

EXECUTIVE DIRECTOR REPORT
US CELLULAR COLISEUM
3RD QUARTER FY 2016-2017
NOVEMBER 1, 2017 – JANUARY 31, 2018



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

1. The unaudited net loss for Grossinger Motors Arena for the 3rd quarter of FY 2017-2018 was \$159,344.87.
2. A total of 34,527 guests attended events at the Grossinger Motors Arena during the months of November, December and January.
3. The 3rd quarter featured seven un-ticketed community event days including monthly indoor Farmer's Markets. Central Illinois Flying Aces kicked off their season on November 10th and ISU Hockey continued throughout the quarter. December featured Jim Gaffigan, Kenny Rogers and a Cirque Dreams Holiday Spectacular while January brought International Ice Racing and the Illinois High School Association Competitive Dance Finals.
4. The unaudited net loss for the Grossinger Motors Arena year-to-date through the 3rd quarter was \$718,069.11.
5. The estimated economic contribution to the local economy for the third quarter of 2017-2018 is approximately \$1,480,544 based on Bloomington-Normal Convention and Visitor's Bureau and the Illinois Office of Tourism standard formulas to measure economic impact from tourism. These formulas measure the total effects of direct and/or indirect recirculation of income. The year-to-date total is \$2,508,778.

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3rd Quarter Attendance Report
November, 2017 to January, 2018

NOVEMBER	Type	Date	Days	Attendance
ISU Hockey	Ticketed	11/4	1	168
Central Illinois Flying Aces Hockey	Ticketed	11/10	1	1,023
CI Flying Aces Hockey	Ticketed	11/11	1	744
Farmer's Market	Non-Ticketed Community/Civic	11/18	1	821
CI Flying Aces Hockey	Ticketed	11/24	1	595
CI Flying Aces Hockey	Ticketed	11/25	1	720
BYH Board Meeting	Non-Ticketed Community	11/30	1	15
Pepsi Ice Center Rentals	Non-Ticketed Community	11/1 – 11/30	22	2,650
DECEMBER	Type	Date	Days	Attendance
CI Flying Aces Hockey	Ticketed	12/1	1	571
Jim Gaffigan	Ticketed	12/3	1	4,634
Kenny Rogers	Ticketed	12/7	1	1,331
ISU Hockey	Ticketed	12/8	1	331
ISU Hockey	Ticketed	12/9	1	153
Cirque Dreams Holidaze	Ticketed	12/14	1	711
Farmer's Market	Non-Ticketed Community/Civic	12/16	1	800
American Red Cross Blood Drive	Non-Ticketed Community/Civic	12/22	1	600
CI Flying Aces Hockey	Ticketed	12/29	1	703
CI Flying Aces Hockey	Ticketed	12/31	1	533

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Pepsi Ice Center Rentals	Non-Ticketed Community	12/1 – 12/31	8	1,300
JANUARY	Type	Date	Days	Attendance
CI Flying Aces Hockey	Ticketed	1/2	1	172
ICE Racing	Ticketed	1/6	1	1,590
VIP Open House	Non-Ticketed	1/11	1	400
CI Flying Aces Hockey	Ticketed	1/12	1	452
CI Flying Aces Hockey	Ticketed	1/13	1	1,167
CI Flying Aces Hockey	Ticketed	1/19	1	809
Farmer's Market	Non-Ticketed Community	1/20	1	1,059
CI Flying Aces Hockey	Ticketed	1/21	1	792
CI Flying Aces Hockey	Ticketed	1/22	1	235
IHSA Competitive Dance Finals	Ticketed	1/26-1/27	2	7,148
Pepsi Ice Center Rentals	Non-Ticketed Community	1/1 – 1/31	19	2,300
		Totals:	77	34,527

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CITY OF BLOOMINGTON, GROSSINGER MOTORS
ARENA
MANAGEMENT SUMMARY REPORT TO CITY COUNCIL
FOR THE QUARTER ENDED JANUARY 31, 2018

	<u>3rd Quarter</u>
	<u>Nov '17 - Jan</u>
	<u>18</u>
Ordinary Income/Expense	
Income	
4100 · Event-Related Income	
4110 · Building Rent	162,310.10
4120 · Co-Pro/Self-Promote Revenue	-37,911.35
4130 · Box Office Revenue	
4131 · Facility Fees	17,058.00
4132 · Ticket Rebates	24,774.70
4133 · Box Office Fees	<u>3,382.70</u>
Total 4130 · Box Office Revenue	45,215.40
4140 · Reimbursed Wages	
4141 · Reimbursed FOH Staff Wages	16,888.49
4142 · Reimbursed Box Office Wages	1,488.75
4143 · Reimbursed Maintenance Wages	15,836.73
4144 · Reimbursed Stagehand Wages	42,408.00
4145 · Reimbursed Security Wages	2,100.00
4140 · Reimbursed Wages - Other	<u>0.00</u>
Total 4140 · Reimbursed Wages	78,721.97
4150 · Reimbursed Event Expenses	84,501.89
4160 · Equipment Rental	0.00
4170 · Net Merchandise	1,983.97
4180 · Parking Revenue	<u>0.00</u>
Total 4100 · Event-Related Income	334,821.98
4200 · Food & Beverage Income	
4210 · N/A Beverage Sales	32,352.40
4220 · Food Sales	72,628.70
4230 · Beer Sales	34,925.22
4240 · Wine Sales	1,517.16
4250 · Liquor Sales	10,240.17
4270 · Service Charges	1,599.42

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4280 · Third Party F&B Commissions	-5,302.94
Total 4200 · Food & Beverage Income	147,960.13
4300 · Other Revenues	
4310 · Suite Revenue	47,057.75
4320 · Club Memberships	1,037.00
4330 · Interest	1,014.52
4340 · Miscellaneous	0.00
4350 · ATM Revenue	371.25
Total 4300 · Other Revenues	49,480.52
4400 · Commissioned Revenue	
4410 · Advertising	590.00
4420 · Naming Rights Revenue	43,750.01
4430 · Sponsorship Revenue	39,311.32
Total 4400 · Commissioned Revenue	83,651.33
Total Income	615,913.96
Cost of Goods Sold	
5000 · Cost of Goods Sold	
5010 · N/A Beverage COGS	7,515.52
5020 · Food COGS	26,097.60
5030 · Beer COGS	9,987.67
5040 · Wine COGS	460.23
5050 · Liquor COGS	1,537.23
5000 · Cost of Goods Sold - Other	0.00
Total 5000 · Cost of Goods Sold	45,598.25
Total COGS	45,598.25
Gross Profit	570,315.71
Expense	
6000 · Payroll & Benefits	
6100 · Full-Time Staff	183,898.04
6200 · Support Staff Labor	
6230 · Maintenance Support Staff	47,602.47
6200 · Support Staff Labor - Other	0.00
Total 6200 · Support Staff Labor	47,602.47
6300 · Event Staff Labor	
6310 · FOH Event Staff	43,320.86
6340 · Stagehands Event Staff	35,999.10
6360 · Food & Beverage Event Staff	30,044.36
6300 · Event Staff Labor - Other	0.00
Total 6300 · Event Staff Labor	109,364.32

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6400 · Payroll Processing Fees	6,552.00
6500 · Work Comp Insurance	7,232.83
6600 · Taxes	36,476.38
6700 · Benefits	<u>22,073.83</u>
Total 6000 · Payroll & Benefits	413,199.87
7000 · General & Administrative	
7005 · Postage & Shipping	749.89
7010 · Office Supplies	567.32
7015 · Computer Software & Support	600.00
7020 · Printing & Copiers	86.08
7025 · Office Equipment Purchases	0.00
7030 · Office Equipment Rentals	321.72
7035 · Dues & Subscriptions	1,053.77
7040 · Licenses & Permits	901.75
7045 · Employee Recruitment & Reloc.	227.17
7050 · Employee Developmnt & Recognition	<u>0.00</u>
Total 7000 · General & Administrative	4,507.70
7100 · Occupancy	
7110 · Communications	6,283.66
7120 · Utilities	
7121 · Gas	14,937.92
7122 · Water	8,067.18
7123 · Electricity	<u>52,285.14</u>
Total 7120 · Utilities	75,290.24
7130 · Waste Removal	3,261.10
7140 · Repairs & Maintenance	
7141 · Repairs & Maintenance-HVAC	0.00
7142 · Repairs & Maintenance-Building	24,923.96
7143 · Repairs & Maintenance-Equipment	16,024.21
7144 · Repairs & Maintenance-Grounds	595.41
7140 · Repairs & Maintenance - Other	<u>0.00</u>
Total 7140 · Repairs & Maintenance	41,543.58
7150 · Security & Fire Alarm System	0.00
7160 · Insurance	
7162 · Liability/Property Insurance	<u>4,583.28</u>
Total 7160 · Insurance	4,583.28
7170 · Tools & Small Equipment	3,526.54
7175 · Vehicle Fuel Expense	649.56
7180 · Pest Control	<u>1,249.50</u>
Total 7100 · Occupancy	136,387.46

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7200 · Travel Expenses	
7210 · Meals	501.22
7220 · Lodging	0.00
7230 · Transportation	1,411.78
7200 · Travel Expenses - Other	0.00
Total 7200 · Travel Expenses	1,913.00
7300 · Event Expenses	
7310 · Talent Expense	22,500.00
7320 · Sound & Lighting	17,500.00
7330 · Event Advertising	25,187.33
7340 · Equipment Rental	0.00
7360 · Outside Expenses (Police, EMT)	12,999.83
7370 · Promoter Discounts	39,091.08
7380 · Catering Expense	0.00
7385 · F&B 3rd Party Stand Labor	0.00
7390 · Miscellaneous Event Expense	0.00
Total 7300 · Event Expenses	117,278.24
7400 · Services & Operations	
7405 · Base Management Fee	28,642.50
7410 · Management Commissions	4,101.91
7415 · Sports Team Commissions	0.00
7425 · Laundry / Linen / Mats Cleaning	969.95
7430 · Cleaning Supplies & Paper Goods	2,352.83
7435 · Chemical & Paper Goods - FB	5,973.80
7436 · F&B Equipment & Smallwares	0.00
7440 · Uniforms	3,532.06
7445 · Building Advertising & Mrkting	3,798.18
7450 · Contracted Services	2,530.30
7455 · Credit Card Fees	4,462.79
7460 · Banking Fees	14.70
7465 · Cash Short (Over)	-4.71
Total 7400 · Services & Operations	56,374.31
Total Expense	729,660.58
Net Ordinary Income	-159,344.87