

**DULUTH ENTERTAINMENT AND CONVENTION CENTER AUTHORITY
CONSOLIDATED DEPARTMENTAL BUDGET
FISCAL YEAR 2016**

	JAN	FEB	MAR	APR	MAY	JUN	JULY	AUG	SEP	OCT	NOV	DEC	2016 ANNUAL BUDGET	2015 ANNUAL BUDGET	2015 PROJECTED BALANCE
REVENUES:															
BUILDING SERVICES	220,450	294,450	293,150	381,300	274,150	176,300	147,650	96,650	191,150	276,300	179,800	208,300	2,739,650	2,664,150	2,723,600
MARKETING	3,885	3,885	3,885	3,885	3,885	3,885	3,885	3,885	3,885	3,885	3,885	3,885	46,620	46,200	46,260
CATERING	249,380	287,610	241,150	384,300	259,800	146,130	77,090	117,480	221,760	359,650	182,630	96,970	2,623,950	2,723,260	2,953,110
CONCESSIONS	85,500	157,500	135,000	87,600	29,500	15,500	10,500	23,000	5,500	112,600	56,500	74,500	793,200	781,100	712,010
ADMINISTRATIVE	27,200	26,600	26,600	27,200	26,600	26,600	27,200	26,600	26,600	27,200	26,600	26,600	321,600	415,600	475,040
IRVIN	0	0	0	0	50,025	74,900	115,400	116,300	35,850	216,400	0	0	608,875	551,220	568,970
TICKET OFFICE	10,550	17,500	16,900	63,600	5,500	5,500	75,250	16,250	10,500	14,000	11,250	23,500	270,300	310,000	270,370
PARKING	111,000	112,000	110,000	131,000	93,500	90,000	75,000	151,000	95,600	144,000	76,000	99,000	1,288,100	1,263,500	1,223,280
BAYFRONT	1,000	4,000	500	500	11,500	17,500	48,000	60,000	20,000	12,000	0	0	175,000	137,250	143,000
TOTAL REVENUES	708,965	903,545	827,185	1,079,385	754,460	556,315	579,975	611,165	610,845	1,166,035	536,665	532,755	8,867,295	8,892,280	9,115,640
OPERATING EXPENSES:															
BUILDING SERVICES	201,960	200,530	201,280	200,665	187,275	169,505	163,660	155,790	165,270	208,010	203,130	194,080	2,251,155	2,165,980	2,211,030
PROPERTY MAINT	324,455	171,225	172,075	160,725	153,665	184,025	170,085	175,615	189,715	178,085	181,735	194,765	2,256,170	2,162,355	2,233,500
MARKETING	15,820	17,980	14,720	18,120	15,720	15,420	23,100	33,900	13,690	14,000	17,190	14,000	213,660	193,490	191,750
CATERING	167,085	172,665	149,465	219,375	154,305	111,055	73,865	96,615	137,845	205,825	120,305	76,805	1,685,210	1,773,240	1,836,030
CONCESSIONS	80,560	107,020	98,440	69,640	33,560	30,025	27,465	41,175	26,625	93,630	55,070	67,580	730,790	711,070	615,570
ADMINISTRATIVE	90,420	97,520	99,440	105,680	95,240	94,380	89,105	93,000	91,820	95,800	90,870	94,630	1,137,905	1,041,645	1,115,240
IRVIN	5,810	5,875	9,660	12,960	40,575	56,495	64,320	61,560	38,550	69,770	6,410	4,770	376,755	364,255	355,250
TICKET OFFICE	12,770	14,330	10,650	11,000	8,950	8,320	9,060	8,560	9,660	13,110	12,940	11,490	130,840	120,395	190,850
PARKING	35,690	36,840	33,620	27,160	22,975	25,685	23,850	29,220	21,620	23,490	26,120	29,520	335,790	296,445	301,370
BAYFRONT	220	900	120	4,765	5,615	14,365	45,455	18,285	9,035	570	0	0	99,330	92,625	124,410
TOTAL EXPENSES	934,790	824,885	789,470	830,090	717,880	709,275	689,965	713,720	703,830	902,290	713,770	687,640	9,217,605	8,921,500	9,175,000
DEPARTMENTAL PROFIT/LOSS:															
BUILDING SERVICES	18,490	93,920	91,870	180,635	86,875	6,795	(16,010)	(59,140)	25,880	68,290	(23,330)	14,220	488,495	498,170	512,570
PROPERTY MAINT	(324,455)	(171,225)	(172,075)	(160,725)	(153,665)	(184,025)	(170,085)	(175,615)	(189,715)	(178,085)	(181,735)	(194,765)	(2,256,170)	(2,162,355)	(2,233,500)
MARKETING	(11,935)	(14,095)	(10,835)	(14,235)	(11,835)	(11,535)	(19,215)	(30,015)	(9,805)	(10,115)	(13,305)	(10,115)	(167,040)	(147,290)	(145,490)
CATERING	82,295	114,945	91,685	164,925	105,495	35,075	3,225	20,865	83,915	153,825	62,325	20,165	938,740	950,020	1,117,080
CONCESSIONS	4,940	50,480	36,560	17,960	(4,060)	(14,525)	(16,965)	(18,175)	(21,125)	18,970	1,430	6,920	62,410	70,030	96,440
ADMINISTRATIVE	(63,220)	(70,920)	(72,840)	(78,480)	(68,640)	(67,780)	(61,905)	(66,400)	(65,220)	(68,600)	(64,270)	(68,030)	(816,305)	(626,045)	(640,200)
IRVIN	(5,810)	(5,875)	(9,660)	(12,960)	9,450	18,405	51,080	54,740	(2,700)	146,630	(6,410)	(4,770)	232,120	186,965	213,720
TICKET OFFICE	(2,220)	3,170	6,250	52,600	(3,450)	(2,820)	66,190	7,690	840	890	(1,690)	12,010	139,460	189,605	79,520
PARKING	75,310	75,160	76,380	103,840	70,525	64,315	51,150	121,780	73,980	120,510	49,880	69,480	952,310	967,055	921,910
BAYFRONT	780	3,100	380	(4,265)	5,885	3,135	2,545	41,715	10,965	11,430	0	0	75,670	44,625	18,590
OPERATING PROFIT	(225,825)	78,660	37,715	249,295	36,580	(152,960)	(109,990)	(102,555)	(92,985)	263,745	(177,105)	(154,885)	(350,310)	(29,220)	(59,360)
CITY TOURISM TAXES															
NAMING RIGHTS	16,667	16,667	16,667	16,667	16,667	16,667	16,667	16,667	16,667	16,667	16,667	16,667	200,000	200,000	200,000
DEPRECIATION (NET)	(36,500)	(36,500)	(36,500)	(36,500)	(36,500)	(36,500)	(36,500)	(36,500)	(36,500)	(36,500)	(36,500)	(36,500)	(438,000)	(438,000)	(432,000)
ARENA BOND OBLIGATION	(83,706)	(83,706)	(83,706)	(83,706)	(83,706)	(83,706)	(83,706)	(83,706)	(83,706)	(83,706)	(83,706)	(83,706)	(1,004,468)	(988,638)	(988,638)
SUBTOTAL	13,128	13,128	13,128	13,128	13,128	13,128	13,128	13,128	13,128	13,128	13,128	13,128	157,532	100,962	106,962
NET INCOME	(212,697)	91,788	50,843	262,423	49,708	(139,832)	(96,862)	(89,427)	(79,857)	276,873	(163,977)	(141,757)	(192,778)	71,742	47,602