

EXECUTIVE DIRECTOR REPORT

GROSSINGER MOTORS ARENA

3RD QUARTER FY 2019-2020

NOVEMBER 1, 2019 – JANUARY 31, 2020



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 loss for the Grossinger Motors Arena for the 3rd quarter of FY20 was \$58,561.58, behind budget for this quarter by \$38,927.58.
2. A total of 16,394 guests attended events at the Grossinger Motors Arena during the months of November, December and January.
3. This quarter featured rental ice every week after Trolls left town with the Illinois State Hockey Club plus our youth and adult hockey leagues and figure skating club games and practices. We hosted the first stop on the Trolls Live! tour which included three weeks of rehearsals and a television commercial shoot. We hosted the National Junior Prospects Tournament the first weekend in December, bringing high school hockey players from five states to town to showcase their skills to college and pro scouts. Our new tenant hockey league brought the top two teams in their league to town for two games in January. The inaugural Sixty-Six Games e-Sports Tournament sponsored by State Farm brought 32 college and high school teams to the area over the weekend of January 17-19th and we created a new event – the B4 Festival – Bourbon, Brews, BBQ & Blues to help break up the winter doldrums
4. The estimated contribution to the local economy for the third quarter of 2019-2020 is approximately \$1,635,786 based on Bloomington-Normal Convention and Visitors 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 estimated economic impact is \$5,255,730.

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Revenue	QTD	BTB
4010 Building Rent Income	\$108,889.18	\$174,650.00
4210 Naming Rights	\$43,749.00	\$43,750.00
4230 Suite Leases	\$30,317.35	\$24,750.00
4240 Signage & Display Advertising	\$42,012.00	\$38,250.00
4270 Club Memberships	\$(0.00)	\$750.00
4310 Reimbursed In-House Equipment	\$1,090.00	\$(0.00)
4320 Reimbursed Event Labor	\$17,571.13	\$27,250.00
4325 Reimbursed Stagehand Labor	\$58,093.77	\$30,000.00
4330 Reimbursed Credit Card Fees	\$754.53	\$(0.00)
4340 Reimbursed Event Advertising	\$7,605.00	\$(0.00)
4360 Reimbursed Event Expense - Other	\$(0.00)	\$44,000.00
4370 Reimbursed Outside Event Expense	\$35.00	\$(0.00)
4510 Concessions Sales - Food	\$30,461.24	\$53,600.00
4520 Concessions Sales - N/A Beverage	\$20,698.06	\$20,800.00
4530 Concessions Sales - Beer	\$7,233.35	\$61,800.00
4540 Concessions Sales - Wine	\$341.58	\$1,000.00
4550 Concessions Sales - Liquor	\$2,295.11	\$48,000.00
4560 Concessions Sales - Third Party Commissions	\$(136.69)	\$(0.00)
4610 Catering Sales - Food	\$3,879.00	\$(0.00)
4660 Catering Sales - Service Charges	\$648.85	\$(0.00)
4720 Promotion & Co-Promotion Income	\$41,124.33	\$(0.00)
4730 Ticket Facility Fees	\$25,725.00	\$59,625.00
4740 Ticket Rebates	\$9,790.13	\$33,350.00
4750 Merchandise Sales	\$1,111.88	\$15,350.00
4760 Box Office Fees	\$500.00	\$3,325.00
4765 Parking Revenue	\$5,439.00	\$21,450.00
4910 Interest Income	\$272.54	\$225.00
4920 ATM Fees	\$346.50	\$345.00
Revenue Total:	\$459,846.84	\$702,270.00

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NOVEMBER 1, 2019 – JANUARY 31, 2020



Expense	QTD	BTD
6102 COGS - Food	\$16,910.34	\$17,152.00
6103 COGS - N/A Beverage	\$3,573.68	\$5,408.00
6104 COGS - Beer	\$3,178.34	\$16,068.00
6105 COGS - Wine	\$107.45	\$260.00
6106 COGS - Liquor	\$428.41	\$12,480.00
7011 Full-Time Staff	\$162,751.54	\$157,221.00
7022 Support Staff - Operations	\$42,566.08	\$30,000.00
7031 Event Labor - Guest Services	\$31,847.92	\$39,350.00
7034 Event Labor - Stagehands/Operations	\$38,030.44	\$27,250.00
7036 Event Labor - Food Service Concessions	\$10,733.44	\$36,500.00
7052 Full-Time Employer Paid Benefits	\$31,977.47	\$20,439.00
7053 Part-Time Employer Paid Taxes & Benefits	\$13,005.76	\$33,389.00
7060 Workers Compensation	\$4,481.17	\$5,806.00
7070 Payroll Processing	\$4,961.04	\$6,098.00
7101 Postage & Shipping	\$408.81	\$150.00
7102 Office Supplies	\$89.42	\$300.00
7103 Computer Software & Supplies	\$652.33	\$750.00
7105 Printing / Copying	\$452.23	\$574.00
7106 Dues, Memberships & Subscriptions	\$2,714.21	\$2,300.00
7108 Licenses & Permits	\$(0.00)	\$1,143.00
7109 Interest Expense	\$33.17	\$(0.00)
7110 Employee Recruitment & Relocation	\$(0.00)	\$180.00
7111 Employee Development & Recognition	\$1,398.00	\$1,300.00
7112 Travel & Entertainment	\$1,000.06	\$2,000.00
7201 Operational Supplies	\$946.13	\$(0.00)
7202 Tools, Small Equipment & Furniture	\$1,242.67	\$3,950.00
7203 Janitorial Supplies	\$517.05	\$1,350.00
7204 Utilities	\$(157,214.51)	\$84,818.00
7205 Communications	\$3,497.03	\$5,685.00
7206 Insurance - General Liability	\$5,196.33	\$4,572.00
7208 Maintenance Contracts	\$360.58	\$1,125.00
7211 Equipment R&M	\$1,428.62	\$4,150.00
7212 Building R&M	\$2,919.05	\$1,800.00

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7213 Grounds R&M	\$390.40	\$600.00
7214 Fuel	\$160.97	\$150.00
7216 Electricity	\$165,174.69	\$(0.00)
7217 Gas	\$24,653.15	\$(0.00)
7218 Waste Management	\$10,921.92	\$(0.00)
7219 Water	\$25,509.56	\$(0.00)
7301 Uniforms	\$(50.00)	\$(0.00)
7302 Venue Marketing	\$367.50	\$4,500.00
7304 Contracted Services	\$2,463.15	\$2,850.00
7306 Management Fees - Base	\$30,150.84	\$30,150.00
7308 Management Fees - Commissions	\$1,481.78	\$13,361.00
7310 Credit Card Fees	\$3,406.10	\$8,000.00
7311 Banking Fees	\$165.17	\$150.00
7313 Cash (Over)/Short	\$(57.73)	\$(0.00)
7401 Outside Expense	\$15,098.81	\$2,000.00
7402 Event Advertising	\$2,354.46	\$27,000.00
7404 Contracted Event Labor	\$(0.00)	\$12,000.00
7406 Event Supplies	\$1,200.00	\$(0.00)
7410 Event Rental Equipment	\$(0.00)	\$21,500.00
7411 Talent Expense	\$(0.00)	\$(0.00)
7412 Promoter Discount & Co-Pro Expense	\$1,525.00	\$70,000.00
7413 Non-Profit Group Commissions	\$(0.00)	\$(0.00)
7501 F&B Paper Goods & Consumables	\$2,136.81	\$3,525.00
7502 F&B Smallwares	\$(0.00)	\$300.00
7503 F&B Linens	\$174.75	\$1,200.00
7504 F&B Uniforms	\$(2,318.34)	\$1,050.00
7505 F&B Licenses & Permits	\$994.82	\$(0.00)
7509 F&B Repairs & Maintenance	\$981.30	\$(0.00)
7510 F&B Event Supplies	\$13.02	\$(0.00)
7511 F&B Supplies & Equipment	\$799.91	\$(0.00)
7512 F&B Chemicals	\$148.19	\$(0.00)
7514 F&B Credit Card Fees	\$441.74	\$(0.00)
7518 F&B Travel	\$(73.81)	\$(0.00)

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Expense Total:	<u>\$ (518,408.42)</u>	<u>\$ (721,904.00)</u>
Net Income:	<u>\$ (58,561.58)</u>	<u>\$ (19,634.00)</u>
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NOVEMBER 1, 2019 – JANUARY 31, 2020



3rd Quarter Attendance Report November 1, 2019 – January 31, 2020

November	Type	Date	Days/Sessions	Attendance
Trolls Live! Rehearsals	Non-Ticketed	11/1/19- 11/15/19	15	750
Trolls Live!	Ticketed	11/16/19	2	3,356
Trolls Live! Commercial Shoot	Non-Ticketed	11/17/19	1	500
ISU Hockey	Ticketed	11/22/19	1	169
ISU Hockey	Ticketed	11/23/19	1	166
Thanksgiving Farmer's Market	Non-Ticketed	11/17/19	1	986
ISU Hockey Practices	Non-Ticketed	11/1-11/30/19	4	120
Blm. Ice Center Rentals	Non-Ticketed	11/1-11/30/19	19	950
December	Type	Date	Days/Sessions	Attendance
National Jr. Prospects Hockey	Non-Ticketed	12/5-8/19	4	548
ISU Hockey	Ticketed	12/6/19	1	137
ISU Hockey	Ticketed	12/7/19	1	184
ISU Hockey	Ticketed	12/13/19	1	114
ISU Hockey	Ticketed	12/14/19	1	145
CIFSC Winter Exhibition	Ticketed	12/15/19	1	211
Red Cross Holiday Blood Drive	Non-Ticketed	12/20/19	1	194
Indoor Farmer's Holiday Market	Non-Ticketed	12/21/19	1	743

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NOVEMBER 1, 2019 – JANUARY 31, 2020



ISU Hockey Practice	Non-Ticketed	12/1-12/15/19	5	150
Blm. Ice Center Rentals	Non-Ticketed	12/1-12/31/19	39	1,500
January	Type	Date	Days/Sessions	Attendance
FPHL Neutral Site Game	Ticketed	1/3/20	1	411
FPHL Neutral Site Game	Ticketed	1/4/20	1	376
ISU Hockey	Ticketed	1/16/20	1	233
Sixty-Six Games e-Sports Tournament	Ticketed	1/17-1/19/20	3	863
Indoor Farmer's Market	Non-Ticketed	1/25/20	1	414
B4 Festival	Ticketed	1/25/20	1	724
Illinois State Hockey Practices	Non-Ticketed	1/1-1/31/20	15	450
Blm. Ice Center Rentals	Non-Ticketed	1/1-1/31/20	45	2,000
		Totals:	34	16,394