

**EXECUTIVE DIRECTOR REPORT  
GROSSINGER MOTORS ARENA  
4TH QUARTER FY18  
FEBRUARY 1, 2018 – APRIL 30, 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 profit for Grossinger Motors Arena for the 4th quarter of FY 2018 was \$50,719.19.
2. A total of 44,445 guests attended events at the Grossinger Motors Arena during the months of February, March and April.
3. The 4th quarter featured fifteen unticketed community event days including monthly indoor Farmer's Markets. Central Illinois Flying Aces finished their season on April 14th and ISU Hockey finished with Senior Night in February. February featured the Illinois High School Association Cheerleading Finals, Brad Paisley in concert as well as our inaugural Bacon & Beer Festival and the IHSA Dual Team Wrestling Finals. March brought Cole Swindell to Bloomington, as well as our first Central Illinois Girls Hockey Association tournament over the first weekend. In April, we hosted the Central Illinois Figure Skating Club's spring show "Heroes vs. Villains" and several community events including the City Wellness Fair. Judas Priest rocked the house on April 8.
4. The unaudited net loss for the Grossinger Motors Arena year-to-date through the 4th quarter was \$667,349.92.
5. The estimated economic contribution to the local economy for the fourth quarter of FY18 is approximately \$3,371,011 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 \$5,879,789.

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**4th Quarter Attendance Report  
February, 2018 to April, 2018**

<b>FEBRUARY</b>	<b>Type</b>	<b>Date</b>	<b>Days</b>	<b>Attendance</b>
IHSA State Cheerleading Finals	Ticketed	2/2-2/3	2	12,549
Central Illinois Flying Aces Hockey	Ticketed	2/7	1	213
Guns 'n Hoses Hockey Game	Ticketed	2/10	1	1,167
Brad Paisley	Ticketed	2/15	1	5,183
Bacon & Beer Festival	Ticketed	2/16	1	1,319
Illinois State University Hockey	Ticketed	2/17	1	214
CI Flying Aces	Ticketed	2/17	1	864
Indoor Farmer's Market	Non-Ticketed Community	2/17	1	485
CI Flying Aces	Ticketed	2/18	1	502
BYH Board Meeting	Non-Ticketed Community	2/21	1	25
McLean County Chamber of Commerce After Hours	Non-Ticketed Community	2/21	1	125
IHSA State Wrestling Finals	Ticketed	2/23-2/24	2	2,381
Bloomington Edge Football	Ticketed	2/25	1	769
Ice Center Rentals	Non-Ticketed Community	2/1-2/28	15	2,000
<b>MARCH</b>	<b>Type</b>	<b>Date</b>	<b>Days</b>	<b>Attendance</b>
CI Flying Aces Hockey	Ticketed	3/2	1	644
CI Flying Aces Hockey	Ticketed	3/3	1	901

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CIGHA Tournament	Non-Ticketed Youth Event	3/3-3/4	2	500
Downtown Business Assoc.	Non-Ticketed Community	3/7	1	50
CI Flying Aces Hockey	Ticketed	3/9	1	707
CI Flying Aces Hockey	Ticketed	3/10	1	722
Mite Hockey Jamboree	Non-Ticketed Community	3/11	1	350
BYH Board Meeting	Non-Ticketed Community	3/13	1	25
Indoor Farmer's Market	Non-Ticketed Community	3/17	1	355
Cole Swindell	Ticketed	3/17	1	4,505
CI Flying Aces Hockey	Ticketed	3/18	1	460
CI Flying Aces Hockey	Ticketed	3/23	1	516
CI Flying Aces Hockey	Ticketed	3/24	1	284
CI Flying Aces Hockey	Ticketed	3/30	1	426
Ice Center Rentals	Non-Ticketed Community	3/1-3/31	1	600
<b>APRIL</b>	<b>Type</b>	<b>Date</b>	<b>Days</b>	<b>Attendance</b>
CI Flying Aces Hockey	Ticketed	4/6	1	800
CIFSC Heroes vs. Villains	Ticketed	4/7	1	444
Judas Priest	Ticketed	4/8	1	3,195
CI Flying Aces Hockey	Ticketed	4/14	1	1,441
City Wellness Fair	Non-Ticketed Community	4/20	1	1,000
Indoor Farmer's Market	Non-Ticketed Community	4/21	1	524
NCHS Graduation Rehearsal	Non-Ticketed Community	4/27	1	600
Ice Center Rentals	Non-Ticketed Community	4/1-4/30	7	400
			<b>TOTAL:</b>	<b>44,445</b>

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CITY OF BLOOMINGTON, GROSSINGER MOTORS  
ARENA  
MANAGEMENT SUMMARY REPORT TO CITY COUNCIL  
FOR THE QUARTER ENDED APRIL 30, 2018

Ordinary Income/Expense

	Feb - Apr 18
<b>Income</b>	
4100 · Event-Related Income	
4110 · Building Rent	177,212.23
4120 · Co-Pro/Self-Promote Revenue	-67,527.91
4130 · Box Office Revenue	
4131 · Facility Fees	44,703.50
4132 · Ticket Rebates	48,842.75
4133 · Box Office Fees	<u>3,515.10</u>
Total 4130 · Box Office Revenue	97,061.35
4140 · Reimbursed Wages	
4141 · Reimbursed FOH Staff Wages	27,201.29
4142 · Reimbursed Box Office Wages	1,708.78
4143 · Reimbursed Maintenance Wages	23,115.00
4144 · Reimbursed Stagehand Wages	62,442.88
4145 · Reimbursed Security Wages	6,578.75
4140 · Reimbursed Wages - Other	<u>0.00</u>
Total 4140 · Reimbursed Wages	121,046.70
4150 · Reimbursed Event Expenses	31,865.81
4160 · Equipment Rental	1,660.00
4170 · Net Merchandise	18,451.90
4180 · Parking Revenue	<u>0.00</u>
Total 4100 · Event-Related Income	379,770.08
4200 · Food & Beverage Income	
4210 · N/A Beverage Sales	58,449.13
4220 · Food Sales	128,038.73
4230 · Beer Sales	119,597.36
4240 · Wine Sales	2,639.27
4250 · Liquor Sales	43,418.12
4270 · Service Charges	4,043.86
4280 · Third Party F&B Commissions	<u>-9,966.73</u>
Total 4200 · Food & Beverage Income	346,219.74
4300 · Other Revenues	

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4310 · Suite Revenue	34,692.35
4320 · Club Memberships	1,357.00
4330 · Interest	271.07
4340 · Miscellaneous	0.00
4350 · ATM Revenue	<u>863.50</u>
<b>Total 4300 · Other Revenues</b>	<b>37,183.92</b>
<b>4400 · Commissioned Revenue</b>	
4410 · Advertising	873.00
4420 · Naming Rights Revenue	43,750.01
4430 · Sponsorship Revenue	<u>53,518.70</u>
<b>Total 4400 · Commissioned Revenue</b>	<b><u>98,141.71</u></b>
<b>Total Income</b>	<b>861,315.45</b>
<b>Cost of Goods Sold</b>	
5000 · Cost of Goods Sold	
5010 · N/A Beverage COGS	13,201.53
5020 · Food COGS	37,074.29
5030 · Beer COGS	28,202.10
5040 · Wine COGS	730.77
5050 · Liquor COGS	8,263.56
5000 · Cost of Goods Sold - Other	<u>0.00</u>
<b>Total 5000 · Cost of Goods Sold</b>	<b><u>87,472.25</u></b>
<b>Total COGS</b>	<b><u>87,472.25</u></b>
<b>Gross Profit</b>	<b>773,843.20</b>
<b>Expense</b>	
6000 · Payroll & Benefits	
6100 · Full-Time Staff	152,225.83
6200 · Support Staff Labor	
6230 · Maintenance Support Staff	44,817.52
6200 · Support Staff Labor - Other	<u>0.00</u>
<b>Total 6200 · Support Staff Labor</b>	<b>44,817.52</b>
6300 · Event Staff Labor	
6310 · FOH Event Staff	55,996.66
6340 · Stagehands Event Staff	51,313.32
6360 · Food & Beverage Event Staff	41,148.38
6300 · Event Staff Labor - Other	<u>0.00</u>
<b>Total 6300 · Event Staff Labor</b>	<b>148,458.36</b>
6400 · Payroll Processing Fees	7,285.41
6500 · Work Comp Insurance	8,693.46
6600 · Taxes	42,740.09

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6700 · Benefits	25,646.77
<b>Total 6000 · Payroll &amp; Benefits</b>	<b>429,867.44</b>
<b>7000 · General &amp; Administrative</b>	
7005 · Postage & Shipping	21.12
7010 · Office Supplies	139.77
7015 · Computer Software & Support	663.00
7020 · Printing & Copiers	99.94
7025 · Office Equipment Purchases	0.00
7030 · Office Equipment Rentals	241.72
7035 · Dues & Subscriptions	1,181.21
7040 · Licenses & Permits	949.81
7045 · Employee Recruitment & Reloc.	0.00
7050 · Employee Developmnt & Recognition	50.00
<b>Total 7000 · General &amp; Administrative</b>	<b>3,346.57</b>
<b>7100 · Occupancy</b>	
7110 · Communications	5,394.96
7120 · Utilities	
7121 · Gas	19,215.45
7122 · Water	11,430.76
7123 · Electricity	41,552.75
<b>Total 7120 · Utilities</b>	<b>72,198.96</b>
7130 · Waste Removal	3,187.50
<b>7140 · Repairs &amp; Maintenance</b>	
7141 · Repairs & Maintenance-HVAC	0.00
7142 · Repairs & Maintenance-Building	1,206.28
7143 · Repairs & Maintenance-Equipment	4,273.50
7144 · Repairs & Maintenance-Grounds	357.24
7140 · Repairs & Maintenance - Other	0.00
<b>Total 7140 · Repairs &amp; Maintenance</b>	<b>5,837.02</b>
7150 · Security & Fire Alarm System	0.00
<b>7160 · Insurance</b>	
7162 · Liability/Property Insurance	4,670.17
<b>Total 7160 · Insurance</b>	<b>4,670.17</b>
7170 · Tools & Small Equipment	757.36
7175 · Vehicle Fuel Expense	639.22
7180 · Pest Control	1,071.00
<b>Total 7100 · Occupancy</b>	<b>93,756.19</b>
<b>7200 · Travel Expenses</b>	
7210 · Meals	327.24
7220 · Lodging	1,392.90

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7230 · Transportation	2,268.98
7200 · Travel Expenses - Other	<u>0.00</u>
<b>Total 7200 · Travel Expenses</b>	<b>3,989.12</b>
<b>7300 · Event Expenses</b>	
7310 · Talent Expense	7,000.00
7320 · Sound & Lighting	0.00
7330 · Event Advertising	23,930.66
7340 · Equipment Rental	561.60
7360 · Outside Expenses (Police, EMT)	33,163.09
7370 · Promoter Discounts	75,307.56
7380 · Catering Expense	0.00
7385 · F&B 3rd Party Stand Labor	4,298.08
7390 · Miscellaneous Event Expense	<u>0.00</u>
<b>Total 7300 · Event Expenses</b>	<b>144,260.99</b>
<b>7400 · Services &amp; Operations</b>	
7405 · Base Management Fee	28,642.50
7410 · Management Commissions	-19,918.44
7415 · Sports Team Commissions	0.00
7425 · Laundry / Linen / Mats Cleaning	1,275.15
7430 · Cleaning Supplies & Paper Goods	2,146.08
7435 · Chemical & Paper Goods - FB	7,175.28
7436 · F&B Equipment & Smallwares	200.80
7440 · Uniforms	1,271.17
7445 · Building Advertising & Mrkting	2,147.32
7450 · Contracted Services	16,512.10
7455 · Credit Card Fees	8,235.74
7460 · Banking Fees	149.70
7465 · Cash Short (Over)	<u>66.30</u>
<b>Total 7400 · Services &amp; Operations</b>	<b><u>47,903.70</u></b>
<b>Total Expense</b>	<b><u>723,124.01</u></b>
<b>Net Ordinary Income</b>	<b>50,719.19</b>

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