

Racine, WI  
Racine Civic Centre  
April 2017

|   | Apr-17<br>Actual | Apr-16<br>Actual | Apr-17<br>Budget | 2017 YTD<br>Actual | 2016 YTD<br>Actual | 2017 YTD<br>Budget | 2017<br>Budget    | 2017<br>Reforecast |
|---|------------------|------------------|------------------|--------------------|--------------------|--------------------|-------------------|--------------------|
| <b>Ordinary Income/Expense</b>                  |                  |                  |                  |                    |                    |                    |                   |                    |
| <b>Income</b>                                   |                  |                  |                  |                    |                    |                    |                   |                    |
| 4000 - Building Rent                            | 15,173.37        | 15,948.70        | 5,000.00         | 46,349.41          | 54,885.67          | 23,445.00          | 122,120.00        | 145,024.41         |
| 4001 - Non-Profit/City Discounts                | -6,810.00        | -6,435.00        | 0.00             | -18,835.00         | -22,326.00         | 0.00               | 0.00              | -18,835.00         |
| 4005 - Facility Fees Revenue/Rebate             | 302.00           | 347.00           | 1,300.00         | 656.68             | 1,343.16           | 3,250.00           | 15,350.00         | 12,756.68          |
| 4008 - Concessions F & B                        | 2,137.96         | 444.80           | 500.00           | 2,649.90           | 981.07             | 1,200.00           | 2,100.00          | 3,549.90           |
| 4010 - Merchandise                              | 0.00             | 0.00             | 0.00             | 898.19             | 0.00               | 0.00               | 0.00              | 898.19             |
| 4012 - Catering - Outside Catering              |                  |                  |                  |                    |                    |                    |                   |                    |
| 4012A - Catering - Internal                     | 5,738.37         | 6,304.14         | 2,200.00         | 11,249.94          | 16,876.11          | 5,480.00           | 50,580.00         | 56,349.94          |
| 4012 - Catering - Outside Catering - Other      | 0.00             | 0.00             | 0.00             | 0.00               | 190.00             | 0.00               | 0.00              | 0.00               |
| <b>Total 4012 - Catering - Outside Catering</b> | <b>5,738.37</b>  | <b>6,304.14</b>  | <b>2,200.00</b>  | <b>11,249.94</b>   | <b>17,066.11</b>   | <b>5,480.00</b>    | <b>50,580.00</b>  | <b>56,349.94</b>   |
| 4014 - Reimbursed Labor                         | 6,188.52         | 7,591.26         | 4,475.00         | 14,574.31          | 24,290.05          | 14,900.00          | 56,950.00         | 56,624.31          |
| 4015 - Reimbursed Pipe/Drape                    | 50.00            | 50.00            | 0.00             | 1,970.00           | 4,580.00           | 0.00               | 0.00              | 1,970.00           |
| 4016 - Reimbursed Outside Vendor Labor          | 1,875.00         | 3,600.00         | 700.00           | 3,025.00           | 4,900.00           | 2,425.00           | 12,175.00         | 12,775.00          |
| 4018 - Reimbursed Outside Expenses              |                  |                  |                  |                    |                    |                    |                   |                    |
| 4018a - Reimb Pkg Meter Bags                    | 0.00             | 200.00           | 0.00             | 800.00             | 1,000.00           | 0.00               | 0.00              | 800.00             |
| 4018b - Reimb Linens                            | 1,508.53         | 1,727.50         | 0.00             | 2,811.39           | 2,901.81           | 0.00               | 0.00              | 2,811.39           |
| 4018 - Reimbursed Outside Expenses - Other      | 0.00             | 0.00             | 1,650.00         | 0.00               | 0.00               | 2,050.00           | 5,700.00          | 3,650.00           |
| <b>Total 4018 - Reimbursed Outside Expenses</b> | <b>1,508.53</b>  | <b>1,927.50</b>  | <b>1,650.00</b>  | <b>3,611.39</b>    | <b>3,901.81</b>    | <b>2,050.00</b>    | <b>5,700.00</b>   | <b>7,261.39</b>    |
| 4020 - In-House Equipment                       | 3,100.00         | 4,715.00         | 900.00           | 7,710.00           | 9,665.00           | 4,300.00           | 16,600.00         | 20,010.00          |
| 4021 - Reimbursed Box Office                    | 8.01             | 5.22             | 0.00             | 8.01               | 13.39              | 6,200.00           | 15,700.00         | 9,508.01           |
| 4022 - Reimbursed Utilities                     |                  |                  |                  |                    |                    |                    |                   |                    |
| 4022 - Reimbursed Utilities - Other             | 0.00             | 0.00             | 0.00             | 0.00               | 0.00               | 400.00             | 2,850.00          | 2,450.00           |
| <b>Total 4022 - Reimbursed Utilities</b>        | <b>0.00</b>      | <b>0.00</b>      | <b>0.00</b>      | <b>0.00</b>        | <b>0.00</b>        | <b>400.00</b>      | <b>2,850.00</b>   | <b>2,450.00</b>    |
| 4026 - Reimbursed Event Insurance               | 345.00           | 200.00           | 205.00           | 960.00             | 725.00             | 410.00             | 5,855.00          | 6,405.00           |
| 4040 - Self Promotions                          | 10,320.00        | 0.00             | 0.00             | 24,316.76          | 0.00               | 0.00               | 0.00              | 24,316.76          |
| 4050 - Interest                                 | 33.05            | 21.46            | 0.00             | 132.17             | 86.52              | 0.00               | 0.00              | 132.17             |
| 4500 - Food and Beverage Sales                  |                  |                  |                  |                    |                    |                    |                   |                    |
| 4500a - Vending Income                          | 0.00             | 0.00             | 0.00             | 291.15             | 591.81             | 0.00               | 0.00              | 291.15             |
| 4500e - Soda Income                             | 1,095.61         | 1,640.27         | 2,170.00         | 2,475.16           | 3,792.72           | 3,395.00           | 17,220.00         | 10,375.16          |
| 4500h - Draft Beer Income                       | 2,262.69         | 925.00           | 1,860.00         | 2,512.69           | 925.00             | 2,910.00           | 14,760.00         | 11,400.19          |
| 4500i - Bottled Beer Income                     | 4,459.08         | 6,218.05         | 3,410.00         | 6,882.50           | 7,848.47           | 5,335.00           | 27,060.00         | 30,582.50          |
| 4500j - Wine Income                             | 3,379.55         | 2,003.96         | 2,635.00         | 4,551.61           | 2,763.94           | 4,122.50           | 20,910.00         | 20,351.61          |
| 4500k - Liquor Income                           | 8,699.73         | 5,561.85         | 5,425.00         | 12,757.81          | 7,866.03           | 8,487.50           | 43,050.00         | 55,220.31          |
| 4500 - Food and Beverage Sales - Other          | 0.00             | 0.00             | 0.00             | 0.00               | 0.00               | 0.00               | 0.00              | 0.00               |
| <b>Total 4500 - Food and Beverage Sales</b>     | <b>19,896.66</b> | <b>16,349.13</b> | <b>15,500.00</b> | <b>29,470.92</b>   | <b>23,787.97</b>   | <b>24,250.00</b>   | <b>123,000.00</b> | <b>128,220.92</b>  |
| 49900 - Uncategorized Income                    | 0.00             | 0.00             | 0.00             | 0.00               | 0.00               | 0.00               | 0.00              | 0.00               |
| <b>Total Income</b>                             | <b>59,866.47</b> | <b>51,069.21</b> | <b>32,430.00</b> | <b>128,747.68</b>  | <b>123,899.75</b>  | <b>88,310.00</b>   | <b>428,980.00</b> | <b>469,417.68</b>  |
| <b>Cost of Goods Sold</b>                       |                  |                  |                  |                    |                    |                    |                   |                    |

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|  | Apr-17<br>Actual | Apr-16<br>Actual | Apr-17<br>Budget | 2017 YTD<br>Actual | 2016 YTD<br>Actual | 2017 YTD<br>Budget | 2017<br>Budget    | 2017<br>Reforecast |
|--|------------------|------------------|------------------|--------------------|--------------------|--------------------|-------------------|--------------------|
| <b>5000 - Cost of Goods Sold</b>         |                  |                  |                  |                    |                    |                    |                   |                    |
| 5000b - COGS - Concessions               | 522.51           | 0.00             | 0.00             | 522.51             | 0.00               | 0.00               | 0.00              | 522.51             |
| 5000e - COGS - Soda                      | 222.65           | 723.29           | 605.00           | 575.90             | 1,802.43           | 947.00             | 4,797.00          | 4,426.90           |
| 5000h - COGS - Draft Beer                | 903.00           | 455.00           | 233.00           | 1,038.00           | 455.00             | 365.00             | 1,845.00          | 2,519.00           |
| 5000i - COGS - Bottled Beer              | 1,418.56         | 1,531.73         | 1,395.00         | 9,362.84           | 2,023.48           | 2,183.00           | 11,070.00         | 18,250.84          |
| 5000j - COGS - Wine                      | 600.06           | 577.98           | 465.00           | 1,061.71           | 831.59             | 728.00             | 3,690.00          | 4,024.71           |
| 5000k - COGS - Liquor                    | 2,044.45         | 1,886.12         | 1,954.00         | 2,956.35           | 2,816.50           | 3,059.00           | 15,498.00         | 15,399.35          |
| 5000 - Cost of Goods Sold - Other        | 0.00             | 0.00             | 0.00             | 0.00               | 0.00               | 0.00               | 0.00              | 0.00               |
| <b>Total 5000 - Cost of Goods Sold</b>   | <b>5,711.23</b>  | <b>5,174.12</b>  | <b>4,652.00</b>  | <b>15,517.31</b>   | <b>7,929.00</b>    | <b>7,282.00</b>    | <b>36,900.00</b>  | <b>45,143.31</b>   |
| <b>Total COGS</b>                        | <b>5,711.23</b>  | <b>5,174.12</b>  | <b>4,652.00</b>  | <b>15,517.31</b>   | <b>7,929.00</b>    | <b>7,282.00</b>    | <b>36,900.00</b>  | <b>45,143.31</b>   |
| <b>Gross Profit</b>                      | <b>54,155.24</b> | <b>45,895.09</b> | <b>27,778.00</b> | <b>113,230.37</b>  | <b>115,970.75</b>  | <b>81,028.00</b>   | <b>392,080.00</b> | <b>424,274.37</b>  |
| <b>Expense</b>                           |                  |                  |                  |                    |                    |                    |                   |                    |
| <b>6000 - Services/Events</b>            |                  |                  |                  |                    |                    |                    |                   |                    |
| 6002 - Contract Labor - Event            | 2,052.80         | 2,023.11         | 700.00           | 4,442.45           | 3,383.97           | 2,425.00           | 12,175.00         | 14,192.45          |
| <b>6010 - Outside Expense</b>            |                  |                  |                  |                    |                    |                    |                   |                    |
| 6010b - Linens                           | 892.20           | 803.41           | 0.00             | 1,909.10           | 2,065.48           | 0.00               | 0.00              | 1,909.10           |
| 6010d - Outside Rentals                  | 374.00           | 370.00           | 1,650.00         | 418.71             | 370.00             | 2,050.00           | 5,700.00          | 4,068.71           |
| 6010 - Outside Expense - Other           | 0.00             | 0.00             | 0.00             | 0.00               | 0.00               | 0.00               | 0.00              | 0.00               |
| <b>Total 6010 - Outside Expense</b>      | <b>1,266.20</b>  | <b>1,173.41</b>  | <b>1,650.00</b>  | <b>2,327.81</b>    | <b>2,435.48</b>    | <b>2,050.00</b>    | <b>5,700.00</b>   | <b>5,977.81</b>    |
| 6012 - Event Insurance                   | 291.00           | 135.00           | 205.00           | 649.00             | 443.00             | 410.00             | 5,855.00          | 6,094.00           |
| 6014 - Bar Expense/Equipment             | 426.02           | 143.64           | 75.00            | 1,082.71           | 166.52             | 180.00             | 315.00            | 1,217.71           |
| 6015 - Concessions Supply Expense        | 0.00             | 0.00             | 0.00             | 503.08             | 0.00               | 0.00               | 0.00              | 503.08             |
| 6018 - Beverage Waste                    | 191.24           | 59.32            | 0.00             | 426.45             | 196.04             | 0.00               | 0.00              | 426.45             |
| 6020 - Catering Expense                  | 327.03           | 0.00             | 220.00           | 775.13             | 1,916.41           | 548.00             | 5,058.00          | 5,285.13           |
| 6000 - Services/Events - Other           | 0.00             | 0.00             | 0.00             | 0.00               | 0.00               | 0.00               | 0.00              | 0.00               |
| <b>Total 6000 - Services/Events</b>      | <b>4,554.29</b>  | <b>3,534.48</b>  | <b>2,850.00</b>  | <b>10,206.63</b>   | <b>8,541.42</b>    | <b>5,613.00</b>    | <b>29,103.00</b>  | <b>23,443.55</b>   |
| <b>7000 - Personnel Services</b>         |                  |                  |                  |                    |                    |                    |                   |                    |
| 7001 - Full Time Staff                   | 14,101.67        | 15,461.58        | 17,000.00        | 60,283.04          | 59,797.65          | 68,000.00          | 216,000.00        | 208,283.04         |
| 7005 - Support Staff Labor/non-reimb.    | 1,071.25         | 504.32           | 2,000.00         | 9,037.78           | 5,443.57           | 8,000.00           | 24,000.00         | 25,037.78          |
| 7007 - Event Staff Labor/reimb.          | 6,221.83         | 4,641.82         | 3,580.00         | 14,530.88          | 14,062.63          | 11,920.00          | 45,560.00         | 48,170.88          |
| 7009 - Bartender wages - non-reimb.      | 813.23           | 958.59           | 0.00             | 2,391.92           | 1,681.40           | 0.00               | 0.00              | 2,391.92           |
| 7010 - Taxes and Benefits                | 5,786.44         | 7,606.94         | 8,000.00         | 24,475.15          | 30,091.58          | 32,000.00          | 97,000.00         | 89,475.15          |
| 7000 - Personnel Services - Other        | 0.00             | 0.00             | 0.00             | 0.00               | 0.00               | 0.00               | 0.00              | 0.00               |
| <b>Total 7000 - Personnel Services</b>   | <b>27,994.42</b> | <b>29,173.25</b> | <b>30,580.00</b> | <b>110,718.77</b>  | <b>111,076.83</b>  | <b>119,920.00</b>  | <b>382,560.00</b> | <b>373,358.77</b>  |
| <b>8000 - General and Administrative</b> |                  |                  |                  |                    |                    |                    |                   |                    |
| 8001 - Postage                           | 0.00             | 0.00             | 50.00            | 20.15              | 0.00               | 200.00             | 600.00            | 420.15             |
| 8003 - Office Supplies                   | 66.90            | 206.17           | 200.00           | 733.57             | 1,979.88           | 777.00             | 3,477.00          | 3,433.57           |
| 8006 - Office Equipment & Repair         | 0.00             | 137.24           | 0.00             | 0.00               | 137.24             | 0.00               | 0.00              | 0.00               |
| 8009 - Printing / Copier                 | 92.74            | 92.74            | 120.00           | 417.51             | 436.25             | 480.00             | 1,440.00          | 1,377.51           |



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|--|------------------|------------------|-------------------|--------------------|--------------------|--------------------|--------------------|--------------------|
| Total 8318 - Employee Related Equip/Uniforms | 0.00             | 0.00             | 100.00            | 0.00               | 312.99             | 400.00             | 1,200.00           | 800.00             |
| 8319 - Staff Recognition                     | 0.00             | 0.00             | 50.00             | 112.70             | 87.95              | 200.00             | 800.00             | 712.70             |
| 8330 - Management Training                   | 0.00             | 0.00             | 0.00              | 611.52             | 92.00              | 0.00               | 0.00               | 611.52             |
| 8331 - Hospitality/M & E                     | 34.65            | 131.03           | 0.00              | 66.90              | 154.79             | 0.00               | 0.00               | 66.90              |
| 8332 - Marketing & Advertising               | 7,346.25         | 416.00           | 300.00            | 11,214.57          | 467.12             | 1,200.00           | 3,600.00           | 13,614.57          |
| 8334 - Computers                             | 0.00             | 149.00           | 100.00            | 112.94             | 996.69             | 400.00             | 1,200.00           | 912.94             |
| 8336 - Credit Card Fees                      | 76.41            | 34.36            | 50.00             | 264.38             | 58.21              | 200.00             | 600.00             | 664.38             |
| 8338 - Banking/Service Fees                  | 40.00            | 30.00            | 50.00             | 165.00             | 136.41             | 200.00             | 600.00             | 565.00             |
| 8340 - Banking / Bad Debt                    | -9.99            | -9.98            | 0.00              | -1,894.98          | -20.37             | 0.00               | 0.00               | -1,894.98          |
| 8342 - Cash Over / (Short)                   | 139.25           | 62.01            | 0.00              | 90.64              | 56.00              | 0.00               | 0.00               | 90.64              |
| 8300 - Services / Operations - Other         | 0.00             | 0.00             | 0.00              | 0.00               | 0.00               | 0.00               | 0.00               | 0.00               |
| <b>Total 8300 - Services / Operations</b>    | <b>9,660.67</b>  | <b>2,658.71</b>  | <b>3,275.00</b>   | <b>15,038.89</b>   | <b>8,364.43</b>    | <b>7,700.00</b>    | <b>23,600.00</b>   | <b>30,938.89</b>   |
| 9000 - Voided/Ruined Checks                  | 0.00             | 0.00             | 0.00              | 0.00               | 0.00               | 0.00               | 0.00               | 0.00               |
| <b>Total Expense</b>                         | <b>53,583.18</b> | <b>48,114.73</b> | <b>50,675.00</b>  | <b>189,480.89</b>  | <b>187,155.56</b>  | <b>194,390.00</b>  | <b>611,080.00</b>  | <b>596,017.81</b>  |
| <b>Net Ordinary Income</b>                   | <b>572.06</b>    | <b>-2,219.64</b> | <b>-22,897.00</b> | <b>-76,250.52</b>  | <b>-71,184.81</b>  | <b>-113,362.00</b> | <b>-219,000.00</b> | <b>-181,895.52</b> |
| <b>Other Income/Expense</b>                  |                  |                  |                   |                    |                    |                    |                    |                    |
| <b>Other Income</b>                          |                  |                  |                   |                    |                    |                    |                    |                    |
| 4060 - City Subsidy                          | 18,250.00        | 20,250.00        | 18,250.00         | 73,000.00          | 81,000.00          | 73,000.00          | 219,000.00         | 219,000.00         |
| <b>Total Other Income</b>                    | <b>18,250.00</b> | <b>20,250.00</b> | <b>18,250.00</b>  | <b>73,000.00</b>   | <b>81,000.00</b>   | <b>73,000.00</b>   | <b>219,000.00</b>  | <b>219,000.00</b>  |
| <b>Other Expense</b>                         |                  |                  |                   |                    |                    |                    |                    |                    |
| 8900 - City Subsidy Refund                   | 0.00             | 0.00             | 0.00              | 0.00               | 0.00               | 0.00               | 0.00               | 0.00               |
| <b>Total Other Expense</b>                   | <b>0.00</b>      | <b>0.00</b>      | <b>0.00</b>       | <b>0.00</b>        | <b>0.00</b>        | <b>0.00</b>        | <b>0.00</b>        | <b>0.00</b>        |
| <b>Net Other Income</b>                      | <b>18,250.00</b> | <b>20,250.00</b> | <b>18,250.00</b>  | <b>73,000.00</b>   | <b>81,000.00</b>   | <b>73,000.00</b>   | <b>219,000.00</b>  | <b>219,000.00</b>  |
| <b>Net Income</b>                            | <b>18,822.06</b> | <b>18,030.36</b> | <b>-4,647.00</b>  | <b>-3,250.52</b>   | <b>9,815.19</b>    | <b>-40,362.00</b>  | <b>0.00</b>        | <b>37,104.48</b>   |

Racine Civic Centre  
**Balance Sheet**  
As of April 30, 2017

|  | <u>Apr 30, 17</u>        |
|--|--------------------------|
| <b>ASSETS</b>                            |                          |
| <b>Current Assets</b>                    |                          |
| <b>Checking/Savings</b>                  |                          |
| 1025 · Operations Account                | 163,460.86               |
| 1030 · Box Office Account                | 7,051.46                 |
| 1035 · Money Market Account              | <u>160,898.43</u>        |
| <b>Total Checking/Savings</b>            | 331,410.75               |
| <b>Accounts Receivable</b>               |                          |
| 1200 · Accounts Receivable               | <u>54,900.25</u>         |
| <b>Total Accounts Receivable</b>         | 54,900.25                |
| <b>Other Current Assets</b>              |                          |
| 1010 · Event Bank                        | 5,947.00                 |
| 1015 · Petty Cash                        | 250.00                   |
| 1208 · A/R City of Racine                | 1,330.21                 |
| 1499 · Undeposited Funds                 | 36,192.98                |
| 1500 · Concession Inventory              |                          |
| 1500b · Inventory - Concessions          | 317.32                   |
| 1500e · Inventory - Soda                 | 1,018.04                 |
| 1500h · Inventory - Draft Beer           | 734.00                   |
| 1500i · Inventory - Bottled Beer         | 1,411.61                 |
| 1500j · Inventory - Wine                 | 2,646.87                 |
| 1500k · Inventory - Liquor               | <u>7,916.49</u>          |
| <b>Total 1500 · Concession Inventory</b> | 14,044.33                |
| 1625 · Prepaid Expenses                  | 5,292.09                 |
| 1630 · Prepaid Advertising               | <u>5,298.00</u>          |
| <b>Total Other Current Assets</b>        | <u>68,354.61</u>         |
| <b>Total Current Assets</b>              | <u>454,665.61</u>        |
| <b>TOTAL ASSETS</b>                      | <u><u>454,665.61</u></u> |

Racine Civic Centre  
**Balance Sheet**  
As of April 30, 2017

|  | <u>Apr 30, 17</u>        |
|--|--------------------------|
| <b>LIABILITIES &amp; EQUITY</b>        |                          |
| <b>Liabilities</b>                     |                          |
| <b>Current Liabilities</b>             |                          |
| <b>Accounts Payable</b>                |                          |
| 2000 - Accounts Payable                | 54,940.13                |
| <b>Total Accounts Payable</b>          | <u>54,940.13</u>         |
| <b>Other Current Liabilities</b>       |                          |
| 2200 - Sales Tax Payable               | 5,734.96                 |
| 3028 - Unearned City Subsidy           | 73,000.00                |
| 3035 - Unearned Ticket Revenue         | 585.37                   |
| 3039 - Building Deposits               | 101,873.06               |
| 3040 - A/P - Future Settlement         | -598.48                  |
| 3050 - Event Marketing Fund            | 48,000.00                |
| <b>Total Other Current Liabilities</b> | <u>228,594.91</u>        |
| <b>Total Current Liabilities</b>       | <u>283,535.04</u>        |
| <b>Total Liabilities</b>               | 283,535.04               |
| <b>Equity</b>                          |                          |
| 3900 - Retained Earnings               | 174,381.09               |
| <b>Net Income</b>                      | <u>-3,250.52</u>         |
| <b>Total Equity</b>                    | <u>171,130.57</u>        |
| <b>TOTAL LIABILITIES &amp; EQUITY</b>  | <u><u>454,665.61</u></u> |