
Alabama	0
Alaska	0
Arizona	0
Arkansas	0
California	0
Colorado	0
Connecticut	53
Delaware	0
Florida	37
Georgia	4
Hawaii	0
Idaho	0
Illinois	1311
Indiana	21
Iowa	10
Kansas	0
Kentucky	11
Louisiana	5
Maine	0
Maryland	4
Massachusetts	8
Michigan	5
Minnesota	24
Mississippi	0
Missouri	17
Montana	0
Nebraska	5
Nevada	16
New Hampshire	0
New Jersey	8
New Mexico	25
New York	36
North Carolina	0
North Dakota	0
Ohio	0
Oklahoma	0
Oregon	0
Pennsylvania	0
Rhode Island	0
South Carolina	0
South Dakota	0
Tennessee	41
Texas	87
Utah	0
Vermont	0
Virginia	0
Washington	18
West Virginia	0
Wisconsin	6
Wyoming	0
Total OOS	1752
Canada	2
Total OOC	2
Total	1754

Location	% of Total Seats
Normal	5%
Bloomington	18%
McLean County (excluding Bloomington & Normal)	16%
Outside of McLean County in Illinois	36%
Out of State	25%
Out of the Country	0%
Total	100%

Total Paid Tickets for Event	2207
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Theresa Caputo Live! The Experience October 27, 2015

Location	Seats
Normal	96
Bloomington	178
McLean County (excluding Bloomington & Normal)	52
Outside of McLean County in Illinois	940
Out of State	479
Out of the Country	10
Total Illinois	1755
Alabama	2
Alaska	0
Arizona	41
Arkansas	2
California	57
Colorado	18
Connecticut	23
Delaware	0
Florida	28
Georgia	6
Hawaii	0
Idaho	0
Illinois	1266
Indiana	25
Iowa	8
Kansas	8
Kentucky	2
Louisiana	0
Maine	0
Maryland	8
Massachusetts	6
Michigan	13
Minnesota	20
Mississippi	0
Missouri	12
Montana	0
Nebraska	22
Nevada	4
New Hampshire	0
New Jersey	10
New Mexico	0
New York	14
North Carolina	10
North Dakota	0
Ohio	0
Oklahoma	0
Oregon	0
Pennsylvania	46
Rhode Island	8
South Carolina	0
South Dakota	0
Tennessee	2
Texas	24
Utah	0
Vermont	0
Virginia	0
Washington	43
West Virginia	0
Wisconsin	17
Wyoming	0
Total OOS	1745
Canada	10
Total OOC	10
Total	1755

Location	% of Total Seats
Normal	5%
Bloomington	10%
McLean County (excluding Bloomington & Normal)	3%
Outside of McLean County in Illinois	54%
Out of State	27%
Out of the Country	1%
Total	100%

Total Paid Tickets for Event	1864
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This analysis is **only** a reflection of tickets purchased for the show online via www.ticketmaster.com
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Little Big Town w/Drake White and the Fire

October 30, 2015

Location	Seats
Normal	249
Bloomington	745
McLean County (excluding Bloomington & Normal)	1223
Outside of McLean County in Illinois	1440
Out of State	482
Out of the Country	0
Total Illinois	4139
Alabama	0
Alaska	2
Arizona	0
Arkansas	0
California	27
Colorado	8
Connecticut	50
Delaware	0
Florida	27
Georgia	2
Hawaii	0
Idaho	0
Illinois	2663
Indiana	20
Iowa	9
Kansas	0
Kentucky	16
Louisiana	2
Maine	0
Maryland	0
Massachusetts	15
Michigan	0
Minnesota	4
Mississippi	0
Missouri	7
Montana	0
Nebraska	2
Nevada	2
New Hampshire	0
New Jersey	38
New Mexico	0
New York	24
North Carolina	4
North Dakota	0
Ohio	37
Oklahoma	0
Oregon	0
Pennsylvania	7
Rhode Island	6
South Carolina	0
South Dakota	0
Tennessee	18
Texas	13
Utah	0
Vermont	0
Virginia	0
Washington	18
West Virginia	0
Wisconsin	124
Wyoming	0
Total OOS	3145
Canada	
Total OOC	0
Total	3145

Location	% of Total Seats
Normal	6%
Bloomington	18%
McLean County (excluding Bloomington & Normal)	30%
Outside of McLean County in Illinois	35%
Out of State	12%
Out of the Country	0%
Total	100%

Total Paid Tickets for Event

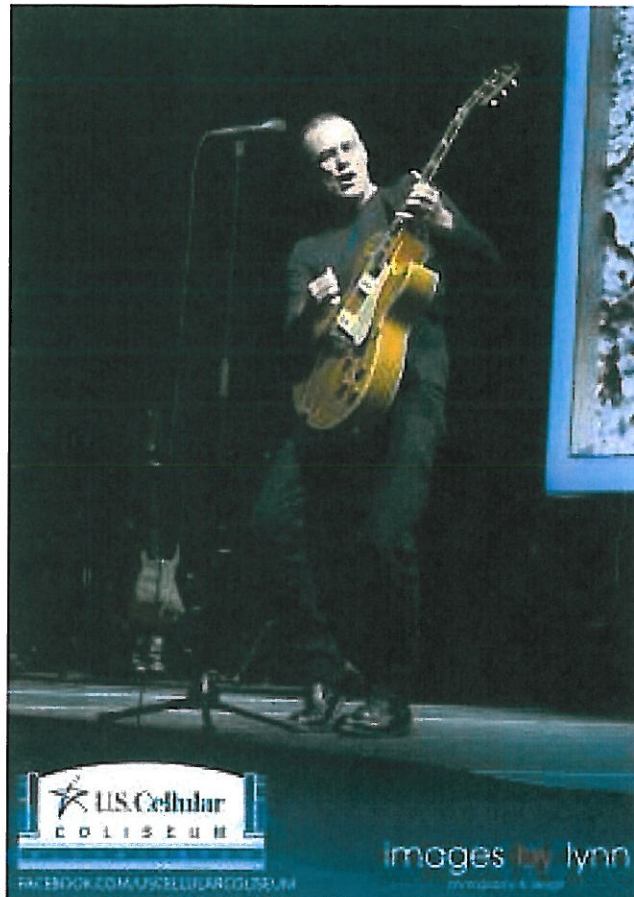
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Location	Seats
Normal	
Bloomington	
McLean County (excluding Bloomington & Normal)	
Outside of McLean County in Illinois	
Out of State	0
Out of the Country	0
Total Illinois	0
Alabama	
Alabama	
Alaska	
Arizona	
Arkansas	
California	
Colorado	
Connecticut	
Delaware	
Florida	
Georgia	
Hawaii	
Idaho	
Illinois	
Indiana	
Iowa	
Kansas	
Kentucky	
Louisiana	
Maine	
Maryland	
Massachusetts	
Michigan	
Minnesota	
Mississippi	
Missouri	
Montana	
Nebraska	
Nevada	
New Hampshire	
New Jersey	
New Mexico	
New York	
North Carolina	
North Dakota	
Ohio	
Oklahoma	
Oregon	
Pennsylvania	
Rhode Island	
South Carolina	
South Dakota	
Tennessee	
Texas	
Utah	
Vermont	
Virginia	
Washington	
West Virginia	
Wisconsin	
Wyoming	
Total OOS	0
Canada	
Canada	
Total OOC	0
Total	0

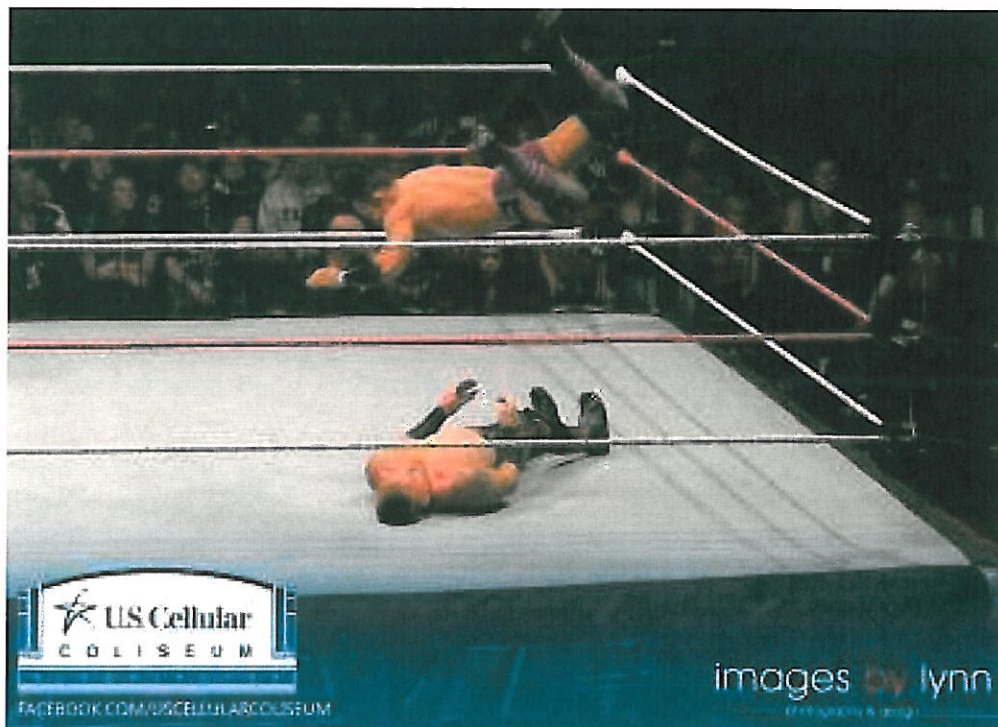
Location	% of Total Seats
Normal	#DIV/0!
Bloomington	#DIV/0!
McLean County (excluding Bloomington & Normal)	#DIV/0!
Outside of McLean County in Illinois	#DIV/0!
Out of State	#DIV/0!
Out of the Country	#DIV/0!
Total	#DIV/0!

Total Paid Tickets for Event

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Bryan Adams – September 18, 2015



WWE Live - October 11, 2015



Theresa Caputo
October 27, 2015



Little Big Town
October 30, 2015