

**DULUTH ENTERTAINMENT AND CONVENTION CENTER AUTHORITY  
CONSOLIDATED DEPARTMENTAL BUDGET  
FISCAL YEAR 2017**

	JAN	FEB	MAR	APR	MAY	JUN	JULY	AUG	SEP	OCT	NOV	DEC	2017 ANNUAL BUDGET	2016 ANNUAL BUDGET	2016 PROJECTED BALANCE
<b>REVENUES:</b>															
BUILDING SERVICES	259,450	281,450	242,150	405,300	237,150	236,300	146,650	101,650	181,150	296,300	162,300	208,300	2,758,150	2,739,650	2,886,810
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	46,620	46,260
CATERING	239,620	239,500	193,080	388,000	279,640	253,150	61,850	118,880	307,840	311,400	102,900	86,720	2,582,580	2,623,950	2,817,560
CONCESSIONS	89,650	148,650	144,150	99,550	34,650	12,650	10,150	2,850	650	138,650	60,800	63,650	806,050	793,200	811,380
ADMINISTRATIVE	28,900	28,400	28,400	28,900	28,400	28,400	28,150	27,900	27,900	28,400	28,400	28,900	341,050	321,600	337,800
IRVIN	0	0	0	0	53,475	71,275	109,875	101,375	43,475	236,375	0	0	615,850	608,875	632,810
TICKET OFFICE	23,500	11,400	57,700	76,000	1,850	5,600	55,000	0	1,300	17,900	4,800	20,400	275,450	270,300	384,470
PARKING	114,000	107,000	98,000	103,250	85,250	133,000	107,000	89,000	82,500	145,000	60,000	64,000	1,188,000	1,288,100	1,248,020
BAYFRONT	1,000	4,000	1,000	1,000	11,000	17,500	55,000	35,000	17,500	12,000	0	0	155,000	175,000	199,120
<b>TOTAL REVENUES</b>	<b>760,005</b>	<b>824,285</b>	<b>768,365</b>	<b>1,105,885</b>	<b>735,300</b>	<b>761,760</b>	<b>577,560</b>	<b>480,540</b>	<b>666,200</b>	<b>1,189,910</b>	<b>423,085</b>	<b>475,855</b>	<b>8,768,750</b>	<b>8,867,295</b>	<b>9,364,230</b>
<b>OPERATING EXPENSES:</b>															
BUILDING SERVICES	219,470	211,780	214,310	216,915	198,925	189,175	187,220	183,210	187,170	232,990	201,860	204,810	2,447,835	2,251,155	2,419,180
PROPERTY MAINT	325,020	171,180	173,790	160,730	161,110	186,980	189,345	185,375	198,685	181,775	177,085	191,125	2,302,200	2,256,170	2,299,970
MARKETING	14,200	16,580	14,900	14,590	17,400	13,790	14,770	20,070	14,560	15,870	14,060	13,670	184,640	213,660	215,280
CATERING	162,875	147,225	122,135	216,825	165,285	165,105	68,995	103,155	177,545	177,065	82,135	70,575	1,658,920	1,685,210	1,714,370
CONCESSIONS	85,815	101,395	98,515	76,885	40,225	30,405	30,065	23,165	23,895	102,085	53,285	55,515	721,250	730,790	679,120
ADMINISTRATIVE	96,512	102,273	107,283	114,013	102,133	102,463	94,213	97,463	97,153	101,303	92,838	96,388	1,204,035	1,137,905	1,195,990
IRVIN	6,065	5,415	8,895	14,435	40,770	51,820	56,845	53,915	37,405	90,935	6,485	4,285	377,270	376,755	392,230
TICKET OFFICE	15,785	11,975	19,335	19,175	9,115	8,495	9,045	8,695	9,965	13,245	11,945	14,305	151,080	130,840	161,630
PARKING	36,830	33,210	33,390	28,300	24,115	26,825	24,990	28,090	21,620	23,490	24,250	29,520	334,630	335,790	334,220
BAYFRONT	120	470	120	4,835	12,335	9,795	38,380	9,740	7,210	220	0	0	83,225	99,110	91,350
<b>TOTAL EXPENSES</b>	<b>962,692</b>	<b>801,503</b>	<b>792,673</b>	<b>866,703</b>	<b>771,413</b>	<b>784,853</b>	<b>713,868</b>	<b>712,878</b>	<b>775,208</b>	<b>938,978</b>	<b>663,943</b>	<b>680,193</b>	<b>9,464,905</b>	<b>9,217,385</b>	<b>9,503,340</b>
<b>DEPARTMENTAL PROFIT/LOSS:</b>															
BUILDING SERVICES	39,980	69,670	27,840	188,385	38,225	47,125	(40,570)	(81,560)	(6,020)	63,310	(39,560)	3,490	310,315	488,495	467,630
PROPERTY MAINT	(325,020)	(171,180)	(173,790)	(160,730)	(161,110)	(186,980)	(189,345)	(185,375)	(198,685)	(181,775)	(177,085)	(191,125)	(2,302,200)	(2,256,170)	(2,299,970)
MARKETING	(10,315)	(12,695)	(11,015)	(10,705)	(13,515)	(9,905)	(10,885)	(16,185)	(10,675)	(11,985)	(10,175)	(9,785)	(137,840)	(167,040)	(169,020)
CATERING	76,745	92,275	70,945	171,175	114,355	88,045	(7,145)	15,725	130,295	134,335	20,765	16,145	923,660	938,740	1,103,190
CONCESSIONS	3,835	47,255	45,635	22,665	(5,575)	(17,755)	(19,915)	(20,315)	(23,245)	36,565	7,515	8,135	84,800	62,410	132,260
ADMINISTRATIVE	(67,612)	(73,873)	(78,883)	(85,113)	(73,733)	(74,063)	(66,063)	(69,563)	(69,253)	(72,903)	(64,438)	(67,488)	(862,985)	(816,305)	(858,190)
IRVIN	(6,065)	(5,415)	(8,895)	(14,435)	12,705	19,455	53,030	47,460	6,070	145,440	(6,485)	(4,285)	238,580	232,120	240,580
TICKET OFFICE	7,715	(575)	38,365	56,825	(7,265)	(2,895)	45,955	(8,695)	(8,665)	4,655	(7,145)	6,095	124,370	139,460	222,840
PARKING	77,170	73,790	64,610	74,950	61,135	106,175	82,010	60,910	60,880	121,510	35,750	34,480	853,370	952,310	913,800
BAYFRONT	880	3,530	880	(3,835)	(1,335)	7,705	16,620	25,260	10,290	11,780	0	0	71,775	75,890	107,770
<b>OPERATING PROFIT</b>	<b>(202,687)</b>	<b>22,782</b>	<b>(24,308)</b>	<b>239,182</b>	<b>(36,113)</b>	<b>(23,093)</b>	<b>(136,308)</b>	<b>(232,338)</b>	<b>(109,008)</b>	<b>250,932</b>	<b>(240,858)</b>	<b>(204,338)</b>	<b>(696,155)</b>	<b>(350,090)</b>	<b>(139,110)</b>
<b>CITY TOURISM TAXES</b>															
	135,000	135,000	135,000	135,000	135,000	135,000	135,000	135,000	135,000	135,000	135,000	135,000	1,620,000	1,551,300	1,584,000
<b>NAMING RIGHTS</b>															
	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
<b>ARENA BOND OBLIGATION</b>															
	(85,064)	(85,064)	(85,064)	(85,064)	(85,064)	(85,064)	(85,064)	(85,064)	(85,064)	(85,064)	(85,064)	(85,064)	(1,020,772)	(1,004,468)	(1,004,468)
<b>SUBTOTAL</b>	<b>66,602</b>	<b>66,602</b>	<b>66,602</b>	<b>66,602</b>	<b>66,602</b>	<b>66,602</b>	<b>66,602</b>	<b>66,602</b>	<b>66,602</b>	<b>66,602</b>	<b>66,602</b>	<b>66,602</b>	<b>799,228</b>	<b>746,832</b>	<b>779,532</b>
<b>NET INCOME</b>	<b>(136,085)</b>	<b>89,384</b>	<b>42,294</b>	<b>305,784</b>	<b>30,489</b>	<b>43,509</b>	<b>(69,706)</b>	<b>(165,736)</b>	<b>(42,406)</b>	<b>317,534</b>	<b>(174,256)</b>	<b>(137,736)</b>	<b>103,073</b>	<b>396,742</b>	<b>640,422</b>