

# DULUTH ENTERTAINMENT AND CONVENTION CENTER AUTHORITY

## 2002 OPERATING BUDGET

### ***BOARD OF DIRECTORS***

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Daniel J. Russell

MINNESOTA  
LEGISLATIVE REFERENCE LIBRARY  
STATE OFFICE BUILDING  
PO BOX 6437  
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SEP 24 2003

## BUDGET OVERVIEW

The DECC financial reporting system is modeled after the hospitality industry and is organized under operating departments. Revenues and expenses are associated with each functional area to reflect operational profitability. Budget reports are on the accompanying pages.

### ***Reserve Accounts***

In 1991, the Duluth Entertainment and Convention Center Authority (the DECC) established two funds to ensure a self-sustaining operating environment.

The Operating Contingency Reserve was established at \$500,000 to help support operations in the event of a severe economic downturn or catastrophe. The reserve level reached \$1,142,000 in 2001. The reserve has been accessed to sustain operating cash flow for OMNIMAX® Theatre debt obligation payments. The balance is expected to remain above \$500,000. The Board of Directors approves all withdrawals from the reserve.

The Repair and Replacement Reserve was established as a self-funding mechanism to ensure that funds are available for extraordinary fixed asset expenditures. The Board of Directors determined 1% of annual operating revenues and interest earned on DECC funds are dedicated to the reserve. The Board of Directors must be notified of use of these funds.

### ***Amortization of Credit for Contributed Capital***

Construction of DECC facilities, with the exception of the OMNIMAX® Theatre, described below, has been financed through various grants from the federal, state, and city governments and private donations. Under current guidelines, construction grants are accounted for in Fund Equity as Contributed Capital because there are no repayment provisions. Net depreciation is calculated with an offset against depreciation expense proportionate to depreciation on fixed assets acquired through contributions.

## ***City of Duluth General Obligation Refunding Revenue Bonds (Duluth Entertainment Convention Center/Duluth OMNIMAX® Theatre Project)***

In 1994, the City of Duluth and the DECC issued recreational facility revenue bonds in the amount of \$8,950,000. In April 2001, the outstanding balance was converted into General Obligation Revenue Bonds in the amount of \$6,970,000. The Theatre has been in operation since April 1996. The cost is depreciated over the facility's life and the revenues and expenses of the Theatre are accounted for as a departmental unit of the operating budget. The associated debt and financing costs are shown on the DECC's financial statements.

### ***Duluth Entertainment Convention Center Authority Expansion***

In 1998, the Minnesota Legislature authorized spending of \$20 million for expanding the convention center and constructing a parking ramp. The Minnesota Department of Trade and Economic Development contributes up to a \$12 million grant and the City of Duluth provides \$8 million through additional sales and lodging taxes.

The parking ramp is designed to add 500 parking spaces to the 1,350 spaces currently available. The parking ramp totals 600 parking spaces. The parking ramp was completed in February, 2000.

The convention center expansion program is designed to provide additional convention and support space of approximately 66,000 square feet consisting of a 12,000 square foot ballroom divisible into four meeting rooms, five separated meeting rooms of 6,000 square feet and prefunction areas of 9,000 square feet. Construction began in October, 1999 with completion January, 2001.

### ***Arena Locker Room Renovation***

In May 2001, renovation of the Arena locker rooms was undertaken, to provide modernized accommodations for UMD men's and women's hockey teams. The \$1.5 million project is financed through a lease payment agreement with Western National Bank. Semi-annual payments of \$77,500 are scheduled to begin March 1, 2002 with final payment on September 1, 2012. The locker room renovation was completed in September 2001.

**DULUTH ENTERTAINMENT AND CONVENTION CENTER AUTHORITY (DECC)**  
**BUDGET AND ACTUAL COMPARISONS**  
**FOR THE FISCAL YEARS 1998-2002**

	BUDGET 2002	BUDGET 2001	PROJECTED 2001	ACTUAL 2000	ACTUAL 1999	ACTUAL 1998
<b>OPERATING REVENUES</b>						
BUILDING OPERATIONS	\$1,694,380	\$1,541,600	\$1,572,436	\$1,373,525	\$1,375,047	\$1,423,056
CATERING AND CONCESSIONS	2,500,313	2,245,770	2,306,300	1,952,922	1,876,603	1,935,050
OMNIMAX THEATRE	1,058,400	1,110,000	1,021,500	1,127,659	1,070,808	1,077,875
OREBOAT	480,960	435,380	454,000	489,650	417,741	448,262
TICKET OFFICE	338,400	272,000	289,000	490,144	401,056	734,211
PARKING	819,221	780,844	784,380	723,519	639,652	696,560
BAYFRONT	0	69,500	61,877	82,080	89,072	123,881
MISCELLANEOUS	29,400	52,800	47,000	60,251	47,450	37,746
<b>TOTAL OPERATING REVENUES</b>	<b>\$6,921,074</b>	<b>\$6,507,894</b>	<b>\$6,536,493</b>	<b>\$6,299,750</b>	<b>\$5,917,429</b>	<b>\$6,476,641</b>
<b>EXPENSES</b>						
BUILDING OPERATIONS	\$2,747,116	\$2,646,683	\$2,711,291	\$2,383,206	\$2,208,474	\$2,191,484
CATERING AND CONCESSIONS	1,669,040	1,497,589	1,532,179	1,236,714	1,191,336	1,198,730
OMNIMAX THEATRE	872,897	789,562	759,584	853,123	787,712	786,582
OREBOAT	329,040	263,131	302,710	361,538	291,955	246,947
TICKET OFFICE	259,557	180,266	270,913	502,032	360,098	639,369
PARKING	122,422	115,517	122,252	115,753	101,361	93,269
BAYFRONT	0	78,994	89,027	83,947	105,889	161,677
MISCELLANEOUS	841,928	646,793	696,497	622,618	586,854	616,275
<b>TOTAL OPERATING EXPENSES</b>	<b>\$6,842,000</b>	<b>\$6,218,535</b>	<b>\$6,484,453</b>	<b>\$6,158,931</b>	<b>\$5,633,679</b>	<b>\$5,934,333</b>
<b>OPERATING GAIN/LOSS</b>	<b>\$79,074</b>	<b>\$289,359</b>	<b>\$52,040</b>	<b>\$140,819</b>	<b>\$283,750</b>	<b>\$542,308</b>
<b>NON-OPERATING REVENUES AND EXPENSES</b>						
CITY TRANSFERS IN	\$777,900	\$740,700	\$740,700	\$719,000	\$637,726	\$580,162
DEPRECIATION AND AMORTIZATION	(336,000)	(336,000)	(336,000)	(323,808)	(348,900)	(350,272)
OF CONTRIBUTED CAPITAL CREDIT (NET)	(355,200)	(520,188)	(411,462)	(549,389)	(572,488)	(594,796)
INTEREST EXPENSE ON REVENUE BONDS	-	48,200	24,287	74,329	61,016	70,769
<b>TOTAL NON-OPERATING REVENUES</b>	<b>\$86,700</b>	<b>(\$67,288)</b>	<b>\$17,525</b>	<b>(\$79,868)</b>	<b>(\$222,646)</b>	<b>(\$294,137)</b>
<b>NET INCOME (LOSS)</b>	<b>\$165,774</b>	<b>\$222,071</b>	<b>\$69,565</b>	<b>\$60,951</b>	<b>\$61,104</b>	<b>\$248,171</b>

**DULUTH ENTERTAINMENT AND CONVENTION CENTER AUTHORITY (DECC)**  
**ESTIMATED CASH FLOWS**  
**FOR THE YEARS ENDING DECEMBER 31, 2001 AND 2002**

	<b>2002</b>				<b>2001</b>			
	<b>RESTRICTED</b>			<b>TOTAL CASH</b>	<b>RESTRICTED</b>			<b>TOTAL CASH</b>
	<b>UNRESTRICTED CASH</b>	<b>REPAIR &amp; REPLACEMENT</b>	<b>OPERATING RESERVE</b>		<b>UNRESTRICTED CASH</b>	<b>REPAIR &amp; REPLACEMENT</b>	<b>OPERATING RESERVE</b>	
<b>CASH FLOWS PROVIDED FROM OPERATIONS AND CITY TAX TRANSFERS:</b>								
PROJECTED NET INCOME	\$ 96,563	\$ 69,211		\$ 165,774	\$ (1,722)	\$ 47,000		\$ 24,287 \$ 69,565
ADD: DEPRECIATION EXPENSE (NET OF AMORTIZATION CREDIT)	336,000			336,000	336,000			336,000
INTEREST EXPENSE ACCRUAL	430,200			430,200	411,462			411,462
<b>NET CASH FLOWS PROVIDED FROM OPERATIONS</b>	<b>\$ 862,763</b>	<b>\$ 69,211</b>		<b>\$ 931,974</b>	<b>\$ 745,740</b>	<b>\$ 47,000</b>	<b>\$ -</b>	<b>\$ 24,287 \$ 817,027</b>
<b>CASH FLOWS FOR CAPITAL AND RELATED FINANCING ACTIVITIES:</b>								
CAPITAL EXPENDITURES	\$ (20,000)			\$ (20,000)	\$ (10,000)			\$ (10,000)
TRANSFERS TO/(FROM) RESTRICTED FUNDS	-			-	-			-
L/T LEASE PAYMENTS	(155,000)			(155,000)	(14,700)			(14,700)
BOND INTEREST AND PRINCIPAL PAYMENTS	(800,088)			(800,088)	(661,258)			(316,447) (977,705)
<b>NET CASH FLOWS GENERATED (USED) FROM CAPITAL AND FINANCING ACTIVITIES</b>	<b>\$ (975,088)</b>	<b>\$ -</b>		<b>\$ (975,088)</b>	<b>\$ (685,958)</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ (316,447) \$ (1,002,405)</b>
<b>NET INCREASE (DECREASE) IN CASH FLOWS</b>	<b>\$ (112,325)</b>	<b>\$ 69,211</b>		<b>\$ (43,114)</b>	<b>\$ 59,782</b>	<b>\$ 47,000</b>		<b>\$ (292,160) \$ (185,378)</b>
<b>ESTIMATED CASH AT JANUARY 1</b>	<b>216,095</b>	<b>286,029</b>	<b>500,000</b>	<b>\$ 1,002,124</b>	<b>156,313</b>	<b>239,029</b>	<b>500,000</b>	<b>292,160 1,187,502</b>
<b>ESTIMATED CASH AT DECEMBER 31</b>	<b>\$ 103,770</b>	<b>\$ 355,240</b>	<b>\$ 500,000</b>	<b>\$ 959,010</b>	<b>\$ 216,095</b>	<b>\$ 286,029</b>	<b>\$ 500,000</b>	<b>\$ - \$ 1,002,124</b>

## **DECC Departments**

The consolidated departmental budget summary and supporting individual department budgets are presented on the following pages. The departments are:

- Building Services
  - Activities relating to building, equipment and services rental.
- Property Maintenance
  - Expenses to maintain and repair the buildings and equipment.
- Marketing
  - Media advertising in the facility and expenses of marketing DECC facility and services to conventions.
- Catering
  - Food and beverage service in the Convention Center.
- Concession
  - Revenues and expenses generated from Arena and Auditorium concession stands.
- Administration
  - Non-operating revenues including City of Duluth Food and Beverage Tax and interest earned, and general and administrative expenses of the facility.
- S.S. William A. Irvin
  - Activities of the oreboat and tugboat museums.
- Ticket Office
  - Revenues and expenses of ticket office operations.
- Parking
  - Parking lot revenues and operational expenses.
- OMNIMAX® Theatre
  - Admissions, concessions and novelty revenues, operational expenses and financing expense of OMNIMAX® Theatre.





## PROPERTY MAINTENANCE 1572

	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	TOTAL 2002 BUDGET	TOTAL 2001 BUDGET	TOTAL 2001 PROJECTED
<b>PAYROLL EXPENSES:</b>															
5100 PERM REGULAR	16,048	16,048	16,048	16,048	24,072	16,048	16,048	16,048	16,048	16,048	24,072	16,048	208,624	244,830	240,000
5101 OVERTIME	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	12,000	9,600	10,000
5121 PERA CONTRIBUTIONS	886	886	886	886	1,304	886	886	886	886	886	1,304	886	11,472	13,226	13,000
5122 FICA CONTRIBUTIONS	1,006	1,006	1,006	1,006	1,479	1,006	1,006	1,006	1,006	1,006	1,479	1,006	13,017	15,013	14,750
5123 FICA-MDCARE	239	239	239	239	351	239	239	239	239	239	351	239	3,089	3,564	3,500
5131 HEALTH INSURANCE	7,107	7,107	7,107	7,107	7,107	7,107	7,107	7,107	7,107	7,107	7,107	7,107	85,284	62,340	63,000
5132 DENTAL INSURANCE	225	225	225	225	225	225	225	225	225	225	225	225	2,700	1,932	1,900
<b>TOTAL P/R EXPENSES</b>	<b>26,511</b>	<b>26,511</b>	<b>26,511</b>	<b>26,511</b>	<b>35,538</b>	<b>26,511</b>	<b>26,511</b>	<b>26,511</b>	<b>26,511</b>	<b>26,511</b>	<b>35,538</b>	<b>26,511</b>	<b>336,186</b>	<b>350,505</b>	<b>346,150</b>
<b>OPERATING EXPENSES:</b>															
5200 OFFICE SUPPLIES	300	300	300	300	300	300	300	300	300	300	300	300	3,600	1,800	2,000
5201 COMPUTER SUPPLIES	50	50	50	50	50	50	50	50	50	50	50	50	600	0	300
5209 ICE MAKING	600	600	600	600	600	600	600	600	600	600	600	600	7,200	7,200	6,200
5212 MOTOR FUEL	150	150	150	150	150	150	150	150	150	150	150	150	1,800	1,200	1,500
5217 LIGHT BULBS	1,700	1,700	1,700	1,700	1,700	1,700	1,700	1,700	1,700	1,700	1,700	1,700	20,400	18,000	15,000
5218 UNIFORMS	50	50	50	50	50	50	50	50	50	50	50	50	600	600	600
5220 REPAIR/MTC	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	24,000	19,200	21,000
5223 CARPENTRY SUPPLIES	200	200	200	200	200	200	200	200	200	200	200	200	2,400	2,400	2,000
5225 LANDSCAPE	75	75	75	75	75	75	75	75	75	75	75	75	900	600	2,500
5228 PAINTING SUPPLIES	200	200	200	200	200	200	200	200	200	200	200	200	2,400	2,400	3,000
5240 TOOLS/EQUIPMENT	350	350	350	350	350	350	350	350	350	350	350	350	4,200	3,600	3,600
5310 CONTRACT SERVICES	4,200	4,200	4,200	4,200	4,200	4,200	4,200	4,200	4,200	4,200	4,200	4,200	50,400	24,000	24,000
5321 TELEPHONE	100	100	100	100	100	100	100	100	100	100	100	100	1,200	360	1,600
5331 TRAVEL	30	30	30	30	30	30	30	30	30	30	30	30	360	360	300
5360 INSURANCE	500	500	500	500	500	500	500	500	500	500	500	500	6,000	6,000	6,000
5381 ELECTRICITY	32,700	33,700	30,700	28,200	36,800	26,700	22,700	24,700	23,700	27,700	30,000	32,400	350,000	313,080	325,000
5382 WATER/SEWER	5,000	5,000	4,000	4,400	5,200	5,000	10,000	7,200	6,600	5,000	6,000	5,000	68,400	60,720	67,000
5383 NATURAL GAS	45,000	30,000	31,000	15,000	7,500	4,500	6,500	4,000	6,000	12,500	19,000	40,000	221,000	181,300	220,000
5384 TRASH REMOVAL	1,250	1,250	1,250	1,250	1,250	1,250	1,250	1,250	1,250	1,250	1,250	1,250	15,000	13,200	13,200
5400 REPAIR/MAINT	75	75	75	75	75	75	75	75	75	75	75	75	900	600	600
5406 ELECTRIC/MECHANIC	3,500	3,500	3,500	3,500	3,500	3,500	3,500	3,500	3,500	3,500	3,500	3,500	42,000	28,820	29,000
5407 PLUMBING/HEATING	600	600	600	600	600	600	600	600	600	600	600	600	7,200	7,200	5,000
5415 EQUIPMENT RENTAL	0	0	0	0	0	0	0	0	0	0	0	0	0	0	200
5438 LICENSES	125	125	125	125	125	125	125	125	125	125	125	125	1,500	1,200	1,000
<b>TOTAL OPERATING EXPENSE</b>	<b>98,755</b>	<b>84,755</b>	<b>81,755</b>	<b>63,655</b>	<b>65,555</b>	<b>52,255</b>	<b>55,255</b>	<b>51,955</b>	<b>52,355</b>	<b>61,255</b>	<b>71,055</b>	<b>93,455</b>	<b>832,060</b>	<b>693,840</b>	<b>750,600</b>
<b>TOTAL EXPENSES</b>	<b>125,266</b>	<b>111,266</b>	<b>108,266</b>	<b>90,166</b>	<b>101,093</b>	<b>78,766</b>	<b>81,766</b>	<b>78,466</b>	<b>78,866</b>	<b>87,766</b>	<b>106,593</b>	<b>119,966</b>	<b>1,168,246</b>	<b>1,044,345</b>	<b>1,096,750</b>
<b>DPMT GAIN/LOSS</b>	(125,266)	(111,266)	(108,266)	(90,166)	(101,093)	(78,766)	(81,766)	(78,466)	(78,866)	(87,766)	(106,593)	(119,966)	(1,168,246)	(1,044,345)	(1,096,750)

	JAN	FEB	MAR	APR	MAY	JU	JUL	AUG	SEP	OCT	NOV	DEC	TOTAL 2002 BUDGET	TOTAL 2001 BUDGET	TOTAL 2001 PROJECTED	
<b>REVENUES:</b>																
5920 ADVERTISING	24,000	24,000	0	0	0	0	0	0	0	24,000	24,000	24,000	120,000	122,100	110,000	
5944 IN-KIND REVENUE	0	0	0	0	0	0	0	0	0	0	0	10,000	10,000	0	10,000	
<b>TOTAL REVENUE</b>	<b>24,000</b>	<b>24,000</b>	<b>0</b>	<b>24,000</b>	<b>24,000</b>	<b>34,000</b>	<b>130,000</b>	<b>122,100</b>	<b>120,000</b>							
<b>PAYROLL EXPENSES</b>																
5100 SALARIES-PERM	4,219	4,219	4,219	4,219	6,329	4,219	4,346	4,346	4,346	4,346	6,519	4,346	55,673	80,399	62,700	
5116 CAR ALLOWANCE	333	333	333	333	333	333	333	333	333	333	333	334	3,997	0	1,800	
5121 PERA	219	219	219	219	329	219	226	226	226	226	339	226	2,895	4,180	3,260	
5122 FICA	257	257	257	257	386	257	265	265	265	265	398	265	3,396	4,907	3,825	
5123 FICA-MDCARE	59	59	59	59	89	59	61	61	61	61	91	61	779	1,125	878	
5131 HEALTH INSURANCE	954	954	954	954	954	954	954	954	954	954	954	954	11,448	10,908	1,100	
5132 DENTAL INSURANCE	38	38	38	38	38	38	38	38	38	38	38	38	456	696	700	
<b>TOTAL P/R EXPENSES</b>	<b>6,080</b>	<b>6,080</b>	<b>6,080</b>	<b>6,080</b>	<b>8,458</b>	<b>6,080</b>	<b>6,223</b>	<b>6,223</b>	<b>6,223</b>	<b>6,223</b>	<b>8,672</b>	<b>6,224</b>	<b>78,644</b>	<b>102,215</b>	<b>74,263</b>	
<b>OPERATING EXPENSES:</b>																
5200 OFFICE SUPPLIES	75	75	75	75	75	75	75	75	75	75	75	75	900	900	600	
5201 COMPUTER SUPPLIES	50	0	0	0	0	0	0	0	0	0	0	0	50	0	0	
5321 TELEPHONE	230	230	230	230	230	230	230	230	230	230	230	230	2,760	2,760	2,500	
5322 POSTAGE/FED EX	40	40	40	40	40	40	40	40	40	40	40	40	480	480	300	
5325 YELLOW PAGE/800 #	98	98	98	98	98	98	98	98	98	98	98	98	1,176	1,176	1,176	
5331 TRAVEL	300	300	300	300	300	300	300	300	300	300	300	300	3,600	3,600	600	
5334 TRAINING	85	85	85	85	85	85	85	85	85	85	85	85	1,020	1,020	500	
5340 ADVERT/PROMO	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	24,000	24,000	24,000	
5343 SPECIAL PROMO	250	250	250	250	250	250	250	250	250	250	250	250	3,000	35,000	39,000	
5344 STATE SALES	580	580	580	580	620	580	580	580	580	580	580	580	7,000	10,200	5,000	
5345 NATIONAL SALES	1,700	1,700	1,700	1,700	1,700	1,700	1,700	1,700	1,700	1,700	1,700	1,700	20,400	20,400	23,000	
5355 PRINT/COPY	40	40	40	40	40	40	40	40	40	40	40	40	480	480	200	
5360 INSURANCE	140	140	140	140	140	140	140	140	140	140	140	140	1,680	1,680	1,680	
5433 DUES/SUBS	250	250	250	250	250	250	250	250	250	250	250	250	3,000	4,980	3,000	
5443 BRD MEETING EXP	250	250	250	250	250	250	250	250	250	250	250	250	3,000	3,000	5,500	
<b>TOTAL OPERATING EXPENS</b>	<b>6,088</b>	<b>6,038</b>	<b>6,038</b>	<b>6,038</b>	<b>6,078</b>	<b>6,038</b>	<b>6,038</b>	<b>6,038</b>	<b>6,038</b>	<b>6,038</b>	<b>6,038</b>	<b>6,038</b>	<b>72,546</b>	<b>109,676</b>	<b>107,056</b>	
<b>TOTAL EXPENSES</b>	<b>12,168</b>	<b>12,118</b>	<b>12,118</b>	<b>12,118</b>	<b>14,536</b>	<b>12,118</b>	<b>12,261</b>	<b>12,261</b>	<b>12,261</b>	<b>12,261</b>	<b>14,710</b>	<b>12,262</b>	<b>151,190</b>	<b>211,891</b>	<b>181,319</b>	
<b>DPMT GAIN/LOSS</b>	<b>11,832</b>	<b>11,882</b>	<b>(12,118)</b>	<b>(12,118)</b>	<b>(14,536)</b>	<b>(12,118)</b>	<b>(12,261)</b>	<b>(12,261)</b>	<b>(12,261)</b>	<b>(12,261)</b>	<b>11,739</b>	<b>9,290</b>	<b>21,738</b>	<b>(21,190)</b>	<b>(89,791)</b>	<b>(61,319)</b>



## CONCESSIONS 1575

	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	TOTAL 2002 BUDGET	TOTAL 2001 BUDGET	TOTAL 2001 PROJECTED
<b>REVENUES:</b>															
5902 STAND SALES	66,550	90,750	31,460	84,700	10,890	18,150	10,890	10,890	10,890	21,780	54,450	36,300	447,700	407,000	400,000
5903 NOVELTY SALES	3,000	4,000	3,000	4,000	3,000	4,000	3,000	3,000	4,000	3,000	3,000	3,000	40,000	60,000	30,000
5905 ICE CREAM SALES	11,000	11,000	5,500	8,800	1,100	1,100	3,300	1,100	550	2,200	5,500	4,400	55,550	55,550	50,000
5921 MISC REVENUE	550	550	550	550	550	550	550	550	550	550	550	550	6,600	6,600	6,000
5941 POP MACHINE	110	110	110	110	110	110	110	110	110	110	110	110	1,320	1,320	1,300
<b>TOTAL REVENUES</b>	<b>81,210</b>	<b>106,410</b>	<b>40,620</b>	<b>98,160</b>	<b>15,650</b>	<b>23,910</b>	<b>17,850</b>	<b>15,650</b>	<b>16,100</b>	<b>27,640</b>	<b>63,610</b>	<b>44,360</b>	<b>551,170</b>	<b>530,470</b>	<b>487,300</b>
<b>PAYROLL EXPENSES:</b>															
5100 SALARIED PERM	4,654	4,654	4,654	4,654	6,981	4,654	4,793	4,793	4,793	4,793	7,190	4,793	61,406	58,364	58,000
5103 PART TIME REGULAR	18,612	24,420	8,870	22,440	2,878	4,620	3,406	2,878	2,746	5,755	14,388	9,768	120,780	111,012	100,000
5121 PERA CONTRIBUTIONS	628	785	365	732	266	250	221	207	204	285	583	393	4,919	4,571	4,266
5122 FICA CONTRIBUTIONS	1,396	1,744	811	1,626	592	556	492	460	452	633	1,295	874	10,931	10,163	9,480
5123 FICA-MDCARE	330	413	192	385	140	132	116	109	107	150	306	207	2,587	2,371	2,244
5131 HEALTH INSURANCE	705	705	705	705	705	705	705	705	705	705	705	705	8,460	8,460	8,460
5132 DENTAL INSURANCE	38	38	38	38	38	38	38	38	38	38	38	38	456	420	420
<b>TOTAL P/R EXPENSES</b>	<b>26,364</b>	<b>32,759</b>	<b>15,636</b>	<b>30,579</b>	<b>11,599</b>	<b>10,956</b>	<b>9,771</b>	<b>9,190</b>	<b>9,045</b>	<b>12,359</b>	<b>24,505</b>	<b>16,778</b>	<b>209,539</b>	<b>195,361</b>	<b>182,870</b>
<b>OPERATING EXPENSES:</b>															
5200 OFFICE SUPPLIES	50	50	50	50	50	50	50	50	50	50	50	50	600	600	500
5201 COMPUTER SUPPLIES	0	0	0	0	0	0	0	0	0	0	0	0	0	0	150
5211 CLEANING SUPPLIES	100	100	100	100	100	100	100	100	100	100	100	100	1,200	1,200	700
5214 SERVING SUPPLIES	2,723	3,713	1,287	3,465	446	743	446	446	446	891	2,228	1,485	18,319	18,319	17,000
5218 UNIFORMS	100	100	100	100	100	100	100	100	100	100	100	100	1,200	1,200	1,200
5260 FOOD PURCHASES	19,415	25,465	9,268	23,403	3,025	4,840	3,575	3,025	2,888	6,023	15,015	10,203	126,143	115,638	112,825
5310 CONTRACT SVCS	100	100	100	100	100	100	100	100	100	100	100	100	1,200	1,200	1,200
5331 TRAVEL	25	25	25	25	25	25	25	25	25	25	25	25	300	300	200
5334 TRAINING EXP	25	25	25	25	25	25	25	25	25	25	25	25	300	300	200
5340 ADV & PROMO	50	50	50	50	50	50	50	50	50	50	50	50	600	600	400
5355 PRINT/COPYING	25	25	25	25	25	25	25	25	25	25	25	25	300	300	200
5360 INSURANCE	925	925	925	925	925	925	925	925	925	925	925	925	11,100	10,080	10,000
5400 REPAIR/MAINT	120	120	120	120	120	120	120	120	120	120	120	120	1,440	1,200	1,200
5406 ELEC/MECH REPAIR	40	40	40	40	40	40	40	40	40	40	40	40	480	480	480
5412 BUILDING RENTAL	150	150	150	150	150	150	150	150	150	150	150	150	1,800	1,800	1,350
5438 LICENSES	20	20	20	20	20	20	20	20	20	20	20	20	240	240	200
5450 LAUNDRY	363	495	172	462	59	99	59	59	59	119	297	198	2,441	2,441	2,000
<b>TOTAL OPERATING EXPENSE</b>	<b>24,231</b>	<b>31,403</b>	<b>12,457</b>	<b>29,060</b>	<b>5,260</b>	<b>7,412</b>	<b>5,810</b>	<b>5,260</b>	<b>5,123</b>	<b>8,763</b>	<b>19,270</b>	<b>13,616</b>	<b>167,663</b>	<b>155,898</b>	<b>149,325</b>
<b>TOTAL EXPENSES</b>	<b>50,595</b>	<b>64,162</b>	<b>28,093</b>	<b>59,638</b>	<b>16,859</b>	<b>18,368</b>	<b>15,581</b>	<b>14,450</b>	<b>14,167</b>	<b>21,121</b>	<b>43,775</b>	<b>30,393</b>	<b>377,202</b>	<b>351,259</b>	<b>332,195</b>
<b>DPMT GAIN/LOSS</b>	<b>30,615</b>	<b>42,248</b>	<b>12,527</b>	<b>38,522</b>	<b>(1,209)</b>	<b>5,542</b>	<b>2,269</b>	<b>1,200</b>	<b>1,933</b>	<b>6,519</b>	<b>19,835</b>	<b>13,967</b>	<b>173,968</b>	<b>179,211</b>	<b>155,105</b>



	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	TOTAL 2002 BUDGET	TOTAL 2001 BUDGET	TOTAL 2001 PROJECTED
<b>REVENUES:</b>															
5902 STAND SALES	0	0	0	75	900	1,275	2,325	2,325	1,200	2,700	0	0	10,800	12,680	12,000
5903 NOVELTY SALES	0	0	0	765	9,180	13,005	23,715	23,715	12,240	27,540	0	0	110,160	61,500	80,000
5904 CLOTHING SALES	0	0	0	0	0	0	0	0	0	0	0	0	0	1,000	30,000
5915 TICKET SALES	0	0	0	2,500	30,000	42,500	77,500	77,500	40,000	0	0	0	270,000	277,200	240,000
5916 HAUNTED TOUR	0	0	0	0	0	0	0	0	0	90,000	0	0	90,000	83,000	92,000
<b>TOTAL REVENUES</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>3,340</b>	<b>40,080</b>	<b>56,780</b>	<b>103,540</b>	<b>103,540</b>	<b>53,440</b>	<b>120,240</b>	<b>0</b>	<b>0</b>	<b>480,960</b>	<b>435,380</b>	<b>454,000</b>
<b>PAYROLL EXPENSES:</b>															
5100 SALARY PERM EMPL	3,367	3,367	3,367	3,367	5,051	3,367	3,468	3,468	3,468	3,468	5,202	3,468	44,428	43,596	38,000
5103 PART TIME LABOR	0	0	0	735	8,818	12,492	22,779	22,779	11,757	26,453	0	0	105,811	95,784	96,000
5121 PERA CONTRIBUTIONS	84	84	84	102	344	393	651	651	378	742	129	86	3,726	3,206	3,323
5122 FICA CONTRIBUTIONS	207	207	207	252	852	974	1,612	1,612	935	1,837	319	213	9,225	8,505	8,228
5123 FICA-MDCARE	48	48	48	59	200	228	378	378	219	431	75	50	2,163	1,951	1,930
5131 HEALTH INSURANCE	370	370	370	370	370	370	370	370	370	370	370	370	4,440	8,688	6,600
5132 DENTAL INSURANCE	32	32	32	32	32	32	32	32	32	32	32	32	384	348	250
<b>TOTAL P/R EXPENSES</b>	<b>4,108</b>	<b>4,108</b>	<b>4,108</b>	<b>4,916</b>	<b>15,666</b>	<b>17,856</b>	<b>29,289</b>	<b>29,289</b>	<b>17,158</b>	<b>33,333</b>	<b>6,127</b>	<b>4,219</b>	<b>170,177</b>	<b>162,078</b>	<b>154,330</b>
<b>OPERATING EXPENSES:</b>															
5200 OFFICE SUPPLIES	0	0	0	0	160	160	160	160	160	160	0	0	960	600	600
5201 COMPUTER SUPPLIES	0	0	0	0	50	50	50	50	50	50	0	0	300	0	100
5211 CLEANING SUPPLIES	0	0	0	0	200	200	200	200	200	200	0	0	1,200	720	1,600
5214 SERVING SUPPLIES	0	0	0	0	0	0	0	0	0	0	0	0	0	364	200
5218 UNIFORMS	0	0	0	0	100	100	100	100	100	100	0	0	600	600	100
5228 PAINTING SUPPLIES	0	0	0	0	1,000	1,000	1,000	1,000	1,000	1,000	0	0	6,000	6,000	1,000
5240 SMALL TOOLS	0	0	0	0	30	30	30	30	30	30	0	0	180	0	100
5260 FOOD PURCHASES	0	0	0	38	270	383	698	698	360	810	0	0	3,255	5,840	7,000
5270 MERCHANDISE	0	0	0	421	5,508	7,803	14,229	14,229	7,344	16,524	0	0	66,058	32,400	60,000
5310 CONTRACT SERVICES	0	0	0	0	50	50	50	50	50	50	0	0	300	2,000	0
5311 SECURITY SVC	0	0	0	0	70	70	70	70	70	70	0	0	420	816	600
5321 TELEPHONE	0	0	0	0	20	20	20	20	20	20	0	0	120	240	80
5322 POSTAGE	0	0	0	0	10	10	10	10	10	10	0	0	60	120	100
5331 TRAVEL/ENT	0	0	0	0	64	64	64	64	64	64	0	0	384	50	100
5339 ARMORED PICKUP	0	0	0	0	50	50	50	50	50	50	0	0	300	325	200
5340 ADV/PROMO	0	0	0	0	4,000	4,000	4,000	4,000	4,000	4,000	0	0	24,000	16,758	28,000
5343 HAUNTED SHIP EXP	0	0	0	0	5,300	5,300	5,300	5,300	5,300	5,300	0	0	31,800	18,600	25,000
5355 PRNTG & COPYING	0	0	0	0	830	830	830	830	830	830	0	0	4,980	2,000	5,000
5360 INSURANCE	0	0	0	0	616	616	616	616	616	616	0	0	3,696	6,720	6,700
5381 ELECTRIC	100	100	100	100	100	100	100	100	100	100	100	100	1,200	1,200	1,200
5382 WATER/SEWER	0	0	0	0	700	700	700	700	700	700	0	0	4,200	300	300
5400 REPAIRS/MAINT	0	0	0	0	1,350	1,350	1,350	1,350	1,350	1,350	0	0	8,100	4,000	10,000
5433 DUES/SUBSCRIP	0	0	0	0	75	75	75	75	75	75	0	0	450	200	400
5436 BANK CHARGES	0	0	0	0	50	50	50	50	50	50	0	0	300	1,200	0
<b>TOTAL OPERATING EXPENSE</b>	<b>100</b>	<b>100</b>	<b>100</b>	<b>558</b>	<b>20,603</b>	<b>23,011</b>	<b>29,752</b>	<b>29,752</b>	<b>22,529</b>	<b>32,159</b>	<b>100</b>	<b>100</b>	<b>158,863</b>	<b>101,053</b>	<b>148,380</b>
<b>TOTAL EXPENSES</b>	<b>4,208</b>	<b>4,208</b>	<b>4,208</b>	<b>5,475</b>	<b>36,269</b>	<b>40,866</b>	<b>59,041</b>	<b>59,041</b>	<b>39,687</b>	<b>65,492</b>	<b>6,227</b>	<b>4,319</b>	<b>329,040</b>	<b>263,131</b>	<b>302,710</b>
<b>DPMT GAIN/LOSS</b>	<b>(4,208)</b>	<b>(4,208)</b>	<b>(4,208)</b>	<b>(2,135)</b>	<b>3,811</b>	<b>15,914</b>	<b>44,499</b>	<b>44,499</b>	<b>13,753</b>	<b>54,748</b>	<b>(6,227)</b>	<b>(4,319)</b>	<b>151,920</b>	<b>172,249</b>	<b>151,290</b>

## TICKET OFFICE 1579

	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	TOTAL 2002 BUDGET	TOTAL 2001 BUDGET	TOTAL 2001 PROJECTED
<b>REVENUES:</b>															
5912 SPECIAL SERVICES	500	700	700	700	700	700	700	700	700	700	700	700	8,200	7,000	8,000
5917 FACILITY FEES	8,600	8,600	8,600	8,600	8,600	8,600	8,600	8,600	8,600	8,600	8,600	8,600	103,200	63,000	63,000
5918 INHOUSE PROMOTION	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	120,000	154,000	170,000
5919 SALE CHARGES	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	60,000	48,000	48,000
5927 FOURTH FEST EVENT	0	0	0	0	0	0	47,000	0	0	0	0	0	47,000	0	0
<b>TOTAL REVENUES</b>	<b>24,100</b>	<b>24,300</b>	<b>24,300</b>	<b>24,300</b>	<b>24,300</b>	<b>24,300</b>	<b>71,300</b>	<b>24,300</b>	<b>24,300</b>	<b>24,300</b>	<b>24,300</b>	<b>24,300</b>	<b>338,400</b>	<b>272,000</b>	<b>289,000</b>
<b>PAYROLL EXPENSES:</b>															
5100 SALARIED PERM	4,908	4,908	4,908	4,908	7,362	4,908	5,055	5,055	5,055	5,055	7,583	5,055	64,760	35,270	35,270
5103 PART TIME REGULAR	3,000	4,000	3,500	4,200	3,000	2,200	1,500	1,200	1,200	2,500	3,500	3,000	32,800	33,000	30,000
5121 PERA CONTRIBUTIONS	366	412	389	421	479	329	303	289	289	349	512	372	4,509	3,345	3,017
5122 FICA CONTRIBUTIONS	490	552	521	565	642	441	406	388	388	468	687	499	6,049	4,094	4,047
5123 FICA-MDCARE	119	134	126	137	155	107	98	94	94	113	166	121	1,463	955	979
5131 HEALTH INSURANCE	929	929	929	929	929	929	929	929	929	929	929	929	11,148	4,020	3,800
5132 DENTAL INSURANCE	50	50	50	50	50	50	50	50	50	50	50	50	600	300	300
<b>TOTAL P/R EXPENSES</b>	<b>9,861</b>	<b>10,985</b>	<b>10,423</b>	<b>11,209</b>	<b>12,618</b>	<b>8,963</b>	<b>8,342</b>	<b>8,005</b>	<b>8,005</b>	<b>9,465</b>	<b>13,428</b>	<b>10,027</b>	<b>121,329</b>	<b>80,984</b>	<b>77,413</b>
<b>OPERATING EXPENSES:</b>															
5200 OFFICE SUPPLIES	100	100	100	100	100	100	100	100	100	100	100	100	1,200	600	600
5218 UNIFORMS	33	33	33	33	33	33	33	33	33	33	33	33	396	402	400
5331 TRAVEL/ENT	150	150	150	150	150	150	150	150	150	150	150	150	1,800	1,800	1,200
5334 TRAINING EXPENSE	0	0	200	0	0	200	0	0	200	0	0	200	800	300	300
5360 INSURANCE	95	95	95	95	95	95	95	95	95	95	95	95	1,140	0	900
5400 REPAIR/MAINT SUPPLIES	30	30	30	30	30	30	30	30	30	30	30	30	360	0	100
5433 DUES/SUBSCRIP	200	0	0	0	0	0	0	0	0	0	0	0	200	180	0
5442 FOURTH FEST ACTIVITIES	0	0	0	0	0	0	36,332	0	0	0	0	0	36,332	0	0
5442 ENTERTAINMENT	8,000	8,000	8,000	8,000	8,000	8,000	8,000	8,000	8,000	8,000	8,000	8,000	96,000	96,000	190,000
<b>TOTAL OPERATING EXPENSES</b>	<b>8,608</b>	<b>8,408</b>	<b>8,608</b>	<b>8,408</b>	<b>8,408</b>	<b>8,608</b>	<b>44,740</b>	<b>8,408</b>	<b>8,608</b>	<b>8,408</b>	<b>8,408</b>	<b>8,608</b>	<b>138,228</b>	<b>99,282</b>	<b>193,500</b>
<b>TOTAL EXPENSES</b>	<b>18,469</b>	<b>19,393</b>	<b>19,031</b>	<b>19,617</b>	<b>21,026</b>	<b>17,571</b>	<b>53,082</b>	<b>16,413</b>	<b>16,613</b>	<b>17,873</b>	<b>21,836</b>	<b>18,635</b>	<b>259,557</b>	<b>180,266</b>	<b>270,913</b>
<b>DPMT GAIN/LOSS</b>	<b>5,631</b>	<b>4,907</b>	<b>5,269</b>	<b>4,683</b>	<b>3,274</b>	<b>6,729</b>	<b>18,218</b>	<b>7,887</b>	<b>7,687</b>	<b>6,427</b>	<b>2,464</b>	<b>5,665</b>	<b>78,843</b>	<b>91,734</b>	<b>18,087</b>

	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	TOTAL 2002 BUDGET	TOTAL 2001 BUDGET	TOTAL 2001 PROJECTED
<b>REVENUES:</b>															
5911 PARKING LOT RENTAL	0	0	0	3,000	2,300	0	0	0	0	0	0	0	5,300	2,300	2,260
5912 SPEC SVCS	0	0	0	0	144	0	0	0	0	0	0	0	144	120	120
5914 PARKING-MAIN	38,883	60,621	59,614	77,735	43,877	56,506	51,710	69,061	47,825	61,703	38,170	30,732	636,436	606,249	590,000
5926 PARKING-MONTHLY	12,635	11,809	12,296	12,097	19,012	17,899	15,996	14,864	15,156	14,754	14,279	16,543	177,340	172,175	192,000
<b>TOTAL REVENUES</b>	<b>51,518</b>	<b>72,429</b>	<b>71,910</b>	<b>92,832</b>	<b>65,333</b>	<b>74,405</b>	<b>67,706</b>	<b>83,925</b>	<b>62,981</b>	<b>76,457</b>	<b>52,449</b>	<b>47,275</b>	<b>819,221</b>	<b>780,844</b>	<b>784,380</b>
<b>PAYROLL EXPENSES:</b>															
5103 PART TIME	3,888	6,062	5,961	7,774	4,480	5,651	5,171	6,906	4,782	6,170	3,817	3,073	63,736	60,625	61,000
5121 PERA CONTRIBUTIONS	140	218	215	280	161	203	186	249	172	222	137	111	2,294	1,515	2,196
5122 FICA CONTRIBUTIONS	245	382	376	490	282	356	326	435	301	389	240	194	4,015	3,759	3,843
5123 FICA-MDCARE	57	89	88	114	66	83	76	102	70	91	56	45	937	908	897
5141 UNEMPLOYMENT	0	0	0	0	0	0	0	0	0	0	0	0	0	780	0
<b>TOTAL P/R EXPENSES</b>	<b>4,330</b>	<b>6,751</b>	<b>6,639</b>	<b>8,657</b>	<b>4,989</b>	<b>6,293</b>	<b>5,759</b>	<b>7,691</b>	<b>5,326</b>	<b>6,872</b>	<b>4,251</b>	<b>3,423</b>	<b>70,983</b>	<b>67,587</b>	<b>67,936</b>
<b>OPERATING EXPENSES:</b>															
5200 OFFICE SUPPLIES	20	20	20	20	20	20	20	20	20	20	20	20	240	240	240
5218 UNIFORMS	50	50	50	50	50	50	50	50	50	50	50	50	600	600	600
5310 CONTRACT SVC	150	150	150	150	150	150	150	150	150	150	150	150	1,800	0	1,200
5340 ADV & PROMO	2,000	0	0	0	0	0	0	0	0	0	0	0	2,000	2,000	2,000
5355 PRINTING	450	450	450	450	450	450	450	450	450	450	45	450	4,995	3,000	6,000
5360 INSURANCE	770	770	770	770	754	770	770	770	770	770	770	770	9,224	9,240	9,240
5400 REPAIR/MAINT	3,100	4,000	4,000	4,000	3,000	1,000	1,000	1,000	1,000	2,000	4,000	4,000	32,100	32,250	35,000
5436 BANK CHARGES	0	0	0	0	0	0	0	0	0	0	0	0	0	0	36
5438 LICENSES	40	40	40	40	40	40	40	40	40	40	40	40	480	600	0
<b>TOTAL OPERATING EXPENSES</b>	<b>6,580</b>	<b>5,480</b>	<b>5,480</b>	<b>5,480</b>	<b>4,464</b>	<b>2,480</b>	<b>2,480</b>	<b>2,480</b>	<b>2,480</b>	<b>3,480</b>	<b>5,075</b>	<b>5,480</b>	<b>51,439</b>	<b>47,930</b>	<b>54,316</b>
<b>TOTAL EXPENSES</b>	<b>10,910</b>	<b>12,231</b>	<b>12,119</b>	<b>14,137</b>	<b>9,453</b>	<b>8,773</b>	<b>8,239</b>	<b>10,171</b>	<b>7,806</b>	<b>10,352</b>	<b>9,326</b>	<b>8,903</b>	<b>122,422</b>	<b>115,517</b>	<b>122,252</b>
<b>DPMT GAIN/LOSS</b>	<b>40,608</b>	<b>60,198</b>	<b>59,791</b>	<b>78,695</b>	<b>55,879</b>	<b>65,632</b>	<b>59,467</b>	<b>73,754</b>	<b>55,175</b>	<b>66,105</b>	<b>43,123</b>	<b>38,372</b>	<b>696,799</b>	<b>665,327</b>	<b>662,128</b>

	JAN	FEB	MAR	APR	MAY	JUL	AUG	SEP	OCT	NOV	DEC	TOTAL 2002 BUDGET	TOTAL 2001 BUDGET	TOTAL 2001 PROJECTED
<b>REVENUES:</b>														
5902 CONCESSIONS												0	12,000	7,877
5923 MANAGEMENT FEE													17,500	
5924 SPONSORSHIP												0	15,000	11,500
5928 ENT FUND												0	25,000	42,500
<b>TOTAL REVENUES</b>	0	0	0	0	0	0	0	0	0	0	0	0	69,500	61,877
<b>PAYROLL EXPENSES:</b>														
5100 SALARIED PERM												0	16,646	16,646
5103 PART TIME												0	3,000	3,000
5121 PERA CONTRIBUTIONS												0	825	825
5122 FICA CONTRIBUTIONS												0	1,120	1,120
5123 FICA-MDCARE												0	255	255
5131 HEALTH INSURANCE												0	2,004	2,004
5132 DENTAL INSURANCE												0	144	144
<b>TOTAL P/R EXPENSES</b>	0	0	0	0	0	0	0	0	0	0	0	0	23,994	23,994
<b>OPERATING EXPENSES:</b>														
5310 CONTRACT SERVICES												0	12,000	19,370
5321 TELEPHONE												0	300	425
5322 POSTAGE												0	200	13
5331 TRAVEL												0	1,000	393
5340 ADV & PROMO												0	1,500	644
5400 RPR/MTC SVC												0	0	108
5442 ENTERTAINMENT												0	40,000	44,080
<b>TOTAL OPERATING EXPENSES</b>	0	0	0	0	0	0	0	0	0	0	0	0	55,000	65,033
<b>TOTAL EXPENSES</b>	0	0	0	0	0	0	0	0	0	0	0	0	78,994	89,027
<b>DPMT GAIN/LOSS</b>	0	0	0	0	0	0	0	0	0	0	0	0	(9,494)	(27,150)



**DULUTH ENTERTAINMENT AND CONVENTION CENTER AUTHORITY (DECC)  
PROPOSED CAPITAL EXPENDITURES  
2002 FISCAL YEAR**

<b>PROJECT DESCRIPTION</b>	<b>ESTIMATED COST</b>
Contingency	\$ <u>20,000</u>
<b>TOTAL PROJECTED CAPITAL EXPENDITURES</b>	<b>\$ <u>20,000</u></b>