

Racine Civic Centre  
12/31/2010

Ordinary Income/Expense

Income

|                                            | Dec-10<br>Actual | Dec-09<br>Actual | Dec-10<br>Budget | 2010 YTD<br>Actual | 2009 YTD<br>Actual | 2010 YTD<br>Budget |
|--------------------------------------------|------------------|------------------|------------------|--------------------|--------------------|--------------------|
| 4000 · Building Rent                       | 5,260            | 7,500            | 7,975            | 145,072            | 134,422            | 132,293            |
| 4002 · Co-Promotions                       | 815              | 3,217            | 0                | 5,587              | 10,889             | 17,000             |
| 4004 · Admission Surcharge                 | 636              | 735              | 500              | 25,039             | 30,353             | 36,485             |
| 4005 · Facility Fees Revenue/Rebate        | 1,097            | 360              |                  | 3,091              | 526                |                    |
| 4006 · Ticket Surcharge                    | 0                | 7                |                  | 457                | 7                  |                    |
| 4007 · Alcohol Surcharge                   | 0                | 0                | 0                | 4,476              | 6,365              | 7,675              |
| 4008 · Concessions F & B                   | 0                | 359              |                  | 2,023              | 36,353             |                    |
| 4010 · Merchandise                         | 0                | 0                |                  | 2,548              | 1,291              |                    |
| 4012 · Catering - Outside Catering         |                  |                  |                  |                    |                    |                    |
| 4012A · Catering - Internal                | 5,756            | 2,566            |                  | 27,824             | 5,517              |                    |
| 4012B · Catering- External                 | 339              | 0                |                  | 6,910              | 0                  |                    |
| 4012 · Catering - Outside Catering - Other | 0                | 627              | 250              | 0                  | 7,131              | 10,450             |
| Total 4012 · Catering - Outside Catering   | 6,094            | 3,193            | 250              | 34,734             | 12,648             | 10,450             |
| 4014 · Reimbursed Labor                    | 3,768            | 2,111            | 2,400            | 67,228             | 61,790             | 53,795             |
| 4015 · Reimbursed Pipe/Drape               | 328              | 0                |                  | 11,697             | 0                  |                    |
| 4016 · Reimbursed Outside Security         | 180              | 0                | 0                | 15,339             | 9,047              | 14,520             |
| 4018 · Reimbursed Outside Expenses         |                  |                  |                  |                    |                    |                    |
| 4018a · Reimb Pkg Meter Bags               | 50               | 0                |                  | 3,435              | 2,620              |                    |
| 4018b · Reimb Linens                       | 175              | 75               |                  | 8,458              | 5,971              |                    |
| 4018d · Reimb Outside Rentals              | 0                | 0                |                  | 3,157              | 6,031              |                    |
| 4018e · Reimb Outside Service              | 0                | 0                |                  | 2,843              | 775                |                    |
| 4018 · Reimbursed Outside Expenses - Other | 0                | 0                | 200              | 0                  | 0                  | 8,465              |
| Total 4018 · Reimbursed Outside Expenses   | 225              | 75               | 200              | 17,893             | 15,397             | 8,465              |
| 4020 · Reimb Sound Equip Rental            | 450              | 205              | 300              | 4,280              | 3,459              | 6,882              |
| 4021 · Reimbursed Copywrite Fees           | 0                | 0                | 0                | 0                  | 0                  | 260                |
| 4022 · Reimbursed Utilities                |                  |                  |                  |                    |                    |                    |
| 4022a · Reimbursed Sewer                   | 0                | 0                |                  | 0                  | 325                |                    |
| 4022d · Reimbursed Electric                | 0                | 0                |                  | 125                | 2,080              |                    |
| 4022e · Reimb Waste Compactor-FH           | 0                | 0                |                  | 1,250              | 0                  |                    |
| 4022f · Reimb Paper/Cardboard Waste-FH     | 0                | 0                |                  | 1,325              | 315                |                    |
| 4022i · Reimb Misc Waste Disposal-MH       | 0                | 0                |                  | 1,553              | 1,895              |                    |
| 4022 · Reimbursed Utilities - Other        | 0                | 0                | 250              | 0                  | 0                  | 11,220             |
| Total 4022 · Reimbursed Utilities          | 0                | 0                | 250              | 4,253              | 4,615              | 11,220             |
| 4026 · Reimbursed Insurance                | 12               | 278              | 0                | 8,020              | 3,070              | 4,750              |
| 4028 · Reimb Marketing & Advertising       | 0                | 0                |                  | 243                | 6,729              |                    |
| 4032 · Reimb/cancelled serv contract       | 50               | 1,000            |                  | 1,050              | 1,000              |                    |
| 4034 · Reimb Bank Fees                     | 0                | 0                |                  | 138                | 53                 |                    |
| 4038 · Signage                             | 0                | 0                |                  | 0                  | 60                 |                    |

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|                                        | Dec-10<br>Actual | Dec-09<br>Actual | Dec-10<br>Budget | 2010 YTD<br>Actual | 2009 YTD<br>Actual | 2010 YTD<br>Budget |
|----------------------------------------|------------------|------------------|------------------|--------------------|--------------------|--------------------|
| 4040 · Self Promotions                 | 0                | 0                | 2,000            | 0                  | 330                | 24,000             |
| 4042 · ATM Income                      | 0                | 0                |                  | 100                | 798                |                    |
| 4045 · Misc. Income                    | 0                | 0                | 25               | 40                 | -282               | 100                |
| 4500 · Food and Beverage Sales         |                  |                  |                  |                    |                    |                    |
| 4500b · Concession Snacks              | 0                | 0                |                  | 0                  | 78                 |                    |
| 4500c · Concession Candy               | 0                | 0                |                  | 0                  | 155                |                    |
| 4500e · Canned Soda                    | 577              | 157              |                  | 10,408             | 5,120              |                    |
| 4500f · Non-Alcoholic Beverages        | 0                | 20               |                  | 0                  | 567                |                    |
| 4500g · Catering - In House            | 0                | 345              |                  | 531                | 495                |                    |
| 4500h · Draft Beer                     | 185              | 1,237            |                  | 13,298             | 20,904             |                    |
| 4500i · Bottled Beer                   | 1,164            | 5,144            |                  | 27,240             | 16,501             |                    |
| 4500j · Wine                           | 1,205            | 400              |                  | 11,150             | 6,546              |                    |
| 4500k · Liquor                         | 2,207            | 1,332            |                  | 50,604             | 16,355             |                    |
| 4500 · Food and Beverage Sales - Other | 0                | 0                | 10,000           | 400                | 0                  | 94,050             |
| Total 4500 · Food and Beverage Sales   | 5,337            | 8,634            | 10,000           | 113,631            | 66,721             | 94,050             |
| Total Income                           | 24,253           | 27,675           | 23,900           | 466,938            | 405,641            | 421,945            |
| Cost of Goods Sold                     |                  |                  |                  |                    |                    |                    |
| 5000 · Cost of Goods Sold              |                  |                  |                  |                    |                    |                    |
| 5000e · Canned Soda                    | 332              | 280              |                  | 5,877              | 3,698              |                    |
| 5000f · Non-Alcoholic Beverages        | 325              | 79               |                  | 1,176              | 710                |                    |
| 5000h · Draft Beer                     | 82               | 452              |                  | 4,539              | 3,984              |                    |
| 5000i · Bottled Beer                   | 229              | 828              |                  | 8,967              | 13,581             |                    |
| 5000j · Wine                           | 211              | 487              |                  | 3,907              | 8,129              |                    |
| 5000k · Liquor                         | 660              | 586              |                  | 8,399              | 4,816              |                    |
| 5000 · Cost of Goods Sold - Other      | 52               | 443              | 4,000            | 2,475              | 2,111              | 37,620             |
| Total 5000 · Cost of Goods Sold        | 1,892            | 3,154            | 4,000            | 35,339             | 37,030             | 37,620             |
| Total COGS                             | 1,892            | 3,154            | 4,000            | 35,339             | 37,030             | 37,620             |
| Gross Profit                           | 22,361           | 24,520           | 19,900           | 431,599            | 368,611            | 384,325            |
| Expense                                |                  |                  |                  |                    |                    |                    |
| 6000 · Services/Events                 |                  |                  |                  |                    |                    |                    |
| 6002 · Contract Labor - Event          | 260              | 445              | 0                | 19,198             | 13,102             | 13,890             |
| 6006 · Sound Equip Rental - Event      | 640              | 50               | 300              | 3,135              | 2,530              | 8,112              |
| 6008 · Co-Promotions                   | 5,000            | 0                |                  | 5,000              | 0                  |                    |
| 6010 · Outside Expense                 |                  |                  |                  |                    |                    |                    |
| 6010a · Pkg Meter Bags                 | 50               | 132              |                  | 2,883              | 1,970              |                    |
| 6010b · Linens                         | 513              | 775              |                  | 8,579              | 7,518              |                    |
| 6010d · Outside Rentals                | 26               | -1,160           |                  | 2,556              | 1,579              |                    |
| 6010 · Outside Expense - Other         | 0                | 0                | 200              | 111                | 0                  | 8,465              |
| Total 6010 · Outside Expense           | 589              | -253             | 200              | 14,130             | 11,068             | 8,465              |
| 6012 · Event Insurance                 | 0                | 278              | 0                | 8,161              | 2,356              | 3,750              |

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|-------------------------------------------|------------------|------------------|------------------|--------------------|--------------------|--------------------|
| 6014 · Concession Expense/Equipment       | 221              | 16               |                  | 2,943              | 1,973              |                    |
| 6016 · Merchandise Expense                | 0                | 0                |                  | 11                 | 50                 |                    |
| 6018 · Beverage Waste                     | 41               | 4                |                  | 347                | 554                |                    |
| 6020 · Catering Expense                   | 0                | 164              |                  | 3,340              | 2,673              |                    |
| 6022 · Credit Card Fees - Event           | 263              | 0                |                  | 305                | 0                  |                    |
| 6000 · Services/Events - Other            | 0                | 0                |                  | 0                  | 0                  |                    |
| Total 6000 · Services/Events              | 7,013            | 704              | 500              | 56,570             | 34,306             | 34,217             |
| 6560 · Payroll Expenses                   | 0                | 0                |                  | 0                  | 0                  |                    |
| 66900 · Reconciliation Discrepancies      | 0                | 0                |                  | 39                 | 0                  |                    |
| 7000 · Personnel Services                 |                  |                  |                  |                    |                    |                    |
| 7001 · Full Time Staff                    | 16,591           | 10,769           | 16,150           | 191,313            | 157,342            | 193,800            |
| 7005 · Support Staff Labor/non-reimb.     | 1,345            | 1,775            | 2,750            | 24,173             | 59,315             | 33,000             |
| 7007 · Event Staff Labor/reimb.           | 3,902            | 3,582            | 2,400            | 59,059             | 37,834             | 53,795             |
| 7009 · Bartender wages - non-reimb.       | 451              | 405              | 100              | 9,536              | 9,337              | 1,200              |
| 7010 · Taxes and Benefits                 | 8,221            | 5,882            | 4,763            | 109,780            | 71,808             | 62,655             |
| 7000 · Personnel Services - Other         | 0                | 0                |                  | 0                  | 0                  |                    |
| Total 7000 · Personnel Services           | 30,510           | 22,412           | 26,163           | 393,861            | 335,636            | 344,450            |
| 8000 · General and Administrative         |                  |                  |                  |                    |                    |                    |
| 8001 · Postage                            | 0                | 44               | 50               | 532                | 354                | 600                |
| 8003 · Office Supplies                    | 75               | 374              | 100              | 3,010              | 3,310              | 1,200              |
| 8006 · Office Equipment & Repair          | 280              | 0                | 25               | 280                | 6                  | 300                |
| 8009 · Printing / Copier                  | 110              | 686              | 110              | 1,544              | 2,324              | 1,320              |
| 8013 · Music License Agreements           | 0                | 0                | 80               | 0                  | 215                | 960                |
| 8015 · Subscriptions                      | 438              | 16               | 50               | 619                | 195                | 600                |
| 8018 · Service Contracts                  | 0                | 0                |                  | 87                 | 0                  |                    |
| 8020 · Dues & Memberships                 | 948              | 562              | 100              | 1,465              | 2,468              | 1,200              |
| 8022 · Employee Reimb. expenses           | 0                | 0                |                  | 0                  | 1,200              |                    |
| 8024 · Employee Training                  | 0                | 0                | 100              | 494                | 208                | 1,200              |
| 8026 · Misc. Expense                      | 0                | 0                |                  | 0                  | -71                |                    |
| 8000 · General and Administrative - Other | 0                | 0                |                  | 0                  | 50                 |                    |
| Total 8000 · General and Administrative   | 1,850            | 1,683            | 615              | 8,031              | 10,259             | 7,380              |
| 8100 · Occupancy                          |                  |                  |                  |                    |                    |                    |
| 8102 · Parking                            | 258              | 429              | 0                | 1,960              | 1,286              | 1,720              |
| 8104 · Telephone                          | 677              | 1,054            | 433              | 4,978              | 5,958              | 5,200              |
| 8106 · Utilities                          |                  |                  |                  |                    |                    |                    |
| 8106a · Sewer                             | 592              | 854              |                  | 3,983              | 4,554              |                    |
| 8106b · Water                             | 566              | 510              |                  | 4,247              | 5,878              |                    |
| 8106c · Gas                               | 4,756            | 781              |                  | 28,569             | 32,321             |                    |
| 8106d · Electric                          | 7,697            | 8,750            |                  | 81,630             | 72,629             |                    |
| 8106e · Waste Compactor-FH                | 225              | 445              |                  | 4,660              | 7,438              |                    |

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|                                                     | Dec-10<br>Actual | Dec-09<br>Actual | Dec-10<br>Budget | 2010 YTD<br>Actual | 2009 YTD<br>Actual | 2010 YTD<br>Budget |
|-----------------------------------------------------|------------------|------------------|------------------|--------------------|--------------------|--------------------|
| 8106f · Paper/Cardboard Waste-FH                    | 108              | 140              |                  | 2,049              | 845                |                    |
| 8106g · Plastic/Glass/Aluminum Waste-FH             | 0                | 254              |                  | 581                | 543                |                    |
| 8106h · Paper/Cardboard Waste-MH                    | 99               | -114             |                  | 1,410              | 917                |                    |
| 8106i · Misc Waste Disposal-MH                      | 0                | 121              |                  | 465                | 286                |                    |
| 8106 · Utilities - Other                            | 0                | 0                | 14,000           | 0                  | 0                  | 155,000            |
| <b>Total 8106 · Utilities</b>                       | <b>14,043</b>    | <b>11,741</b>    | <b>14,000</b>    | <b>127,595</b>     | <b>125,411</b>     | <b>155,000</b>     |
| 8108 · HVAC R&M - DPW                               | 1,667            | 1,667            | 1,667            | 20,000             | 20,000             | 20,004             |
| 8110 · Equipment R&M                                | 1                | 676              | 200              | 3,659              | 5,821              | 2,400              |
| 8112 · Building Repair                              | 2,432            | 0                | 500              | 4,941              | 4,635              | 6,000              |
| 8114 · Building Maintenance                         | 776              | 394              | 500              | 1,464              | 1,955              | 6,000              |
| 8116 · Service Contracts                            |                  |                  |                  |                    |                    |                    |
| 8116a · Elevator maintenance                        | 0                | 0                |                  | 0                  | 3,187              |                    |
| 8116b · Maintenance Supplies                        | 270              | 266              |                  | 3,665              | 3,365              |                    |
| 8116c · Pest control                                | 73               | 71               |                  | 1,048              | 1,027              |                    |
| 8116d · Security control of Festival Ha             | 250              | 0                |                  | 1,802              | 1,630              |                    |
| 8116 · Service Contracts - Other                    | 0                | 0                | 1,000            | 0                  | 0                  | 12,000             |
| <b>Total 8116 · Service Contracts</b>               | <b>593</b>       | <b>337</b>       | <b>1,000</b>     | <b>6,515</b>       | <b>9,209</b>       | <b>12,000</b>      |
| 8118 · Grounds Maintenance                          | 3,170            | 1,856            |                  | 12,982             | 18,591             |                    |
| 8120 · Building Insurance                           | 636              | 1,014            | 2,000            | 9,903              | 16,444             | 24,000             |
| <b>Total 8100 · Occupancy</b>                       | <b>24,252</b>    | <b>19,167</b>    | <b>20,300</b>    | <b>193,995</b>     | <b>209,311</b>     | <b>232,324</b>     |
| 8200 · Travel & Motor Vehicle                       |                  |                  |                  |                    |                    |                    |
| 8202 · Travel                                       | 0                | 149              | 600              | 3,732              | 4,256              | 7,200              |
| 8204 · Motor Vehicle                                | 50               | 75               | 125              | 1,559              | 1,873              | 1,500              |
| <b>Total 8200 · Travel &amp; Motor Vehicle</b>      | <b>50</b>        | <b>224</b>       | <b>725</b>       | <b>5,290</b>       | <b>6,129</b>       | <b>8,700</b>       |
| 8300 · Services / Operations                        |                  |                  |                  |                    |                    |                    |
| 8302 · Professional Fees                            | 1,395            | 1,749            | 200              | 2,598              | 7,117              | 2,400              |
| 8304 · Contract Labor                               | 0                | 0                |                  | 321                | 6,233              |                    |
| 8308 · Rental Equipment                             | 0                | 0                |                  | 0                  | 439                |                    |
| 8310 · License, Permit & Insp.Fees                  | -838             | 0                | 334              | 3,653              | 530                | 4,008              |
| 8312 · Supplies & Materials                         | 1,202            | 1,228            | 1,050            | 12,251             | 15,578             | 12,600             |
| 8314 · Outside Rental Expense                       | 0                | 0                | 200              | 2,794              | 415                | 8,195              |
| 8318 · Employee Related Equip/Uniforms              |                  |                  |                  |                    |                    |                    |
| 8318a · Equipment                                   | 159              | 0                |                  | 498                | 0                  |                    |
| 8318b · Uniforms                                    | 0                | 59               |                  | 280                | 616                |                    |
| 8318 · Employee Related Equip/Uniforms - Other      | 0                | 0                | 100              | 476                | 814                | 1,200              |
| <b>Total 8318 · Employee Related Equip/Uniforms</b> | <b>159</b>       | <b>59</b>        | <b>100</b>       | <b>1,255</b>       | <b>1,429</b>       | <b>1,200</b>       |
| 8320 · Equipment Rental (non-reimb)                 | 0                | 0                | 200              | 39                 | 4,200              | 2,400              |
| 8330 · Management Training                          | 1,592            | 725              |                  | 3,774              | 1,209              |                    |
| 8331 · Hospitality/M & E                            | 477              | 172              | 50               | 1,686              | 3,003              | 600                |
| 8332 · Marketing & Advertising                      | 8,077            | 431              | 1,250            | 12,382             | 11,259             | 15,000             |
| 8334 · Computers                                    | 1,124            | 0                |                  | 1,901              | 1,432              |                    |

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12/31/2010

|                                    | Dec-10<br>Actual | Dec-09<br>Actual | Dec-10<br>Budget | 2010 YTD<br>Actual | 2009 YTD<br>Actual | 2010 YTD<br>Budget |
|------------------------------------|------------------|------------------|------------------|--------------------|--------------------|--------------------|
| 8336 · Credit Card Fees            | 0                | 0                |                  | 1,077              | 17                 |                    |
| 8338 · Banking/Service Fees        | 55               | 29               |                  | 444                | 713                |                    |
| 8340 · Banking / Bad Debt          | -10              | 169              | 50               | 2,345              | 314                | 600                |
| 8342 · Cash Over / (Short)         | 0                | 0                |                  | 0                  | 84                 |                    |
| 8399 · Deposit Refund              | 0                | 0                |                  | 0                  | 0                  |                    |
| 8400 · Management Fees             | 0                | 0                |                  | 0                  | 0                  |                    |
| Total 8300 · Services / Operations | 13,233           | 4,563            | 3,434            | 46,520             | 53,972             | 47,003             |
| Total Expense                      | 76,907           | 48,753           | 51,737           | 704,306            | 649,613            | 674,074            |
| Net Ordinary Income                | -54,546          | -24,233          | -31,837          | -272,708           | -281,001           | -289,749           |
| Other Income/Expense               |                  |                  |                  |                    |                    |                    |
| 4060 · City Subsidy                | 24,146           | 23,915           | 24,146           | 289,749            | 285,990            | 289,749            |
| Net Income                         | -30,400          | -318             | -7,691           | 17,042             | 4,989              | 0                  |

**Racine Civic Centre**  
**Balance Sheet**  
As of December 31, 2010

|                                          | <u>Dec 31, 10</u>       |
|------------------------------------------|-------------------------|
| <b>ASSETS</b>                            |                         |
| <b>Current Assets</b>                    |                         |
| <b>Checking/Savings</b>                  |                         |
| 1025 · Operations Account                | 46,407.09               |
| 1030 · Box Office Account                | 4,000.00                |
| 1040 · ATM Account                       | -9.40                   |
| <b>Total Checking/Savings</b>            | <u>50,397.69</u>        |
| <b>Accounts Receivable</b>               |                         |
| 1200 · Accounts Receivable               | 22,562.62               |
| <b>Total Accounts Receivable</b>         | <u>22,562.62</u>        |
| <b>Other Current Assets</b>              |                         |
| 1015 · Petty Cash                        | 252.92                  |
| 1500 · Concession Inventory              |                         |
| 1500e · Canned Soda                      | 509.09                  |
| 1500f · Non-Alcoholic Beverages          | 490.13                  |
| 1500h · Draft Beer                       | 142.00                  |
| 1500i · Bottled Beer                     | 304.35                  |
| 1500j · Wine                             | 868.27                  |
| 1500k · Liquor                           | 4,009.79                |
| 1500l · Supplies                         | 514.60                  |
| <b>Total 1500 · Concession Inventory</b> | <u>6,838.23</u>         |
| 1625 · Prepaid Expenses                  | 10,775.52               |
| <b>Total Other Current Assets</b>        | <u>17,866.67</u>        |
| <b>Total Current Assets</b>              | <u>90,826.98</u>        |
| <b>TOTAL ASSETS</b>                      | <u><u>90,826.98</u></u> |

**LIABILITIES & EQUITY**

**Liabilities**

**Racine Civic Centre**  
**Balance Sheet**  
As of December 31, 2010

|                                           | <u>Dec 31, 10</u>       |
|-------------------------------------------|-------------------------|
| <b>Current Liabilities</b>                |                         |
| <b>Accounts Payable</b>                   |                         |
| 2000 · Accounts Payable                   | 41,739.16               |
| <b>Total Accounts Payable</b>             | <u>41,739.16</u>        |
| <br><b>Other Current Liabilities</b>      |                         |
| 2200 · Sales Tax Payable                  | 1,401.43                |
| 3020 · Accrued Payroll                    | 9,123.21                |
| 3026 · Accrued A/P                        | 1,908.94                |
| 3039 · Building Deposits                  | 21,493.84               |
| <b>Total Other Current Liabilities</b>    | <u>33,927.42</u>        |
| <br><b>Total Current Liabilities</b>      | <u>75,666.58</u>        |
| <br><b>Total Liabilities</b>              | 75,666.58               |
| <br><b>Equity</b>                         |                         |
| 3900 · Retained Earnings                  | -1,881.10               |
| Net Income                                | 17,041.50               |
| <b>Total Equity</b>                       | <u>15,160.40</u>        |
| <br><b>TOTAL LIABILITIES &amp; EQUITY</b> | <u><u>90,826.98</u></u> |