



**2021
BUDGET PROPOSAL
WITH 3RD PARTY F AND B, COMMISSION**



SPECTRA

	FY 2021	FY 2020	2021 Budget Vs 2020 Actual	% 2021 Budget vs 2020 Actual
	Budget	Budget		
# OF EVENTS	115	133	(18)	-16%
# OF EVENT DAYS	76	95		-26%
ATTENDANCE - PAID	115,950	134,750	(18,800)	-16%
AVERAGE TICKET PRICE	\$23.22	\$ 25.04	(2)	-8%
ATTENDANCE - DROP	96,650	147,450	(50,800)	-53%
CONCESSION PER CAPS	3.39	4.46	(1.07)	-32%
SUITE CATERING PER CAPS	9.94	8.81	1.13	11%
NOVELTY PER CAPS	0.18	0.34	(0.16)	-89%
EVENT INCOME				
GROSS TICKET REVENUE	\$2,692,740	\$3,374,540	(681,800)	-25%
SPONSORSHIP REVENUE	\$500	\$1,000	(500)	-100%
RENT BILLED	\$403,564	\$837,434	(433,870)	-108%
HOTEL REVENUE		\$0		
LESS: TAXES AND OTHER EXPENSES	(\$128,396)	(\$161,305)	32,909	-26%
GROSS EVENT REVENUE	\$2,968,408	\$4,051,669	(1,083,261)	-36%
PROMOTER PROCEEDS	(\$2,555,473)	(\$2,982,577)	427,104	-17%
NET RENT INCOME	\$402,064	\$831,434	(429,370)	-107%
NET SERVICE INCOME/(LOSS)	(\$230,844)	(\$791,893)	561,049	-243%
DIRECT EVENT INCOME	\$171,220	\$ 39,541.00	131,679	77%
FACILITY FEE	\$122,382	\$161,706	(39,324)	-32%
SUITE REVENUE (incl rental)	\$21,655	\$58,681	(37,026)	-171%
TICKETING SYSTEM INCOME	\$70,526	\$63,769	6,757	0%
ANCILLARY INCOME				
CONCESSION COMMISSIONS	\$129,993	\$164,916	(34,923)	-27%
SUITE CATERING COMMISSIONS	\$15,709	\$14,005	1,704	11%
NOVELTY INCOME	\$2,881	\$6,303	(3,422)	-119%
BANQUET/SHOW/ CATERING	\$11,748	\$14,194	(2,446)	-21%
TOTAL ANCILLARY INCOME	\$160,331	\$ 199,418.00	(39,087)	-24%
EVENT OPERATING INCOME	\$546,114	\$ 523,115.00	22,999	4%
OTHER INCOME				
ADVERTISING/NAMING RIGHTS INCOME	\$559,195	\$693,319	(\$134,124)	-24%
POURING RIGHTS	\$34,167	\$37,474	(\$3,307)	-10%
PREMIUM SEATING	\$166,653	\$139,499	\$27,154	16%
OTHER INCOME	\$153,800	\$60,800	\$93,000	60%
ICE RENTAL	\$162,500	\$207,700	(\$45,200)	-28%
CURLING	\$141,500	\$175,000	(\$33,500)	-24%
TOTAL OTHER INCOME	\$1,217,815	\$1,313,792	(\$95,977)	-8%
TOTAL INCOME (EVENT & OTHER)	\$1,763,929	\$1,836,907	(\$72,978)	-4%
INDIRECT EXPENSES				
EXECUTIVE	\$229,082	\$266,303	(\$37,221)	-16%
FINANCE	\$128,344	\$105,762	\$22,582	18%
VENUE MARKETING	\$87,272	\$13,780	\$73,492	84%
EVENT DEPARTMENT	\$88,771	\$87,726	\$1,045	1%
CURLING	\$373,576	\$303,481	\$70,095	19%
CORP SALES	\$0	\$0	\$0	#DIV/0!
BOX OFFICE & PREMIUM SERVICES	\$58,092	\$3,000	\$55,092	95%
FACILITY OPERATIONS	\$873,957	\$886,886	(\$12,929)	-1%
OVERHEAD BURDEN	\$678,556	\$597,643	\$80,913	12%
FOOD & BEVERAGE	\$0	\$0	\$0	#DIV/0!
TOTAL INDIRECT EXPENSES	\$2,517,650	\$2,264,581	\$253,069	10%
MP OPERATING REVENUE	(\$753,722)	(\$427,674)	(\$326,048)	43%
BEFORE INCENTIVE FEE, DEPRECIATION, CAP IMP FUND, DEBT SERVICE				
TOTAL OPERATING REVENUE	(\$753,722)	(\$427,674)	(\$326,048)	43%
SPECTRA MANAGEMENT FEE	\$133,980	\$ 132,000.00	\$1,980	1%
SPECTRA INCENTIVE	\$20,605	\$ 20,000.00	\$604	3%
OPERATING CONTINGENCY	\$0	\$0	\$0	#DIV/0!
OPERATING REVENUE	(\$908,306)	(\$579,674)	(\$328,632)	36%
CITY RENTAL EXPENSE		\$0	\$0	
		\$0		
		\$0		
Adjusted NET Operating Loss	(908,306)			#VALUE!